



# ISV Technical Team Intro

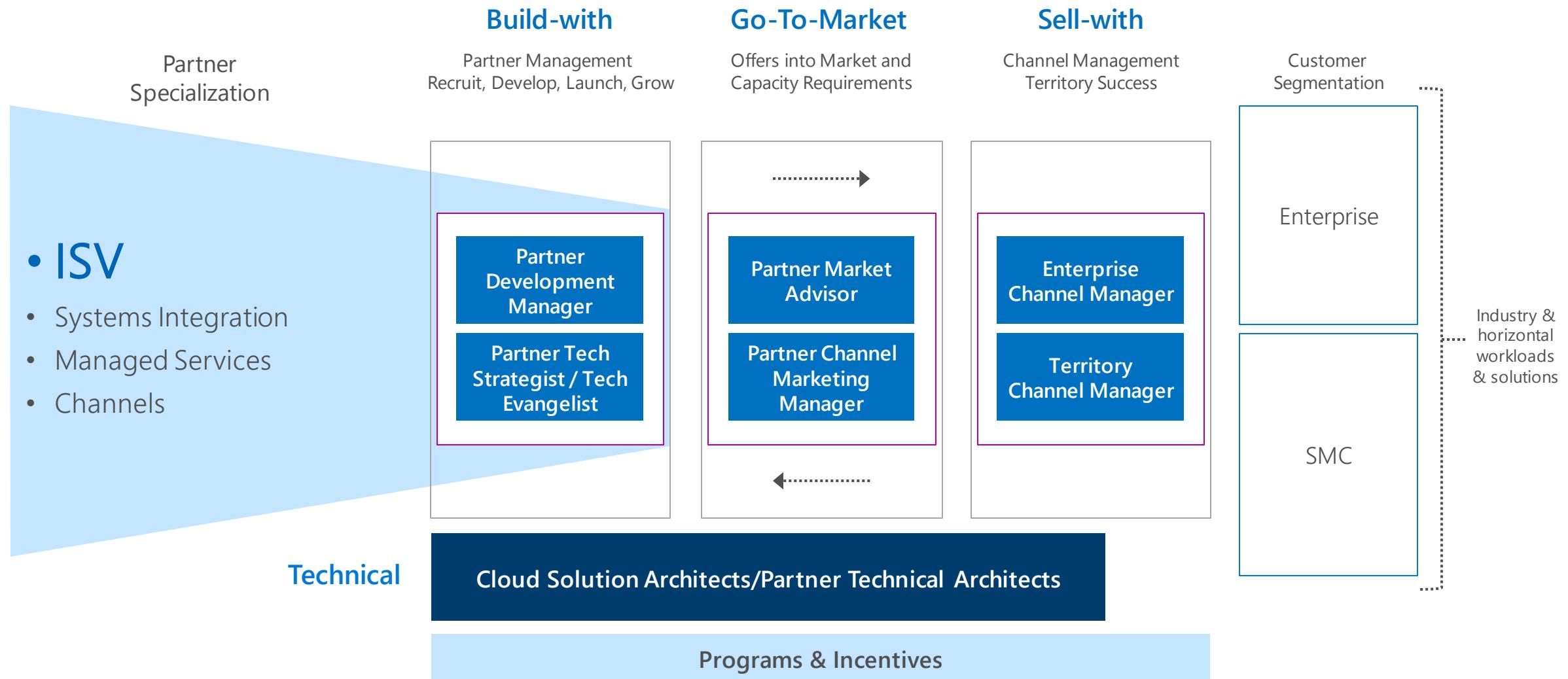
WE South ISV Technical Team  
esisvbd@Microsoft.com



The background image shows a large, modern convention center lobby. The space is filled with people walking around and interacting with various trade show booths. The booths have blue and white branding, and there are several round tables with yellow tablecloths set up for networking or presentations. Large windows in the background let in natural light, and the overall atmosphere is professional and bustling.

# Meet the ISV Tech program

# One Commercial Partner Operating Model



The background image shows a large, modern hall filled with people. The floor is made of light-colored tiles, and there are several round tables covered with yellow tablecloths and white plates. In the background, there are large windows and a high ceiling. A blue banner with white text is visible on the right side of the image.

