



The Power of Being in the Cloud

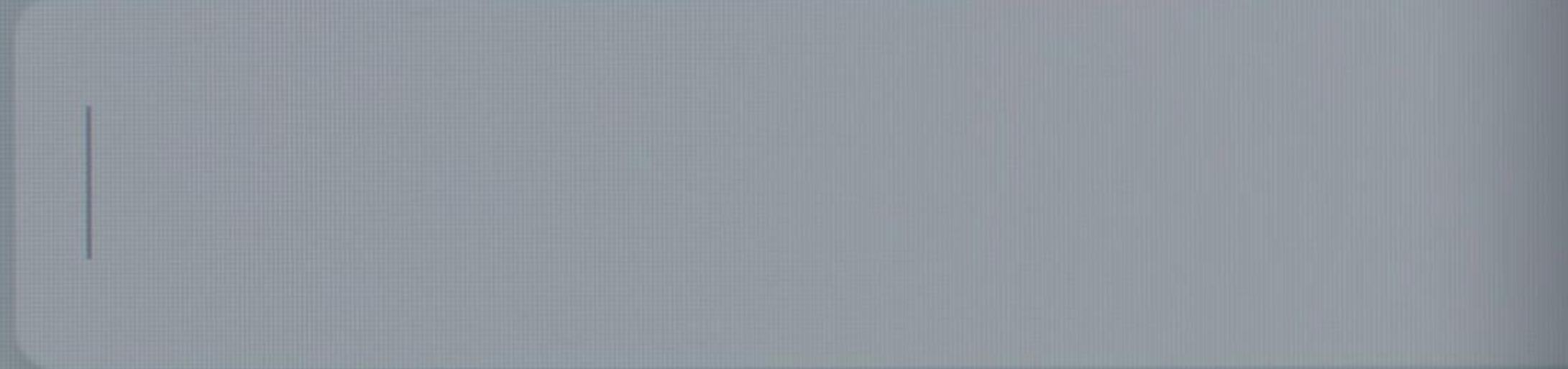
The Microsoft Vision



Cláudia Filipe

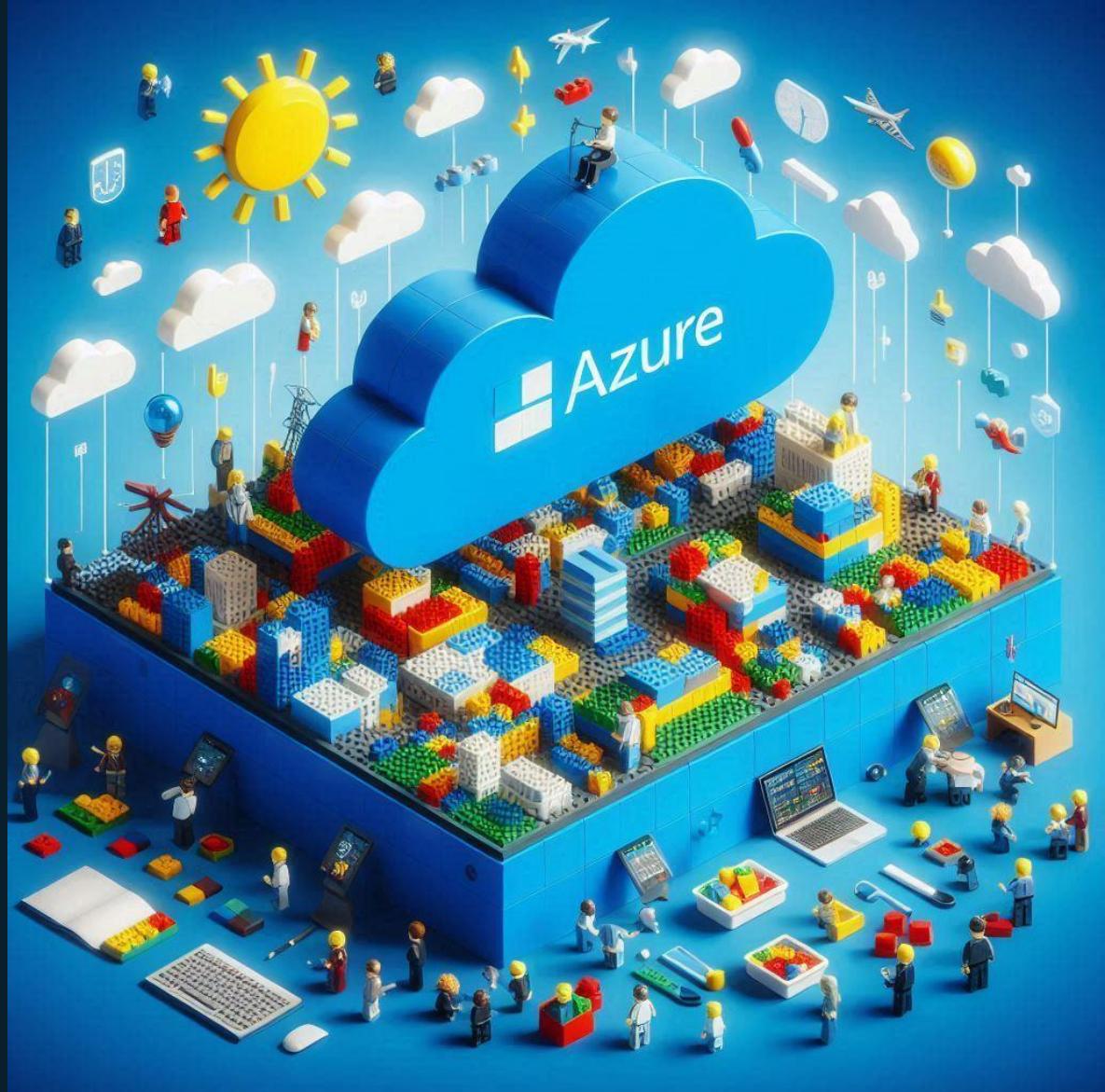
Azure Partner Solution Sales Manager – Microsoft Portugal

