YOUR IBM i CUSTOMER HAS CHOSEN AZURE. HAVE THEY CHOSEN THEIR FUTURE APPLICATION PLATFORM?

An opportunity brief for Microsoft account teams

Infinite Corporation

Azure may already be the agreed destination for your customer's IBM i estate. The application platform can still be an open decision.

A customer pursuing a data-center exit may want to preserve IBM i on IBM Power in an Azure data center. Another may also want to retire that platform dependency and operate selected applications on Linux. Those requirements lead to different technical assessments, commercial models, and delivery plans.

Infinite i offers a replatforming approach for IBM i applications to Linux on Azure. The opportunity for the Microsoft account team is to identify where that approach merits qualification, establish what must be proved, and build an account plan around the resulting workload.

WHERE INFINITE CAN ADD AN OPTION TO THE ACCOUNT PLAN

The customer wants a platform exit

The customer has selected Azure but also wants to retire IBM i and Power dependencies. A hosting proposal may meet the location requirement while leaving that operating-platform objective unresolved. An Infinite assessment can establish which applications are candidates, which dependencies remain, and what a Linux deployment would require.

Seller outcome: a defined application opportunity with technical qualification criteria, rather than an unresolved exception in the cloud program.

The current proposal has stalled

The customer is concerned about long-term economics, operating responsibilities, or fit with its target platform standards. Compare an alternative architecture against the same workload, availability, recovery, and acceptance requirements. Include migration and validation costs as well as recurring charges.

Seller outcome: evidence for reopening the decision, including a clear recommendation not to proceed if the alternative fails the customer's requirements.

The hosting move is complete and the next phase is being planned

A completed relocation can meet the immediate infrastructure objective while leaving a later application-platform decision open. Selected applications may warrant a separate assessment when the customer has a business reason, budget, and implementation window.

Seller outcome: a potential follow-on project with its own business case. A completed hosting move alone is not a reason to recommend another migration.

MAKE THE PLATFORM DECISION EXPLICIT

Kyndryl Cloud Uplift, formerly Skytap, retains IBM i applications on IBM Power infrastructure in Azure. It is positioned around preserving applications, leaving on-premises infrastructure, and extending access to Azure services.

Infinite i's proposition is to replatform eligible applications to Linux on Azure. That changes the application execution environment and requires validation of compatibility, dependencies, data behavior, performance, and operations. Infinite's own runtime, licensing, support, and residual application dependencies belong in the target operating model.

The choice should follow the customer's requirements. Access to Azure integration, analytics, or AI is not, by itself, an exclusive distinction between the approaches. Nor does running an application on Linux automatically give it a cloud-native architecture.

WHAT THE ACCOUNT TEAM NEEDS TO ADVANCE THE OPPORTUNITY

1. A workload decision

Identify the applications included, the business processes they support, the source and licensing position, and any components requiring remediation or retention. Vendor software and IBM i-specific dependencies must be assessed explicitly.

2. A target Azure architecture

Define the proposed Linux application environment, data platform, interfaces, identity integration, observability, backup, and recovery. Separate validated capabilities from design assumptions. Select Azure services because they meet requirements; do not count unqualified services as future consumption.

3. A defensible commercial model

Compare production, nonproduction, recovery, software, support, migration, testing, and temporary dual-running costs over an agreed period. Map Azure resource consumption to a staged deployment schedule. Keep Azure service consumption, partner software charges, customer commitment contribution, and seller-credit treatment distinct.

4. A representative proof

Use customer-relevant transactions, batch workloads, interfaces, and recovery requirements. Set acceptance thresholds and a decision point before the proof begins. The outcome should be sufficient evidence to proceed, revise the plan, or stop.

5. Clear delivery ownership

Establish who performs assessment, remediation, migration, validation, cutover, and ongoing support. A technically plausible approach becomes an actionable opportunity when responsibilities, dependencies, and acceptance are understood.

THE NEXT CONVERSATION

Have an Azure account where the customer wants to retire IBM i—not just relocate it?

Bring Infinite an anonymized workload scenario: the application estate, the business objective, the reason the current approach is insufficient, and the decision window. We can discuss whether a Linux replatforming assessment is warranted and what it would need to establish.

Request an IBM i-to-Azure platform options discussion. (https://www.infinitecorporation.com/contact.html)

Learn more: https://www.infinitecorporation.com/infinite-i.html

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BACKGROUND REFERENCES

Kyndryl Cloud Uplift: https://www.kyndryl.com/us/en/services/cloud-uplift

Microsoft's Skytap architecture: https://learn.microsoft.com/en-us/azure/architecture/example-scenario/mainframe/migrate-ibm-i-series-to-azure-with-skytap

Infinite i Marketplace listing: https://marketplace.microsoft.com/en-us/product/infinitesoftwarecorporation1579223971125.fintx2024?tab=overview

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Infinite Corporation. Independent solution provider. Microsoft Azure, IBM i, and Kyndryl product names identify the platforms discussed; this page does not imply a joint campaign or endorsement.