# Meet the Team

# ISV Technical Team (Iberia)



Juliet Moreiro



Miguel Caldas



Juan Manuel Servera

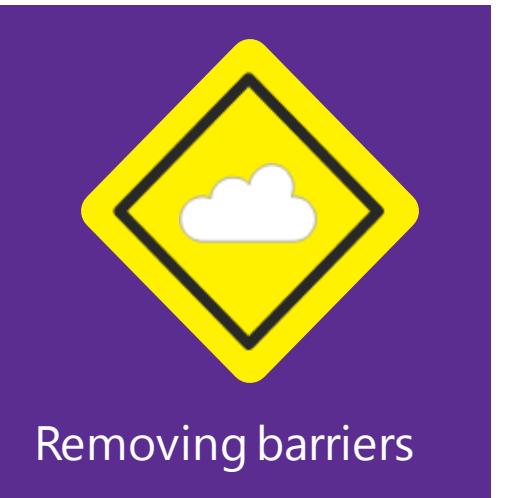


Javier Gómez

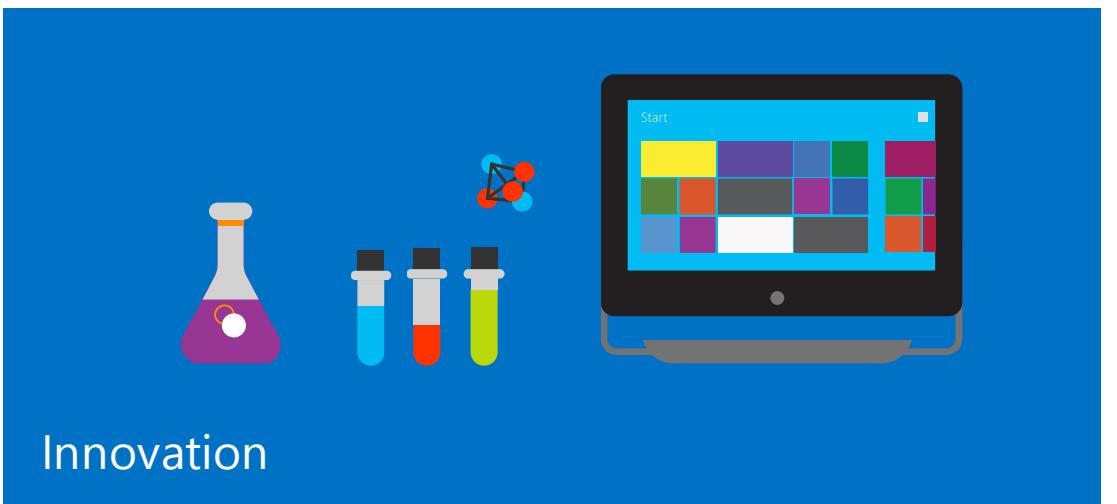
# Our mission



Readiness



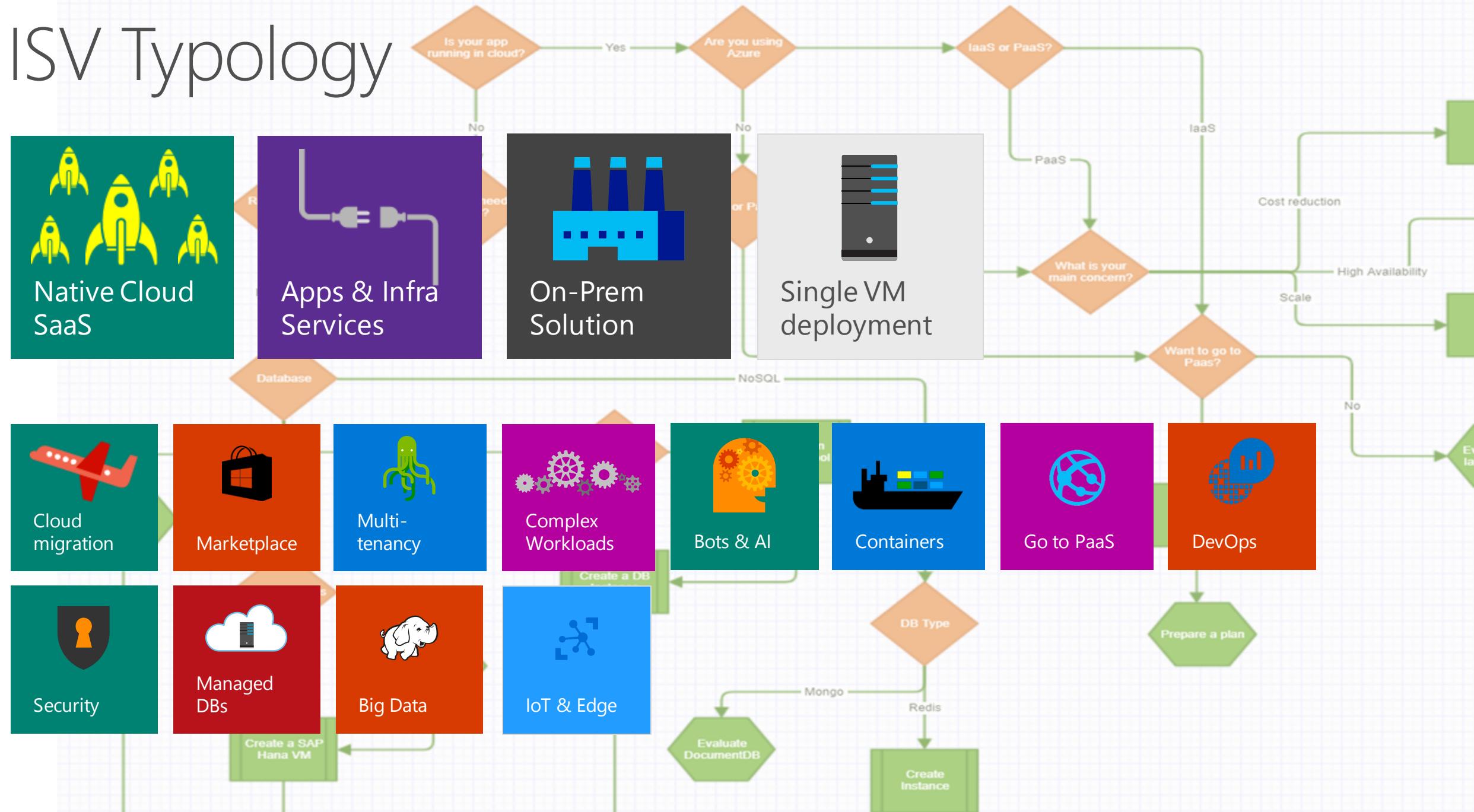
Removing barriers



Innovation



# ISV Typology





Our technical  
offering

# Technical readiness offering



## Microsoft Learning

The skills required to advance your career and earn your spot at the top do not come easily. Now there's a more rewarding approach to hands-on learning that helps you achieve your goals faster. Be the first to be in the know.

<https://learning.microsoft.com>

## Microsoft Partner Training Center

Partner-centric readiness resources

<https://partner.microsoft.com/training/training-center>



# Technical readiness offering



## ISV Workshops

In-person technical sessions covering the most relevant Azure services, both from a theoretical (service features, pricing,) and practical (setup, demos, common scenarios...) point of view



# Technical readiness offering



## Technical Labs

in-person 1:few work days, working on the best way to migrate your solutions to the Microsoft Azure platform

Technical discussion on the approach and phases for the migration with technical support during the process



# Technical readiness offering



## Architecture review

Assessment of your solution's architecture, design and technical needs prior to the migration process

It help us to get to know better the technologies behind the solution and decide the initial migration approach together





Need anything else?

