

Accelerate your success with Marketplace Solutions for Azure Government



Table of contents

01	Introduction
02	Networking solutions
03	Backup and recovery solutions
04	Security solutions
05	Open source modernization
06	Specialized data visualization
07	Management solutions
08	FAQs
	Next steps

01 /

Introduction

The Azure Marketplace is the premier destination for all your software needs, optimized to run on Azure. The Azure Government Marketplace includes many of the same solutions for the Azure Government environment.

You'll find everything from open source container platforms to threat detection to blockchain. With the marketplace, you can provision end-to-end solutions quickly and reliably, hosted in your own Azure Government subscription - an isolated, trusted, and highly secured environment.

In this whitepaper, you'll learn about popular Azure Government Marketplace solutions that can help you accelerate development and advance your IT priorities in the following categories:

Networking

Backup and recovery solutions

Security solutions

Open source modernization

Specialized data visualization

Management solutions

We'll look at this through the lens of a government agency looking to modernize legacy infrastructure and move certain mission-critical workloads to the cloud. Many of their existing investments are approaching end of life, and the IT organization is working to align more closely to the mission of the agency.

The agency has selected Azure Government, the mission-critical cloud, and the team is now looking for partner solutions to accelerate their solution development.

The agency CIO is working with his team to make recommendations to procurement. They're looking for services to increase operational efficiency, reduce capital expenditures on hardware, and simplify IT operations and maintenance so they can focus on advancing their top priorities.

First, they need to consider how to extend their network in a secure and compliant way.

02 /

Networking solutions for Azure Government

The IT team understands the importance of the network as a key enabler of cloud workloads, and the importance of robust and secure networks for fast, performant services. In addition, the agency needs to prove the network is compliant with regulatory standards to receive their Authority to Operate (ATO).

The team has selected Azure ExpressRoute to ensure fast, dedicated, and highly resilient connectivity, however they also need to select network appliances that meet the requirements for their ATO. They're looking for appliances that offer a familiar user interface, provide a predictable, high throughput connection to Azure Government, and include robust security features they can implement to meet FedRAMP High requirements. Azure Government Marketplace provides several Pay-As-You-Go (PAYG) and Bring-Your-Own-License (BYOL) offerings, so customers can use existing licenses.

Networking solutions for Azure Government

Optimizing application performance everywhere

Because this agency has offices across the nation and people in the field, employees need to access internal applications from many locations, including locations with limited connectivity and bandwidth.

To optimize application performance from virtually any location, they select [Riverbed Steelhead](#), designed to speed migration and accelerate access for users from virtually any location to applications in Azure.

The solution helps ensure application performance Service Level Agreements (SLA) are met for users no matter where they are located, regardless of network latency and enterprise bandwidth limitations.

Learn how [the first name in WAN optimization has evolved for the hybrid age](#).



SteelHead offers industry leading secure optimization of all applications, across hybrid networks to users everywhere so you can leverage global resources and access applications and data from anywhere - all while reducing the cost of running your business.

Additional Networking Solutions for Azure Government include:



[vSRX Next Generation Firewall](#)



[Cisco Adaptive Security Appliance virtual \(ASAv\)](#)



[F5 BIG IP Virtual Edition - BEST](#)

03 /

Backup and recovery solutions for Azure Government

With numerous options available in Azure Government for cost-effective and highly scalable storage, backup, and Disaster Recovery (DR), the agency is working on a strategic plan to determine how different data types should be stored to optimize agility, resiliency, and cost.

The IT team understands that using traditional backup solutions such as secondary sites and on-site tape backup can be cumbersome, error prone, and not scalable.

They need to have DR in place and tested to get their ATO, and they're leaning on [Azure Site Recovery](#) to ensure they have end-to-end application recovery that is tested multiple times, error free, and stress-free when migrating data or when disaster strikes.

In addition, they're considering some market-leading solutions for file sharing and backup.

Backup and DR solutions for Azure Government

Extending file sharing to the cloud

The agency needs a file sharing solution and are looking at [SoftNAS Cloud® Enterprise for Microsoft Azure](#), an enterprise-class, full-featured cloud NAS filer that front-ends native file storage capacities on Microsoft Azure.

