



Cisco Connect
2018

IT's All You

Manila, Philippines

12 April 2018

#ciscoconnectPH



Cisco Connect 2018



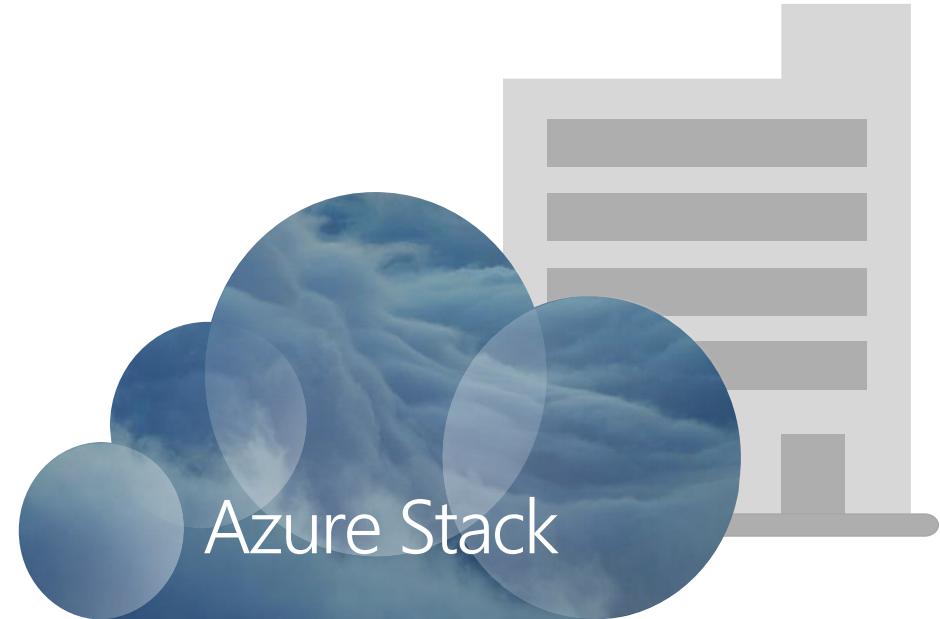
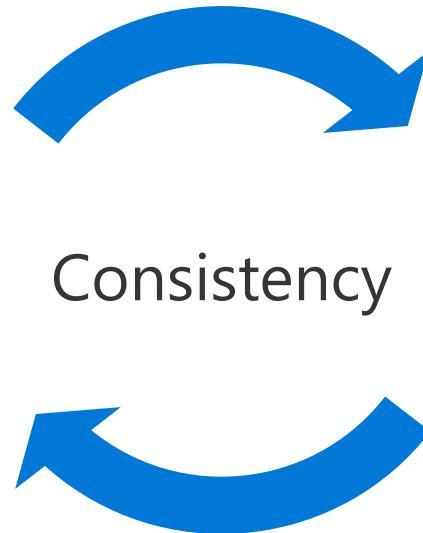
**Microsoft Azure in your Datacenter
Powered by Azure Stack**

Herns A. Hermida

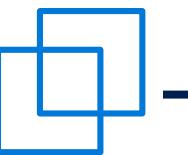
Cloud and Enterprise Business Lead, Microsoft Philippines

hhermida@microsoft.com

Azure Stack is an extension of Azure
Only consistent hybrid cloud platform



Microsoft Azure



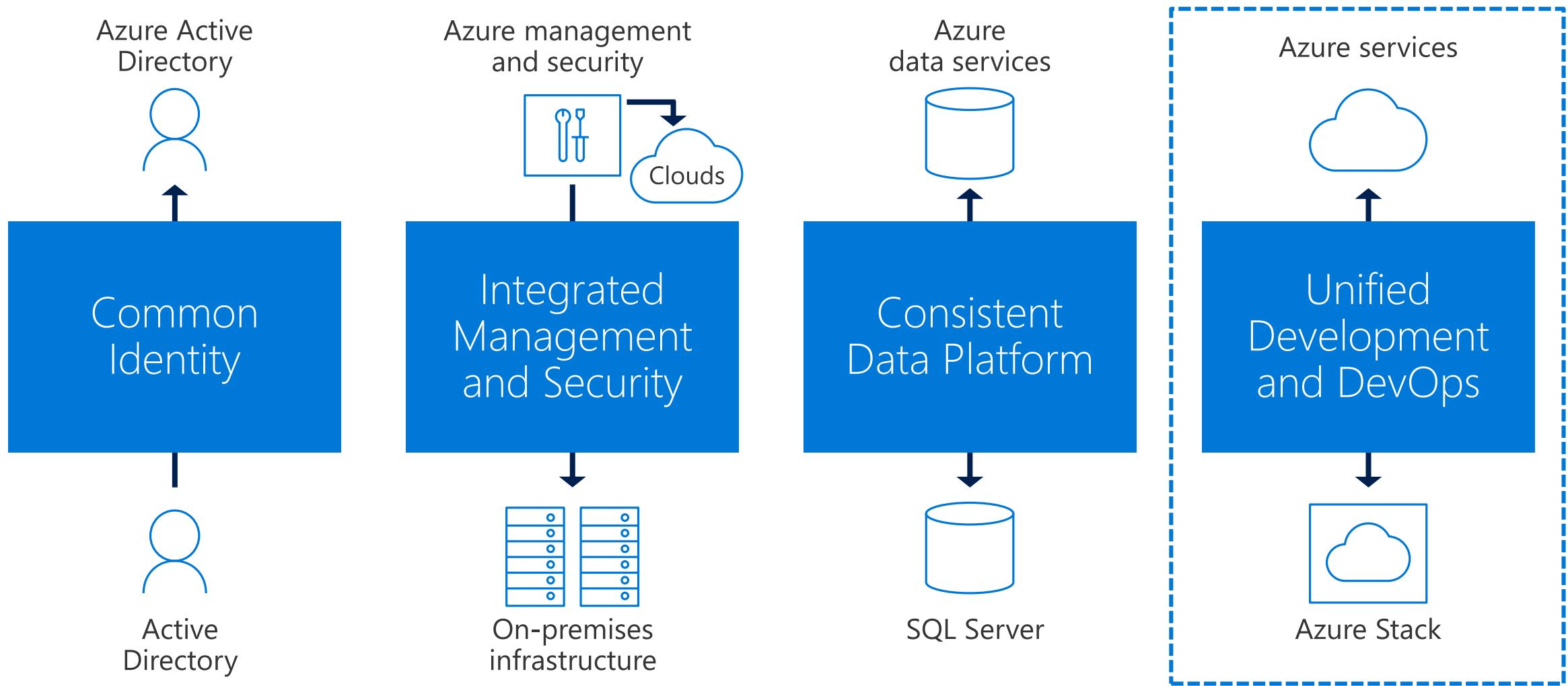
Hybrid

Productive

Intelligent

Trusted

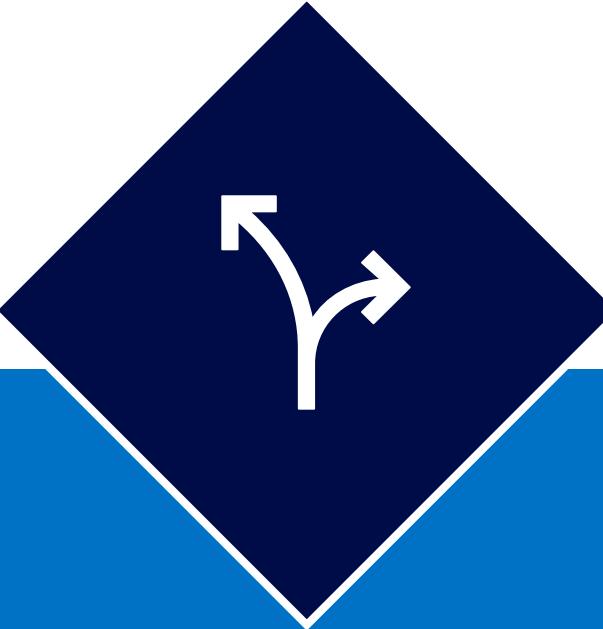
Microsoft Azure: Only consistent hybrid cloud