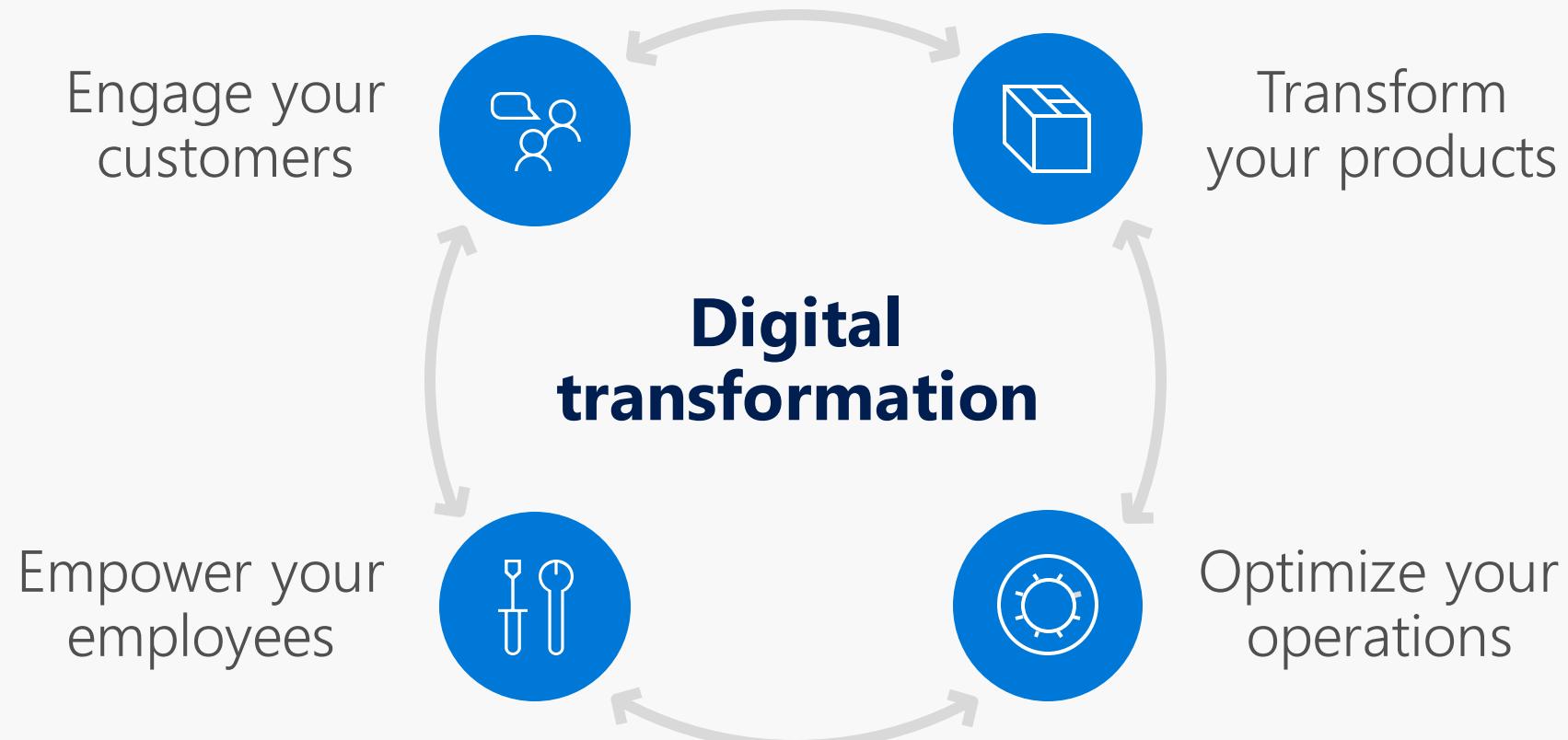
We are here for you  
[esisvbd@microsoft.com](mailto:esisvbd@microsoft.com)

# Microsoft Azure

**The cloud platform for digital transformation**



Microsoft



## Going Digital

1 million/hour  
new devices  
coming online  
by 2020

12 years  
average age of S&P  
500 corporations  
by 2020

81% businesses  
running in a hybrid  
environment

# Microsoft Azure



## Trust

Protect your business



## Open and Hybrid

Build freely, deploy consistently in the cloud & on-prem



## App Innovation

Accelerate innovation with the cloud



## Data-Driven Intelligence

Power decisions & apps with insights

# Protect your business



Trust



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Detect and  
mitigate  
threats

Achieve global  
scale, in local  
regions

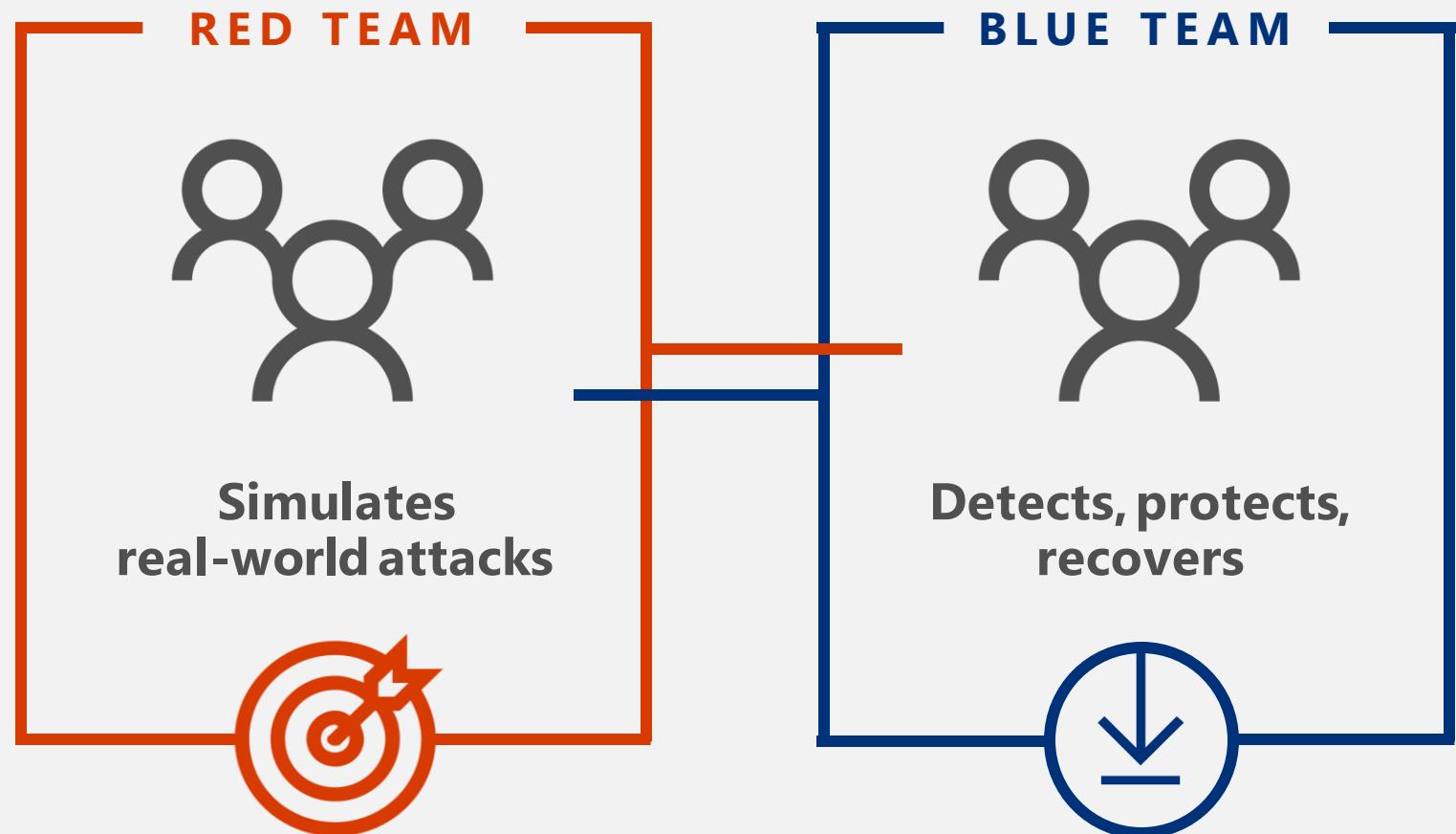
The most trusted  
and compliant  
cloud

