Microsoft

The digital imperative for every organization

Daniel Rusen
Marketing & Operations Director

Winds of Change...

‘Please could we dedicate the next advisory board discussion to talk through the **impact of a potential economic recession** on our technology spending plans’

IDC CIO Global Advisory Board – May 2022

‘Our board has asked us to prepare a business scenario where Russia cuts off its **natural gas supply** to Europe in 2H2022.’

C-Suite Executive – June 2022

‘We have **200 open positions** in the IT department globally – and we can’t fill them…’

CITO, Enterprise Customer

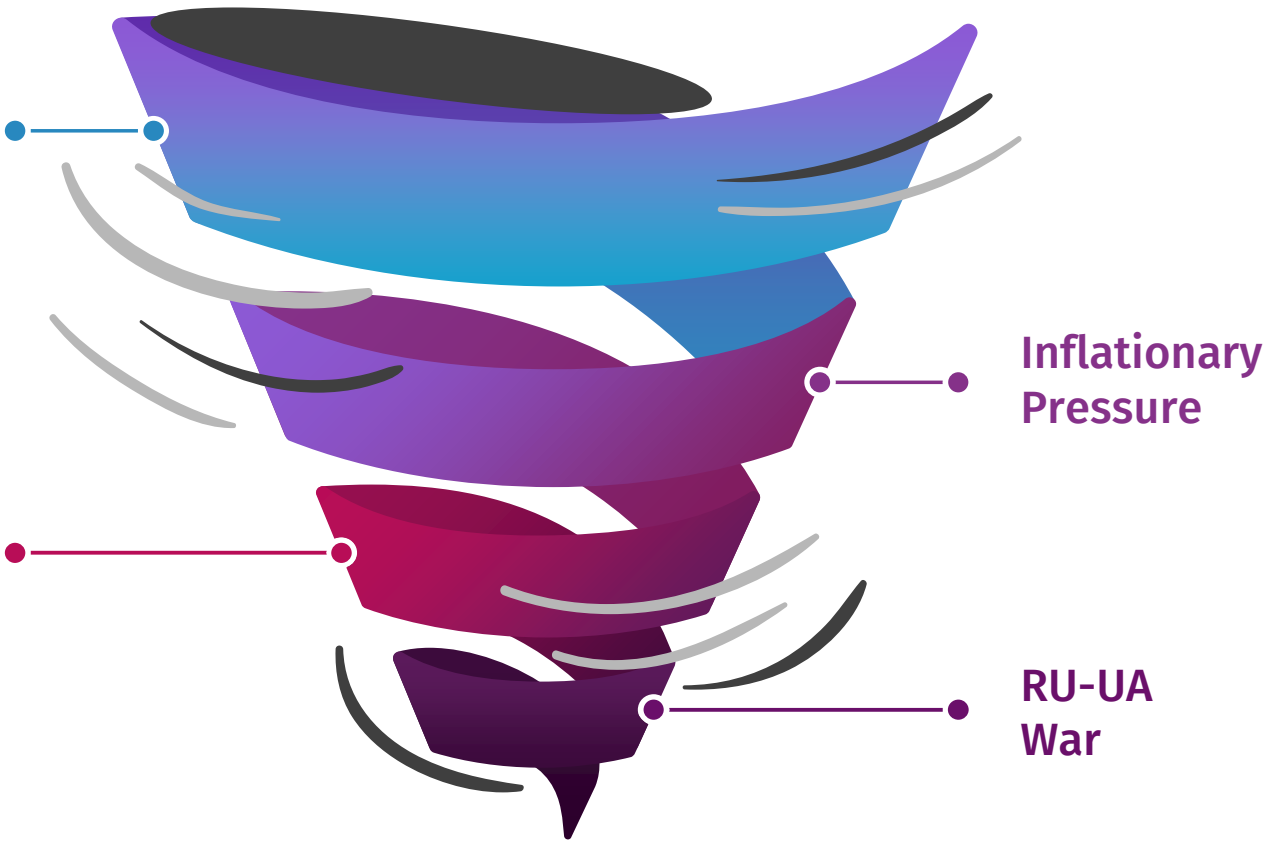
‘Our customer lead times have more than doubled….from **30 days to 75 days.**