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**“If we build
technology and put
in the hands of
people – they will
build technology”**

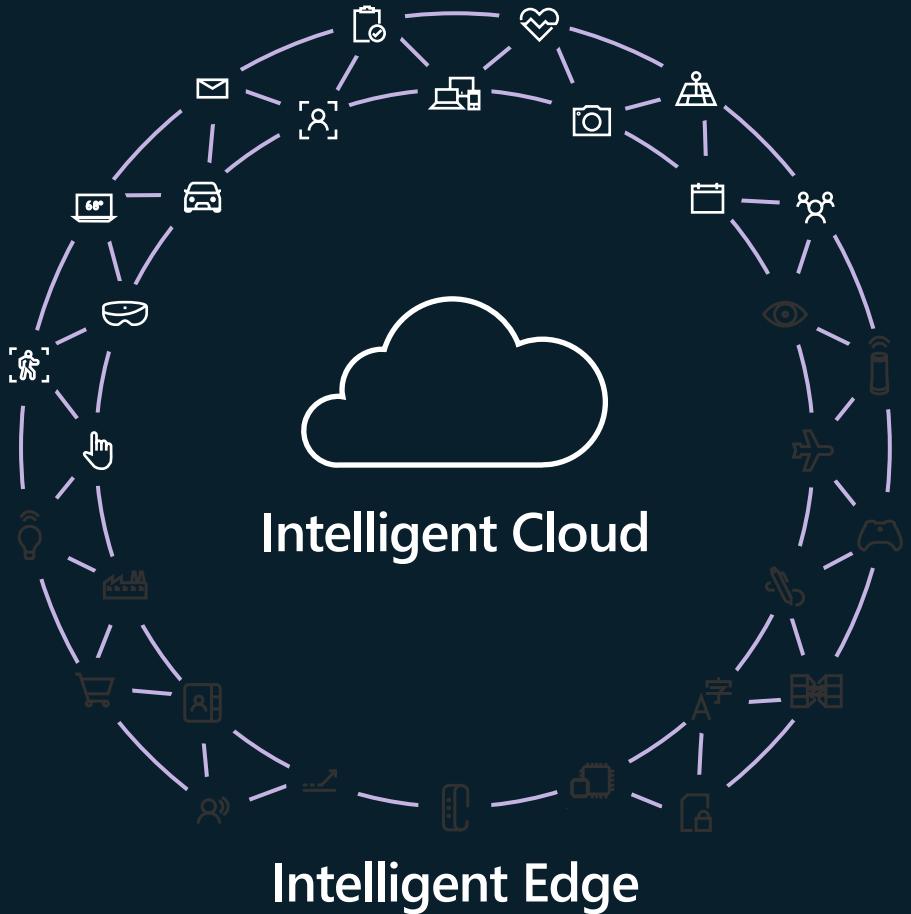
Satya Nadella.



Organization's needs are changing...

1. How to better **control IT costs**?
2. How to protect apps and systems from **cyberattacks**?
3. How to guarantee **business continuity**?
4. How to **reinvent the business** to stay ahead?
5. How to enable remote work while ensuring **productivity**?
6. How to contribute to a more **sustainable infrastructure**?

The power of a hybrid model



"The ability for customers to embrace both public cloud and local datacenter, plus edge capability, is enabling customers to improve their IT agility and maximize efficiency.

Hybrid cloud is evolving from being only the integration of a datacenter with the public cloud, to becoming units of computing available at the edge, including even the world's most remote destinations, working in concert with public cloud"

—Satya Nadella, CEO Microsoft



Top reasons for choosing hybrid

- Maintain tight integration between cloud and on-premises
- Improve IT agility and speed up software development
- Operate in remote locations or with intermittent connectivity
- Meet specific regulatory and policy requirements
- Speed up time to results by processing data close to its source
- Modernize outdated systems

73%

89%

80%

67%

of organizations have a hybrid strategy

of organizations have a multi-cloud strategy

YoY Azure adoption rate for all organizations

YoY Azure adoption rate for SMB organizations

What can you get from cloud services?