# Detect and mitigate threats



Trust

- Assume Breach
- Identify Attacks
- Restore Environment



# Detect and mitigate threats



Trust

Prevent

Detect

Respond

The dashboard is divided into three main sections: Prevention, Detection, and Status breakdown.

**Prevention:** Shows resources health (Virtual machines, Networking, SQL, Applications) with severity counts (High: 15, Medium: 2, Low: 2). It also includes a Recommendations section with a donut chart (12 Total) and a Quickstart button.

**Detection:** Shows Security alerts over time (22 SUN, 29 SUN, 6 SUN) with counts (High: 5, Low: 1).

**Status breakdown:**

- ONBOARDING STEPS:** No onboarding steps required.
- PREVENTION STEPS:**
  - Antimalware not installed: 7 of 11 VMs
  - Baseline rules mismatch: 1 of 11 VMs
  - Missing system updates: 10 of 11 VMs
  - Restart pending: 1 of 11 VMs
- Virtual machines:** A table showing the status of various VMs across four categories: Onboarding, System Updates, and Antimalware.

Name	Onboarding	System Updates	Antimalware
VM-W6	Green	Information	Red
VM-W5	Green	Information	Red
VM-W4	Green	Information	Green
VM-W2	Green	Warning	Green
VM-L3	Green	Grey	Grey
VM-CL-W1	Green	Information	Green
node14	Green	Red	Red
node13	Green	Red	Red
node12	Green	Red	Red



Trust

# Achieve global scale, in local regions

54

Azure regions

- Available region
- Announced region
- ◆ Availability Zone(s) present

## RECENTLY LAUNCHED:

US Regions: West US 2 and West Central  
Germany – Launched in Sep 2016  
United Kingdom – Launched in Sep 2016

