

Week of June 18th, 2018

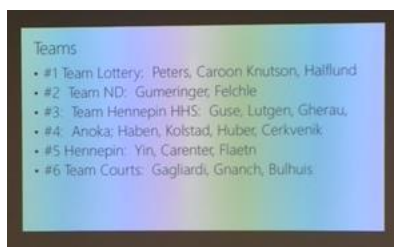
This Week's Microsoft USA Updates:

1. Alignment in the Field & Funding
2. Training
3. General Announcements & Pipeline
4. Blockchain

1. Alignment in the Field

Congrats!

Kudos to our Minneapolis team: Barry Hawes, Dave Patterson, Rostislav (Slav) Kabachenko, Deepak Vijay Raghavan and David Beaudreau. Sogeti MN team was the only partner asked to participate in a [Microsoft Azure Hackfest with Microsoft and State of MN](#). A team of two from North Dakota also attended. Great time, great people and potential opps already coming out of it.



Quote from Barry Hawes, MN Sogeti GEO VP

Just so happens that we awarded the ND team first prize in the hackfest! They did a nice job with a chat bot that has multiple applications within their domain. Also chatted with Anoka County and they have 17,000 access databases they would like to get moved to more stable and

scalable options...and the guy from the Court system is also pushing for us to get involved with their Azure work. Good that we got involved in the hackfest. Received good feedback from the Microsoft reps, as well about our folks that supported. All around time well spent.

Congratulations to our Seattle team: Sunil Talreja, Jeff Prendergast and Suvo – invited to orals at Microsoft. July 3rd in Redmond regarding the WIND Operations FY19 RFP. Good luck Sogeti Seattle team!

Kudos again to Eric Amonson, Sogeti AE in Illinois, as well as the entire pursuit team: Kelly Krakowiecki, Dimitare Tchilinguirov, Darrek Bramlett, Mike Pumper, Mohit Advani and Vijay Raghani for Northern Trust. While we have not yet won, client has asked for client references, stay tuned all!

Congratulations to Lauren Quart and our new Health Care AE, Daniel Schlake for a successful meeting with the Microsoft HC ATS. Considering an event for HC clients in OH and bringing in some Data Center experts from Redmond.

Thanks again to our Atlanta team, Joo Lee, Heather Thompson (AE) and Rajnish Aggarwal (CP) for asking me to visit with the CIO of NCR. Client originally sent the RFP to MS, AWS and Google, as of Wednesday we got invited too! Discussions with the MS ATU and Microsoft Consulting Services, as well as approaching this as **One Company**. Sogeti and Capgemini colleagues are connected, coordinated and collaborating. Pursuit team so far: Rajnish Aggarwal, David Beaudreau, Kasper de Boer, Pratosh Jhari, Kaushik De, Jason Hatch. Competition that supposedly also got the RFP this week: [Accenture](#), [HP](#) and [Cloud Reach](#)

Microsoft Funding Mechanisms

Know them, tap into them for your clients benefit!



Great job to our Texas team of Fraser Ashworth, Samantha Docouto and Brad Johnson for their delivery of a successful DPS engagement. Data lake and DW POC on Azure. Here's to moving it from a POC to a project.

Kudos to our East team of Joo Lee, Suzanne O'Neill and Namrata Shaw Microsoft Team Foundation Server Assessment for Utilizing the clients DPS days. New logo, how do we use this to expand in the account.



2. Training

Microsoft Azure Data Eco System Training:

Thanks to Satya Sachdeva, Vice President Insights and Data (I&D) Practice for sending some of his team to training this week. Way to go guys.

- Adam Daniel
- Sachin Hiray
- Akansha Joshi
- Krishnesh Pugari

Azure 9 Week Study Group Came to Closure:

The Study material can be found on the joint Teams Site: **Sogeti Azure Study Group**

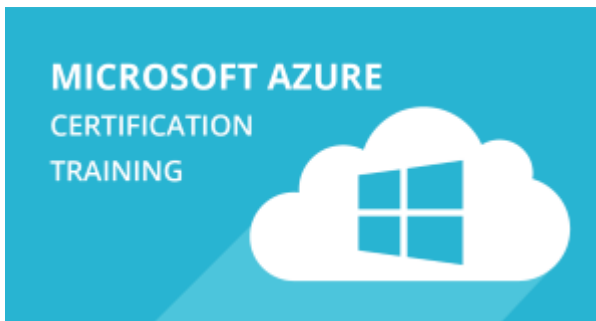
If you do not have access, please email [Barb Borrowman](#) at Microsoft, cc'ing myself and David Beaudreau.