1

Scalability

2

Availability

3

Security & Compliance

4

Sustainability

5

Capacity optimization

6

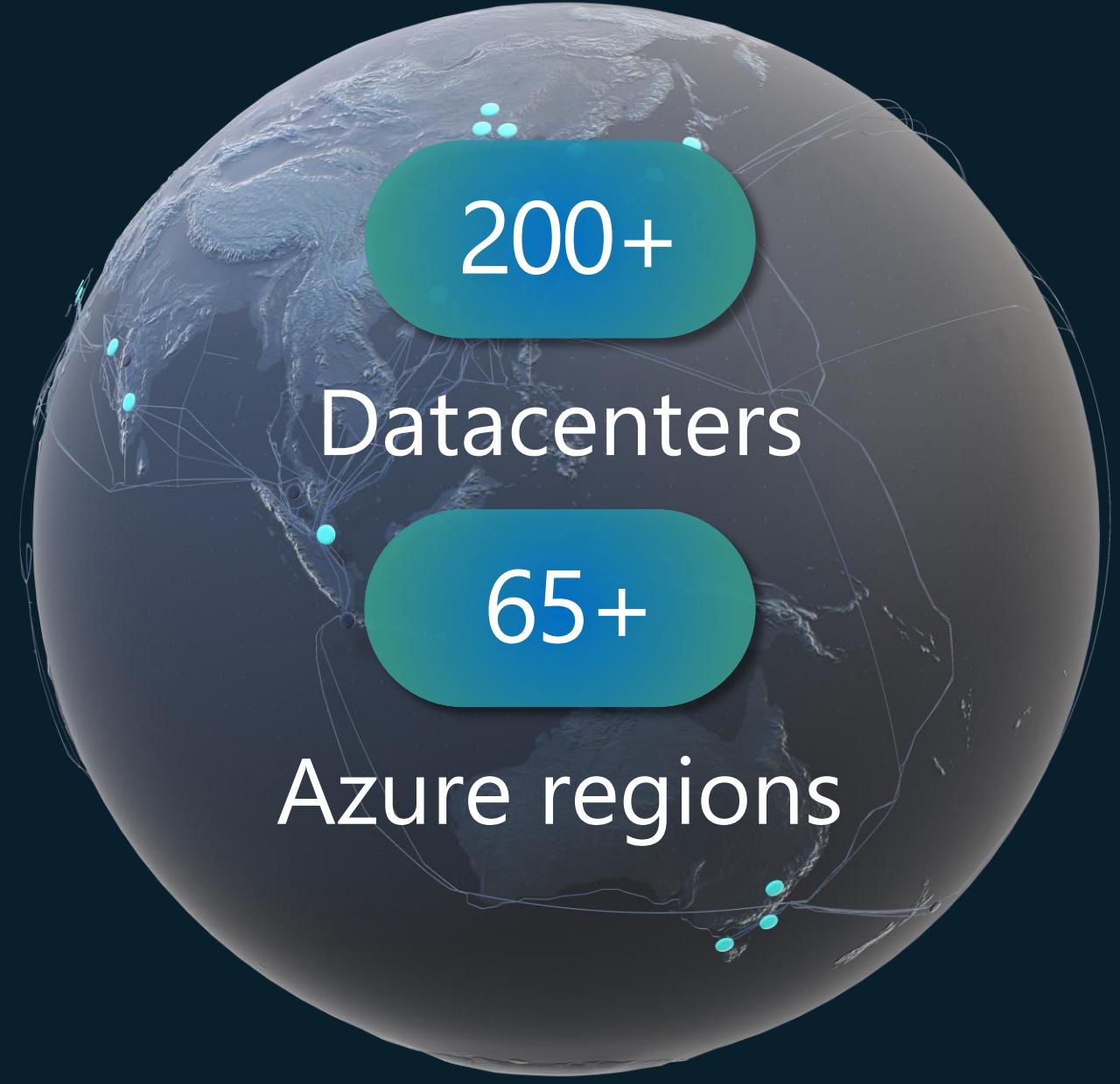
OPEX Pricing Model

7

Increased productivity

8

AI Ready

The background features a semi-transparent globe centered on Earth, showing continents and oceans. Overlaid on the globe are several teal-colored dots of varying sizes, representing the locations of Azure datacenters and regions. A network of thin white lines connects some of these dots, forming a global network. Two large, semi-transparent teal ovals are overlaid on the globe. The top oval contains the text "200+" and "Datacenters". The bottom oval contains the text "65+" and "Azure regions".

200+

Datacenters

65+

Azure regions

France



Largest investment to date to accelerate the adoption of AI, skilling, and innovation