140

Countries

## NEWLY ANNOUNCED:

EU: Norway and Switzerland  
APAC: UAE



# The most trusted and compliant cloud



Trust

GLOBAL



ISO 27001



ISO 27018



ISO 27017



ISO 22301



SOC 1  
Type 2



SOC 2  
Type 2



SOC 3



CSA STAR  
Self-Assessment



CSA STAR  
Certification



CSA STAR  
Attestation

US GOV



Moderate  
JAB P-ATO



High  
JAB P-ATO



DoD DISA  
SRG Level 2



DoD DISA  
SRG Level 4



SP 800-171



FIPS 140-2



Section  
508 VPAT



ITAR



CJIS



IRS 1075

INDUSTRY



PCI DSS  
Level 1



CDSA



MPAA



FACT  
UK



Shared  
Assessments



FISC  
Japan



HIPAA /  
HITECH Act



HITRUST



GxP  
21 CFR Part 11



MARS-E



IG Toolkit  
UK



FERPA



GLBA



FFIEC

REGIONAL



Argentina  
PDPA



EU  
Model Clauses



UK  
G-Cloud



China  
DJCP



China  
GB 18030



China  
TRUCS



Singapore  
MTCS



Australia  
IRAP/CCSL



New  
Zealand  
GCIO



Japan  
My  
Number  
Act



ENISA  
IAF



Japan CS  
Mark Gold



Spain  
ENS



Spain  
DPA



India  
MeitY



Canada  
Privacy  
Laws



Germany  
IT  
Grundsatz  
workbook

# Microsoft Azure



## Trust

Protect your business



## Open and Hybrid

Build freely, deploy consistently in the cloud & on-prem



## App Innovation

Accelerate innovation with the cloud



## Data-Driven Intelligence

Power decisions & apps with insights

# Build freely, deploy consistently



Open and Hybrid



Build and run  
open source  
solutions



Consistent  
identity, apps,  
data &  
management



Deploy  
the cloud  
on-premises

# Build and run open source solutions



Open and Hybrid

## Applications



## DevOps



## Frameworks



## Databases & middleware



## Containers



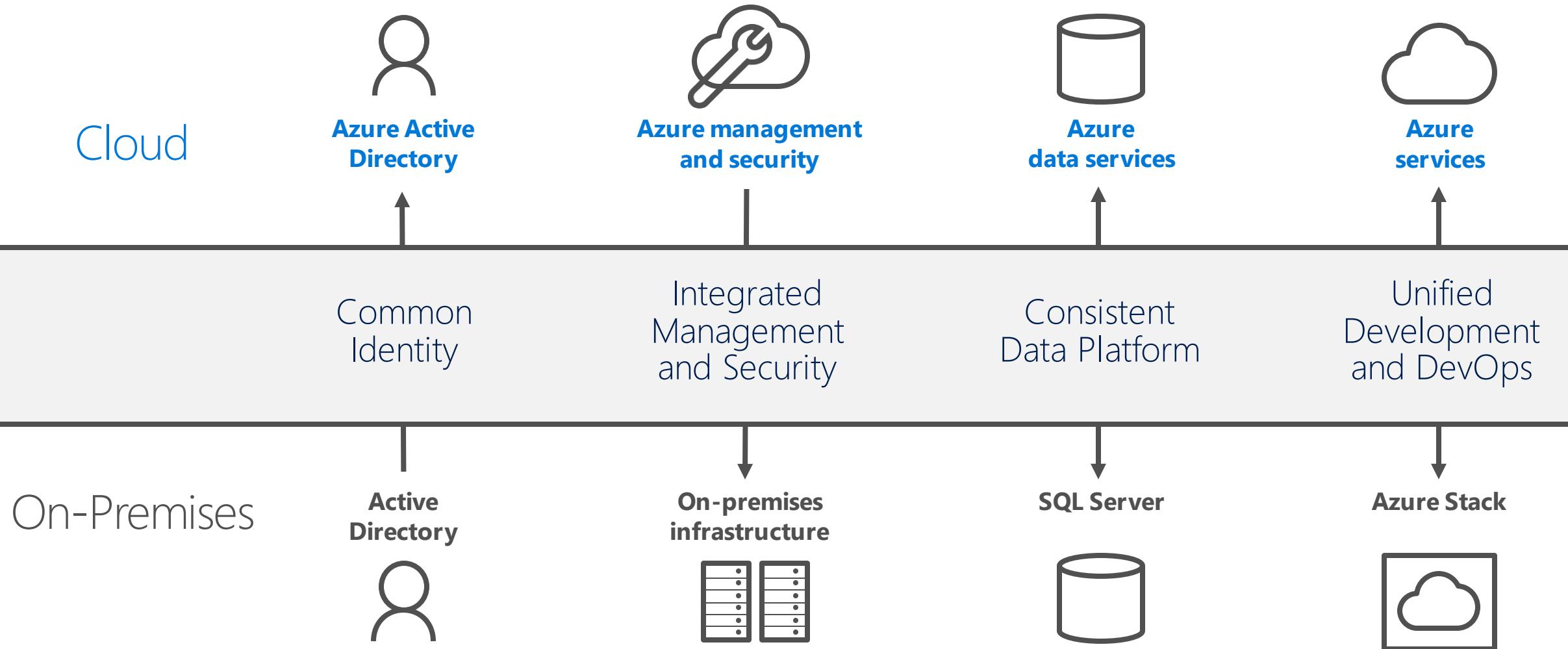
## Infrastructure



# Consistent identity, apps, data & management



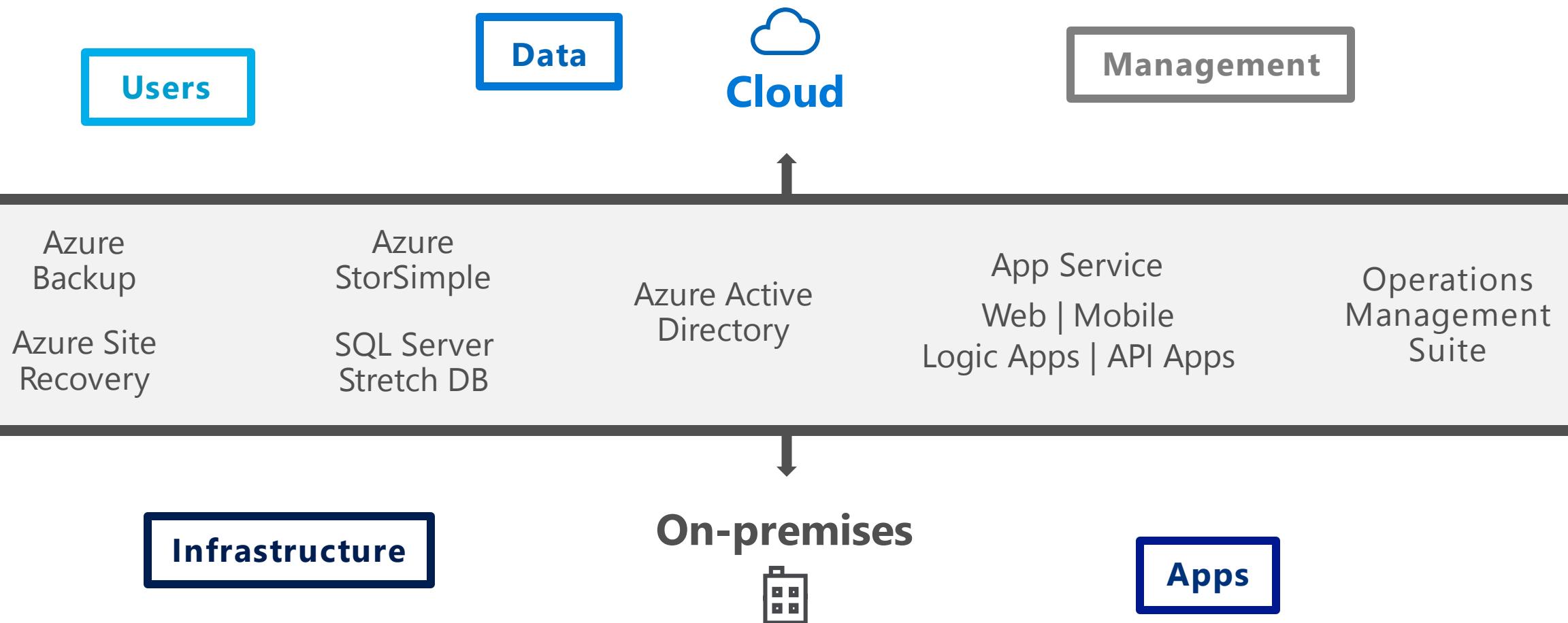
Open and Hybrid



# Deploy the cloud on-premises



Open and Hybrid



# Microsoft Azure



## Trust

Protect your business



## Open and Hybrid

Build freely, deploy consistently in the cloud & on-prem

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## App Innovation

Accelerate innovation with the cloud

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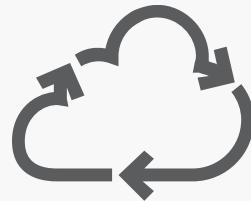
## Data-Driven Intelligence