We are rebuilding our supply chain from scratch

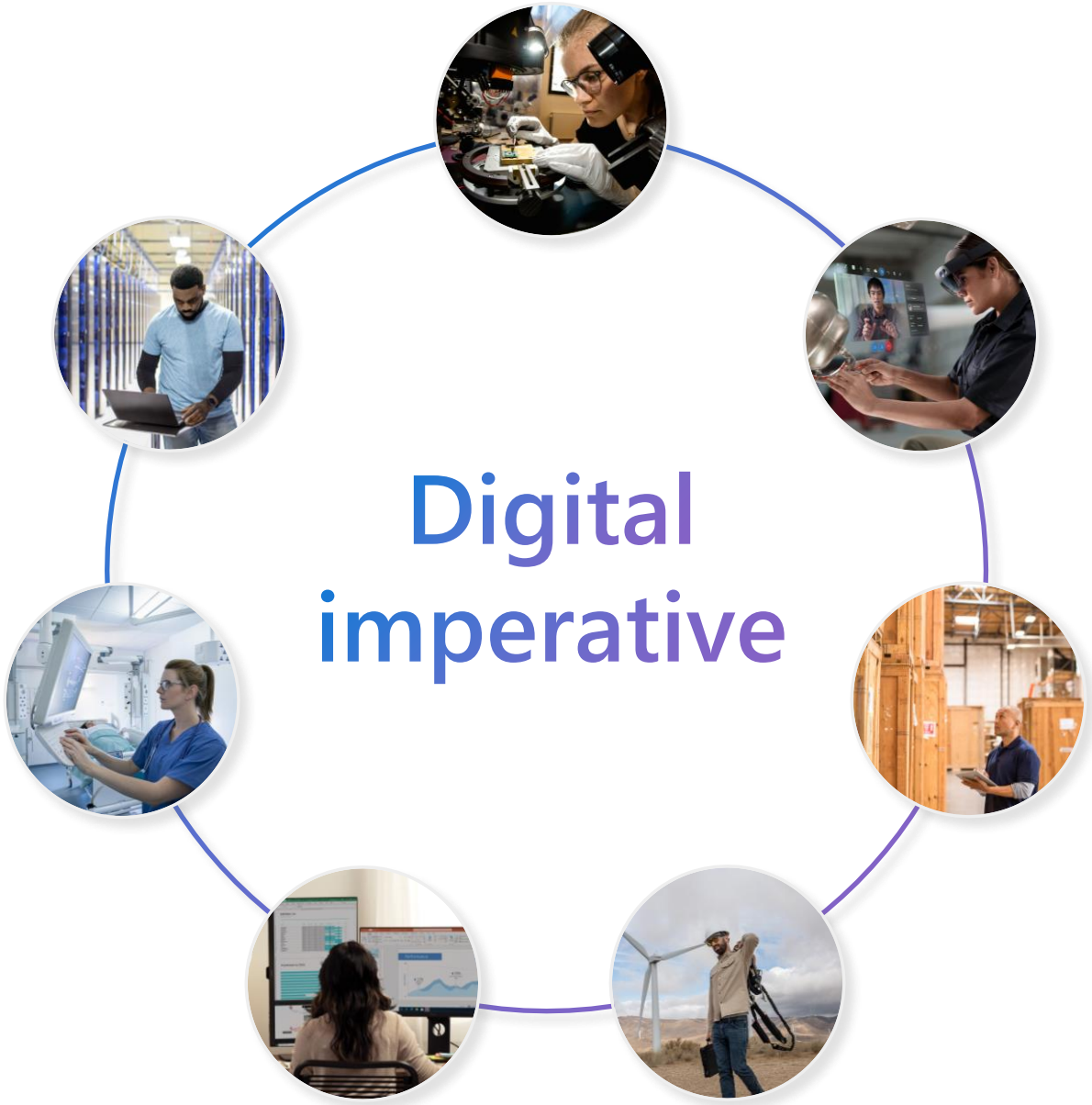
COO, Retailer

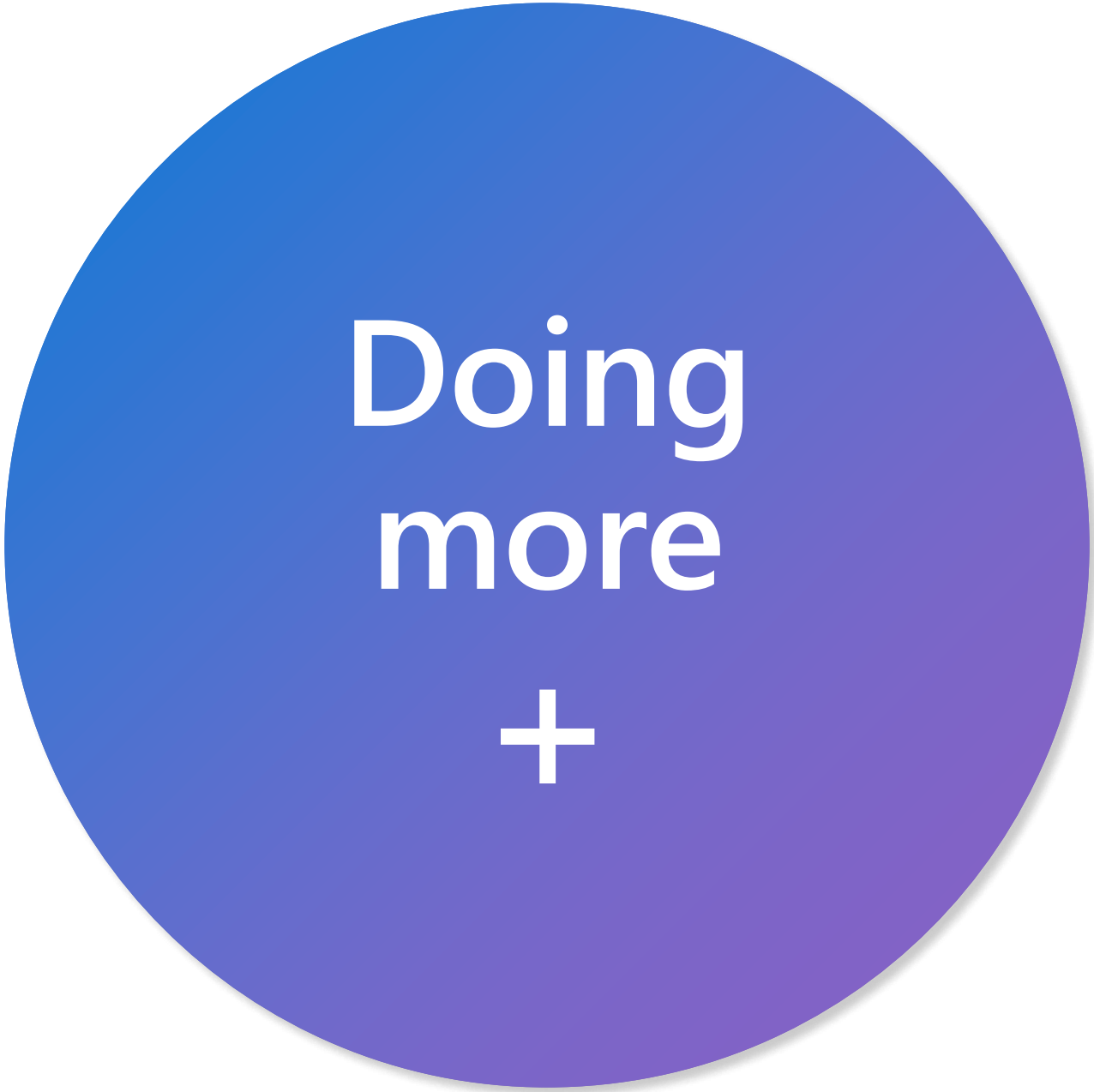
Winds of Change…

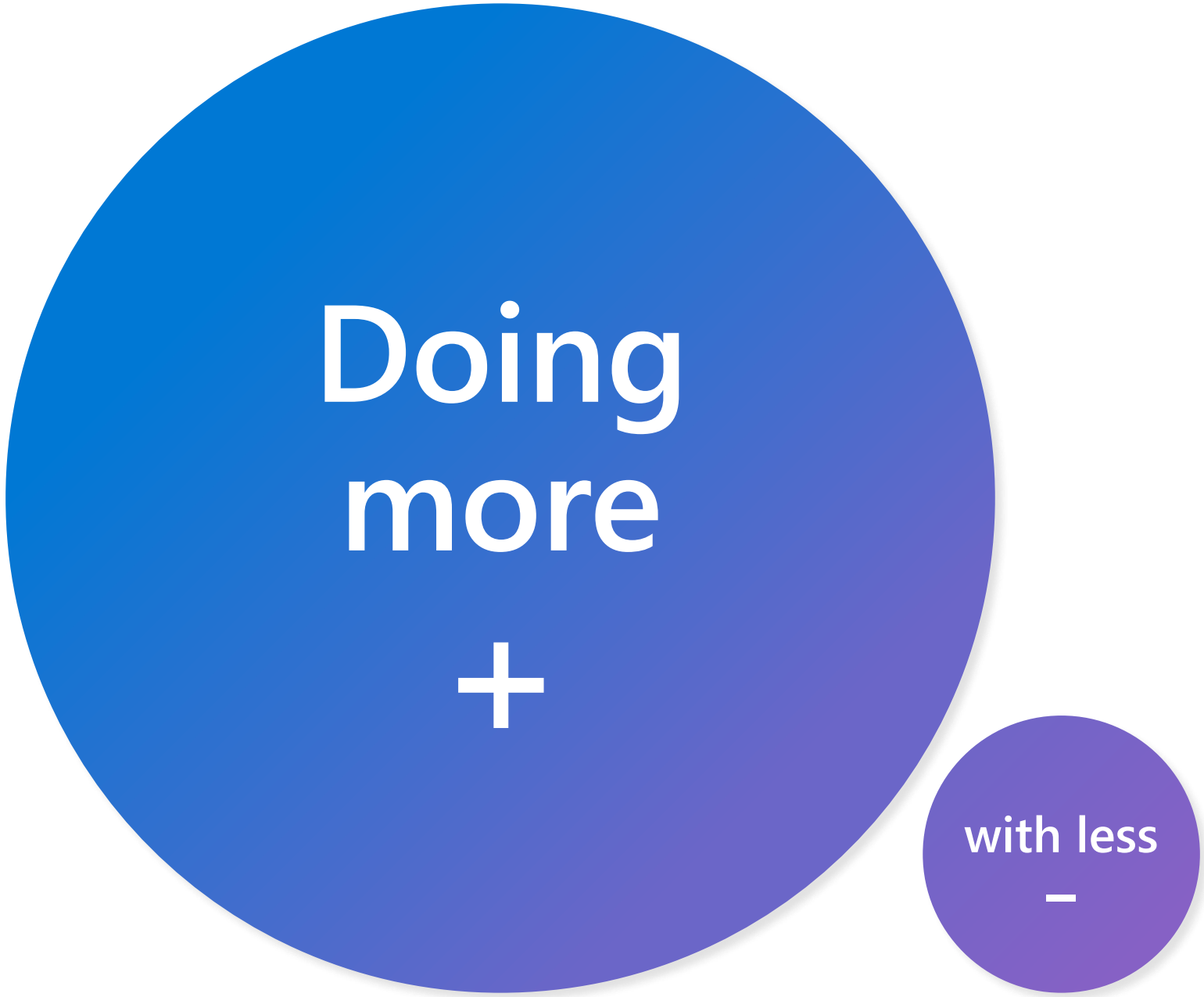
are becoming Storms of Disruption

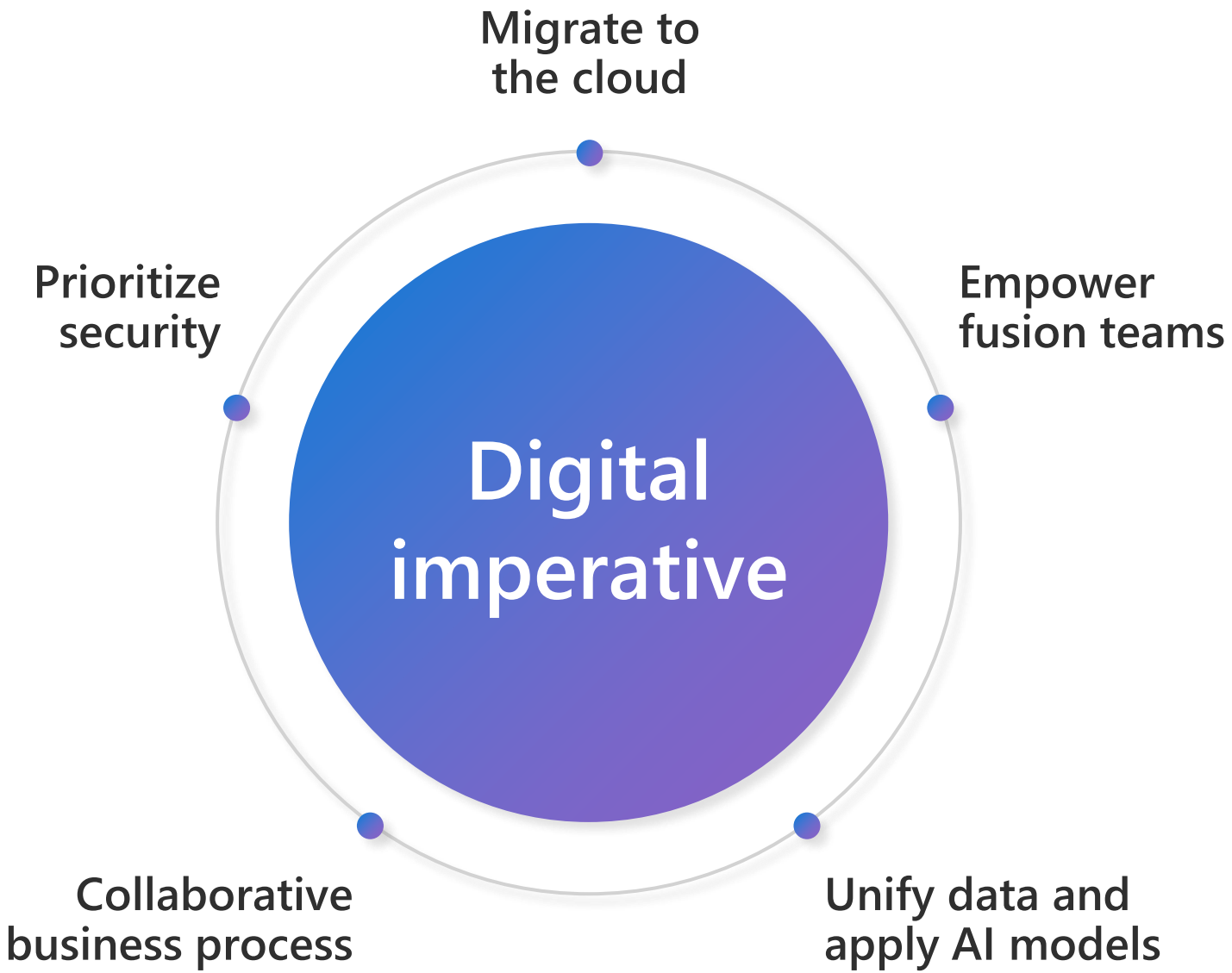


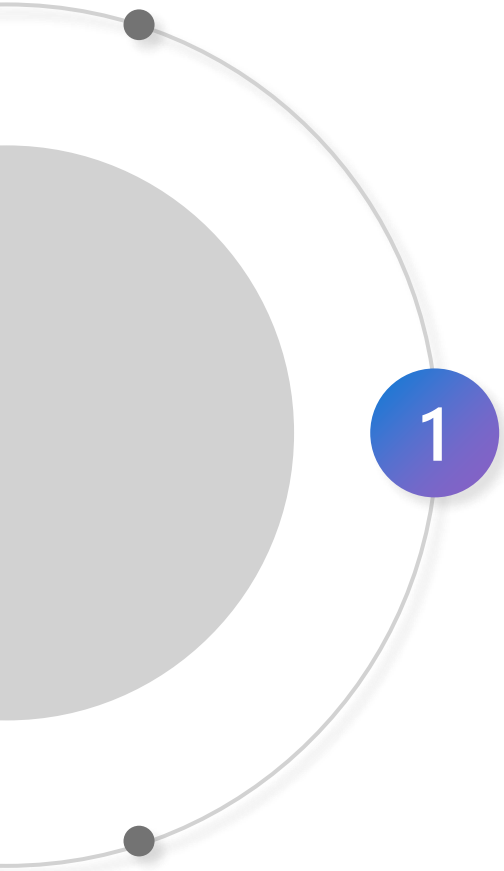
Digital imperative


Digital
imperative


Doing
more
+

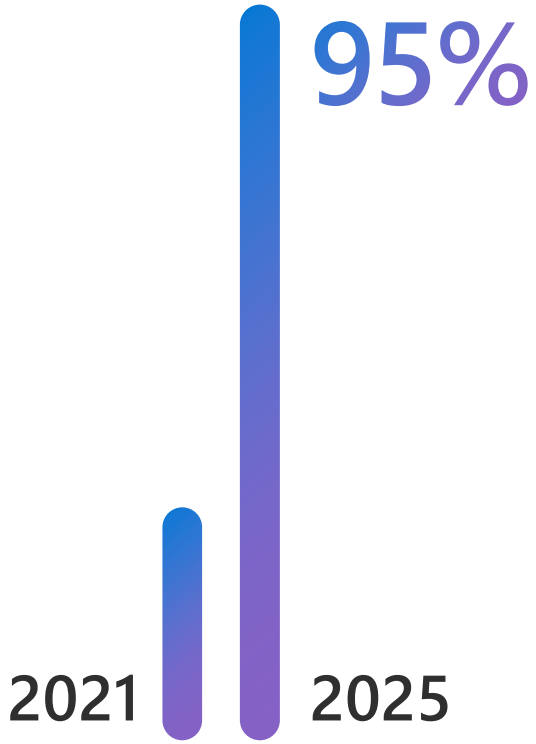

Doing
more
+
with less
–


Migrate to the cloud
Empower fusion teams