Wisconsin



\$3.3B investment to spur AI innovation and economic growth

Mexico



First hyper-scale cloud datacenter region

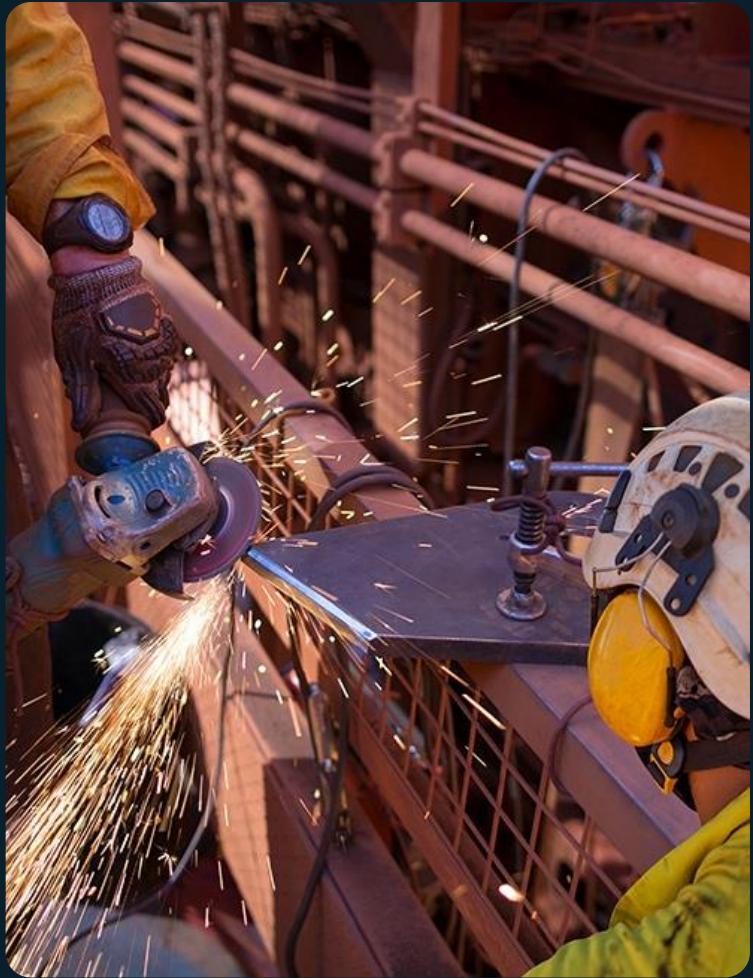
Malaysia



US\$2.2B investment to fuel cloud and AI transformation



Enough cables to wrap around the planet 5x



100,000 construction personnel in 2024



Azure is a code to cloud security platform

Foundational security to cloud-native workload protection

10,000+

full-time security
professionals

65 trillion

global signals
daily

\$20 billion

in security investment
over the next 5 years

100+

compliance
certifications

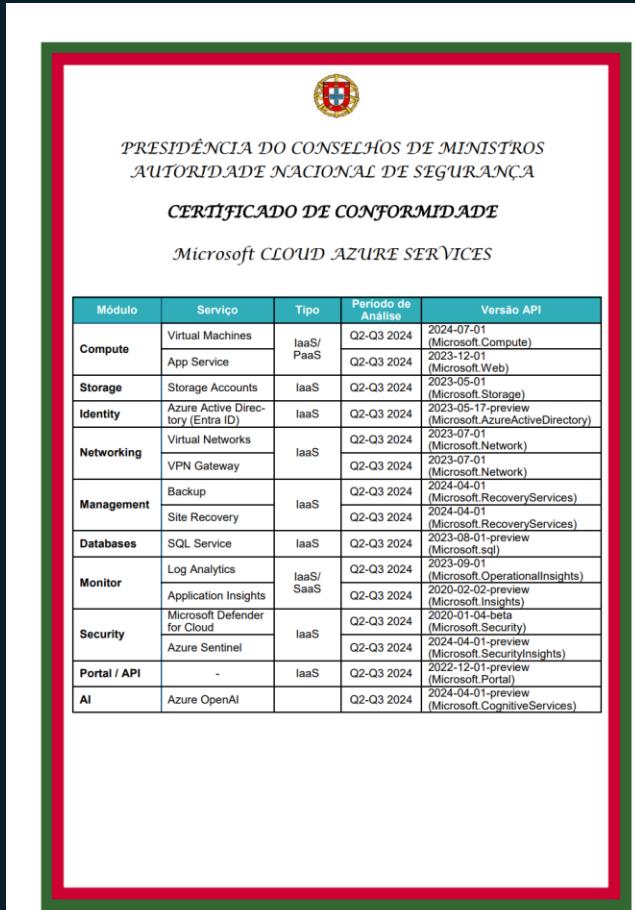
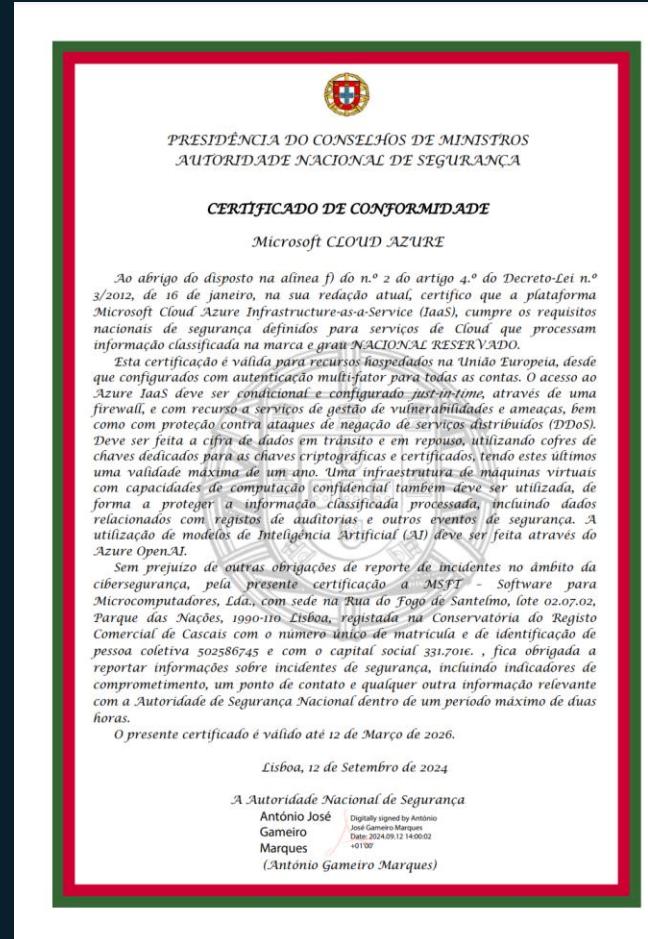
leader in the cloud industry

[Azure compliance documentation](#) | [Microsoft Learn](#)