Power decisions & apps with insights

# Accelerate innovation with the cloud



**App Innovation**



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Build apps  
faster and  
easier

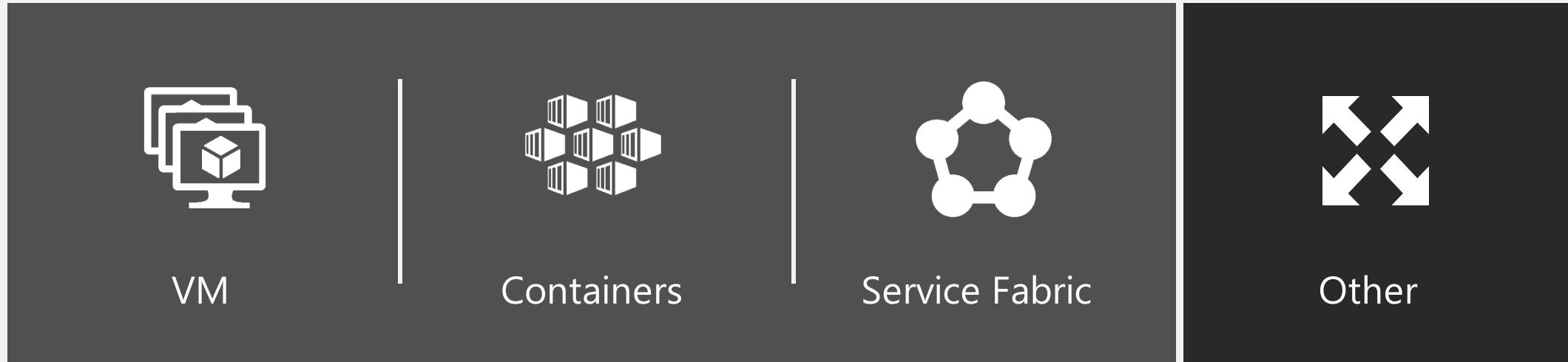
Manage  
applications  
proactively

Deliver native  
mobile apps  
seamlessly

# Build apps faster and easier - IAAS



App Innovation



Legacy applications,  
no change

Lift and shift

Efficiency and speed

Improved  
DevOps

Always-on, scalable,  
distributed  
applications

Hyperscale  
(e.g. IOT)

Cloud Foundry,  
OpenShift, Apprenda,  
Jelastic, etc.

Third-party  
frameworks

# Build apps faster and easier - PAAS



App Innovation



Web, mobile, and API apps

Serverless compute

Workflow & Integration

Self-service

Web and mobile

Event-driven microservices

LOB integration and hybrid apps

No-code apps

# Manage applications proactively



App Innovation

## Azure Portal

The Azure Portal screenshot displays three main sections: 1) Application Map showing network connections between client and server sides. 2) Requests and errors showing a chart of errors over time and a list of failed requests. 3) Service health showing a world map of service status and a timeline of recent changes.

## Application Insights

The Application Insights screenshot shows two views: 1) Metrics Explorer displaying performance metrics like Processor usage and event counts. 2) WAD Integration Demo showing logs, failures, and application health.

## Operations Management Suite

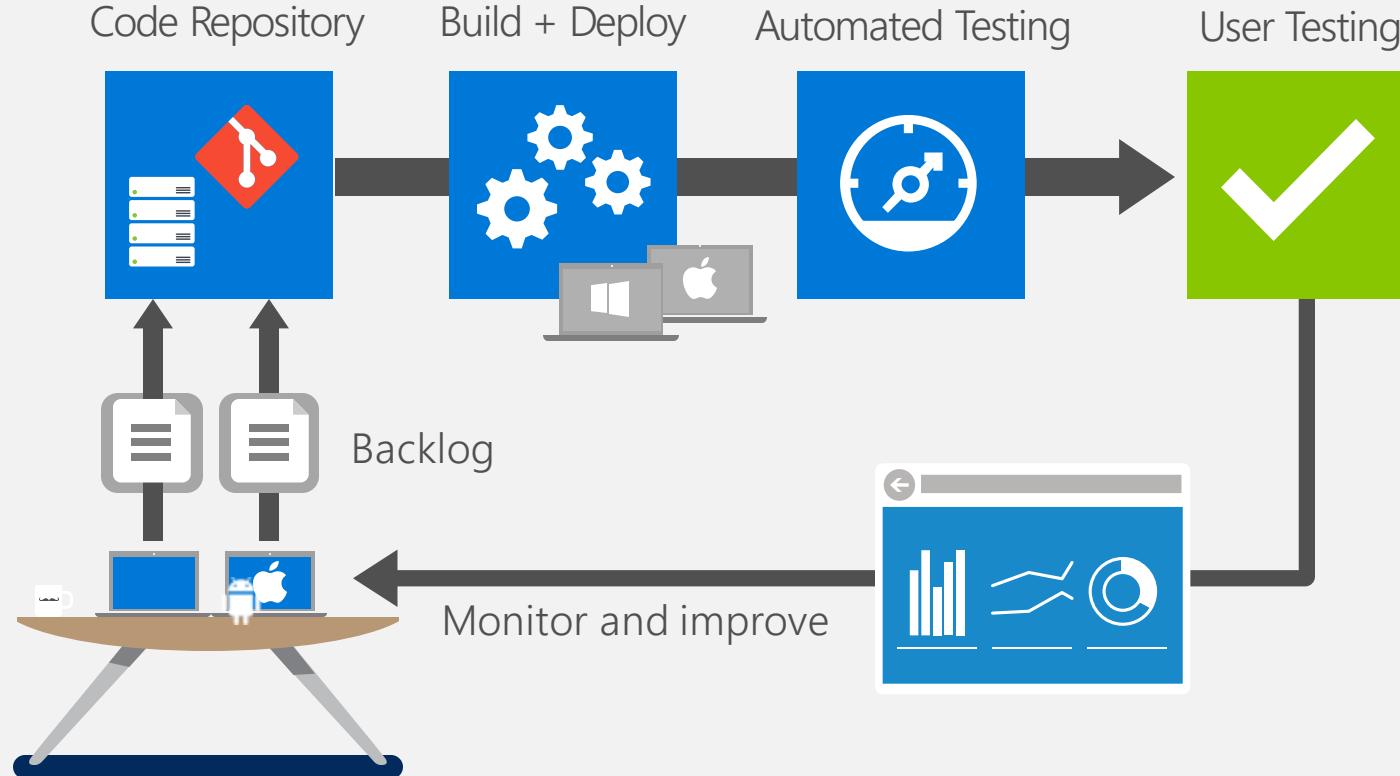
The Microsoft Operations Management Suite screenshot displays multiple monitoring dashboards: 1) Log Analytics dashboard with alerts and recommendations. 2) Alert Management showing active alerts. 3) Change Tracking showing recent changes. 4) Network Performance Monitor showing latency and packet loss. 5) Configuration Assessment showing findings. 6) Security and Audit showing audit logs. 7) Azure Site Recovery showing disaster recovery status. 8) SQL Assessment showing database health.