Unify data and apply AI models
Collaborative business process
Prioritize security
Digital imperative



Migrate to the cloud

Percentage of digital workloads deployed on cloud-native platforms



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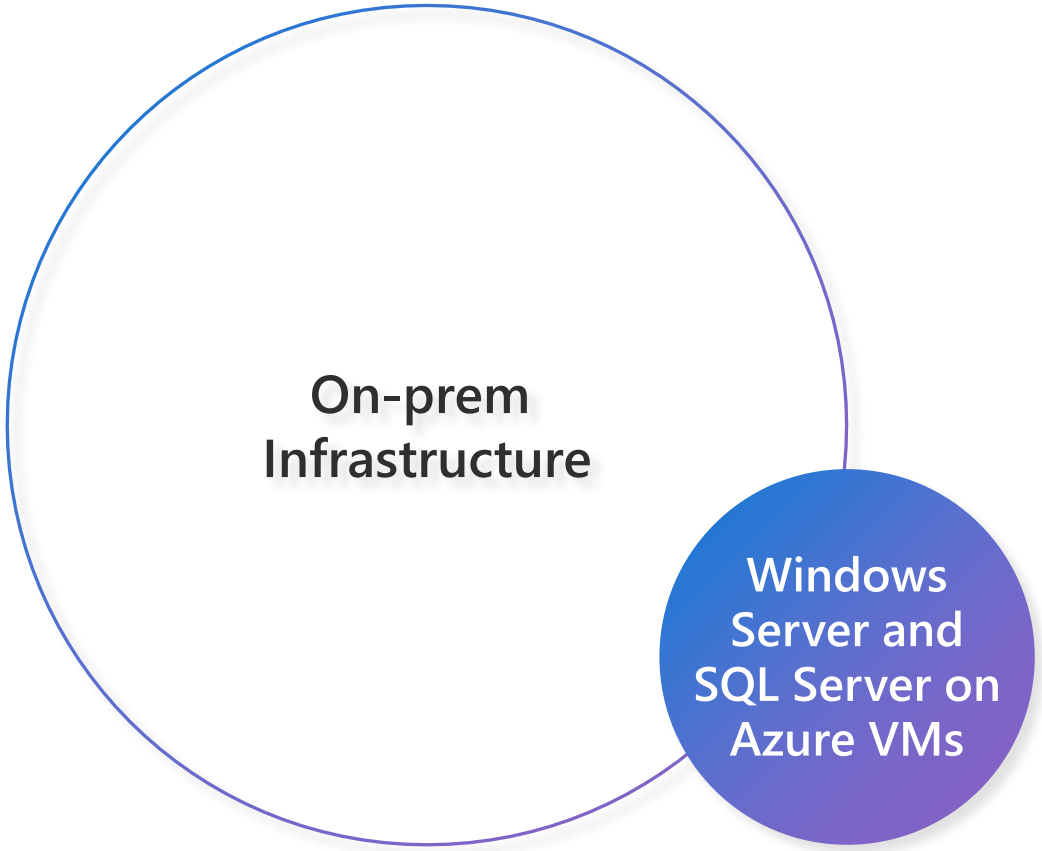


Up to 80%
savings

Balancing agility with cost efficiency

*"Honestly, I'd advise any small or mid-size business to shift to the cloud. In the long run, it **makes more sense cost-wise**, it's **faster** and more **secure**"*