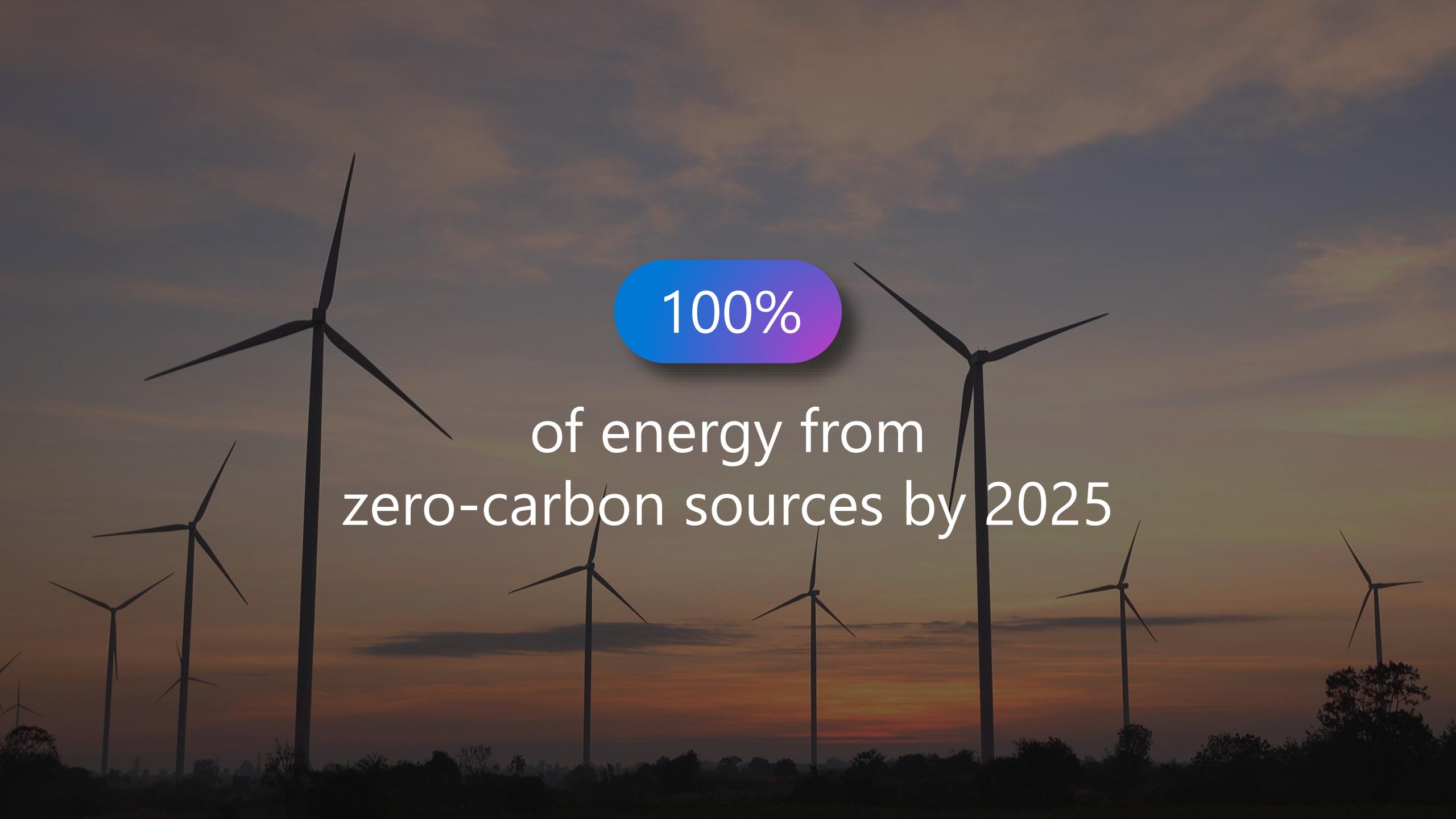
O nosso compromisso com a segurança

Microsoft renova certificação de segurança junto do Gabinete Nacional de Segurança para serviços Cloud

Nov 4, 2022 | Microsoft Portugal News Center



Módulo	Serviço	Tipo	Período de Análise	Versão API
Compute	Virtual Machines	IaaS/ PaaS	Q2-Q3 2024	2024-07-01 (Microsoft.Compute)
	App Service	IaaS	Q2-Q3 2024	2023-12-01 (Microsoft.Web)
Storage	Storage Accounts	IaaS	Q2-Q3 2024	2023-05-01 (Microsoft.Storage)
Identity	Azure Active Directory (Entra ID)	IaaS	Q2-Q3 2024	2023-05-17-preview (Microsoft.AzureActiveDirectory)
Networking	Virtual Networks	IaaS	Q2-Q3 2024	2023-07-01 (Microsoft.Network)
	VPN Gateway	IaaS	Q2-Q3 2024	2023-07-01 (Microsoft.Network)
Management	Backup	IaaS	Q2-Q3 2024	2024-04-01 (Microsoft.RecoveryServices)
	Site Recovery	IaaS	Q2-Q3 2024	2024-04-01 (Microsoft.RecoveryServices)
Databases	SQL Service	IaaS	Q2-Q3 2024	2023-08-01-preview (Microsoft.SqlServer)
Monitor	Log Analytics	IaaS/ SaaS	Q2-Q3 2024	2023-09-01 (Microsoft.OperationalInsights)
	Application Insights	IaaS	Q2-Q3 2024	2020-02-02-preview (Microsoft.Insights)
Security	Microsoft Defender for Cloud	IaaS	Q2-Q3 2024	2020-01-04-beta (Microsoft.Security)
	Azure Sentinel	IaaS	Q2-Q3 2024	2024-04-01-preview (Microsoft.SecurityInsights)
Portal / API	-	IaaS	Q2-Q3 2024	2022-12-01-preview (Microsoft.Portal)
AI	Azure OpenAI	IaaS	Q2-Q3 2024	2024-04-01-preview (Microsoft.CognitiveServices)



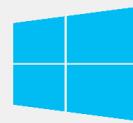
100%

of energy from
zero-carbon sources by 2025



Maximum ROI and performance for all workloads

Windows Server and SQL Server



80%
cost savings¹



5x
faster²

vs. AWS

Linux and open-source



Achieve 192% ROI over 3-years
with Red Hat Enterprise Linux
(RHEL) on Azure³

Strategic partnerships



Red Hat



NetApp™

Azure running Oracle Cloud
Infrastructure

1. IDC Business Value White Paper, sponsored by Microsoft Azure, The Business Value of Microsoft Azure for SQL Server and Windows Server Workloads, doc #US49616022, September 2022
2. Microsoft Azure SQL Managed Instance benchmark vs. AWS RDS for SQL Server using Azure Hybrid Benefit pricing, May 2022. Comparison also shows that SQL runs up to 5x faster.

Azure Services Overview

Overview of top-level Azure services. Select your focus or switch to [Advanced View](#) for rich navigation and AI insights.

