

# Server Migration to Microsoft Azure Cloud

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*A Fiscal & Operational Strategic Shift*

May 13, 2026

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# A Strategic Moment for Modern Infrastructure

## WHERE WE ARE

### On-Premises Infrastructure

#### Nutanix Virtual Environment

In service since 2019, supporting critical District systems including authentication, file services, and core applications.

#### Dedicated On-Site Hardware

Physical servers hosted at District facilities — requiring local power, cooling, and hands-on maintenance by staff.

#### Proven but a Legacy Model

On-premises infrastructure has served the District reliably. The industry, however, has fundamentally shifted toward cloud.



## WHERE WE'RE GOING

### Enterprise Cloud Infrastructure

#### Microsoft Azure

The same enterprise platform trusted by Fortune 500 companies, federal agencies, and school districts across the country.

#### Always-On Resilience

Geographically redundant data centers with published uptime SLAs — a level of reliability on-premises cannot match.

#### Built for How Districts Work Today

Secure, scalable, and managed — freeing Technology staff to focus on students, instruction, and cybersecurity.

# Staff Recommendation to the Board

**Approve the contract with LookingPoint to migrate all District servers to Microsoft Azure cloud infrastructure.**

## **This recommendation is supported by:**

- A formal competitive evaluation of two qualified professional services firms (STEPFORD and LookingPoint)
- Comprehensive cost-benefit analysis comparing on-premises refresh vs. cloud-hosted migration
- Verification of LookingPoint's proven public-sector Azure migration track record (Daly City, San Bruno)
- Alignment with District objectives for cost savings, modernization, security, and disaster recovery



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# Why LookingPoint Was Selected

## PROVEN EXPERTISE

Demonstrated depth in Microsoft Azure architecture

### Successfully migrated public-sector clients:

- City of Daly City
- City of San Bruno

Specialized in education and government cloud environments

## COMPETITIVE VALUE

Competitive pricing structure with high-tier engineering support

One-time professional services fee: **\$10,800**

Maximizes cost savings over the initial three-year term

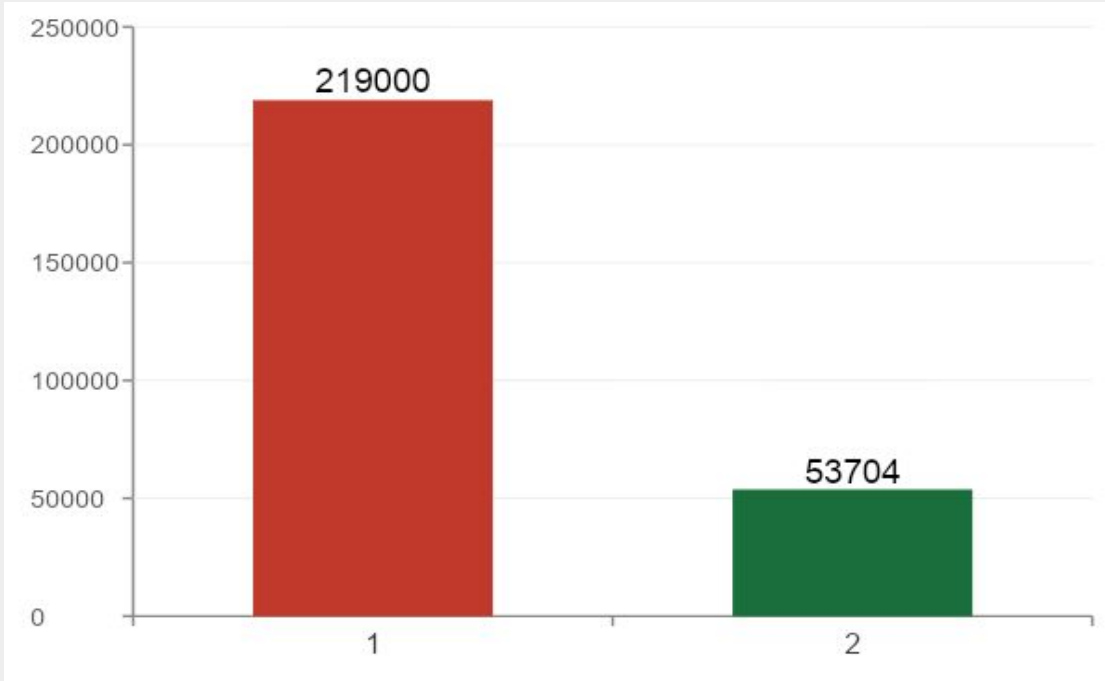
*Both proposals were comprehensive; LookingPoint offered superior public-sector experience and pricing.*



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# 3-Year Cost Comparison



**\$165,000+**  
Projected 3-Year Savings

**\$14,200**  
Estimated Annual Azure Cost

**\$53,000**  
Annual Nutanix Licensing Alone

\* Azure 3-year total includes Year 1 implementation (\$38,105) + 2 years at ~\$14,200/yr. On-premises high estimate used.