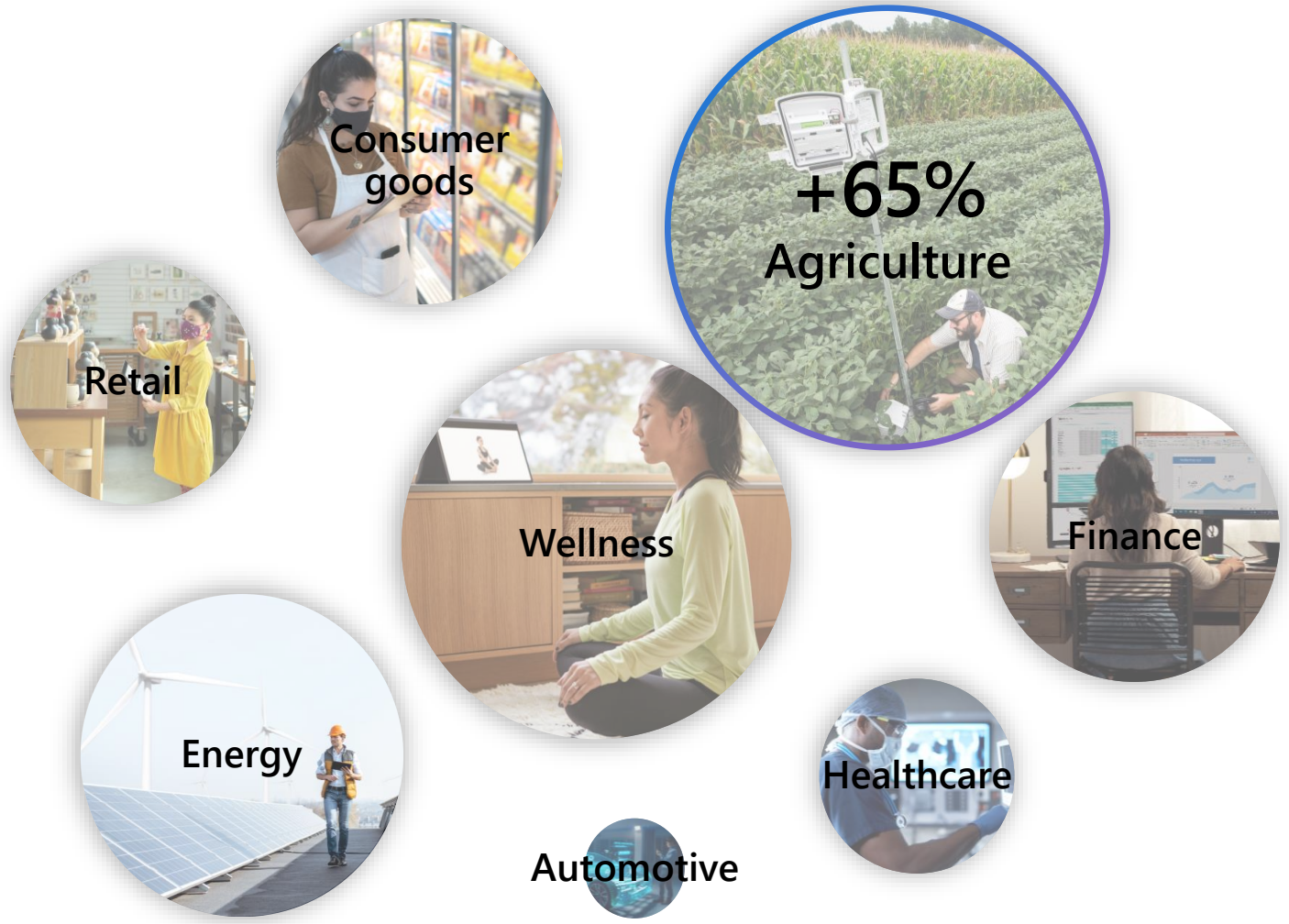
Lucian Bagherea - CEO

2

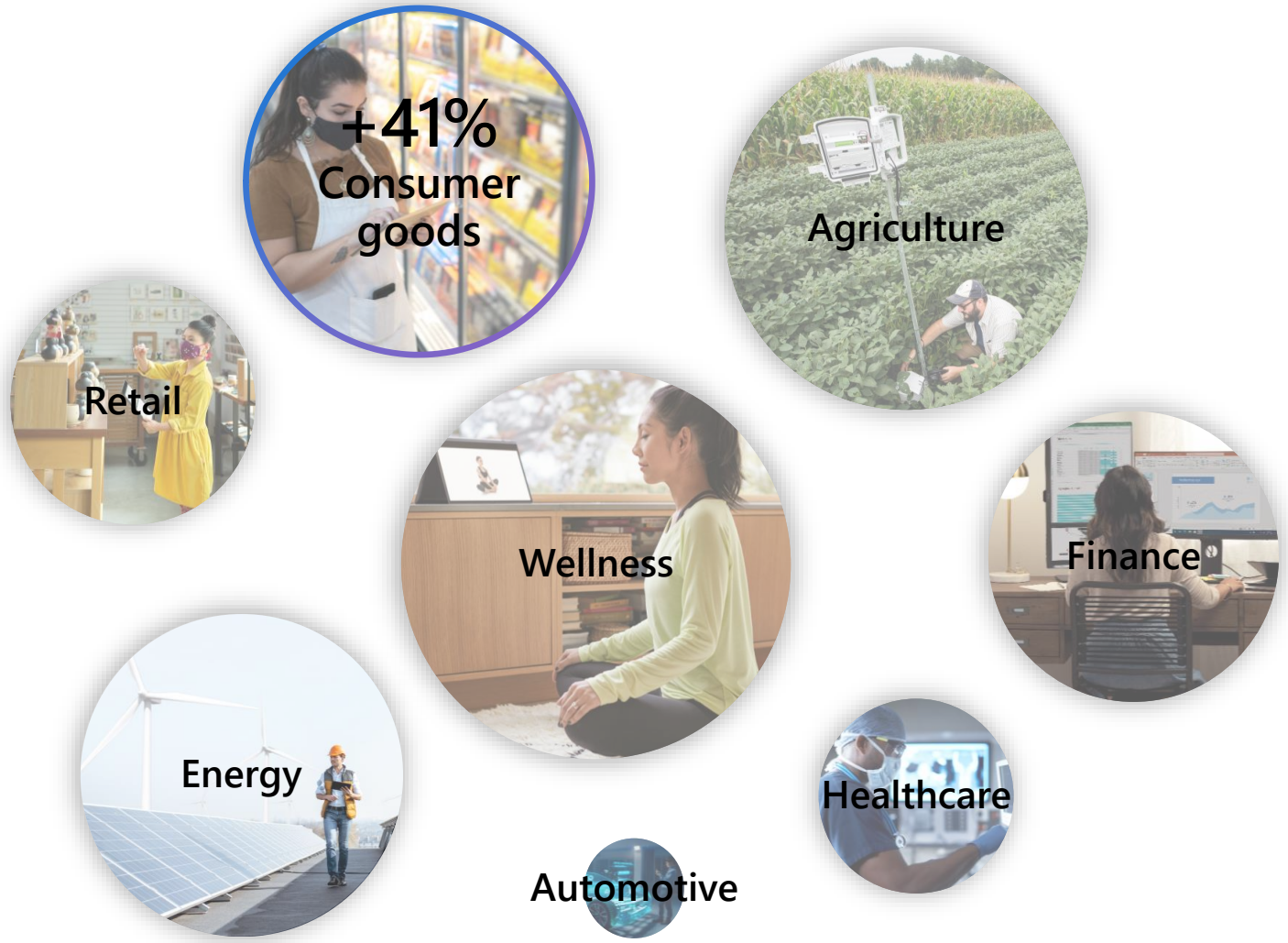
Empower fusion teams

Developer growth, compared to tech industry

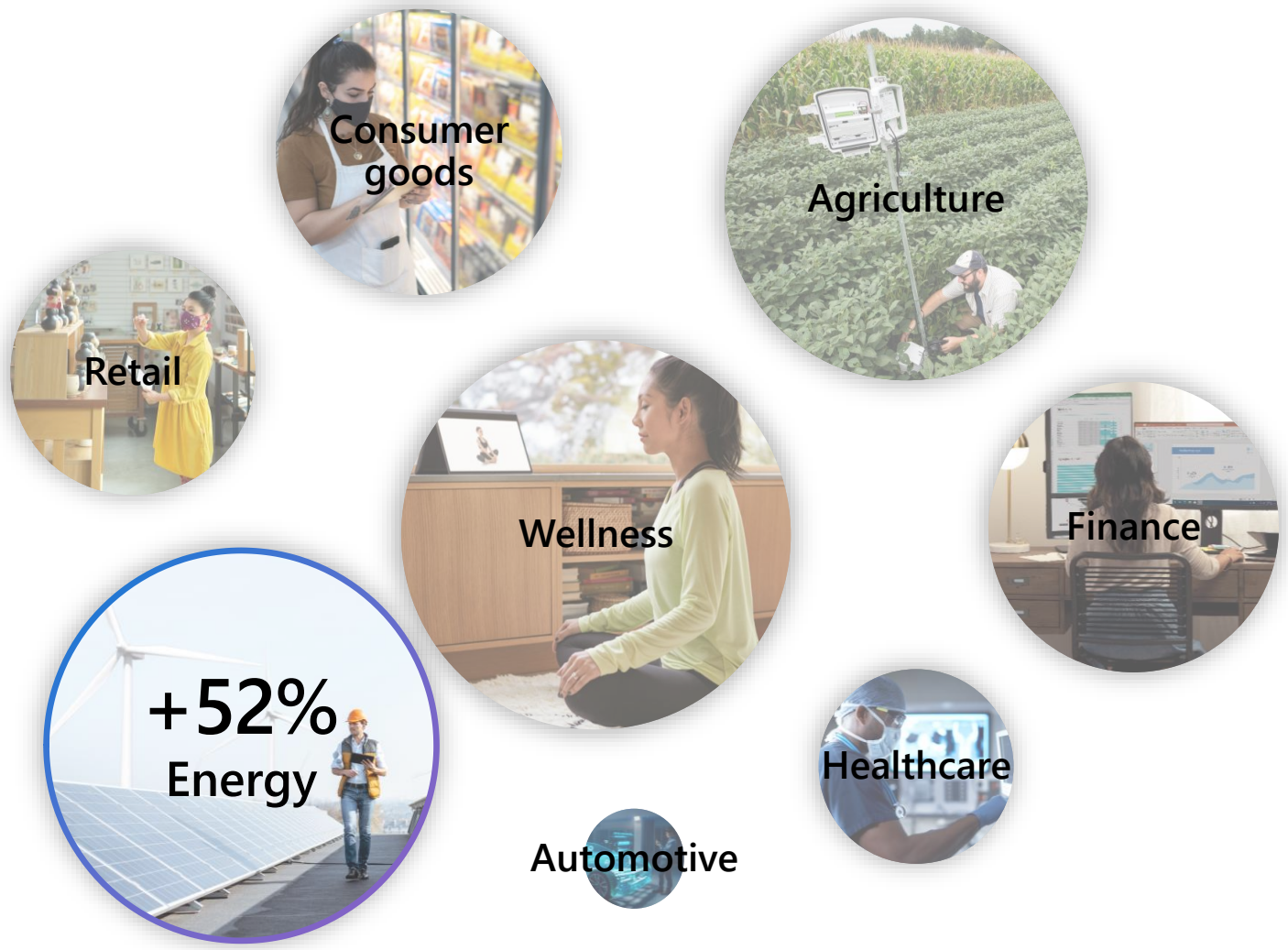
Developer growth, compared to tech industry