FOCUS: ALL SERVICES ▾

AI + Machine Learning	Analytics	Compute	Databases	Development	Identity + Security	IoT + MR	Integration	Management + Governance	Media + Comms	Migration	Networking	Storage
AI Bot Service	Analysis Services	App Service	Apache Cassandra	App Configuration	Azure AD EI	Azure Maps	API Center	Automation	Azure CDN	Azure Migrate	Application Gateway	Avere vFXT
Applied AI Services	Azure Purview	Azure Batch	Cosmos DB	Azure Chaos Studio	Azure Key Vault	Azure Sphere	API Management	Azure Advisor	Azure Comms. Gateway	Data Box	Azure Bastion	Azure Elastic SAN
Azure AI Search	Data Explorer	Azure Functions	Database for MariaDB	Azure DevOps	Copilot for Security	Defender for IoT	Energy Data Manager	Azure Arc	Comm. Services	DB Migration Service	Azure DNS	Azure NetApp Files
Azure AI Services	Data Factory	Azure Quantum	Database for MySQL	Azure Spring Apps	DDoS Protection	Digital Twins	Event Grid	Azure Automanage		Resource Mover	Azure Firewall	Azure Storage
Azure AI Studio	Databricks	Azure Red Hat OpenShift	Database for PostgreSQL	Deployment Environments	Dedicated HSM	IoT Central	Health Data Services	Azure Backup		Site Recovery	Azure Front Door	Confidential Ledger
Machine Learning	Event Hubs	Azure VMware Solution	Redis Cache	Dev/Test Labs	Defender EASM	IoT Edge	Logic Apps	Azure Blueprints			Azure Orbital	Container Storage
Microsoft Genomics	Graph Data Connect	Cloud Services	SQL Database	Lab Services	Defender for Cloud	IoT Hub	Notification Hubs	Azure Lighthouse			ExpressRoute	Data Lake Storage
Open Datasets	HDInsight	Compute Fleet		Load Testing	Information Protection	Remote Rendering	Service Bus	Azure Monitor			Load Balancer	Data Share
	HDInsight on AKS	Container Apps		Managed Grafana	Microsoft Entra DS	Spatial Anchors	Web PubSub	Azure Policy			Network Watcher	HPC Cache



Customer Stories!



January 30, 2024

Print

Customer
[CTT - Correios de Portugal](#)

Products and Services
[Azure](#)
[Azure Arc](#)

Industry
[Travel and Transportation](#)

Organization Size
[Corporate \(10,000+ employees\)](#)

Country
[Portugal](#)

Downloads
 [CTT—Correios de Portugal Story Summary Slide](#)

Even 500-year-old businesses can make room for innovation. CTT—Correios de Portugal realized its existing IT environment was not supporting its business effectively. Bottlenecks and delays prevented the company from meeting its needs during peak seasons, leaving it challenged to give its customers the best possible service. CTT chose to migrate its critical workloads to Microsoft Azure, gaining AI readiness, 15% cost savings, security, and the flexibility to meet new challenges.

"The benefit that we have by being AI ready is that we can provide new services quickly to our internal customers. We can provision new resources in only a few hours, which used to take us more than a week."

—Paulo Costa: Infrastructure Monitoring & Collaboration Manager

[CTT—Correios de Portugal](#)

Learn More

[Microsoft Azure](#)

[Server 2022 | Microsoft](#)

[Azure Arc](#)

[Microsoft Defender for Cloud | Microsoft Security](#)

<https://customers.microsoft.com/en-us/story/1730994991486457752-ctt-correios-de-portugal-microsoft-azure-portugal>