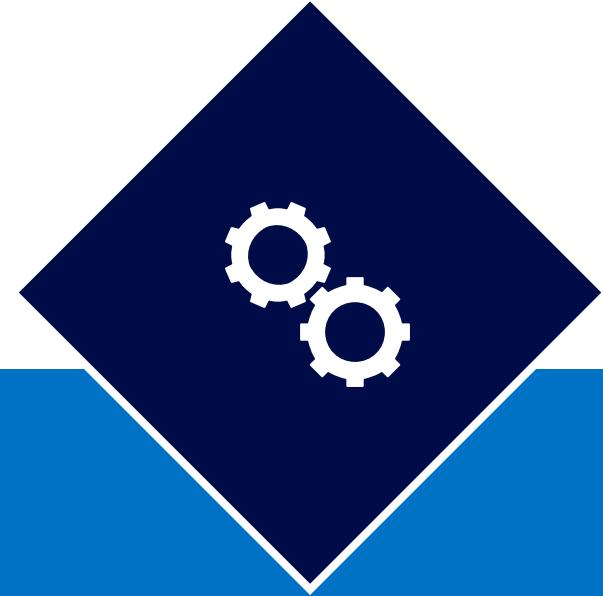
Azure Stack promise



Consistent
application development



Azure services
available on-premises

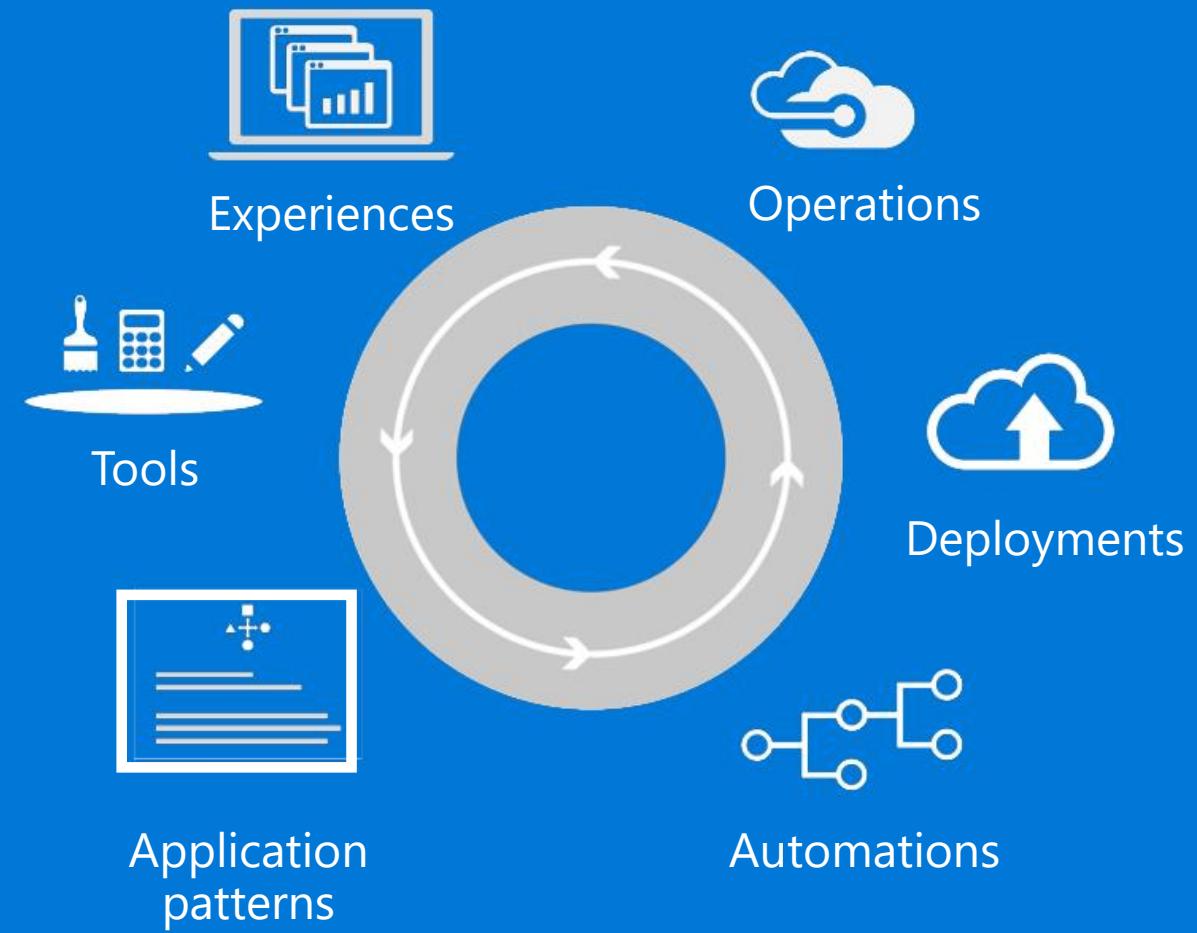


Integrated
delivery experience

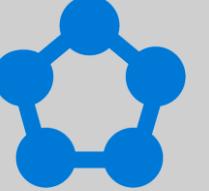
Consistent application development

Build and deploy apps the same way whether they run on-premises or in the cloud.

Implement common DevOps practices across hybrid cloud environments.



Azure Services on Azure Stack: PaaS and IaaS

<i>Web, Mobile, and API apps</i>	<i>Serverless computing</i>	<i>Microservices platform</i>	<i>Container orchestration</i>	<i>Pivotal and Open source</i>
				
Azure App Service	Azure Functions	Service Fabric	Kubernetes	Cloud Foundry
				
Virtual Machines	Docker Containers	Networking	Storage	Key Vault
<i>Linux and Windows (including VM scale sets)</i>	<i>Linux and Windows</i>	<i>Virtual network, load balancer, VPN gateway</i>	<i>Blobs, tables, queues</i>	<i>Application keys and secrets</i>

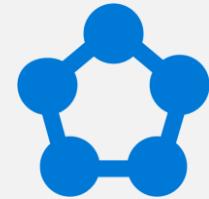
Azure PaaS available on-premises: High productivity development



Azure App Service



Azure Functions



Azure Service Fabric



Azure Container Service (ACS)



Cloud Foundry

Web, mobile,
and API apps

Serverless
Computing

Scalable
distributed
applications,
deploy standalone
Service Fabric
clusters initially

Container
management, with
ACS engine support
for Docker Swarm,
Kubernetes, and
Mesosphere DC/OS

Open-source
platform

Roadmap: Azure Service Fabric-as-a-Service and Azure Container Service-as-a-Service are planned to be available in CY18

Azure IaaS available on-premises: Beyond traditional virtualization



Virtual
machines (VM),
VM scale sets

Rapid deployment
with automated
scaling



Containers
with Docker

Linux and
Windows Server
containers



Networking

Virtual network,
load balancer,
VPN gateway



Storage

Blobs, tables,
queues



Key Vault

Securely protect
application keys
and secrets

Roadmap: Additional Azure consistency (New VM types, Managed Disks, storage API updates) in CY18. Windows Azure Pack Connector for Azure Stack in CY17.

One Azure ecosystem

Work with the tools and technologies you want across Azure and Azure Stack

Goal: Applications and services that are certified for Azure work on Azure Stack



CANONICAL

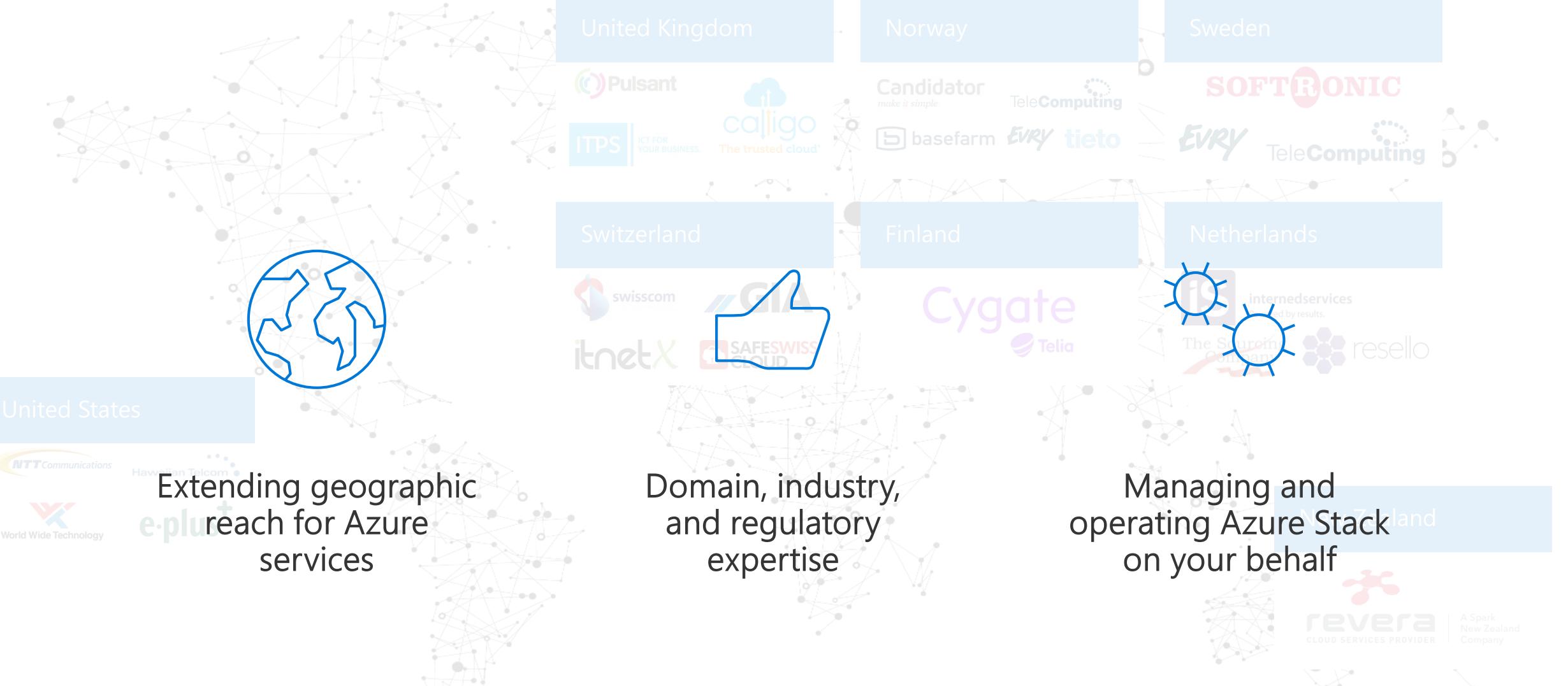


kubernetes



CLOUD FOUNDRY





Realizing Azure services everywhere
with Managed Service Provider solutions

Partners can extend their Azure investments to Azure Stack environments

Microsoft
Azure

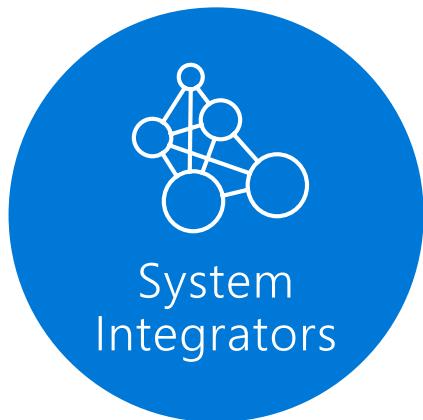
Certified



Independent
Software
Vendors



Managed
Service
Providers



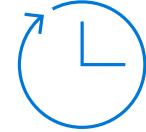
System
Integrators



Integrated delivery experience



Integrated systems



Fast to deploy



Pay-as-you-use



Integrated support, broadly available



Lenovo DELL EMC

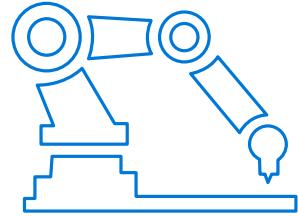


Get up and running quickly
Deliver 100s of VMs initially (and grow over time)

Extension of Azure model
Receive one bill

Consistent support experience, no matter who you call
Available in 46 geos initially