Developer growth, compared to tech industry



Developer growth, compared to tech industry

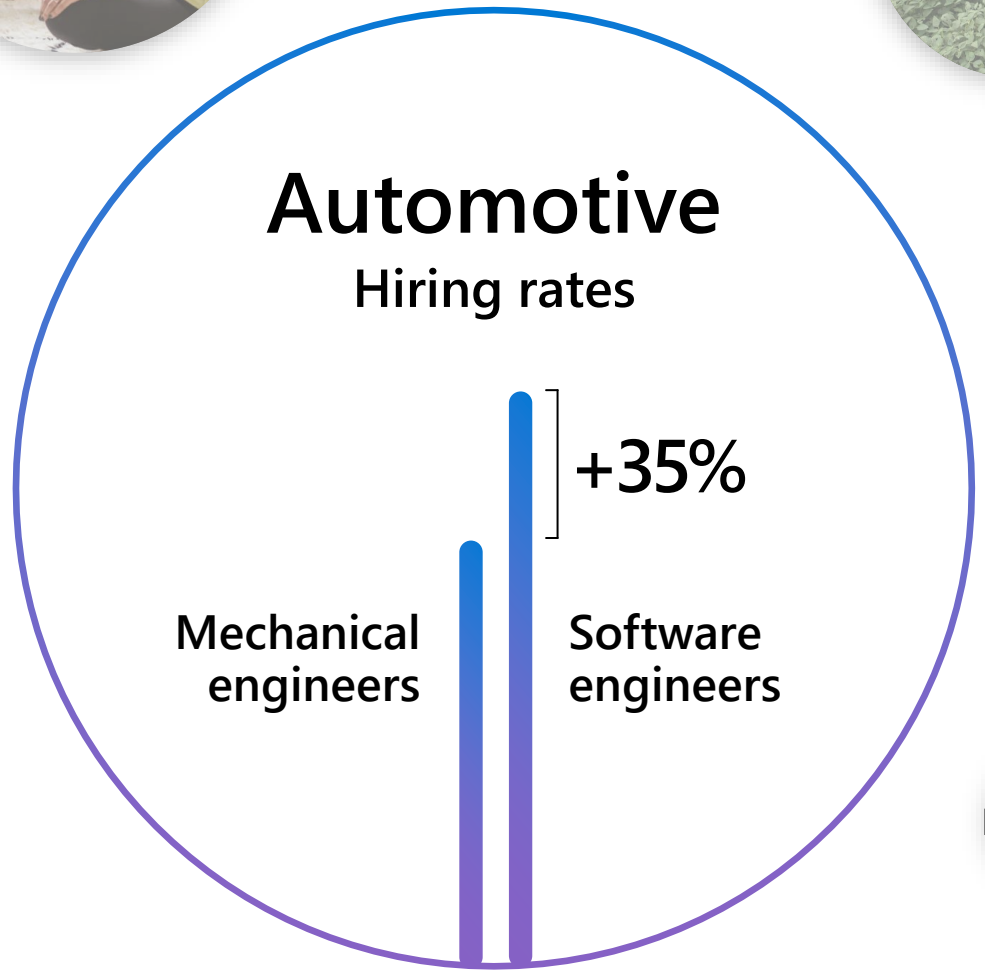


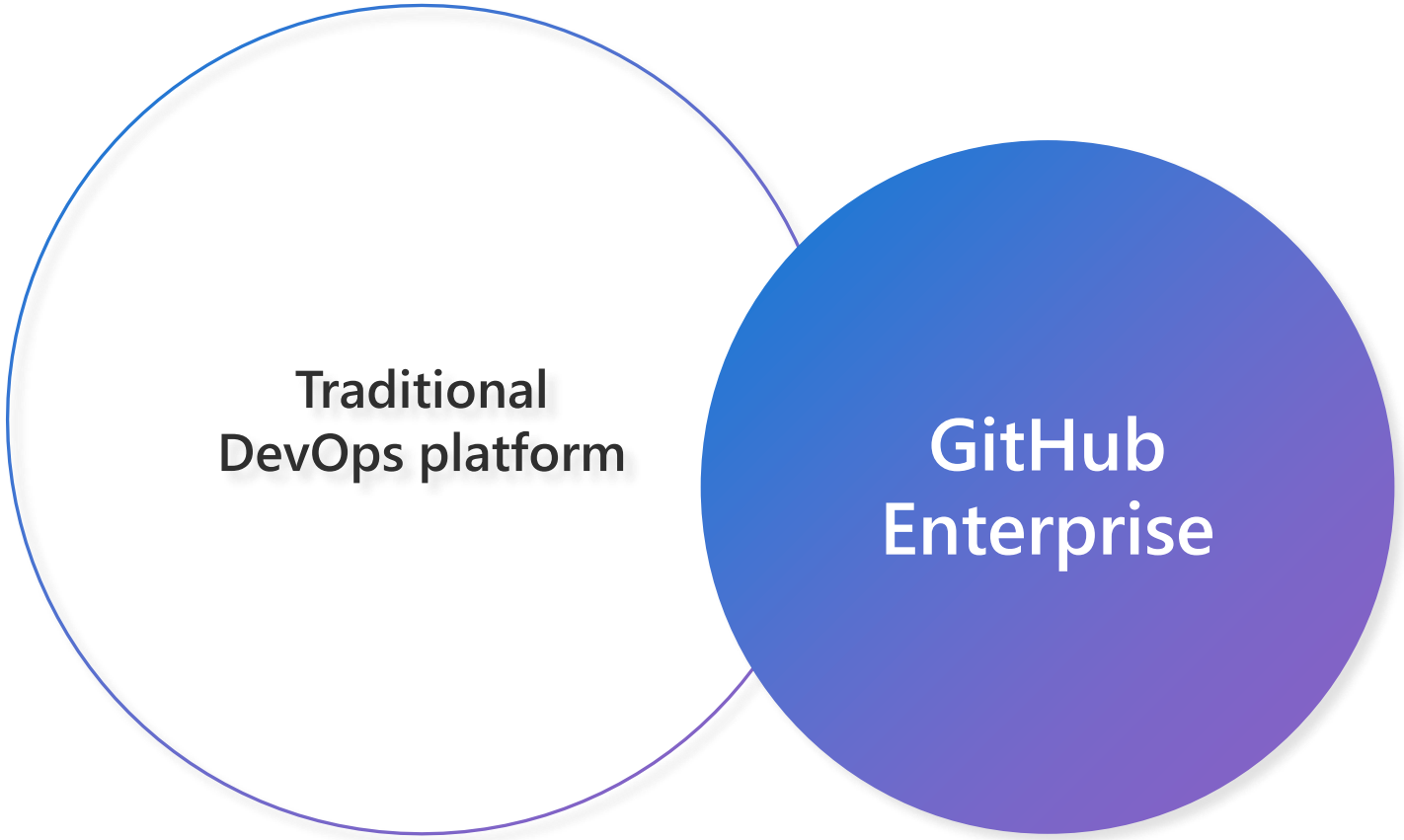
Developer growth, compared to tech industry

Developer growth, compared to tech industry

Automotive

Hiring rates



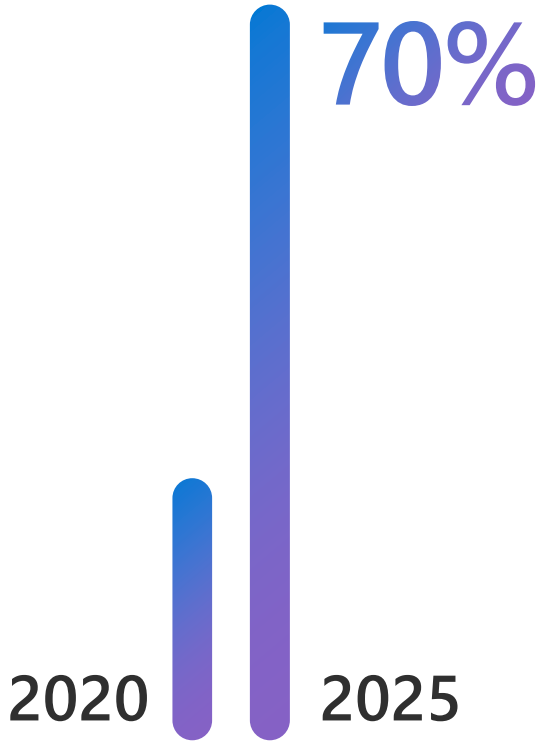


Up to 30%
savings

Azure DevOps is technology of choice for 90% of projects delivered

Radu Vunvulea, Head of Cloud

Percentage of new enterprise apps built using low-code or no-code tools



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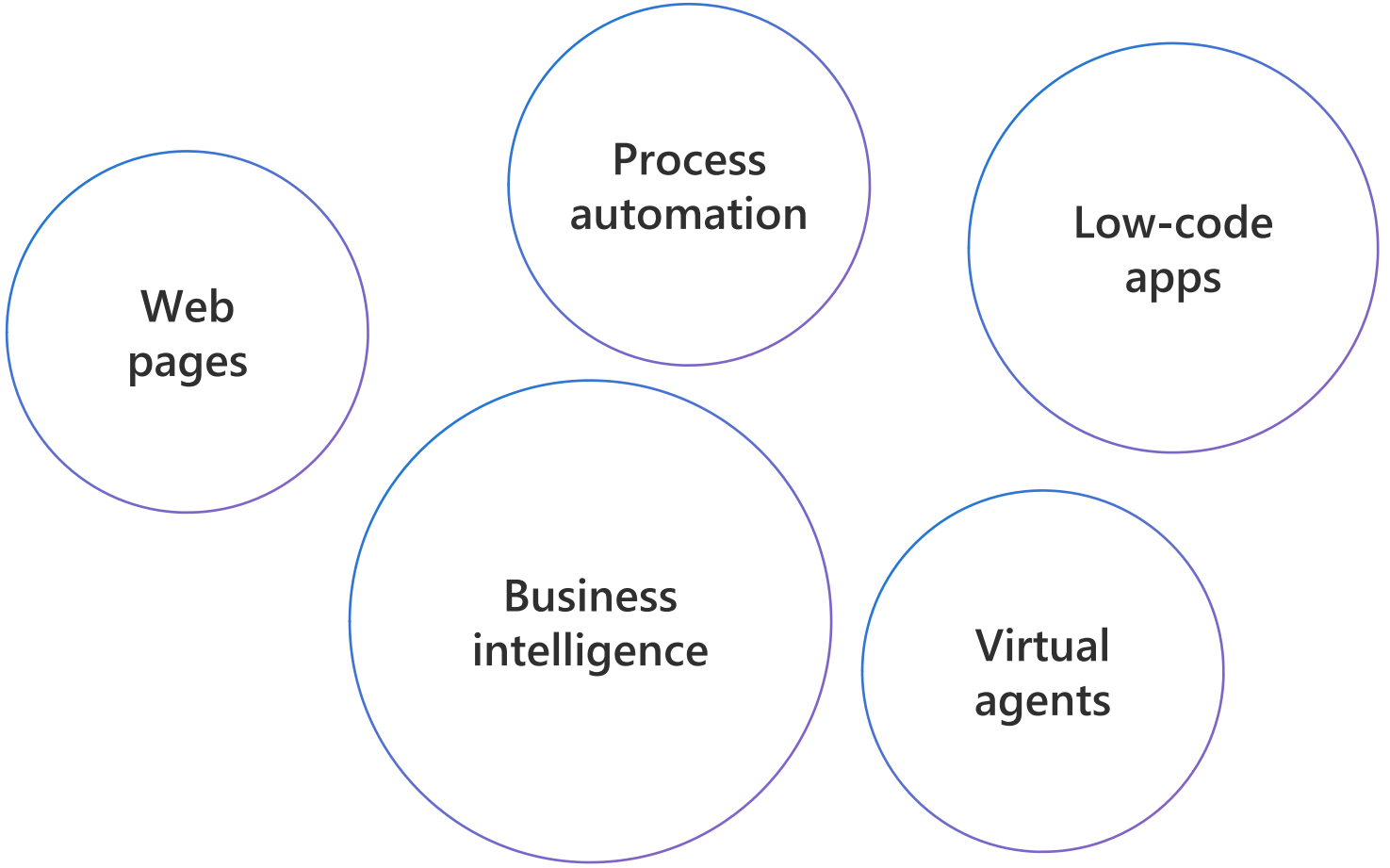

Web pages
Process automation
Low-code apps
Business intelligence
Virtual agents

Cost
Less
More

Complexity
Less
More

Power Platform

80%+
savings

1
solution

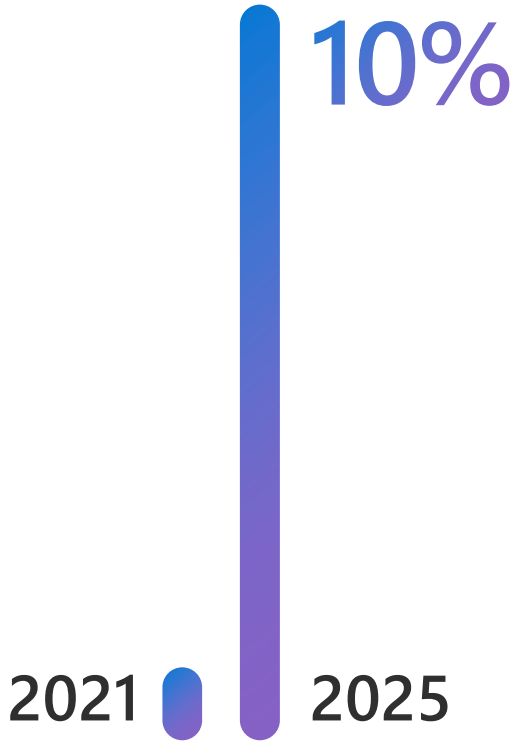
Store audit process for 1,600 stores from 2 weeks to real-time.