Congrats to Nishant Jadhav, out of our India team who took the course and just passed his certification!

Congratulations to [Nishant Jadhav](#) for passing Azure 70-535 Certification

Congratulations to [Harsh Nanchahal](#) for passing Azure 70-532 Certification

Current Microsoft Training, Certifications, Podcasts and more...



70-473	Designing and Implementing Cloud Data Platform Solutions	Pracice Test	
70-475	Designing and Implementing Big Data Analytics Solutions	Pracice Test	
70-487	Developing Microsoft Azure and Web Services		
70-532	Developing Microsoft Azure Solutions	Exam Reference Book	Practice Test
70-533	Implementing Microsoft Azure Infrastructure Solutions	Exam Reference Book	Practice Test
70-535	Architecting Microsoft Azure Solutions	Exam Reference Book	Practice Test
70-537	Configuring and Operating a Hybrid Cloud with Microsoft Azure Stack		
70-774	Perform Cloud Data Science with Azure Machine Learning	Exam Reference Book	
70-775	Perform Data Engineering on Microsoft HDInsight	Exam Reference Book	
70-776	Engineering Data with Microsoft Cloud Service		

- View some of the amazing projects on AI by Microsoft [here](#)
- Watch Microsoft IoT Overview, Vision and Roadmap [here](#)
- Download Free Microsoft Press eBooks from [here](#)
- Dive in and learn how to start building intelligence into your solutions with the Microsoft AI platform. Find out [here](#)

Microsoft Partner Series Training Schedule (Week of June 13 - 19)

[Register Here](#)

Cloud Development Courses from Microsoft Virtual Academy

[Register Here](#)

Exam 70-473 - Designing and Implementing Cloud Data Platform Solutions

[Register Here](#)

Exam 70-475 - Designing and Implementing Big Data Analytics Solutions

[Register Here](#)

Exam 70-487 - Developing Microsoft Azure and Web Services

[Register Here](#)

Exam 70-532 - Developing Microsoft Azure Solutions

[Register Here](#)

Exam 70-533 - Implementing Microsoft Azure Infrastructure Solutions

[Register Here](#)

Exam 70-535 - Architecting Microsoft Azure Solutions

[Register Here](#)

Exam 70-537 - Configuring and Operating a Hybrid Cloud with Microsoft Azure Stack

[Register Here](#)

Exam 70-774 - Perform Cloud Data Science with Azure Machine Learning

[Register Here](#)

Exam 70-775 - Perform Data Engineering on Microsoft HD Insight

[Register Here](#)

Exam 70-776 - Engineering Data with Microsoft Cloud Services

[Register Here](#)

Azure - Free, Self-paced Hands On Labs

[Register Here](#)

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3. General Announcements

Digital Partner of Record (DPOR)

Please continue to ask your client to assign us at the DPOR if we are doing work for them around Microsoft Office 365, Microsoft Dynamics CRM Online, Microsoft Intune, Enterprise Mobility Suite (EMS), Power BI and Microsoft Azure. **Sogeti MS Partner ID is 1021259.**

MS Alliance on Solution Center

[Strategic Initiatives and Points of Contact](#)

[Understanding Microsoft and How to Partner](#)

[Sogeti and MS US Field Alignment](#) *** Know your local MS City Leads

[Overall Sogeti Microsoft Alliance Information](#)

Pipeline

\$188 M Pipeline

Please be sure to continue to tag Microsoft in the leads field, if they gave us the lead or we are working synergistically.

Please be sure to tag the right Microsoft product in the Technology field, ie MS Azure vs MS Others. If you need help holler.