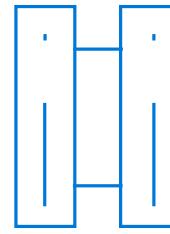
Hybrid use cases: Azure and Azure Stack



Edge and disconnected solutions



Cloud applications to meet varied regulations



Cloud application model on-premises

Customers

Edge and disconnected solutions

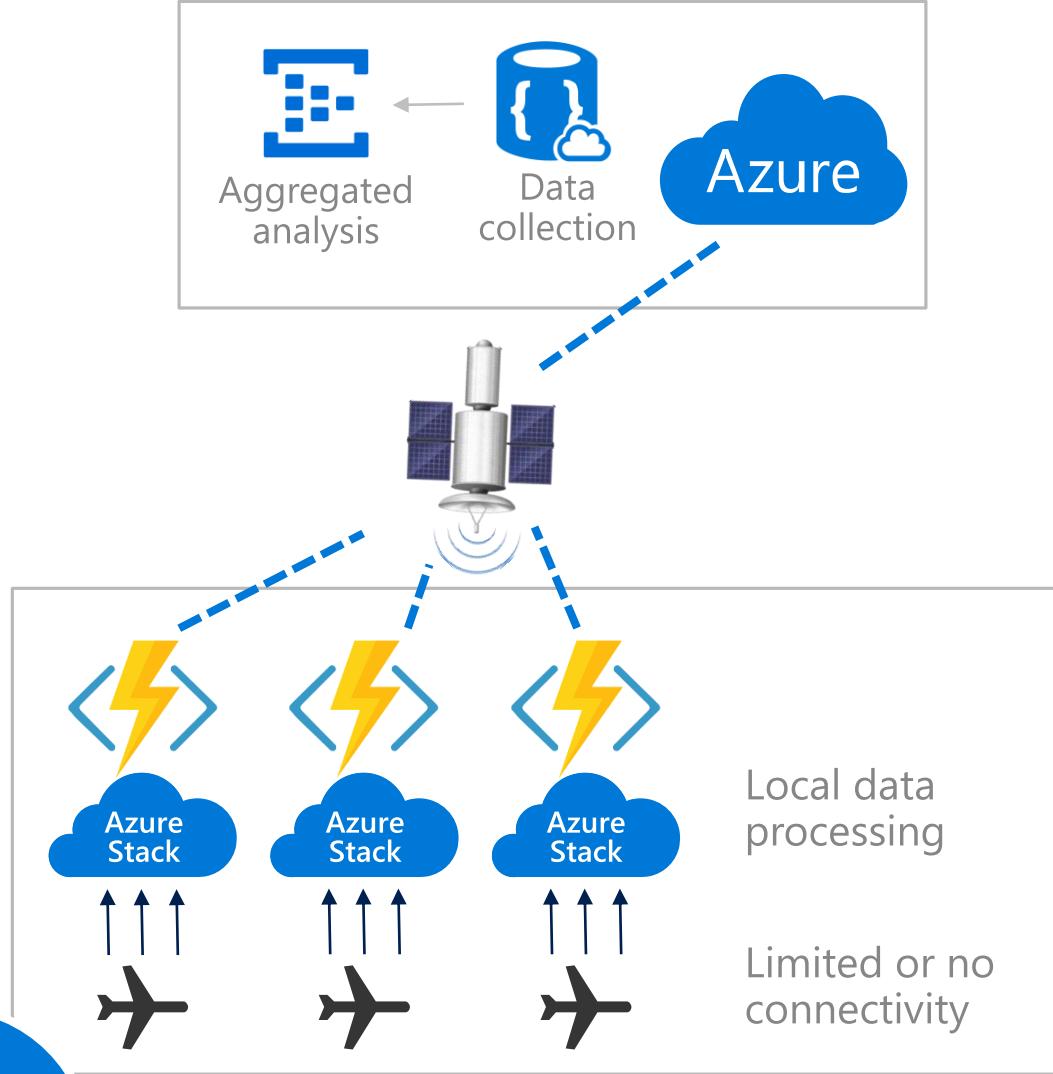
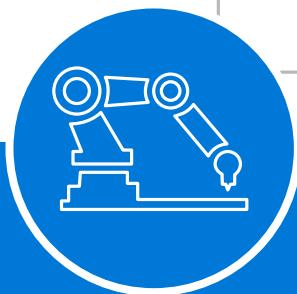


Cloud applications to meet varied regulations



Cloud application model on-premises





Use Azure Stack for:

- Real-time latency requirements
- Connectivity issues
- Local data processing

Use Azure for aggregate analytics and big data modelling

Common application logic across both, connected, or disconnected

Edge and disconnected solutions



"Closely following on our partnership announcement with Microsoft earlier this year, Avid is pleased to showcase a series of tangible, valuable results by making MediaCentral, the industry's most open, tightly integrated platform for media, available in the Azure cloud for media enterprises worldwide. We are proud to showcase Azure Stack at newsroom edges to deliver a compelling viewer experience while using Azure Media Services in the cloud for advanced media processing needs."

—Chairman and CEO Louis Hernandez, Jr



Reporters upload news videos to Azure for cognitive analysis (e.g., facial recognition, text to speech translation) on Azure Media Services

Render processed videos on Azure Stack in newsrooms (at the "edge") for optimum speed and performance

Shared application logic across Azure and Azure Stack

Schlumberger

Schlumberger Announces New Digital Well Construction Planning Solution on the Microsoft Cloud

Step change in well construction combining domain expertise and advanced digital technologies delivers a new approach to drilling engineering and planning

PARIS, September 13, 2017—Schlumberger today introduced DrillPlan* digital well construction planning solution at the SIS Global Forum—the first step in the DELFI* cognitive E&P environment. The DrillPlan solution is part of a fully integrated well construction offering, which transforms planning and execution performance, and enhances the efficiency and quality of every well drilled.

The DrillPlan solution has been developed with a focus on enhancing user collaboration and providing a new way of working for drilling teams. Operators and service companies have access to all the data and science needed in a single, common system—creating a circular workflow where plans are improved as new data is added, enabling future drilling programs to benefit from prior experience.

“Through DrillPlan, we are delivering a radical new way of working that will give our customers faster and higher quality drilling plans by enabling the automation of repetitive tasks and validation workflows leading to a more coherent approach,” said Gavin Rennick, president, Software Integrated Solutions (SIS), Schlumberger.

The DrillPlan solution will leverage the digital technologies of the Microsoft Azure and the Azure Stack hybrid cloud solution. Interoperability with Microsoft Office 365 and Microsoft Teams will empower new levels of collaboration among teams and stakeholders, resulting in a step change in productivity.

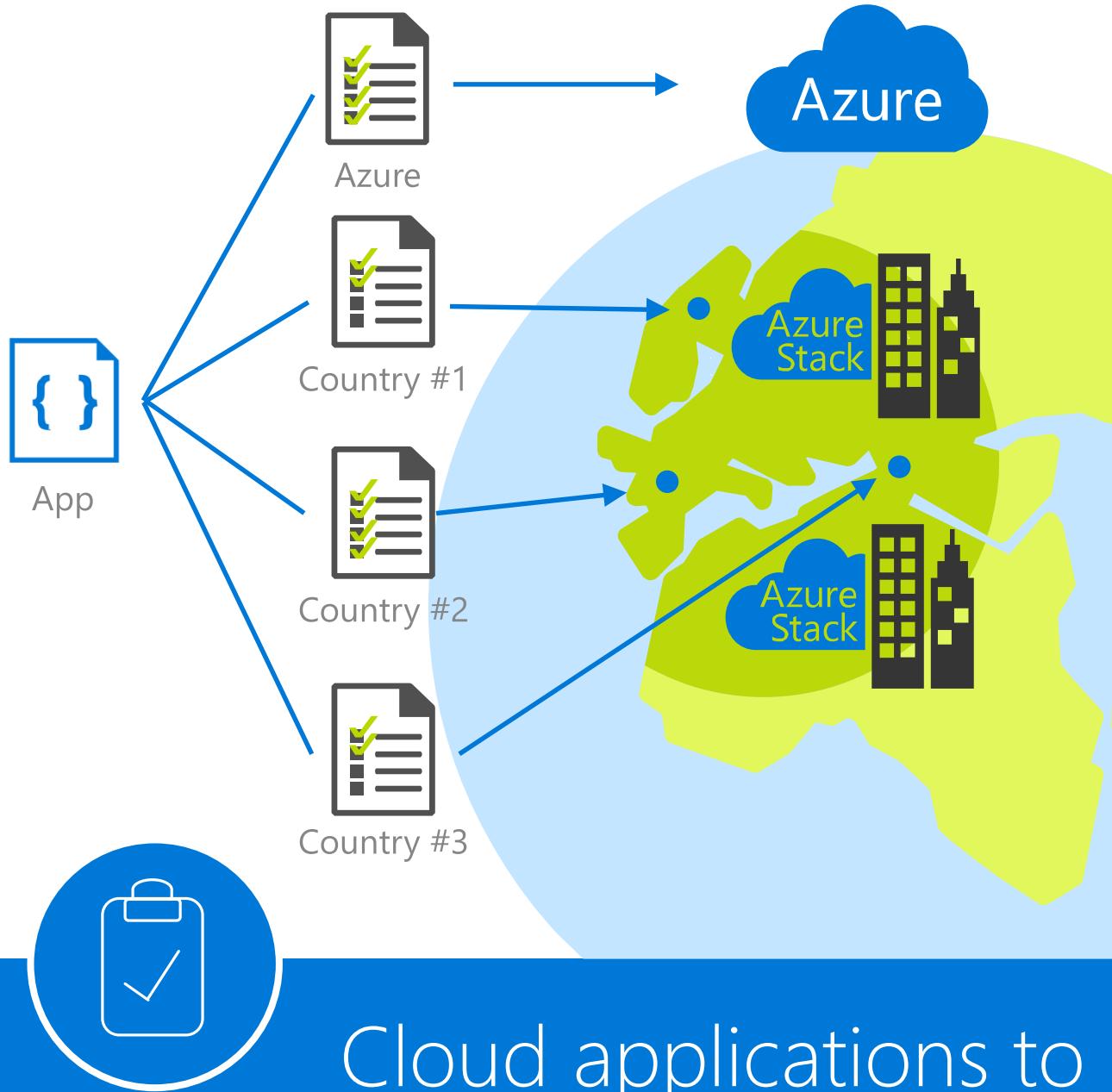
“Together with Schlumberger, we are digitizing the business of oil and gas drilling by enabling the delivery of solutions like DrillPlan via Microsoft Azure. In addition to bringing the power of a global, trusted and hybrid cloud to the oilfield, our cloud-based collaboration and productivity solutions will enable Schlumberger and its customers to break new ground in well construction,” said Scott Guthrie, executive vice president, Cloud and Enterprise at Microsoft Corp. “As the oil and gas industry continues to evolve and demand more digital capabilities, our partnership with Schlumberger will allow us to remain on the forefront of innovation.”

The DrillPlan solution will leverage the digital technologies of Microsoft Azure and the Azure Stack hybrid cloud solution

[schlumberger press release](#)
September 2017

“Together with Schlumberger, we are digitizing the business of oil and gas drilling by enabling the delivery of solutions like DrillPlan via Microsoft Azure.”

Scott Guthrie
EVP, Cloud and Enterprise Division
Microsoft



Cloud applications to meet varied regulations

Develop and deploy global application in Azure

Optionally deploy to Azure Stack to handle customer preferences for regulations:

- Government
- Industry
- Region

No changes to application



"Azure Stack will provide us with the agility of public cloud in our on-premises environment. Azure Stack will enable our IT organization to provide quicker deployment and provisioning of Azure services, supporting dynamic business needs."

—Jacqueline Fourie, ABSA Capital Markets CIO



Deliver agility of public cloud
in on-premises environments

Deploy business critical apps to Azure
Stack to meet regulatory requirements

Repurpose application code
at different locations



"We are evaluating a hybrid cloud model with Azure and Azure Stack, which gets us the flexibility to deploy and manage our global applications seamlessly, based on regulations and business policies."