Calin Costinas, Deputy COO

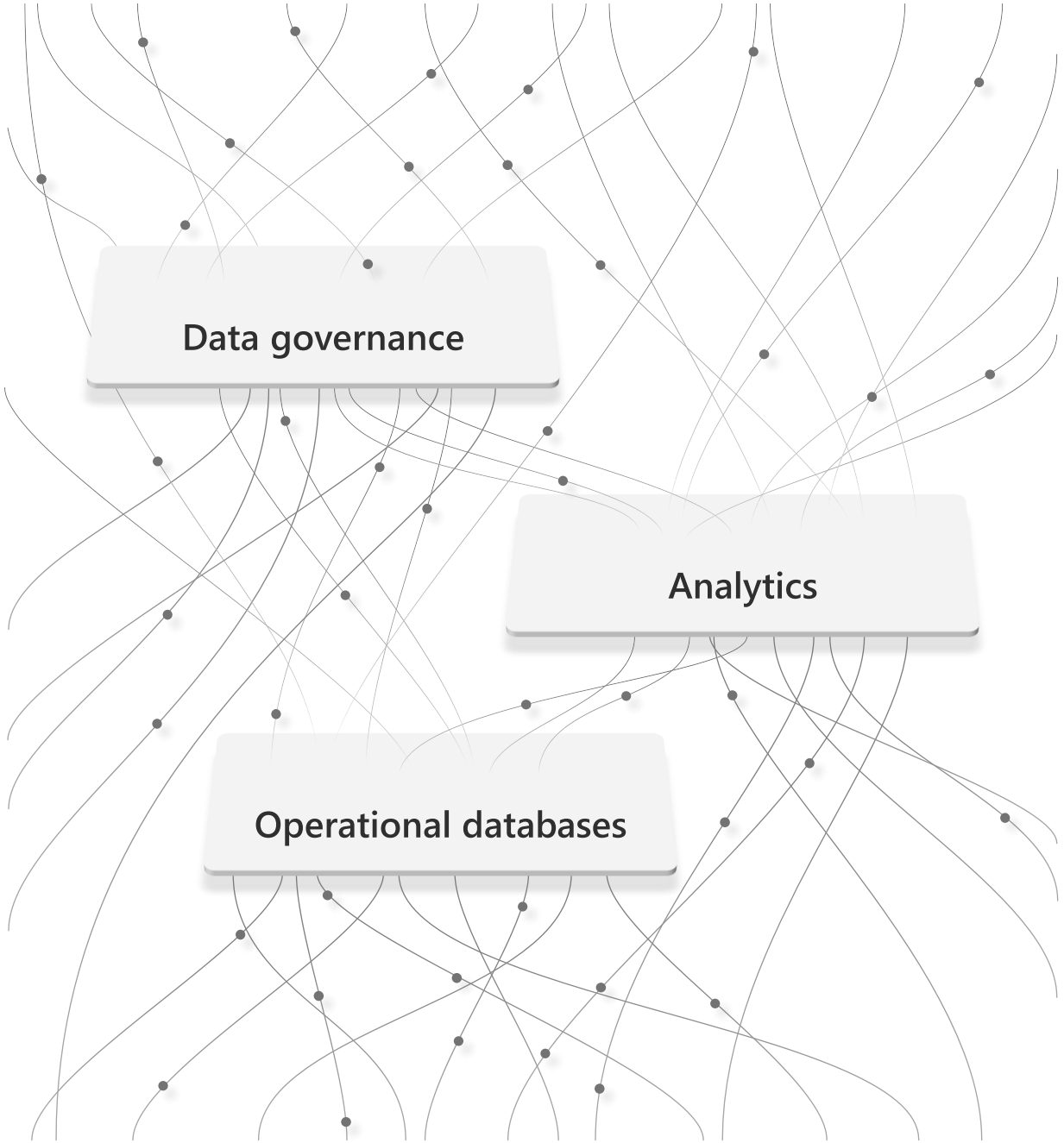
3

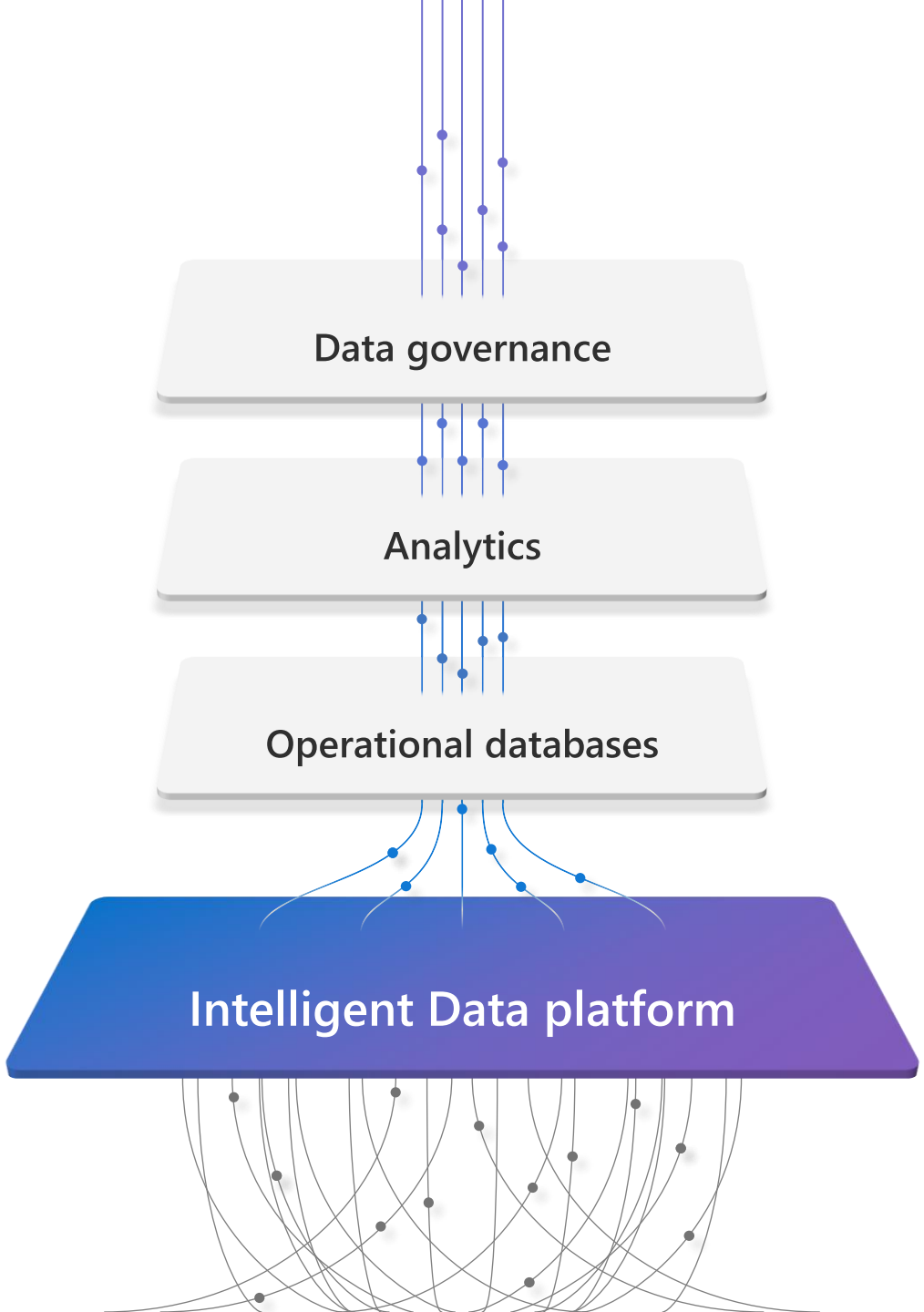
Unify data and apply AI models

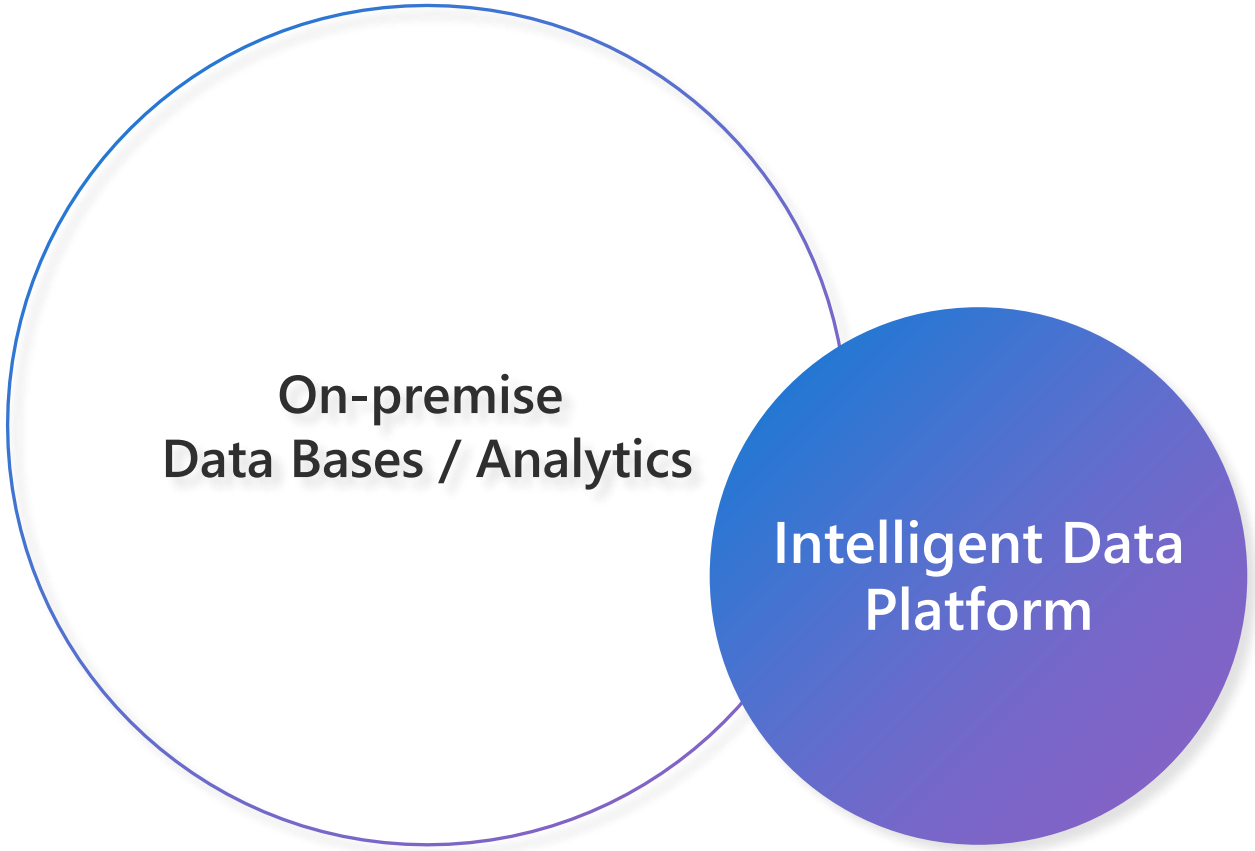
Percentage of data produced by generative AI



Source: Gartner® Press Release ,Gartner Identifies the Top Strategic Technology Trends for 2022, October 18, 2021. GARTNER is a registered trademark and service mark of Gartner, Inc. and/or its affiliates in the U.S. and internationally and is used herein with permission. All rights reserved.


Data governance
Analytics
Operational databases


Data governance
Analytics
Operational databases
Intelligent Data platform



Up to 59%
savings

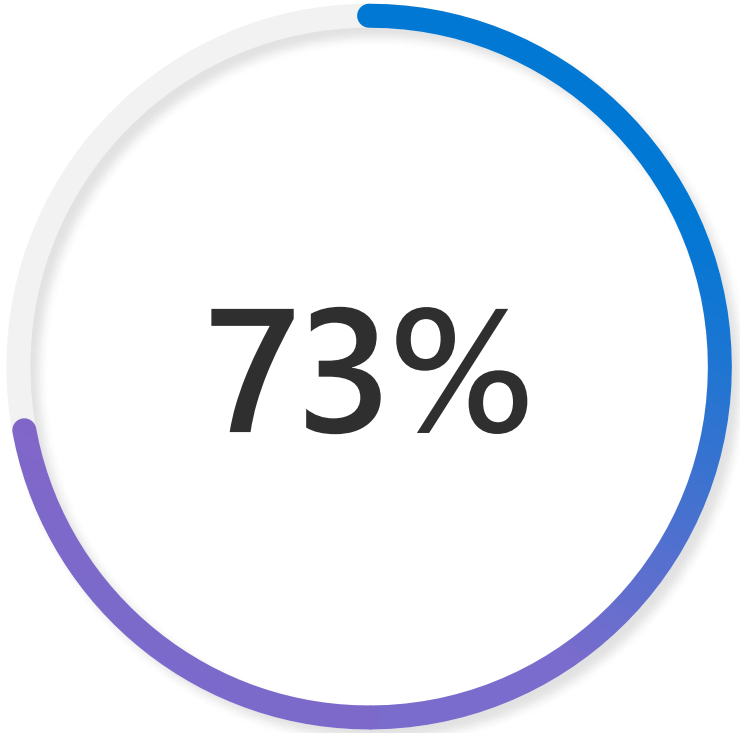
Almost double the number of daily parcels from 250k to 400k

*"We have increased our speed, precision, and predictability, and managed to **grow our on-time delivery rate from 85 to 95** percent since 2018."*

