

Azure Frontier Offer

Funded data and AI modernisation on Microsoft Azure.

Up to US\$500K of Microsoft co-funding to migrate databases, stand up Microsoft Fabric, and put Azure AI Foundry into production — delivered by Antares in 8–12 weeks.

Up to US\$500K ECIF funding

Microsoft-funded professional services to design, build and roll out your Azure data and AI workloads.

2:1 ROI commitment

For every US\$1 of Microsoft funding, the customer commits to US\$2 of Year-1 Azure consumption — anchored to the workloads you're building.

Eligible workloads

Azure Databases, Microsoft Fabric, and Azure AI Foundry — the foundation for production-grade data and AI.

8–12 weeks to value

A focused Antares engagement that moves you from current state to a production-ready Azure data and AI foundation.

What is the Azure Frontier Offer?

The **Microsoft Azure Frontier Offer (AFO)** is a limited-time, post-sales funding programme that accelerates adoption of Microsoft's Data & AI platform — Azure databases, Microsoft Fabric, and Azure AI Foundry. Microsoft funds a meaningful share of the project cost; the customer commits to the Azure consumption their new workloads will generate anyway.

How the funding works

Microsoft funds the engagement through ECIF (Existing Customer Investment Funds) — covering post-sales professional services for discovery, architecture, migration, build, validation and hypercare. Up to **US\$500K of project cost** can be offset, at a 2:1 ROI.

The 2:1 ROI commitment means for every US\$1 of Microsoft funding, the customer agrees to deliver US\$2 of Year-1 Azure Consumed Revenue (ACR) tied to the workloads in scope. The ACR is what your new workloads will produce in normal use — there's no separate spend commitment beyond running what you've built.

Worked example: a US\$400K Year-1 ACR opportunity unlocks up to US\$200K of Microsoft funding against project cost.

How nomination works

AFO is nominated by the Microsoft account team or PSS — not directly by partners or customers. **Antares works alongside your Microsoft AE** to qualify the opportunity, shape the solution and ACR projection, build the nomination package, and shepherd it through Microsoft's review and approval. Typical approval: **~3 weeks**.

Who and what qualifies

Criteria	What's required
Project size	Any project size with Year-1 Azure Consumed Revenue (ACR) > US\$1
Workload mix	>50% of Year-1 ACR from Databases and/or Microsoft Fabric (AI Foundry only when bundled)
Customer segment	Enterprise (Strategic, Majors, Majors Growth) and SME&C (Corporate, SMB). US Federal excluded.
Licence type	Enterprise Agreement (EA), MCA-E, or Modern CSP

Disclaimer: AFO is a Microsoft programme subject to eligibility, approval and availability. AFO is field-nominated by the Microsoft account team or PSS (not by the partner) and is limited-time, first-come, first-served. Funding figures shown are maxima; actual amounts depend on opportunity size and approved ROI. All figures USD per Microsoft programme documentation.

Criteria	What's required
Sales stage	Post-sales only (MSX Stages 3 and 4). AFO cannot be used for pre-sales.

Eligible workloads

Azure Databases

- › SQL Server modernisation to Azure SQL
- › Azure Database for PostgreSQL / MySQL
- › Azure Cosmos DB
- › Oracle and legacy DB migration

Microsoft Fabric

- › Lakehouse and warehouse migration
- › Fabric SQL Databases
- › Power BI at enterprise scale
- › Real-Time Intelligence

Azure AI Foundry

- › Azure OpenAI and Anthropic models
- › Agentic AI and copilots
- › RAG and secure enterprise LLM
- › Azure AI Search, Speech, Vision

Note: Standalone Database or Fabric opportunities qualify. Standalone AI Foundry opportunities must be bundled with Databases or Fabric.

Typical engagement: 8–12 weeks

WEEKS 1–2

Envision & Assess

Use case shortlist, current-state assessment, ACR projection, risk and compliance review, success metrics.

WEEKS 3–6

Architect & Build

Landing zone, security and governance, target architecture, foundation build for Databases, Fabric or AI Foundry.

WEEKS 7–10

Migrate & Validate

Workload migration, data validation, automated quality gates, performance tuning, phased cutover.

WEEKS 11–12

Land & Enable

Production cutover, hypercare, governance handover, executive outcomes report, roadmap for the next workload.

Typical duration is 8–12 weeks. Cadence flexes to customer pace and workload complexity — we'd rather extend by a fortnight than rush the handover.

What the customer walks away with

- **A production-deployed Azure workload** — a live Fabric environment, migrated database estate, or AI Foundry solution. Not a slideware proof-of-concept.
- **Governance, security and operating model** — access, lineage, cost controls and monitoring documented and handed over, with your team enabled to run it.
- **An executive outcomes report** — what was built, what it cost, the Year-1 ACR forecast you can take to your CFO, and where to invest next.
- **A prioritised next-workload roadmap** — two to three follow-on workloads with Microsoft funding pathways identified.

Why Antares

- Microsoft Solutions Partner with designations across AI, Data & Analytics, and Modern Work — and Specialisations in Azure AI, Microsoft Fabric, and Azure OpenAI
- 20 years delivering Microsoft platform engagements for customers including NRMA, Mission Australia, Haileybury, CQU, UNSW and Western Sydney International Airport
- Production AI in market: our Q Platform is in live use at multiple enterprise customers — not a roadmap promise

NEXT STEP

Book a 30-minute Frontier Assessment.

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