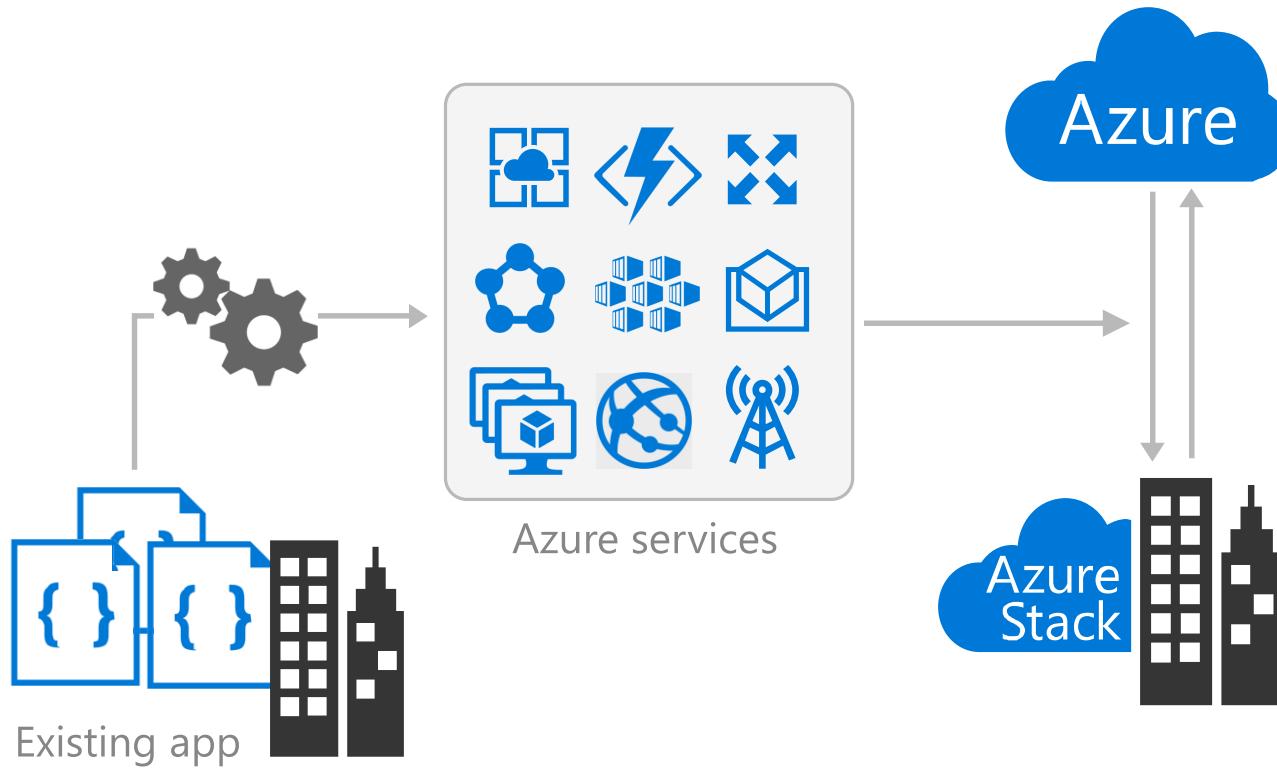
—Jonas Gudjonsson, Senior Director, Global Head of IT Enterprise Architecture



Host on-line global trading application on Azure

Deploy to Azure Stack to meet local data sovereignty requirements

Same application code globally

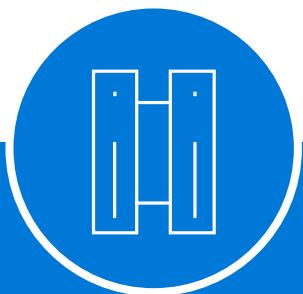


Apply modern architectures
to on-premises apps not yet
ready for cloud

- PaaS
- Serverless computing
- Microservices and containers

Move to Azure without
code changes

Consistent programming model,
skills, and processes



Cloud application model on-premises



"We're actively evaluating Azure Stack in the context of validating mission-critical on-premises applications. Our goal is to use Azure and Azure Stack to provide hybrid cloud services for line-of-business applications, across the Mitsui group."

—Kurata Miyashita, Executive Officer, Digital Transformation Center,
Mitsui Knowledge Industry Co., Ltd.



Use Azure Stack to apply modern architectures to on-premises mission critical applications

Migrate to Azure without code changes, when ready

Same skills and processes



"Azure and Azure Stack enables us to be agile as we deliver next-generation banking architecture."

—Pankaj Patel, Director, ANZ Bank

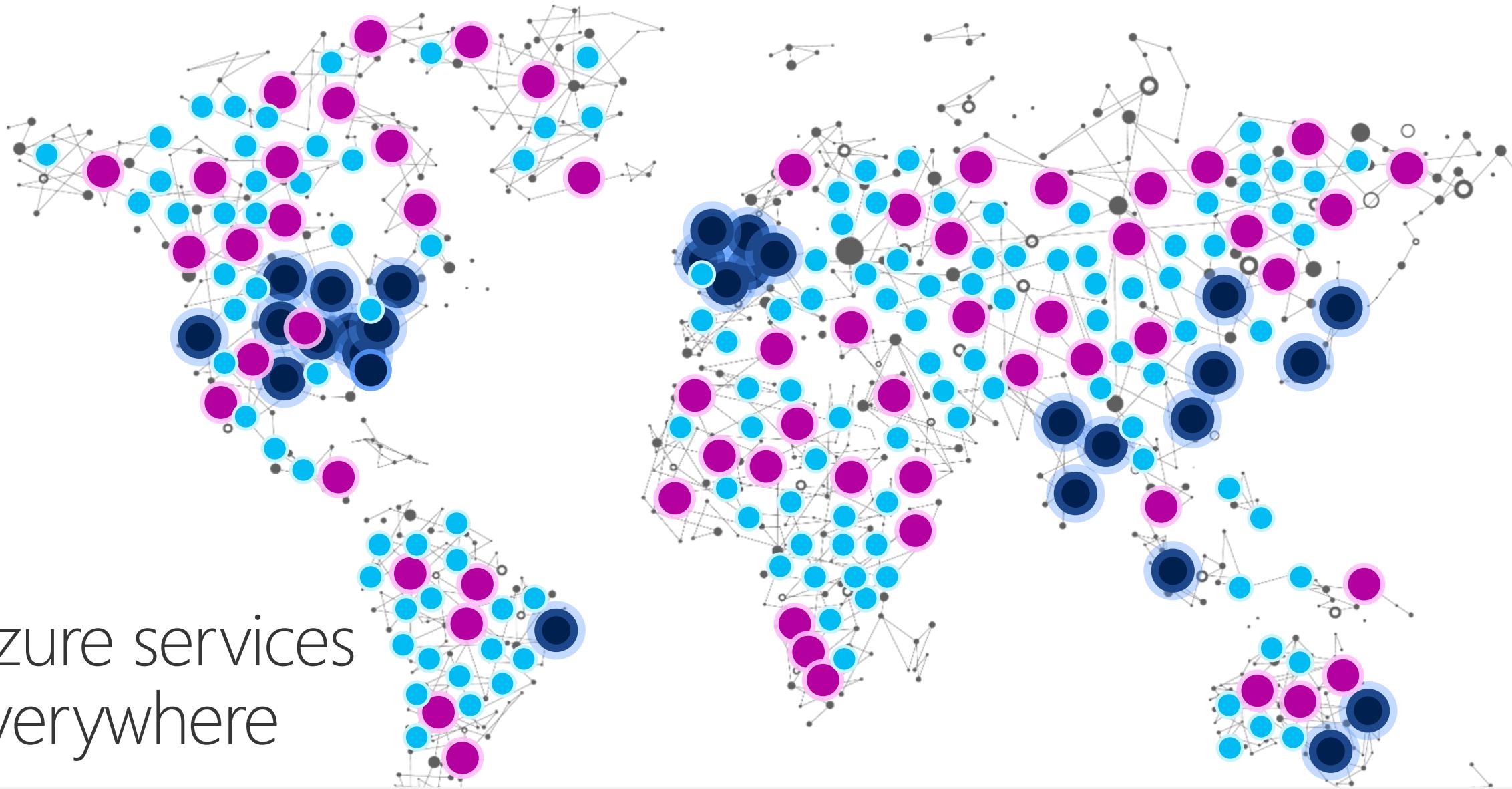


Modernize on-premises line of business applications

Use consistent services across Azure and Azure Stack

Implement DevOps methods across on-premises and cloud environments

Azure services
everywhere



● 42 Azure regions

● 100s of service providers

● 1,000s of enterprises

Two ways to purchase Azure Stack

A system you manage

Typically on your premises

You control management and ops

Buy hardware from the vendor

Buy Azure Stack from Microsoft

Call Microsoft for support

A managed service

Typically at service provider premises

Managed for you

Buy service from service provider
(inclusive of hardware and software)

You call Service Provider for support

Pay-as-you-use model

Fee only for consumption; no upfront licensing fees

Same Azure invoice, monetary commitment, subscriptions

Prices typically lower than Azure

EA and CSP

Service	Monthly Price
Virtual Machine (VM)	\$6/vCPU
VM w/ Windows Server	\$34/vCPU
Azure Blob Storage	\$0.006/GB
Azure Tables & Queues Storage	\$0.018/GB
Azure App Service (including Functions)	\$42/vCPU

Capacity model

Why?

Disconnected

Predictable cost

No telemetry

Fixed fee, annual subscription

Sold as Plan SKU: separate transaction from Azure

EA only

Service	Yearly Price
App Service Package	\$400/core
IaaS Package	\$144/core

* Does not include Windows Server and SQL Server (which are BYOL)

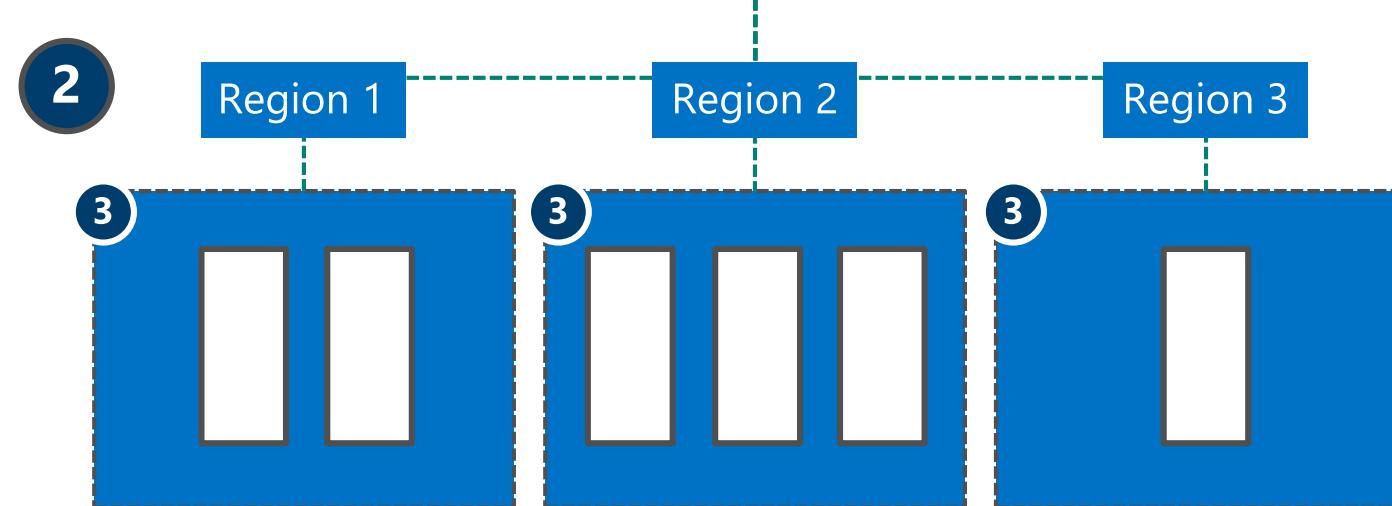
Understanding how Azure Stack scales

One cloud endpoint



Multiple regions

Multiple scale units per region



Available Now: Min 4 servers, max 12 servers; 1 scale unit per region; 1 region

Roadmap: Expands to 16 servers per scale unit in CY17. Incrementally add a server to a scale unit in CY17. Multi-region support for geo-redundancy and scale across regions in CY18.