Dragos Barbulescu, CTO

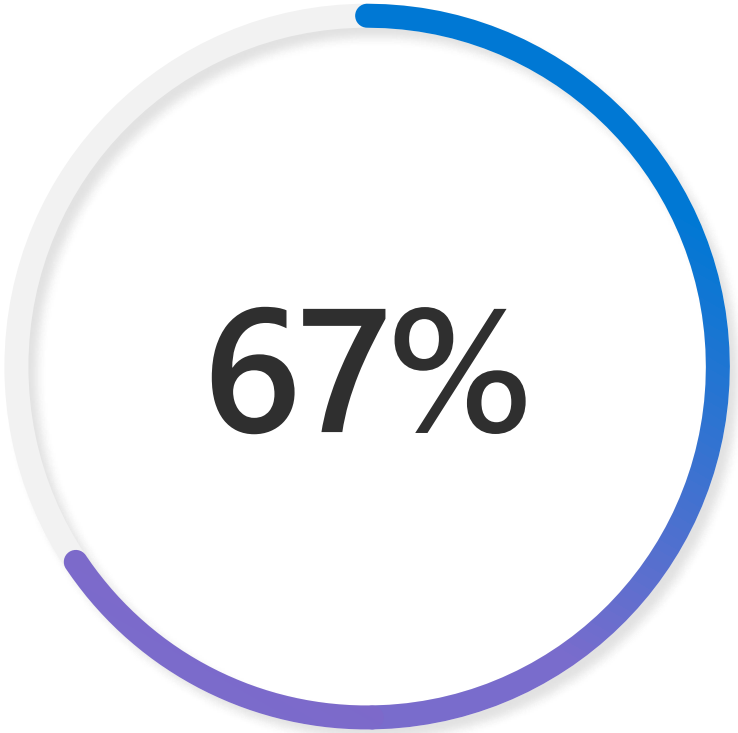
4

Collaborative business process



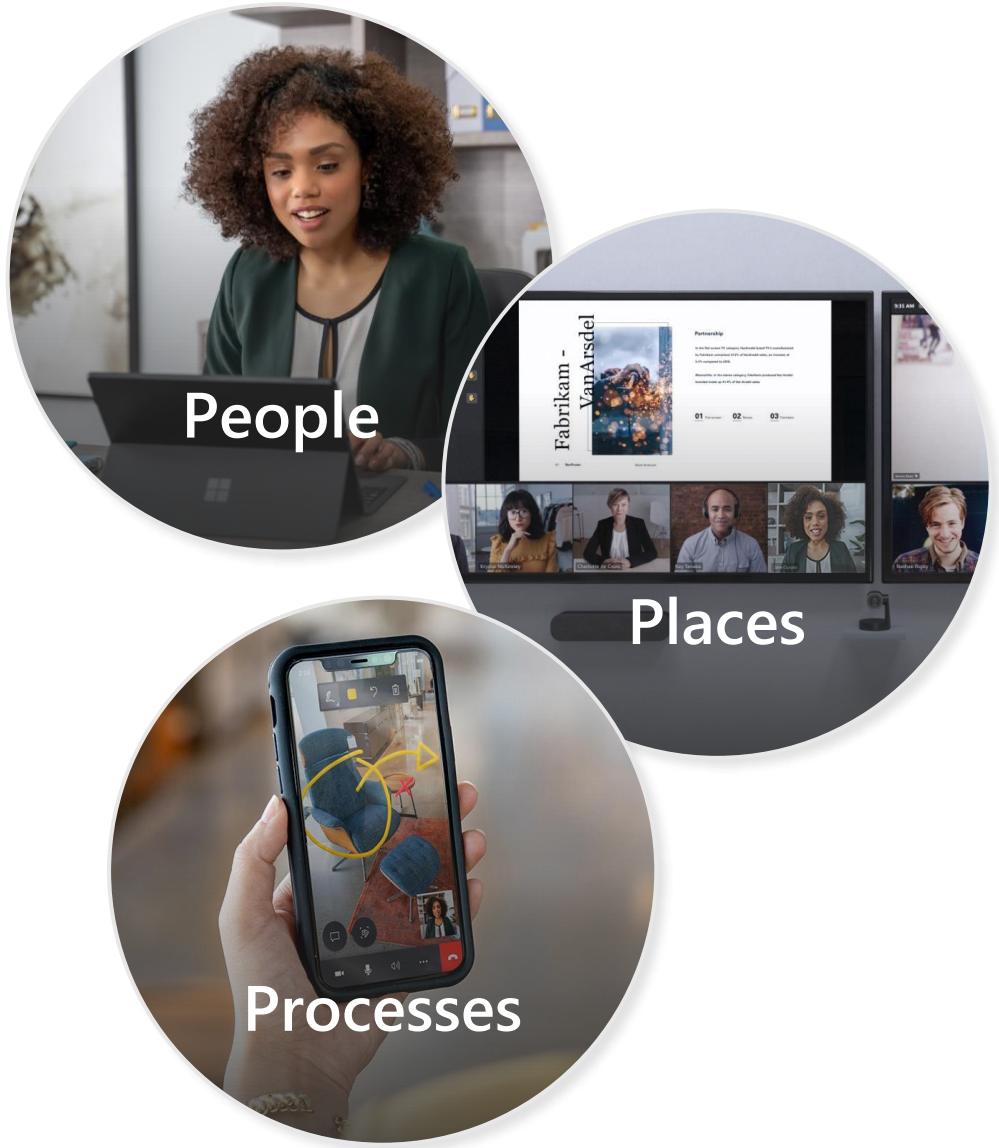
want flexible remote options to stay

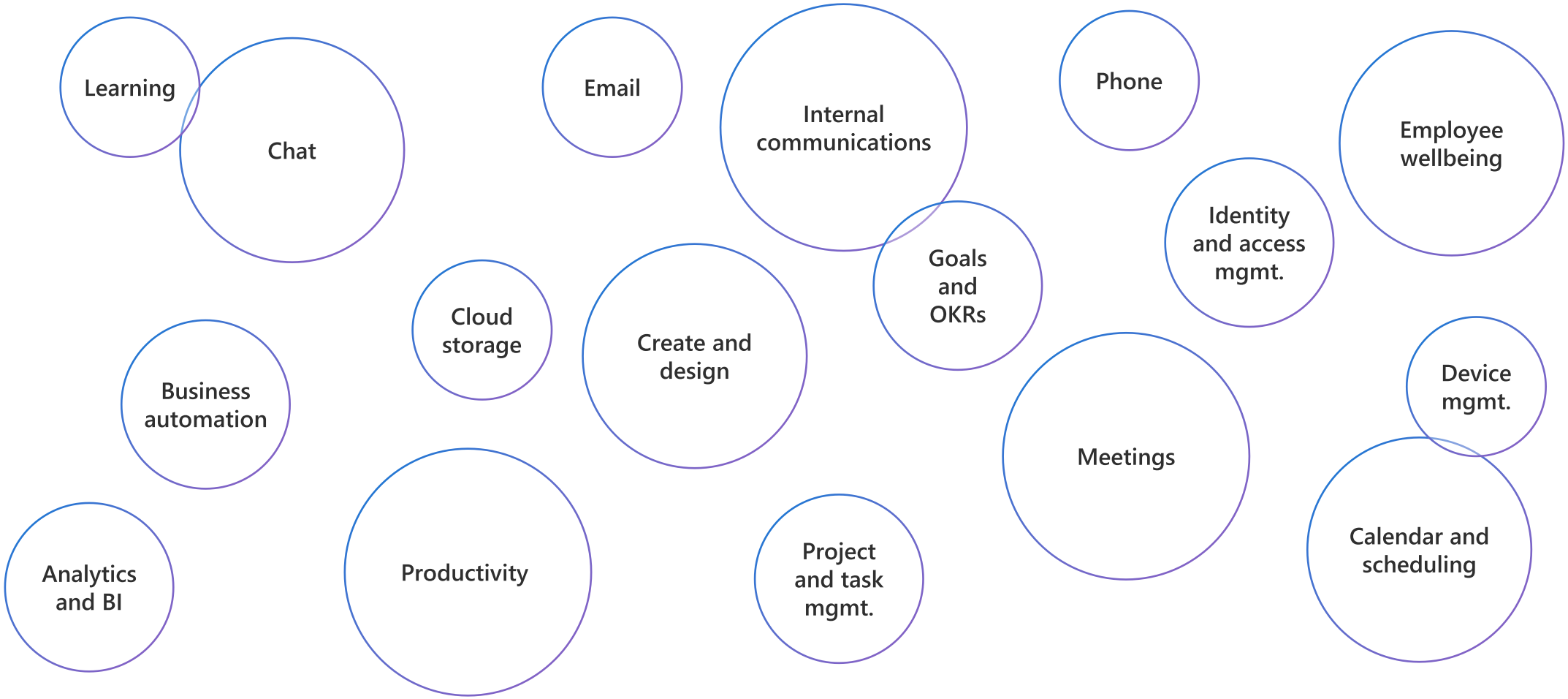
Source: Microsoft Work Trend Index survey



want more in-person work or collaboration

Source: Microsoft Work Trend Index survey


People
Fabrikam - VanArsdel
Partnership
Places
Processes



Cost

Less — More

Complexity

Less — More

Microsoft 365

60%+
savings

1
solution

LIBRA INTERNET BANK

1,000 workers shift to hybrid work within a month

*"Ensuring easy access to cloud tools from any place and device really makes our **teams more flexible and connected**."*

Alexandru Dionian, IT Director

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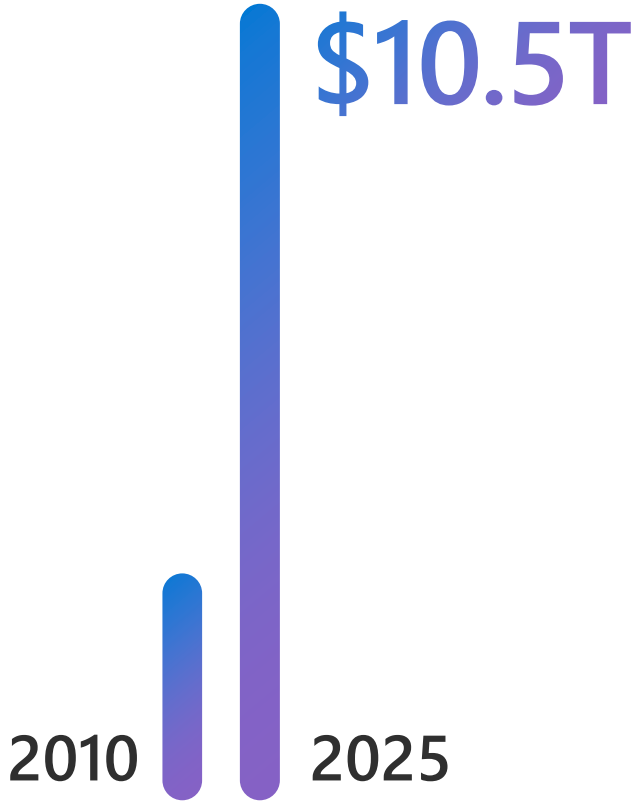
