

Congratulations to Srini Datla for his Azure PLM webinar held on May 30<sup>th</sup> in conjunction with Microsoft and Tech-Clarity. 59 registered, 33 attended!

If you missed it, please listen to the recording and Q&A session

<https://sogetius1.sharepoint.com/solutioncenter/Alliance%20Information/Forms/AllItems.aspx?RootFolder=%2Fsolutioncenter%2FAlliance%20Information%2FMicrosoft%20US%20Alliance%2FMay%2030%20Azure%20PLM%20in%20the%20Cloud%20Webinar&FolderCTID=0x01200068224EC32F7454448082B0F9D6FDB0DC&View=%7BD451B7A-8D96-4AD3-A5F6-4CE204B38D0B%7D>

We are working with our marketing team to get it on Sogeti.com, as well as YouTube for distribution to clients.

We are also working with Microsoft to get it out in their internal newsletter to 800+ manufacturing MS sellers around the world.

**Potential Opps from the Azure PLM campaign thus far:**

1. Honeywell, PLM Strategy
2. AM General, POC in discussion
3. Hala, RPA POC in discussion
4. Siemens, Cloud based test drives being discussed



Jim Brown  
President, Digital Innovation Research  
Tech-Clarity



Srini Datla  
VP, Digital Manufacturing  
Sogeti Capgemini



Amol Adgaonkar  
Director, Manufacturing Industry  
Microsoft



**ENGAGED IN THE FIELD:**

Congrats to Scott Yost, Trevor Pavich, Muhammed Farooq, David Beaudreau and our entire Sogeti AZ Banner Health team for their collaboration with the MS account team. At our EBC, Banner asked our team to ensure they were collaborating with the Microsoft team. Quote from David Beaudreau, after our joint session with the client.

*Microsoft Team,*

*I wanted to thank you again for being great hosts for the Banner Health ADS yesterday. I thought you all did a fantastic job of both sharing valuable knowledge with Banner and helping to keep the conversation on point. We've received very good reviews from Banner already. We had our planned follow-up session this morning to discuss Azure Governance and Onboarding which also went quite well as it was well*

*positioned from our session yesterday. Fairly quickly after, we received support from Chris, Bryan, and Bryce to submit a SoW which we've already started crafting to start the governance effort ASAP.*

*Thanks again and looking forward to the next opportunity.*

---

Congrats to Venkat Gupta, PMP, ITIL Certified | Heartland Division Practice Director Insights & Data Practice who will be presenting this coming week with Microsoft  
Microsoft and Sogeti will demonstrate capabilities and Customer Success Stories around Data & AI in Azure. Will be demonstrating Machine Learning and other Cognitive Services, ML Workbench, Databricks, and more. Below is the link to the event:

<https://www.meetup.com/Des-Moines-Azure-User-Group/events/250654898/>

31 attendees registered thus far.

**Call to Action:** if you have a client in Des Moines, be sure to invite them to the event on Monday, June 4<sup>th</sup>.

## Mike Johnson – joining the Microsoft Capgemini / Sogeti Alliance team



Please welcome Mike Johnson to our Alliance team. Mike Johnson is the Cloud Solution Architect within the Global Technical Pod of Microsoft's One Commercial Partner team assigned to us based out of Houston, Texas.

Mike has been with Microsoft over 6 years within their MCS organization as an Azure COE Architect, as well as MS' partner organization as a Cloud Solution Architect and Partner Technical Strategist. Mike comes to us with a wealth of knowledge in Azure including a specialization in CSP and automation.

Mike is 100% compensated on our success. Feel free to welcome him to the team. [Michael.Johnson@microsoft.com](mailto:Michael.Johnson@microsoft.com)

David Beaudreau, members of the Houston team, and I will be meeting with Mike in Houston on June 12<sup>th</sup>.

If you have an Azure deal you are working on that David and I are not privy to, please let us know ASAP, so we can pull in Mike where appropriate.

### GROUP OFFERINGS:

New Windows 10 Migration Factory and go-to-market assets launched!

Read more, <https://talent.capgemini.com/global/news/102867>

Capgemini US Book of Offers:

As we become one, get to know the full breadth we can bring to our clients.

[https://talent.capgemini.com/nar/pages/sales/Apps\\_NA\\_TopLine\\_Connection/book\\_of\\_offers/](https://talent.capgemini.com/nar/pages/sales/Apps_NA_TopLine_Connection/book_of_offers/)

**MS US Pipeline:**

- \$197.7M

**One Commercial Partner Team at Microsoft :**

Please take 68 minutes of your team and watch this webinar from Microsoft US Executives on their org and how to partner. Great insight into their thinking and what they look for in a partnership.

<https://onlinexperiences.com/scripts/server.nxp?LASCmd=AI:1;F:SF!42000&EventKey=249042>