Summary: Azure Stack

What it is

First consistent Hybrid Cloud Platform

What it isn't

Virtualization-replacement play

Integrated system with IaaS and PaaS

DIY infrastructure

Regularly updated for Azure-consistency

Static system you deploy and forget

Truly open and flexible (just like Azure)

.NET/Windows only

Cisco Integrated System for Microsoft Azure Stack



Grow Your Business Quickly with an Efficient and Flexible Cloud Consumption Model

- Gain the benefits of Microsoft Azure Stack with a hybrid cloud solution designed for rapid scalability and cloud-native applications.
- Scale up to meet customer demands as needed without letting infrastructure slow you down.
- Accelerate time-to-market with faster solution and application development.
- Gain more control over your IT capital expenditures (CapEx) and operating expenses (OpEx).
- Protect customer and business data with Cisco's and Microsoft's commitment to threat-centric security.

Free Essential IT Resources from Tedious Administrative Tasks and Achieve Full Control of Your New Hybrid Cloud Environment

- Power your cloud with high performance networking and industry-leading versatility for virtualized environments up to 1536GB memory, All Flash storage option and 40GbE.
- Automate infrastructure management with Cisco UCS® Manager and help ensure consistency with policy-based management.

Cisco and Microsoft, Proven Innovators and Trusted Technology Partners, are the Market Leaders in Hybrid Cloud Infrastructure

- Focus on the important things knowing that Cisco, in partnership with Microsoft, will help you plan, design, and manage your hybrid cloud deployments.
- Pursue business opportunities supported by a partnership committed to continued hybrid cloud innovation and integration.
- Enjoy the single-vendor benefits of Cisco Technical Assistance Center (TAC) support for Azure Stack, with Microsoft ready to assist.
- Cisco is the market leader in integrated infrastructure, networking, and system platforms for hosting service providers. Microsoft Azure is a leader in public clouds.
- Cisco and Microsoft together are committed to your success.



Cisco Connect
2018

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Manila, Philippines

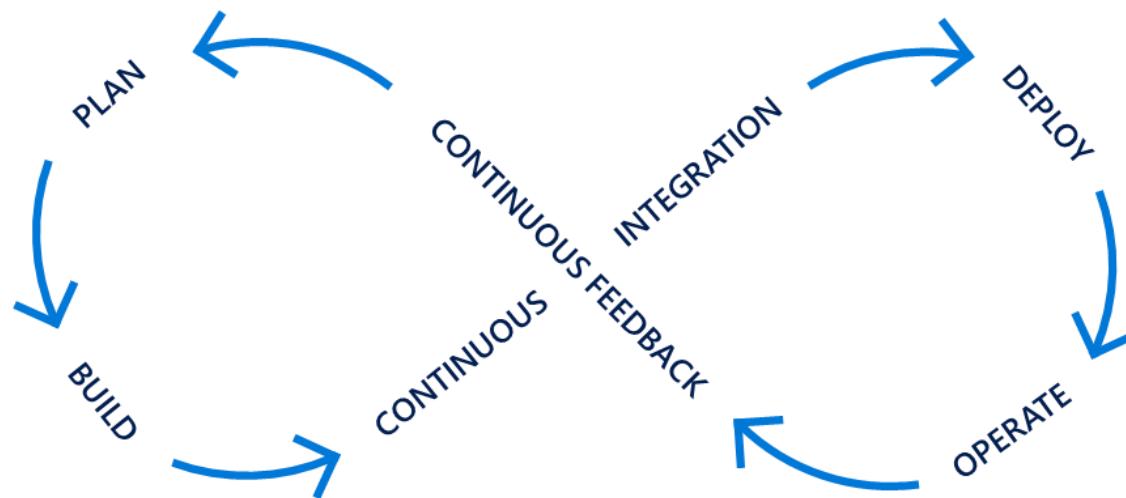
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Roadmap and Servicing

Continuous Innovation:

Roadmap and Servicing

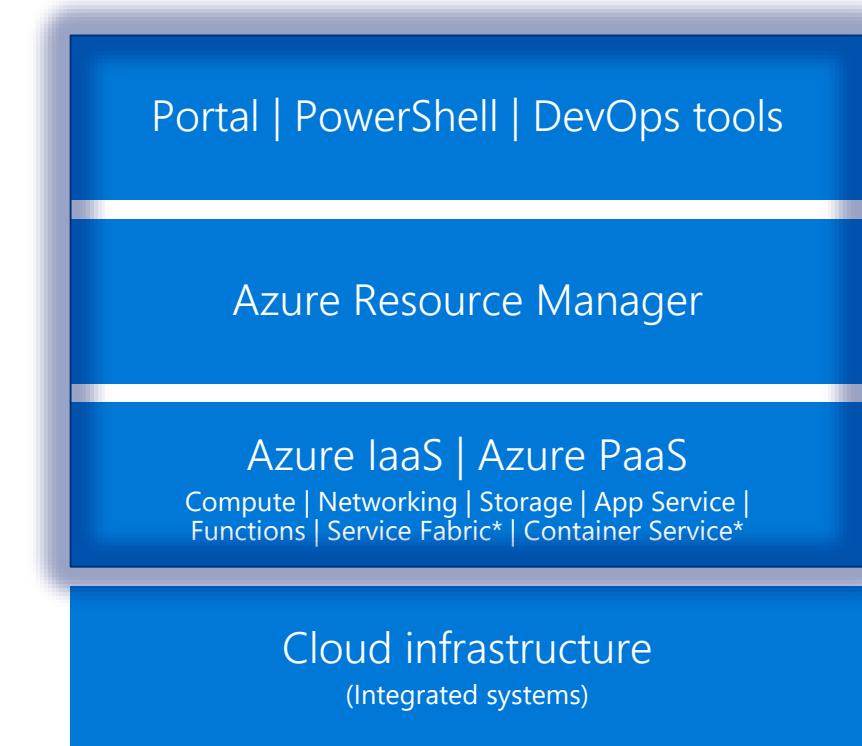


Azure capabilities on Azure Stack

Azure capabilities on Azure Stack are the investments that help you **build great applications** for the Hybrid Cloud.

Azure Stack infrastructure capabilities

Azure Stack infrastructure capabilities are the features and functionality that help you **operate Azure Stack**.



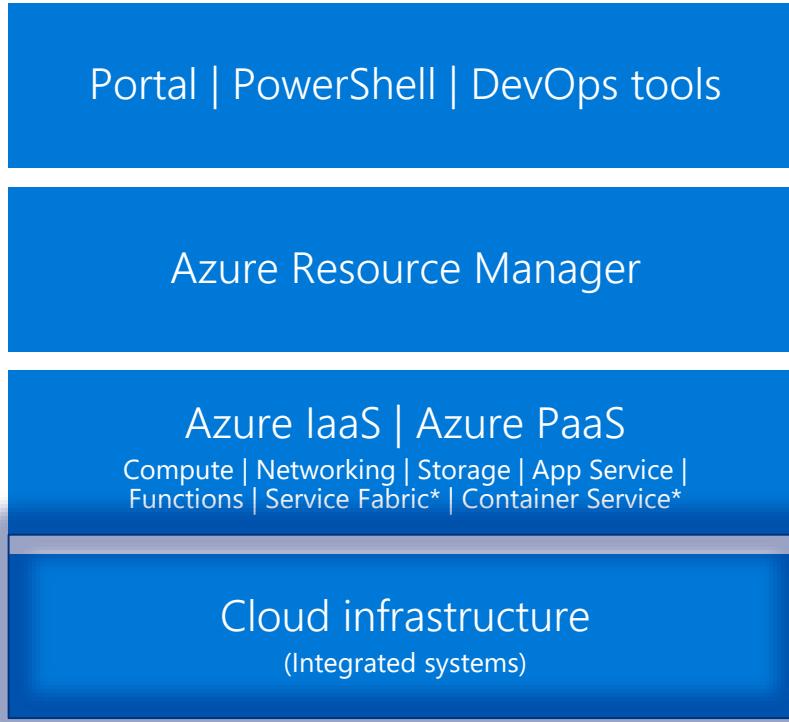
- These updates do not have a regular scheduled release pattern and can come anytime they are ready.
- They can include new Marketplace content, DevOps tooling, updates to existing Azure services as well as new Azure Services that can be deployed to Azure Stack.

Azure capabilities on Azure Stack

Azure capabilities on Azure Stack are the investments that help you **build great applications** for the Hybrid Cloud.

Azure Stack infrastructure capabilities

Azure Stack infrastructure capabilities are the features and functionality that help you **operate Azure Stack**.



- These updates are more structured and regular.
- They include new and updated Infrastructure Management capabilities, firmware, drivers and expanded scale points.
- They focus on improving the operational excellence of Azure Stack.
- We will also add new integrated system partners to expand choice for customers.

Roadmap

Azure capabilities on Azure Stack

Azure Stack infrastructure capabilities

Service Fabric on Windows Server and Linux

Now available

Azure Stack

Service Fabric

Support for Templated Service Fabric Cluster Deployments

In Development

Azure Stack

Service Fabric

Support for Containers on Windows Server and Linux

Now available

Azure Stack

Containers

Support for Templated Kubernetes Deployments

In Development

Azure Stack

Containers

Azure Container Service (AKS) on Azure Stack

In Development

Azure Stack

Containers

Managed Disks in Azure Stack

In Development

Azure Stack

Compute

Azure Storage API version 2017-04-17

In Development

Azure Stack

Storage

Expanded Support for VPN Gateway Interoperability

In Development

Azure Stack

Network

Av2 and F VM size families in Azure Stack

In Development

Azure Stack

Network

Roadmap

Azure capabilities on Azure Stack

Azure Stack infrastructure capabilities

- Azure Stack Integrated systems with 16 Node Scale Units
- Ability to incrementally add capacity to Azure Stack
- Azure Stack Integrated systems support for Multiple Scale Units
- Azure Stack Security - Drift Detection
- Compliance certification guidance
- Azure Stack support for ASR
- Azure Stack support for Azure Backup
- Azure Stack Infrastructure backup and cloud recovery
- Azure Stack Operator Experience feature updates
- Display VM prices in Azure Stack portal

In Development

Azure Stack

Azure Stack
Infrastructure

Servicing

← → ⌂ <https://adminportal.orlando.azurestack.corp.microsoft.com/#dashboard/private/747d32bd-8ab4-4914-aa81-e88c6b2fd012> ⚙ ⭐ ⚡ ⌂ ...