# Four Primary District Objectives Addressed

1

## Cost Savings

Eliminates expensive hardware refresh cycles. Azure annual cost ~\$14,200 vs. ~\$53,000/yr for Nutanix licensing alone.

2

## Modernization

Transitions the District to a contemporary, agile infrastructure with on-demand resource allocation.

3

## Disaster Recovery

Enterprise-grade uptime SLAs with geographically redundant failover — protection against outages and natural disasters.

4

## Security Enhancements

FERPA-aligned protections, enterprise-grade identity controls. District retains full administrative ownership of all data.

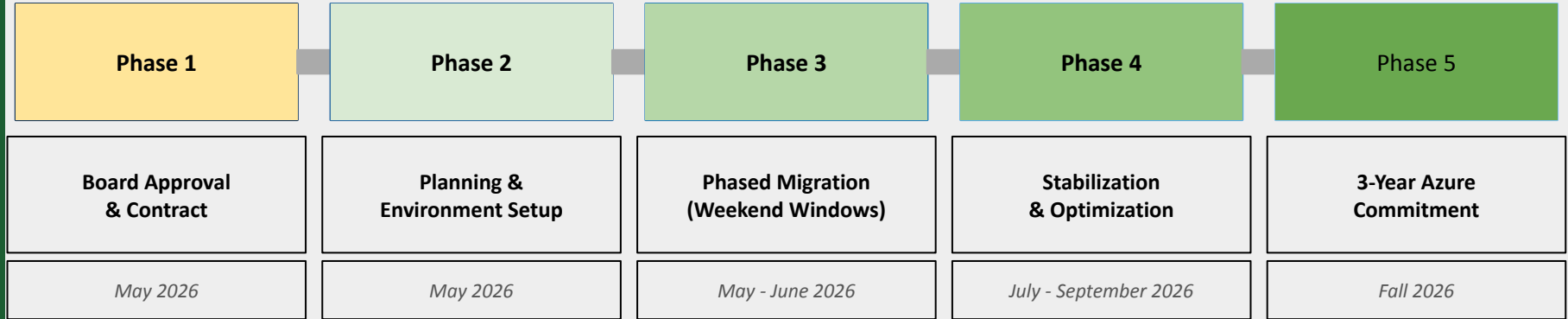
# Financial Summary

Item	Amount	Notes
Year 1 Total Implementation Cost	<b>\$38,104.72</b>	Includes one-time professional services
LookingPoint Professional Services Fee	<b>\$10,800.00</b>	One-time, included in Year 1 above
Estimated Annual Azure Hosting Cost	<b>~\$14,200</b>	Based on current server utilization
Current Nutanix Licensing (Annual)	<b>~\$53,000</b>	Licensing cost alone, excludes hardware
<b>Projected 3-Year Savings vs. Status Quo</b>	<b>\$165,000+</b>	Compared to maintaining current environment

*Azure costs are usage-based and will be actively monitored. Following initial implementation, the District anticipates moving to a 3-year Azure commitment for discounted pricing.*

## IMPLEMENTATION

# Migration Implementation Plan



## Key Safeguards

- Critical systems transitioned during scheduled weekend maintenance windows
- Robust rollback procedures in place throughout migration
- Backup redundancies ensure continuous service during transition
- Month-to-month Azure model during stabilization; move to 3-year commitment post-validation



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# Operational & Long-Term Advantages

## Scalability

On-demand resource allocation supports District growth without requiring additional physical hardware purchases or capital investment.

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## Operational Efficiency

Reduces administrative burden of maintaining aging physical infrastructure — freeing Technology staff to focus on cybersecurity, user support, and instructional technology. Also reduces onsite power, cooling, and hardware maintenance requirements.

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## Financial Sustainability


Shifts the District from a heavy capital expenditure (CapEx) model to a predictable, scalable operating expenditure (OpEx) model — improving long-term budget planning.

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## Reliability

Built-in redundancy and failover capabilities significantly improve overall system availability and reduce risk of service interruptions affecting students and staff.

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# Thank You

Redwood City School District  
Technology Department

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## MOTION

Approve the contract with LookingPoint to migrate all District servers to Microsoft Azure cloud services.

Year 1 Cost

**\$38,105**

*incl. one-time services fee*

Annual Azure

**~\$14,200**

*vs. \$53K Nutanix licensing*

3-Year Savings

**\$165,000+**

*vs. maintaining current env.*

Partner: LookingPoint · Platform: Microsoft Azure · FY 2026–27

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