# Deliver native mobile apps seamlessly



App Innovation

## Mobile DevOps



## Mobile Back-end Services

Cloud and  
Offline Data

User  
Authentication

Push  
Notifications

# Microsoft Azure



## Trust

Protect your business



## Open and Hybrid

Build freely, deploy consistently in the cloud & on-prem



## App Innovation

Accelerate innovation with the cloud



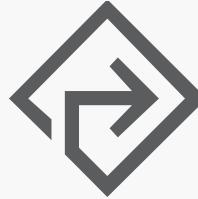
## Data-Driven Intelligence

Power decisions & apps with insights

# Power decisions & apps with insights



Data-Driven Intelligence



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Support business  
strategy with  
any data

Predict and  
respond  
proactively

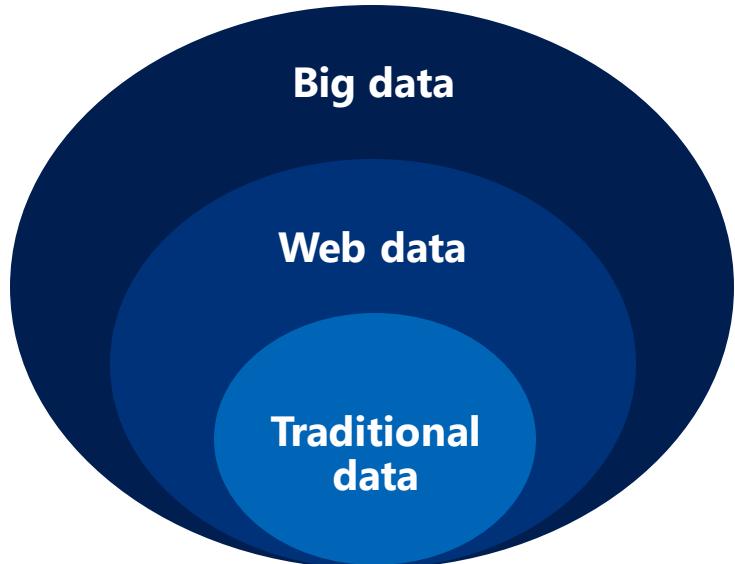
Learn and engage  
with artificial  
intelligence