This solution can help the agency safely migrate mission-critical workloads to Azure without a physical storage appliance or re-engineering applications. And they can rest assured with the SoftNAS [No Downtime Guarantee](#), which guarantees 99.999% per year uptime for SoftNAS Cloud® software and storage services, when operated with production workloads under SoftNAS best practices.

Learn more about [SoftNAS Cloud Enterprise for Azure](#).



SoftNAS Cloud® Enterprise is a software-defined, full-featured enterprise cloud NAS filer for primary data storage that enables teams to securely migrate existing applications to the cloud without re-engineering.

Achieving universal data protection

To gain even more choice and control across on-premises and the cloud, the agency is considering is [Veritas NetBackup™](#), which provides unified data protection capabilities for a broad range of organizations.

By protecting all data, no matter where it resides, NetBackup offers the foundation for universal data management and enables rapid visualization of all of an agency's data. In addition, it can help agencies reduce risk through proven, market leading data protection tailor-made to an organization's needs.

Learn more about [unified data protection with NetBackup](#).



Veritas lets customers to build on their existing investment in NetBackup, providing not only scalable protection for hybrid environments, but also solving challenges around copy data sprawl, information insight, and availability of business data.

Other Backup and DR solutions for Azure Government include:



[NetApp ONTAP Cloud for Azure](#)



[Veeam Backup & Replication 9.5](#)



[Commvault](#)

04 /

Security solutions for Azure Government

The agency selected Azure Government in large part because of Microsoft's leadership in cybersecurity. The agency is utilizing the security & audit capabilities of [Azure Security Center](#) to identify inbound attacks, malicious activity that could indicate a breach, and attempts to exfiltrate data or mount additional attacks.

And with the [Intelligent Security Graph](#), the agency gains rich insights from vast security intelligence, machine learning, and behavioral analytics to improve investigations and speed up responses.

Security solutions for Azure Government

CIS Hardened Images

The agency adheres to the Security Technical Implementation Guidelines (STIGs), the configuration standards for DoD IA and IA-enabled devices and systems. For this reason, they're evaluating CIS Hardened Images™ -- securely configured virtual machine images based on the CIS Benchmarks™, which can be used in place of the STIGs.

The CIS Benchmarks are an internationally recognized secure configuration standard used by thousands of businesses to improve their cybersecurity defenses.

Learn more about [CIS Hardened Images](#).



Securely configured virtual machine images based on the CIS Benchmarks, including images for Microsoft Windows Server, Ubuntu Linux, Oracle Linux, SUSE Linux, and CentOS Linux.

Additional Security Solutions for Azure Government include:



[Palo Alto Networks VM-Series Next Generation Firewall](#)



[Check Point CloudGuard IaaS - Firewall & Threat Prevention](#)



[Barracuda CloudGen Firewall for Azure](#)



[Lieberman RED – Rapid Enterprise Defense \(ERPM\)](#)



[Qualys Virtual Scanner Appliance](#)



[Splunk Enterprise](#)

05 /

Open source modernization solutions for Azure Government

Over the years, the agency has built several Open Source applications that the team plans to modernize and migrate to Azure Government, and they're evaluating solutions for modern containerization and migration to PaaS services.

They want to increase developer efficiency, reduce operating costs, and improve deployment and management of their Open Source portfolio.

With Azure Government, running and managing Linux workloads is a fundamental part of the product offering, so the result is well integrated and just works. In addition, Red Hat, Ubuntu, CentOS, and Free BSD are all available on Azure Government.

Container optimization and orchestration solutions for Azure Government

Agility in DevOps

Through this modernization effort, the agency is also looking to drive a more agile DevOps cadence across the IT organization.

They're investigating [Chef Automate](#) to speed up the process of building, deploying, and managing their applications and infrastructure. The Chef Automate platform can help the agency package and test applications, provision, and update infrastructure, and manage it all with compliance and security checks, using dashboards that provide visibility into the entire stack.

Learn more about [continuous automation with Chef](#).



Chef Automate helps overcome complexity to build, manage, and deploy better, faster, and safer.

Additional container optimization and orchestration solutions for Azure Government include:



[Docker EE for Azure \(Basic\)](#)



[Red Hat OpenShift Container Platform](#)



[Microsoft Jenkins Solution Template](#)

06 /

Specialized data solutions for Azure Government

With several big data projects which require specialized solutions for data visualization, the agency is evaluating options that work well within the highly secured and highly compliant environment Azure Government provides.