Pressing priorities

Manage rising costs, maintain security, control IT sprawl



Be AI-ready

Embrace responsible, secure AI, cloud-native technologies

Azure meets you
where you are in your cloud journey

AI is transforming the world



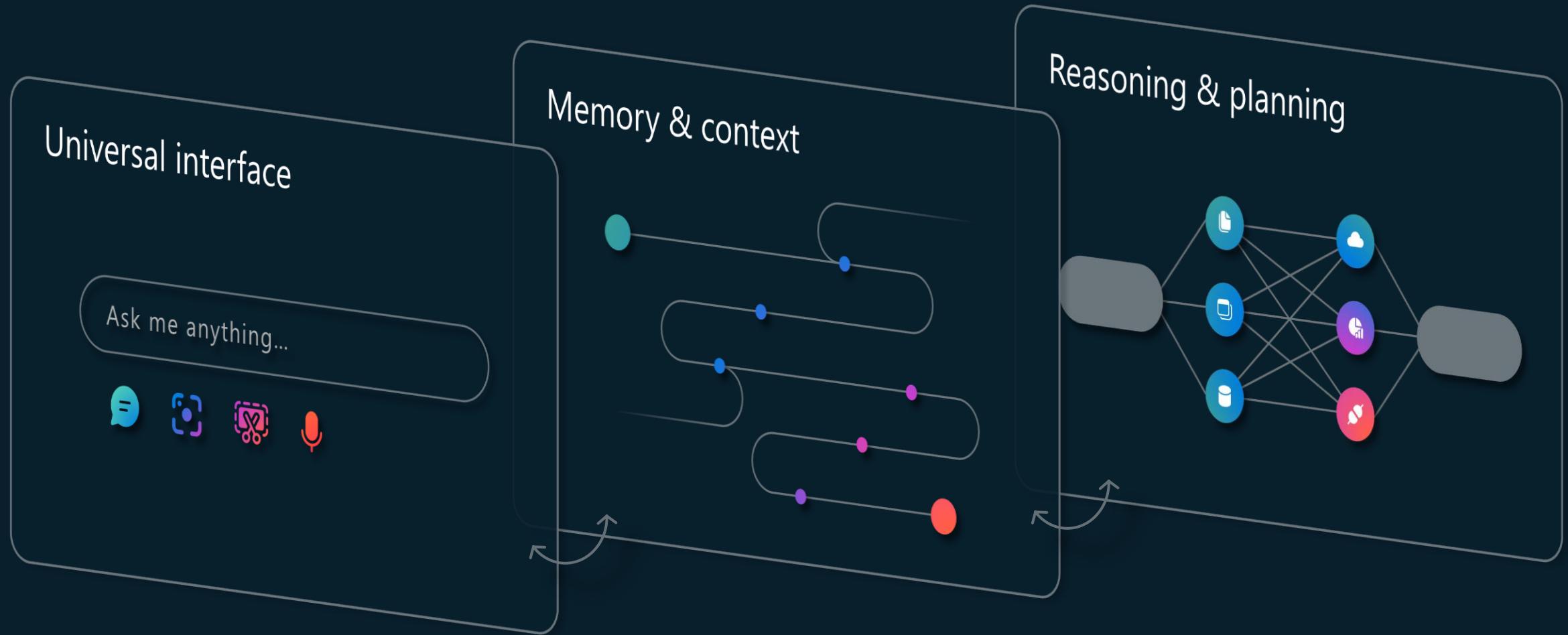
Every
individual



Every
team



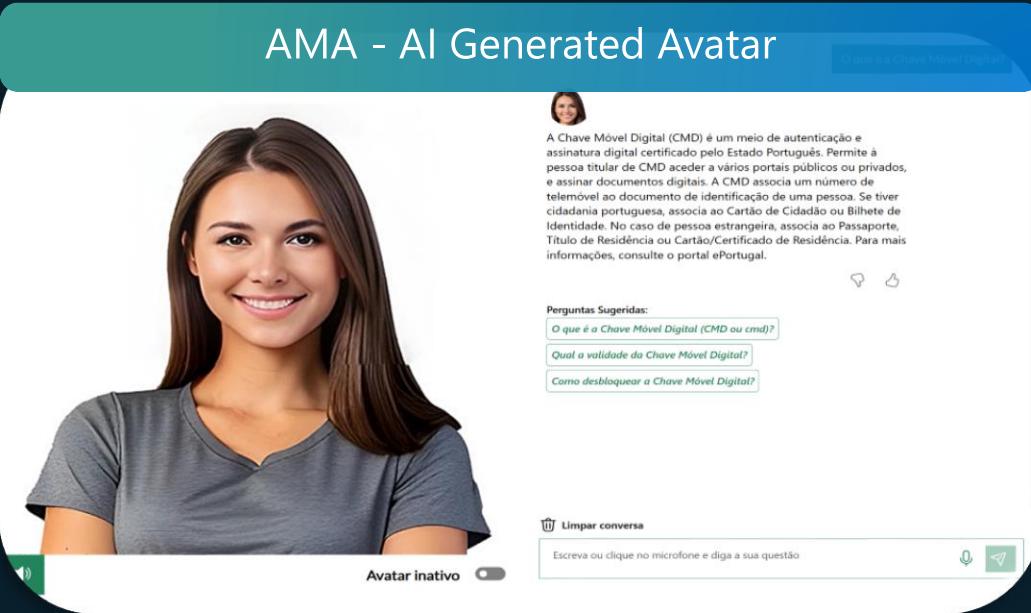
Every
industry





Portugal

AMA - AI Generated Avatar



A Chave Móvel Digital (CMD) é um meio de autenticação e assinatura digital certificado pelo Estado Português. Permite à pessoa titular de CMD aceder a vários portais públicos ou privados, e assinar documentos digitais. A CMD associa um número de telemóvel ao documento de identificação de uma pessoa. Se tiver cidadania portuguesa, associa ao Cartão de Cidadão ou Bilhete de Identidade. No caso de pessoa estrangeira, associa ao Passaporte, Título de Residência ou Cartão/Certificado de Residência. Para mais informações, consulte o portal ePortugal.

Perguntas Sugeridas:

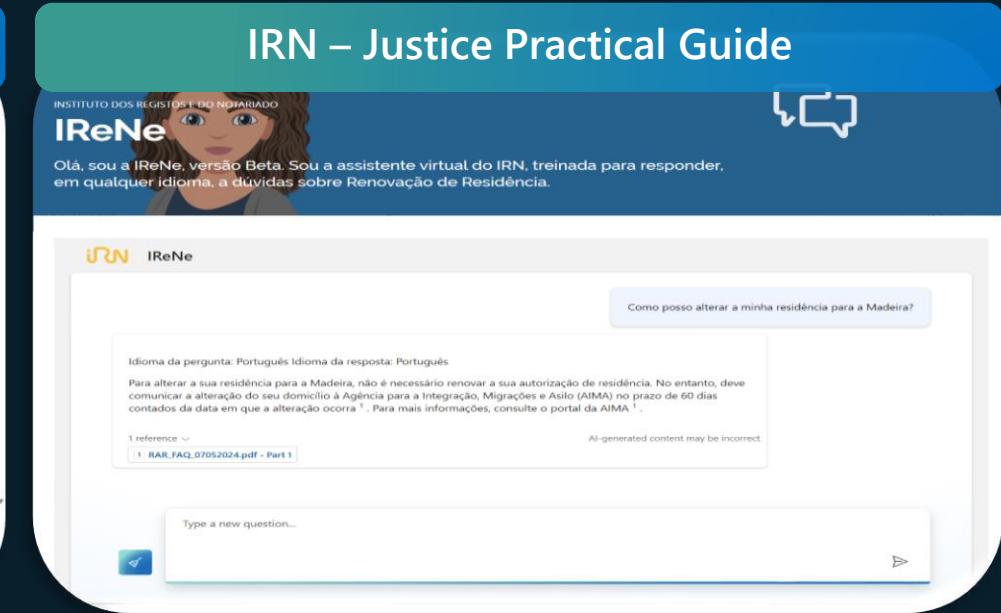
- O que é a Chave Móvel Digital (CMD ou cmd)?
- Qual a validade da Chave Móvel Digital?
- Como desbloquear a Chave Móvel Digital?

Avatar inativo

Limpar conversa

Escreva ou clique no microfone e diga a sua questão

IRN – Justice Practical Guide



Olá, sou a IReNe, versão Beta. Sou a assistente virtual do IRN, treinada para responder, em qualquer idioma, a dúvidas sobre Renovação de Residência.

IRN IReNe

Como posso alterar a minha residência para a Madeira?

Idioma da pergunta: Português Idioma da resposta: Português

Para alterar a sua residência para a Madeira, não é necessário renovar a sua autorização de residência. No entanto, deve comunicar a alteração do seu domicílio à Agência para a Integração, Migrações e Asilo (AMA) no prazo de 60 dias contados da data em que a alteração ocorre¹. Para mais informações, consulte o portal da AMA¹.