# Support business strategy with any data



Data-Driven Intelligence

## Back-end power



## Front-end insights



# Predict and respond proactively



Data-Driven Intelligence

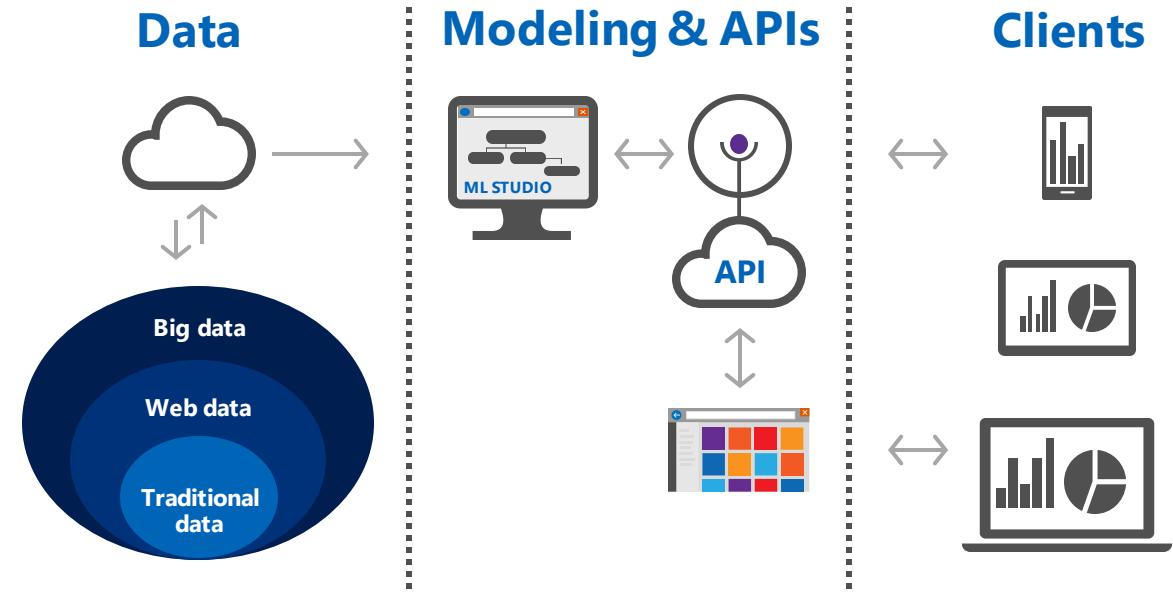
## Azure machine learning templates

Demand forecasting

Predictive maintenance

Vehicle telemetry

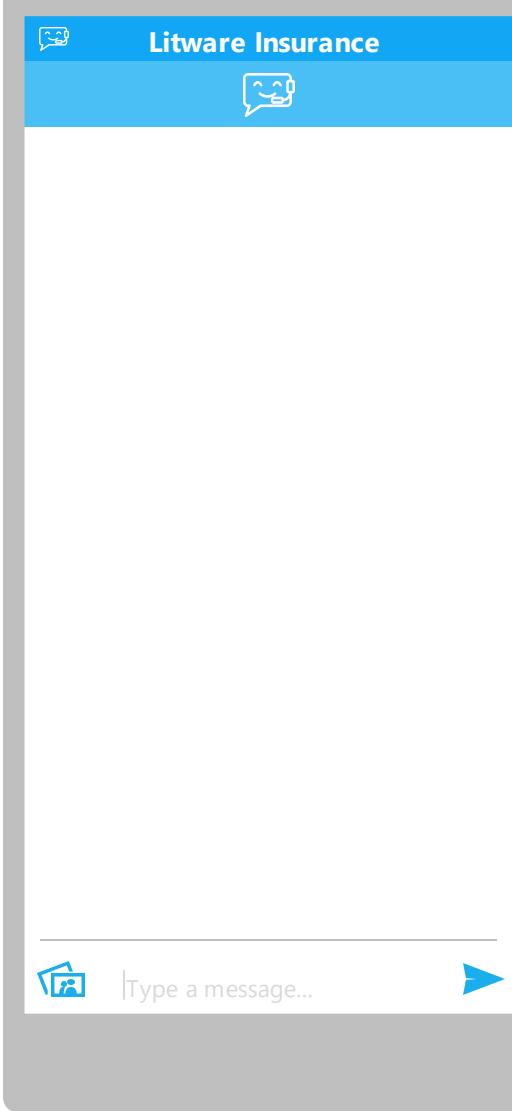
## Azure machine learning service



# Learn and engage with artificial intelligence



Data-Driven Intelligence



## Interact in personal, natural ways

Smart Recommendations,  
personalization, immersive  
experiences

## Infuse processes with intelligence

Dynamics CRM

## Capitalize on hidden insights beyond your data

Advanced Analytics, Machine Learning,  
Data Enrichment

# Learn and engage with artificial intelligence



Data-Driven Intelligence

## VISION

Computer Vision

*What is in  
the image?*



Category People; 1 face

Adult / Racy? False / True

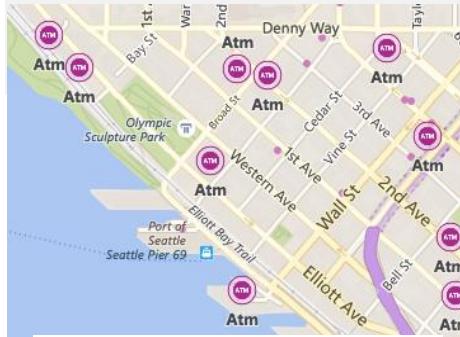
Dominant colors

Accent color

## SPEECH

Speech-to-Text and  
Text-to-Speech Service

*Give me  
directions to  
the closest ATM*



Convert spoken audio to text

Convert text to spoken audio

Extract intent of user

## LANGUAGE

Natural Language  
Processing

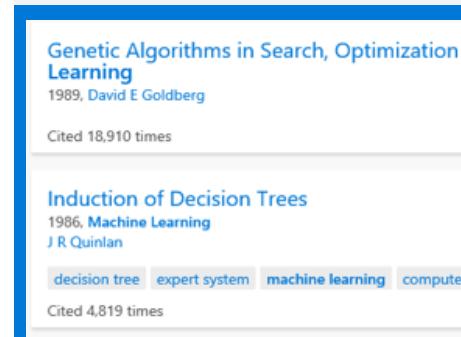
*Play today's  
Daily Show*



## KNOWLEDGE

Knowledge  
Exploration Service

*Top  
publications  
in AI?*



Genetic Algorithms in Search, Optimization Learning  
1989, David E Goldberg

Cited 18,910 times

Induction of Decision Trees  
1986, Machine Learning  
J R Quinlan

decision tree expert system machine learning computer

Cited 4,819 times

Outline of a New Approach to the Analysis Systems and Decision Processes  
1973, IEEE Transactions on Systems, Man, and Cybernetics, issue 1  
Lotfi A Zadeh (University Of California Berkeley)

fuzzy set complex systems artificial neural network com

machine learning artificial intelligence computer science

Cited 2,602 times

## SEARCH

Bing Search

*Search for  
'cute kittens'*





Trust



Open and Hybrid



App Innovation



Data-Driven  
Intelligence



# Momentum

**194 billion**

External Requests made  
to Azure App Service

**340 billion**

Azure SQL query  
requests processed/day

**750 million**

Azure Active  
Directory users

**188 billion**

Hits to websites run on  
Azure Web App Service

**>90%**

of Fortune 500 use  
Microsoft Cloud

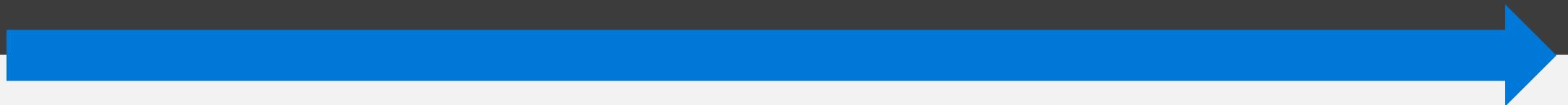
# Next Steps

## Early Workloads

Dev/Test  
Backup, Archive, DR  
BI + Analytics  
Internal business apps  
Customer facing apps

## Mature Workloads

SAP on Azure  
SharePoint on Azure  
RedHat on Azure  
Internet of Things  
High Performance Compute



# Thank You!

ευχαριστώ

Salamat Po

مُتَشَكِّرٌ م

شكراً

Grazie

благодаря

ありがとうございます

Kiitos

Teşekkürler

謝謝

ឧបម្ពុណ្ឋរំ

Obrigado

شكريه

Terima Kasih

Dziękuję

Hvala

Köszönöm

Tak

Dank u Wel

дякую

Tack

Mulțumesc

спасибо

Danke

Cám ơn

Gracias

多謝晒

Ďakujem

הודות

நன்றி

Děkuji

감사합니다





# Microsoft

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