Microsoft Azure Stack - Administration

Dashboard + New dashboard Edit dashboard Fullscreen Clone Delete

Region management

REGION	CRITICAL	WARNING
orlando	0	355

Resource providers

NAME	HEALTH	ALERTS
Capacity	⚠ Warning	355
Compute	🟢 Healthy	0
Infrastructure backup	🟢 Healthy	0
Key Vault	🟢 Healthy	0
Network	🟢 Healthy	0
Storage	🟢 Healthy	0

Quickstart tutorials

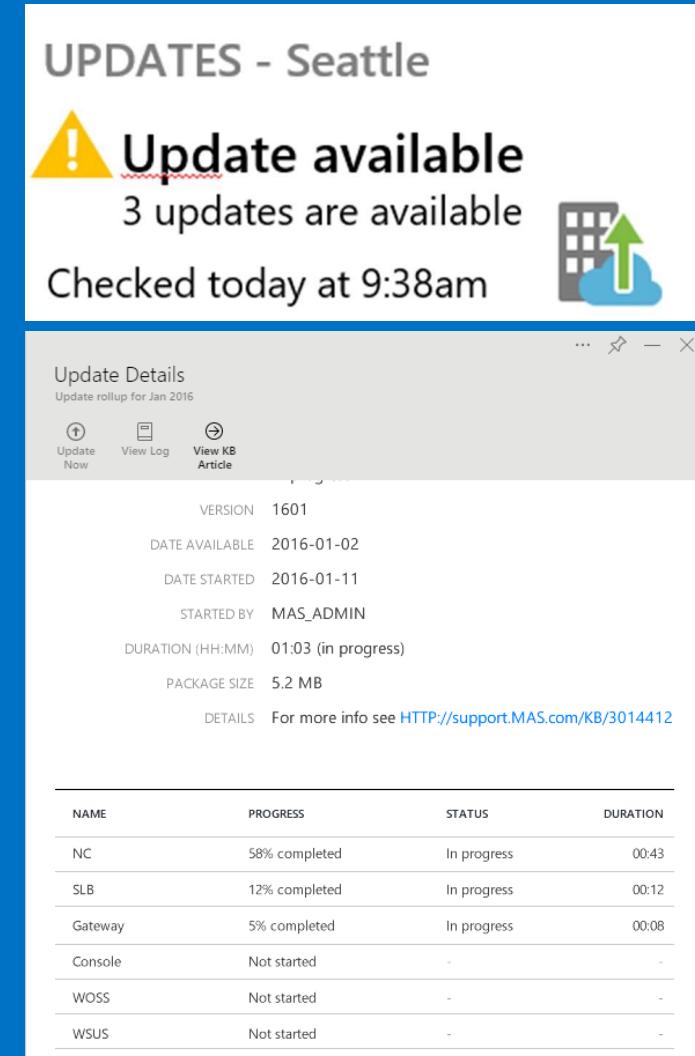
- [Create a virtual machine](#) Create a VM to validate deployment
- [Offering services](#) Make services available to your users
- [Populate the Azure Stack marketplace](#) Add apps and resources to the marketplace
- [Manage infrastructure](#) Monitor health, manage updates, and other tasks
- [Use the Azure Stack portal](#) Learn about the Azure Stack - Administration portal

Azure Stack: Patch and update

Pre-validated updates for Azure Stack software
(infrastructure software and foundational services)

Automated application of software updates that are
designed to minimize disruption of customer workloads

Updates delivered to a known cadence, customer chooses
when to take them; policy dictates maximum deferral
window



More details coming on Azure Stack servicing



- Power of Azure Stack with unmatched support and expertise
- Enhanced security and ultimate control with the performance and efficiency of Azure
- Fanatical Support® to help plan, architect and run a hybrid cloud environment
- Proof of Concept immediately available

Global Hybrid Cloud Solutions and Services with End-to-End Expertise



COMPANY PROFILE

- Leader in 2017 Gartner Magic Quadrant for Public Cloud Infrastructure Managed Service Providers, Worldwide
- Hosting provider for more than half of the Fortune 100, with 300+ cloud experts, customers in 150+ countries, and 15+ years of Microsoft Hosting experience
- 2000+ Microsoft certifications worldwide & 5x Microsoft Hosting Partner of the Year

MICROSOFT SOLUTION

- Azure for pay-as-you-go scalability, ideal for heavy or unpredictable traffic
- Consistent application development to standardize development and deployment across public and private Azure clouds
- Flexibility of public Azure features with the security and control of private cloud
- Express routes for maximum speed and efficiency between Public Azure and Azure Stack

CUSTOMER BENEFITS

- Full Stack Fanatical Support® for proactive monitoring, maintenance and guidance
- Run workloads where they perform best
- Maintain security and high performance for business critical applications and data
- Single point of contact throughout the Microsoft Cloud portfolio and between vendors

"Azure Stack is a great way to disrupt the way that IT has been operating for many years. Disrupt in a way that allows people to be innovative, go fast, be agile. Do all of the things to keep you competitive and keep you on the leading edge of this industry."



Products
Azure
Azure Stack
Hyper-V

Size
Employees:
6,200

Country
United States
Global sales offices

Cloud Services
Public, Private &
Hybrid Cloud



John Engates
Chief Technology Officer
Rackspace



- Hybrid Cloud Hosting + Managed Services, and industry cloud solutions
- Case, document and records management solution
- Healthcare solutions and hosting platform for hospitals and regional networks
- Tieto Smart Utility solution for utility companies

Bridging Legacy IT with Hybrid Cloud Solutions

- Enterprise Ready, Fast and Secure, in a Simple Way



COMPANY PROFILE

- Top-three Nordic IT infrastructure provider, with over four decades' experience in traditional IT services
- Region's largest Microsoft partner, offering expertise in hosted Microsoft solutions, hybrid cloud deployment, and industry-specific cloud solutions
- Broad portfolio of IaaS, SaaS and PaaS solutions and Cloud Advisory Services, with more than 150 cloud customers in the Nordics

MICROSOFT SOLUTION

- Hosting + Managed Services, and industry cloud solutions (Financial Services, Public, Healthcare and Welfare, Industrial and Consumer Services)
- Case, document and records management for Financial institutions
- Healthcare solutions and hosting platform for hospitals and regional networks
- Tieto Smart Utility solution for utility companies

CUSTOMER BENEFITS

- Hybrid cloud solutions that meet industry regulations for data location and sovereignty, security and regulatory compliance, and low latency
- Agile and fast-paced innovation of hybrid cloud solutions on-premises with Azure Stack
- Quick hybrid cloud app development using a consistent set of Azure services and DevOps processes and tools

"We build a lot of industry-specific solutions, for education, welfare, family care, IoT, and smart utilities. With Azure Stack in our own data center, we can now create a unified customer experience faster and easier with portability between the private and public cloud."



Products

Azure
Azure Stack

Size

Employees:
14,000

Country

Finland – with sales offices in 20 countries

Cloud Services

Public, Private & Hybrid Cloud



Håkan Dahlström
Executive VP
Technology Services & Modernization, Tieto



Cloud Factory

- Enterprise Cloud & Hosting Distributor with Infrastructure-as-a-Service built on best-in-class Azure Stack integrated systems in Danish datacenter
- Flexible Cloud Migration Services including expert design and fully managed options
- Disaster Recovery and Back-up Services



COMPANY PROFILE

- Enterprise Cloud & Hosting Distributor
- Gold Competency partner offering Reseller Managed Services and Hosted Solutions for Azure and Azure Stack
- Hybrid Cloud services delivered through a network of partners – IT Resellers, ISVs and VARs

MICROSOFT SOLUTION

- Managed Infrastructure-as-a-Service built on best-in-class Azure Stack integrated systems in Danish datacenters ensures services are running optimally with superior SLAs, performance, and durability
- Flexible Cloud Migration Services including expert design and fully managed options help customers migrate to the Hybrid Cloud, extend the value of existing investments, and burst to the Public Cloud
- Disaster Recovery and Back-up Services

CUSTOMER BENEFITS

- Managed Services relieve customers from the day-to-day tasks in IT and empower them to focus on the business
- Hosted Azure Stack solutions in data center in Denmark ensures the IT environment is optimized, delivers business continuity, improves operations and cuts expenses
- Offloading storage responsibilities for disaster recovery, backup and archival empowers customers to focus on the things that matter to the business

"Azure Stack gives us the capabilities to bring new Hybrid Cloud solutions and services to market and deliver them to our ecosystem of partners much faster and more efficiently. Azure Stack will turn our infrastructure business upside down."