Alexandru Dionian, IT Director

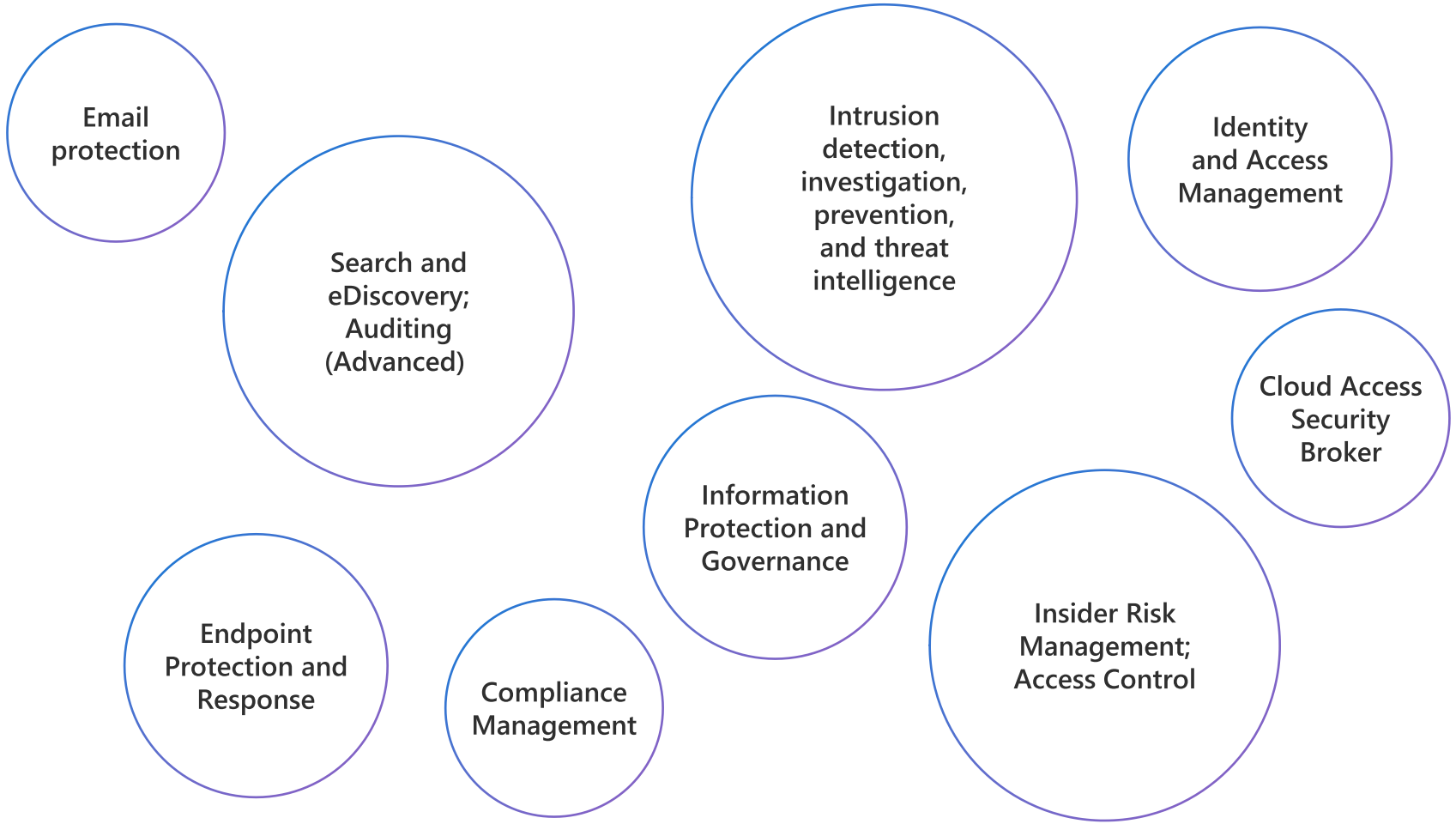
5

Prioritize security

Cybercrime cost



Source: Cybersecurity Ventures


Email protection
Search and eDiscovery; Auditing (Advanced)
Intrusion detection, investigation, prevention, and threat intelligence
Identity and Access Management
Cloud Access Security Broker
Information Protection and Governance
Insider Risk Management; Access Control
Endpoint Protection and Response
Compliance Management

Cost
Less
More

Complexity
Less
More

Microsoft Security

60%+
savings

1
solution

24 trillion

threat signals each day

A unified security suite for a complex multi-cloud infrastructure and a global workforce

A unified security suite for a complex hybrid infrastructure and workforce

Time to act is now!

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