For their geospatial assets, data modeling, and data visualization, they're evaluating the popular solutions below.

Specialized data solutions for Azure Government

Managing geospatial assets

The agency is spearheading a new cross-agency initiative to provide a centralized resource for mapping and land management. They're looking for a solution that helps them create and manage geospatial assets and data, along with a portal that enables them to share maps, applications, and other geographic information.

For this purpose, they're leaning toward the popular [ArcGIS Service 10.4.1 for Server](#) by ESRI, a versatile GIS server that enables the agency to create, manage, and deploy GIS services, share assets with other people in the organization, and incorporate real-time data into GIS applications.

Learn more about creating GIS services with [ArcGIS for Server](#).



ArcGIS for Server, the world's most versatile GIS server, puts you in complete control of your organization's critical geospatial assets and data.

Additional data solutions for Azure Government include:



[Geo AI Data Science VM with ArcGIS](#)



[Data Science Virtual Machine for Linux \(Ubuntu\)](#)



[Tableau Server](#)

07 /

Management solutions for Azure Government

As part of the planning process, the agency is looking at migrating numerous on-premises workloads to the cloud. They're evaluating management solutions to help the team govern usage across different cost centers.

For example, they're reviewing [Azure Advisor](#), a free offering that helps customers follow best practices to optimize their Azure deployments. It analyzes resource configuration and usage telemetry to recommend solutions that can help improve the cost effectiveness, performance, and high availability of Azure resources.

In addition, the team is looking at two other solutions for managing spend and optimizing their utilization of Azure resources:

Management solutions for Azure Government

Unified cloud governance

[CloudCheckr](#) is a unified cloud governance solution for Microsoft Azure. This sophisticated cloud management platform offers control and clarity for leading organizations to manage and optimize their public cloud investments. CloudCheckr offers a unified view of critical inventory and utilization activities to manage and reduce expenses, with intelligent insights to allocate and optimize costs effectively.

Learn more about governance across your cloud investments with [CloudCheckr](#).



CloudCheckr is a multi-cloud management platform enabling enterprises and service providers to save money, reduce risk, and ensure governance at scale.

End-to-end visibility and financial governance

[Hanu Insight](#) provides end-to-end visibility and continuous financial governance of your Azure environment. Hanu Insight helps organizations manage consumption and maximize Azure ROI, with a guarantee of 20% cost savings achieved by identifying underutilized resources and optimizing spend.

Learn more about saving up to 20% on your total Azure spend with [HanuInsight](#).



HanuInsight creates an easy way for you and your staff to request VMs, allocate quotas and track consumption for business units and projects.

08 /

FAQs

How are Azure Government Marketplace solutions different from the standard Azure Marketplace solutions?

Azure Government Marketplace solutions are the same images you'll find in Azure public, deployable to Azure Government and discoverable in the Azure Government portal. As in public Azure, you can choose to deploy prebuilt images from Microsoft and our partners or upload your own VHDs. This gives you the flexibility to deploy your own standardized images if needed.

How do I find the full range of Azure Marketplace solutions for Azure Government?

To find Azure Government Marketplace solutions, there are two ways to search:

- (1) Browse the Azure Marketplace for solutions of interest, then check the Azure Government portal for availability.
- (2) The table [here](#) shows a list of available images within the Azure Government Marketplace. Pay-As-You-Go licensing (PAYG) is available for images from Microsoft, Red Hat, the Center for Internet Security, F5, Barracuda, FlashGrid, and Palo Alto Networks, with more coming soon. Other images are primarily bring-your-own-license (BYOL).

If I am a publisher of an Azure Marketplace solution, and want it to publish it to the Azure Government Marketplace, how do I go about this?

Publishing your solution in the Azure Government Marketplace is as simple as publishing to Azure commercial and checking an extra box. For additional tips [start here](#). If you're new to Azure and interested in publishing to the Azure Marketplace, [start here](#).

Next steps

We're continually adding new solutions to help you get the most out of your investments in Azure Government.

Visit the [Azure Marketplace](#) to learn more.



Contact your designated Microsoft account representative or partner to help you get started, or visit the Microsoft Azure Government website

<https://azure.microsoft.com>