Products
Azure
Azure Stack

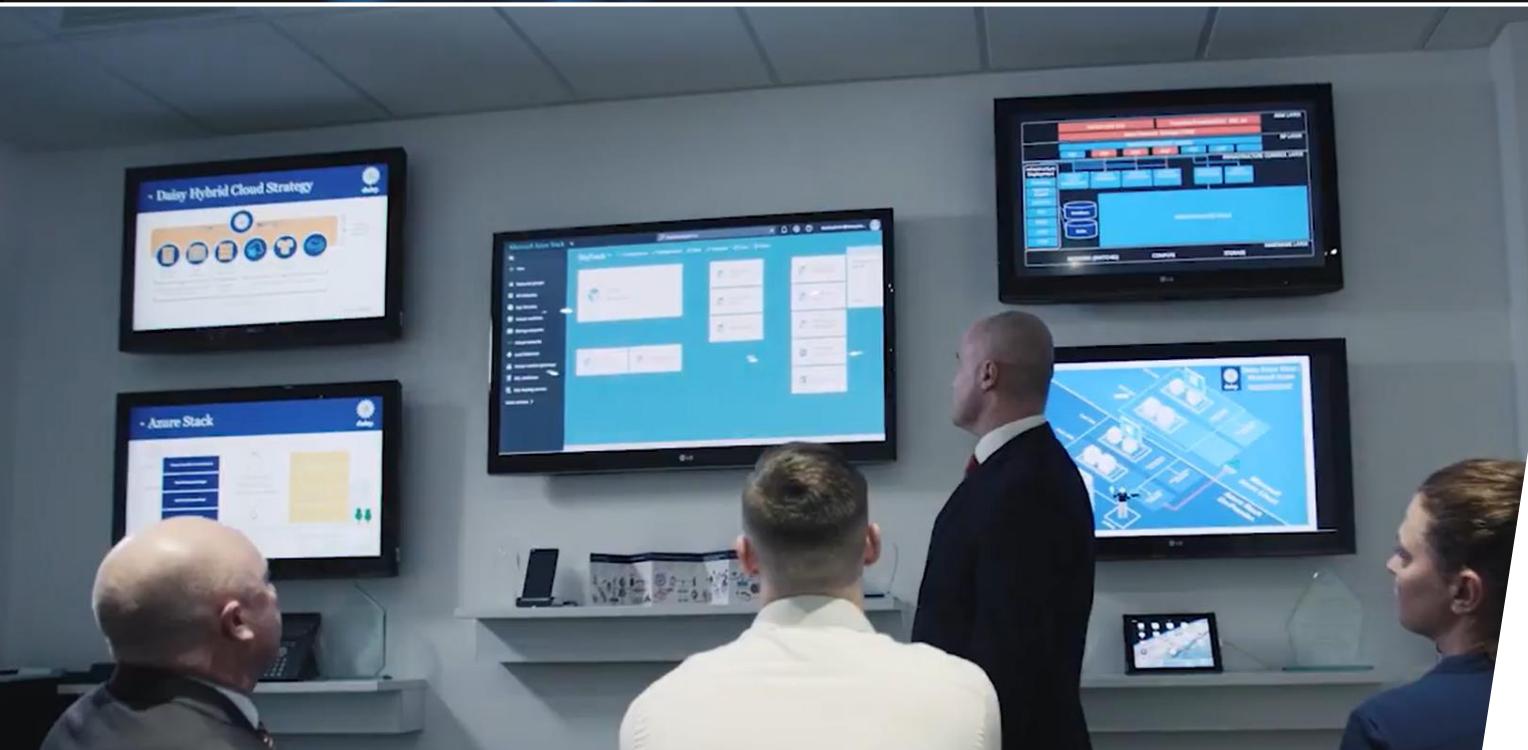
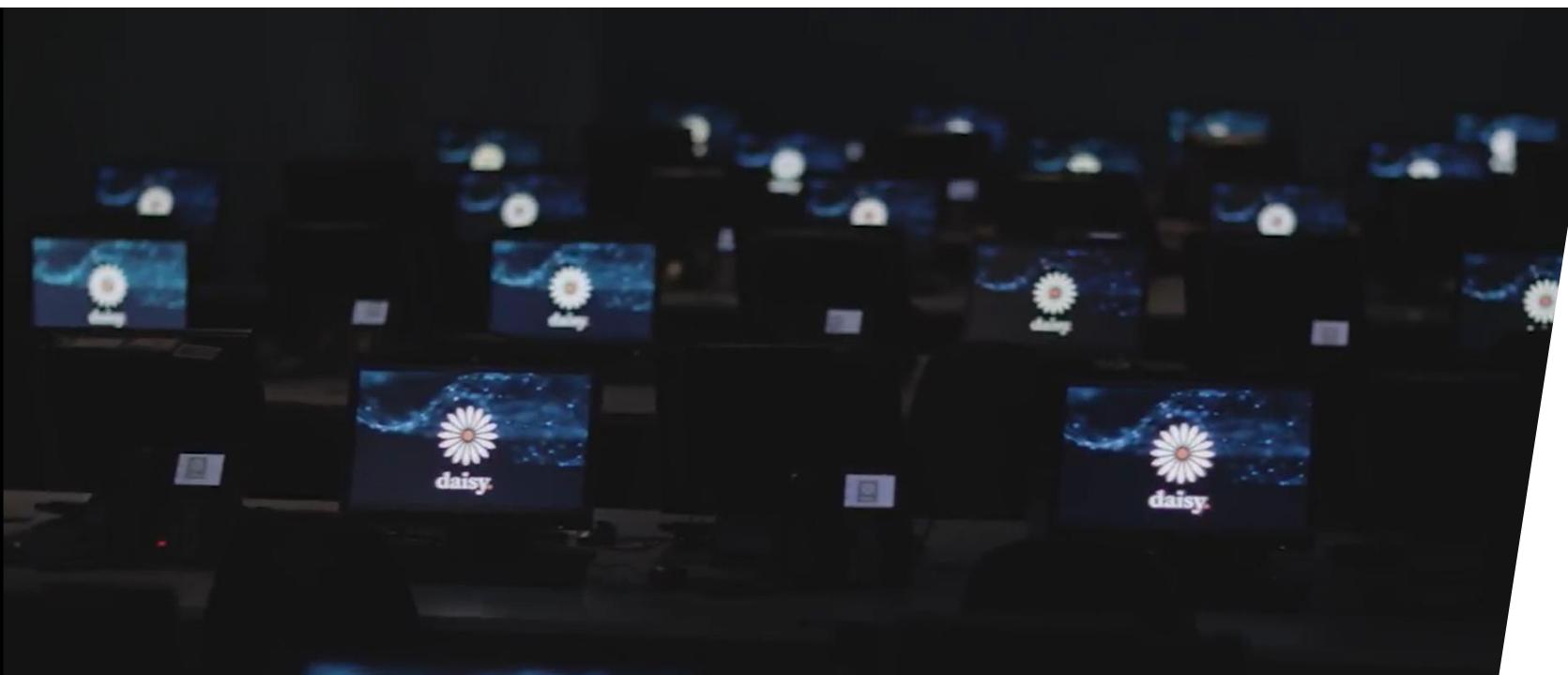
Size
Employees:
12

Country
Denmark

Cloud Services
Public, Private &
Hybrid Cloud



Jacob V. Schmidt
CEO
Cloud Factory



- Showcasing the potential of Azure Stack in Innovation Centers across the UK
- Business Continuity solution covering risk assessment, business impact analysis, and IT recovery planning
- Electronic document and record management solution

Joining the Converging Worlds of IT and Communications



COMPANY PROFILE

- UK's largest independent Services Provider, with 60,000 direct customers, 1,500 partners, and 35 locations nationwide
- 20 years of experience in building IT infrastructures and provisioning modern hybrid IT, leveraging the best of traditional and hyperscale Public Cloud
- UK network of 11 regional data centers, connected by private 100GB core network

MICROSOFT SOLUTION

- Showcasing the potential of Azure Stack in Innovation Centers across the UK, and offering POC's to customers to link with their existing Azure subscriptions, to show how workloads can be united as one across a single experience
- Electronic document and record management provides complete life cycle management of electronic and paper-documents and records
- Business continuity solutions covering risk assessment, business impact analysis, and IT recovery planning

CUSTOMER BENEFITS

- Scale and capability to support large complex hybrid solutions
- Full end-to-end service for private and public cloud, from user support to fully managed IT services – all under a single SLA and billing platform
- Business continuity and disaster recovery services, ensure that data and critical services are always available, irrespective of where they are hosted

"With Azure Stack running in our Innovation Centers, we can really show our customers the closeness that Azure Stack is to Azure. It's the same look and feel, same API interfaces, and helps cement that from a technology perspective, it's almost identical in every sense."



Products
Azure
Azure Stack

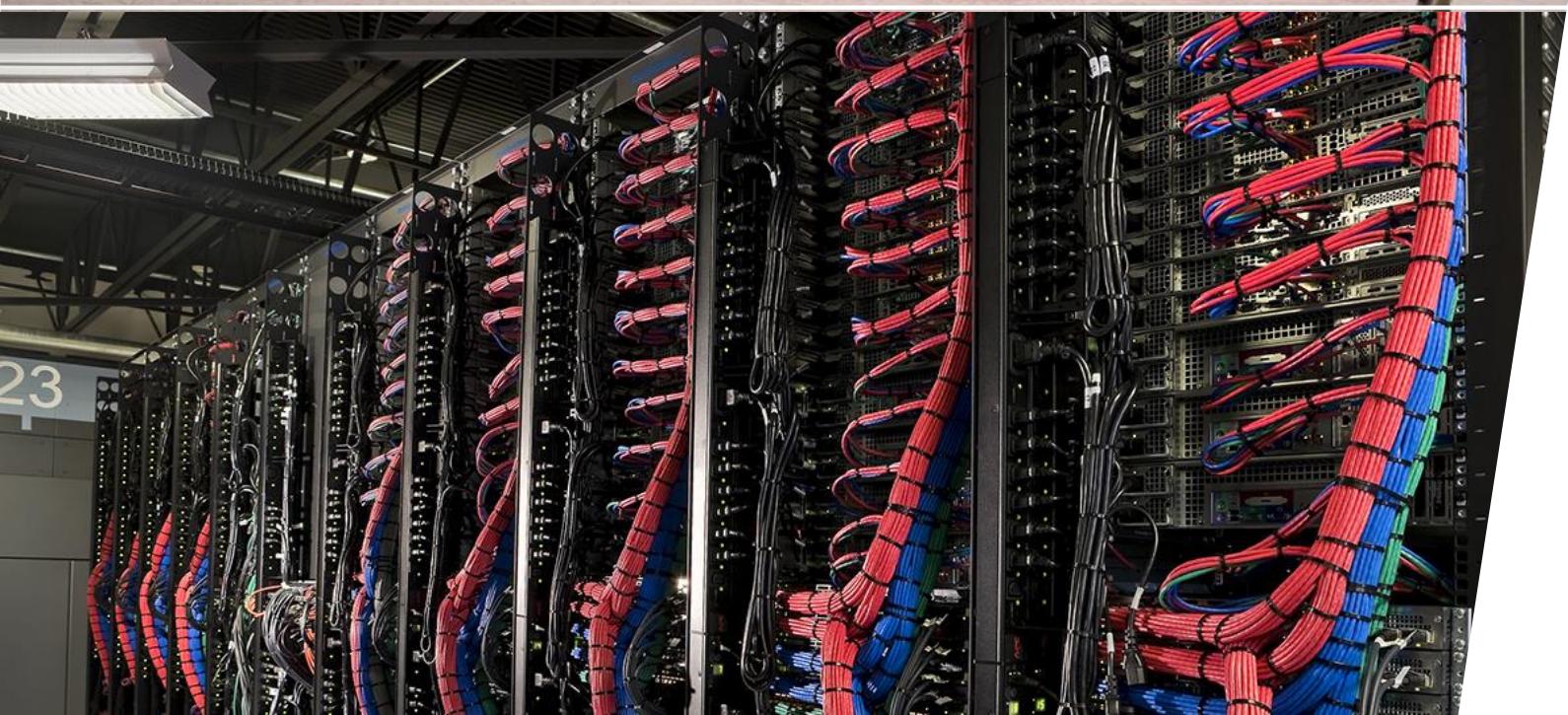
Size
Employees:
4,000

Country
United Kingdom

Cloud Services
Public, Private &
Hybrid Cloud



Mark Scaife
Cloud Strategy Director
Daisy Group



EVRY

- Business-critical Hybrid Cloud solutions to SMBs, Enterprises and Public Sector customers
- High availability and data storage on Norwegian and Swedish soil
- Cloud readiness assessment, application analysis, architecture and design, and transition and integration services

A Private, Nordic Cloud



COMPANY PROFILE

- EVRY is one of the leading IT companies in the Nordic region with a strong local and regional presence
- Over 4 million people in the Nordics use services delivered by EVRY each day
- EVRY provides industry-leading solutions to large customers as well as smaller businesses that need off-the shelf products

MICROSOFT SOLUTION

- EVRY delivers business-critical solutions to SMBs, enterprises and public sector orgs at national and local government level
- Azure Stack will be delivered from EVRY's data centers in Norway and Sweden, ensuring high availability and data storage on Nordic soil in some of Europe's most secure data centers
- EVRY offers cloud readiness assessment, application analysis, architecture and design, and transition and integration activities

CUSTOMER BENEFITS

- Business agility - flexibility, scalability, elasticity, and security
- New business models - enabler of innovation and new revenue streams
- Shift focus from run to innovate - value creation instead of operations
- Fast paced innovation - easier and quicker to create new solutions and services

"Azure Stack is really bringing the benefits of the public cloud to the local market. Moving from traditional systems to modern solutions with Azure Stack customers gain significant benefits in scalability, flexibility, agility, and most importantly, time to market."