4. Blockchain

Case studies:

<https://azure.microsoft.com/en-us/case-studies/?term=blockchain>

<https://customers.microsoft.com/en-us/story/insurwave-insurance-azure>

Hands on workshops for Azure Blockchain Workbench (no Azure subscription needed):

Deploy Azure Blockchain Workbench

https://www.microsoft.com/handsonlabs/SelfPacedLabs/?storyId=story://Content-Private/content/w-bc/bc_deploy/a_deploy

Contract creation for use within the Blockchain Workbench app

https://www.microsoft.com/handsonlabs/SelfPacedLabs/?storyId=story://Content-Private/content/w-bc/bc_deploy/c_contract_creation

Azure Workbench Resources:

Learn more about Workbench at: <https://aka.ms/abcworkbench>

Documentation available at: <https://aka.ms/workbenchdocs>

Samples available at: <https://aka.ms/blockchainsdkgithub>

[Hello Blockchain](#)

[Simple Marketplace](#)

[Basic Provenance](#)

[Digital Locker](#)

[Refrigerated Transportation](#)

[Asset Transfer](#)

General Resources:

- [Azure Blockchain MS Site](#)
- [Azure Blockchain Workbench Intro](#)
- [Azure Blockchain “Workbench” How-To Guides](#)
- [READY Presentation: Decentralized App \(dApp\) Architecture](#)
- [READY Presentation: Driving Blockchain Solutions to Production](#)

Getting started:

- Become a Microsoft Blockchain Partner: <https://azure.microsoft.com/en-us/partners/become-a-partner/>
- Join our Blockchain private preview group here: <http://aka.ms/blockchainpreview>
- Very early stage startups should start at www.azure.com to activate the a standard Trial, which provides \$200 in free Azure for 30 days
- Next work to join the [Microsoft for Startups](#) by geo - each tier requires additional information and qualification.
- As the business expands, shift to an Enterprise Agreement or Pay as you go
- Next, explore the <https://partner.microsoft.com/en-GB/cloud-solution-provider> program to see whether or not this has the potential to meet your organization's requirements.
- Resources for building and selling solutions on Azure
 - a. [Certified Marketplace](#) - solutions and services
 - b. [Template library](#)
 - c. [DevTest labs](#)
 - d. [Artifact repo](#)
- Learn more about Azure Blockchain Workbench to see how you can leverage the scaffolding to build solutions:
 - a. [Azure Blockchain Workbench](#) is the fastest way to get started with blockchain on Azure
 - Announcement: <https://azure.microsoft.com/en-us/features/blockchain-workbench/>
 - Documentation: <https://docs.microsoft.com/en-us/azure/blockchain-workbench/>
 - Marketplace: <https://azuremarketplace.microsoft.com/en-us/marketplace/apps/microsoft-azure-blockchain.azure-blockchain-workbench?tab=Overview>
 - Intro Video: <https://youtu.be/gwrYspdaOx8>
 - Demo Video: https://www.youtube.com/watch?v=mlRx52p61_g&feature=youtu.be
 - b. Workbench a developer tool that orchestrates services such as Azure Active Directory, Azure Key Vault, Azure SQLDB, Application Insights, Azure Functions and Service Bus around a pre-configured blockchain network and into a reference architecture that can be used to build a blockchain-based application.
 - c. It is available, along with detailed [documentation](#) and [code samples](#) on the [Azure Marketplace](#) with no contracts or commitments required.
- Here are some resources to help with the transition to Azure:
 - a. <https://docs.microsoft.com/en-us/azure/architecture/aws-professional/>
 - b. <https://docs.microsoft.com/en-us/azure/architecture/>
 - c. ISVs should consider how to integrate Azure capabilities such as
 - Key management/ Key Vault

- Identity management/ AAD
 - High availability across clouds/ Availability Zones
 - Azure stack and cloud integration
 - SQL Azure support
 - Service Bus integration
- Check out our official Azure Blockchain Blog: <https://azure.microsoft.com/en-us/blog/topics/blockchain/>

Note: *If you are not talking to your clients about Microsoft, your competition is!*

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