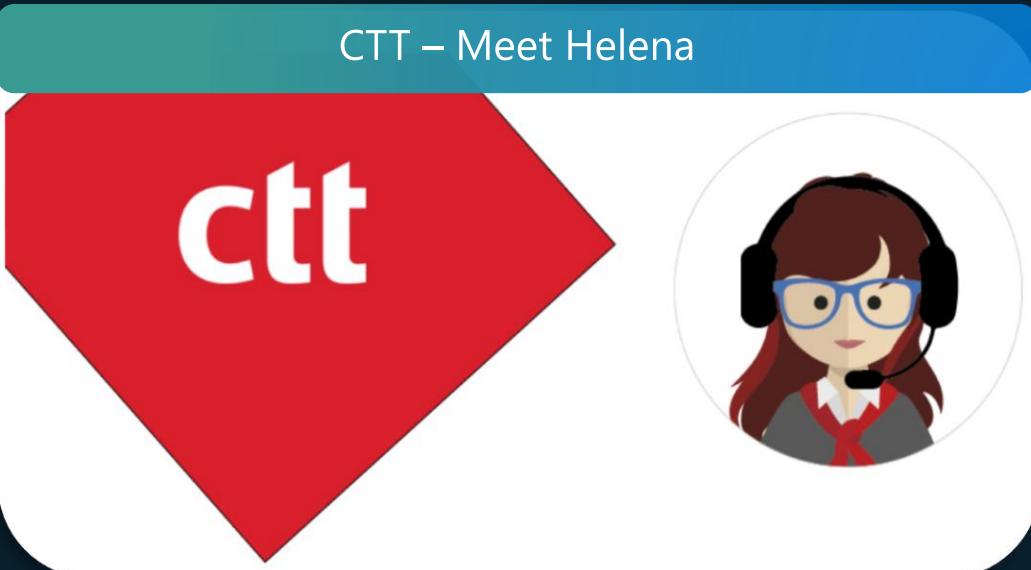
1 referência

1 RAR_FAQ_07052024.pdf - Part 1

AI-generated content may be incorrect

Type a new question...

CTT – Meet Helena

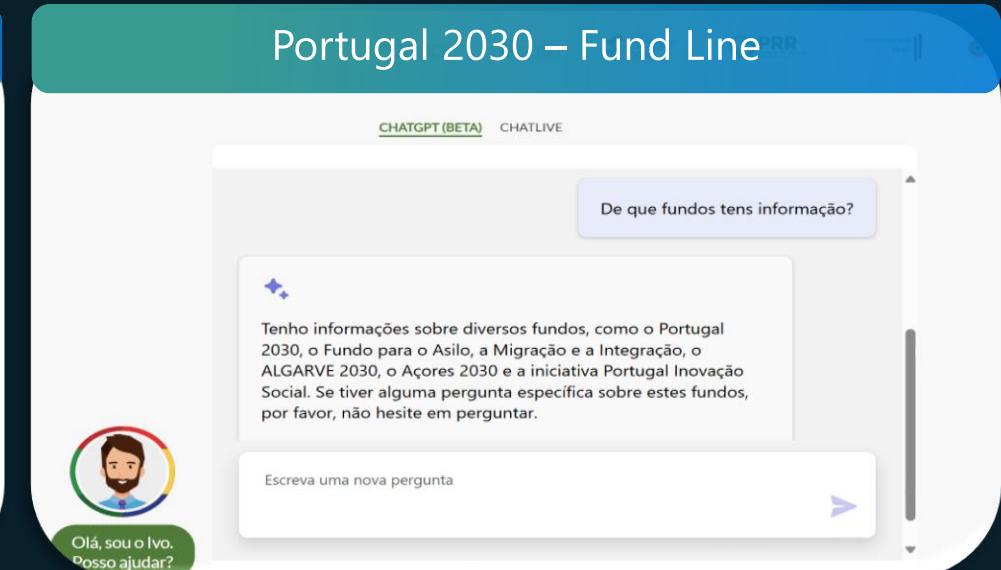


ctt

ctt

Olá, sou o Ivo.
Posso ajudar?

Portugal 2030 – Fund Line



CHATGPT (BETA) CHATLIVE

De que fundos tens informação?

Tenho informações sobre diversos fundos, como o Portugal 2030, o Fundo para o Asilo, a Migração e a Integração, o ALGARVE 2030, os Açores 2030 e a iniciativa Portugal Inovação Social. Se tiver alguma pergunta específica sobre estes fundos, por favor, não hesite em perguntar.

Olá, sou o Ivo.
Posso ajudar?

Escreva uma nova pergunta

Top Takeaways



Azure **meets you** where you are in your cloud journey



Migration to Azure is the first step to Be AI-ready



Azure **secures** your workloads across the migration journey



Run on the largest cloud network on the planet for optimal **availability, scalability, and resiliency**



Azure is an excellent cloud for **Windows Server, SQL** Server, and **Linux** workloads, with strategic partnerships for other **3rd party workloads** to cover your entire estate



Microsoft Programs
available

How Microsoft can help



Free assessment

Assess your environment and create a business case for Azure with Azure Migrate



Free migration

Benefits from Microsoft Consultants to drive your migrations at no cost



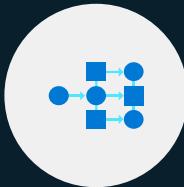
Credits to innovate

For certain scenarios, benefit from Azure credits



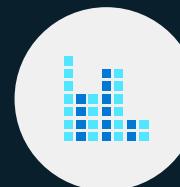
Partner ecosystem

Expert help from specialized partners of your choice



Skilling and frameworks

Be set up for success with a defined strategy & training to accelerate time to impact with the cloud



Offers and flexible consumption models

Take advantage of significant cost savings available only on Azure (Reserved instances, Hybrid benefits, Savings Plans)



Empower every person and every organization
on the planet to achieve more





Thank you!