Products

Azure
Azure Stack

Size

Employees:
8,200

Country

Norway and Sweden – with offices in Denmark, Finland, Great Britain, India, Ukraine and Latvia

Cloud Services

Public, Private &
Hybrid Cloud



Tuomo Luohivuori,
Executive Vice President,
EVRY Cloud Services



- Cloud Business Automation, Cloud broker for SaaS/PaaS/IaaS, for resellers
- Cloud Marketplace for Service Providers, Telcos, and Enterprise IT companies running a successful cloud business

Resello Cloud Marketplace

We Make Selling IT Solutions Easy



COMPANY PROFILE

- Microsoft Gold Competency partner with 15 years of experience in hosting, and over 15,000 resellers worldwide
- Resello offers Service Providers, Telcos, and Enterprise IT companies a range of solutions to manage and sell Cloud products
- Resello Cloud Marketplace is a Cloud Business Automation solution that includes a brandable storefront, back office, support and billing system, and an easy-to-use customer control panel

MICROSOFT SOLUTION

- Hybrid Cloud solutions across private, hosted and public clouds
- Azure Stack as-a-service for Azure implementation partners
- Secured localized data in Azure Stack (Global) for ERP & CRM implementation partners
- Application hosting on Azure Stack for ISVs
- Managed private Azure for public sector municipalities

CUSTOMER BENEFITS

- Global Hybrid Cloud solutions to meet the needs for low latency, data sovereignty, security, regulatory compliance
- Azure Stack provides the freedom to decide where business data resides
- Harness the power of Azure and Azure Stack through a pay-per-use billing model, usage reporting, and provisioning
- Save time (to market) through business automation and offering Azure Stack as a Service - including all the tools you need

"Azure Stack as a cloud enabler, really changes the way of thinking about the cloud. It puts cloud-first scenarios, and even cloud-only scenarios on the table again. We see Azure Stack as the one and only true hybrid cloud available in the market."



Products
Azure
Azure Stack

Size
Employees:
150

Country
Netherlands
Offices in Ukraine, India and
Russia

Cloud Services
Public, Private &
Hybrid Cloud



Berend van Dalfzen
Managing Director
Resello



DATACOM

- Delivery of end-to-end apps, automation and workload portability between Azure and customer premises
- Frictionless, progressive, app development in-country with full compliance and sovereignty
- Rapid deployment of web applications for a specific business outcome

Burst From Private To Public Cloud With Flexible Hybrid Cloud Services

DATA COM

COMPANY PROFILE

- Australasia's largest locally-owned IT service provider, with more than 50 years' experience.
- 900 software developers
- Operates from 29 offices across New Zealand, Australia, Malaysia, Philippines, UK and USA
- Nine Datacenters across Australia and New Zealand, owned, built and/or operated by Datacom

MICROSOFT SOLUTION

- Azure Stack nodes across APAC allowing delivery of end-to-end applications, automation and workload portability between Azure and customer premises
- Frictionless, progressive, application development offering in-country (compliance & sovereignty), fail fast (locally delivered), low risk (perceived lower than Public Cloud), co-location (data gravity and low latency)
- Rapid deployment of web apps for a specific business outcome integrated with existing business systems hosted in a local environment

CUSTOMER BENEFITS

- Maximum scalability and flexibility while at the same time keeping important workloads on-premise
- Infrastructure-as-a-Service platform to extend compute capability with guaranteed Service Level Agreements
- Connection to Microsoft Azure to burst from Private to Public Cloud with Flexible Cloud Services

"The Dev Ops aligned nature of the Azure Stack platform, coupled with the native integration of our development tools, and the high-level services that Azure Stack provides, makes it the perfect platform for Datacom to be able to develop and host modern, custom applications that drive real value into our customers' businesses."



Products
Azure
Azure Stack

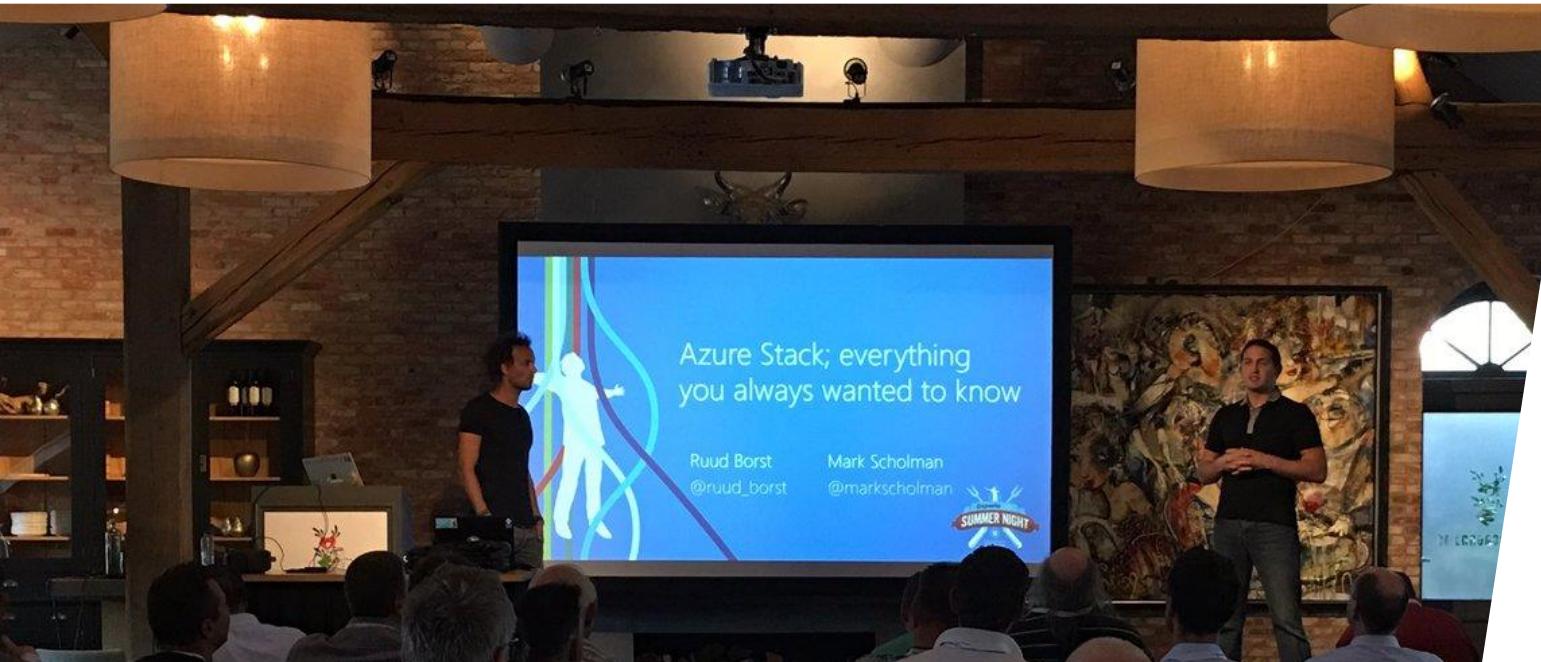
Size
Employees:
5,000

Country
New Zealand,
Australia, Malaysia,
Philippines, UK, USA

Cloud Services
Public, Private &
Hybrid Cloud



Daniel Bowbyes
National Hybrid Cloud Lead
Datacom New Zealand



- Extending the benefits of Azure to customers on-premise to comply with industry regulations
- InSpark portal connects to Azure public cloud and Azure Stack on-premise
- 'POC-as-a-Service' to try Azure Stack before you buy

Business Automation Solutions for Azure Stack

Focused on Provisioning, Operations and Integration



COMPANY PROFILE

- Managed Services Provider and Systems Integrator formed from merger of Inovativ and Sparked
- Plan, design, build and deploy complete automation solutions for Azure Stack focused on provisioning, operations and integration, with 600 customers
- Microsoft Gold Certified partner with 13 MVPs and several awards incl. 2017 Finalist for Hybrid Cloud & Infrastructure Platform Partner of the Year

MICROSOFT SOLUTION

- Extending the benefits of Azure to customers on-premise to comply with industry regulations; address data sovereignty, latency and performance requirements, and support disconnected environments
- InSpark portal connects to Azure public cloud and Azure Stack on-premise and helps customers to onboard new tenants, and adopt the cloud on their terms
- Offer Azure Stack 'POC-as-a-Service' to try Azure Stack on-premise for a 14 day trial period

CUSTOMER BENEFITS

- Best-in-class infrastructure services ensure workloads are running optimally with superior SLAs, performance, and durability
- Save time with easy business automation control panel and all the tools necessary for provisioning, operations and integration
- Azure stack POC as a service, enables customers to try it out, and see that the services in Azure are available on premises through Azure Stack

"We're excited about Azure Stack, because you can get the same speed of innovation in your data center, the same cloud cadence, and the same set of services with the speed that Azure transforms. You can get those in Azure Stack, in your data center."



Products
Azure
Azure Stack

Size
Employees:
90

Country
Netherlands &
Belgium

Cloud Services
Public, Private &
Hybrid Cloud



Maarten Goet
Founder & Managing
Director, InSpark



Go from concept to operations in days, not months
with an integrated system purpose-built for the power of Azure Stack.



- Managed Cloud Services in Vigilant.IT's data center or Hybrid with Azure means IT spend less time on routine tasks and more time on strategic IT priorities for enabling the business
- Cloud Migration Roadmap of Discovery, Strategy and Migration for Enterprise and Service Providers

Making Hybrid Cloud a Reality – To Help Businesses Start the Journey To Digital Transformation



COMPANY PROFILE

- Vigilant.IT is a multiple Microsoft Gold competency partner and an Azure, Private Cloud, and Hybrid Cloud solutions specialist
- Vigilant.IT help companies to move from legacy environments to Hybrid Cloud
- Vigilant.IT can provide design, training and implementation for Azure Stack and as an ExpressRoute certified SI, enable Azure Stack with a dedicated private connection to Azure public cloud

MICROSOFT SOLUTION

- Managed Service hosted in Vigilant.IT's WAP enabled data center and Azure allows Clients all the flexibility of a Hybrid Cloud solution and an un-matched economy of scale that provides measurable value
- Cloud Migration Services for Enterprise and Service Providers, through a tried and tested Cloud Assessment and Planning Solution, which follows a process that leads to the best fit of IaaS, PaaS, or SaaS for a clients business both now and in the future

CUSTOMER BENEFITS

- Pay-as-you-go pricing model enables organizations to reduce capital expense by timely provision of the services needed at any given scale
- System management of Hybrid Cloud enabled with System Center with Operations Management Suite
- ExpressRoute solutions tailored to specific needs and services allow for the best economies without compromising performance

"With Azure Stack, hybrid cloud becomes a reality.

It sets the basis for our clients to start on their journey to a digital transformation of their business."



Products

Azure
Azure Stack
Windows Server

Size

Employees:
25

Country

Australia

Cloud Services

Public, Private & Hybrid Cloud roadmap



Paul Bristow
Director of Business Development, Vigilant.IT