

# The Power of Being in the Cloud The Microsoft Vision



Cláudia Filipe
Azure Partner Solution Sales Manager – Microsoft Portugal
Claudia.Filipe@microsoft.com



"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



Intelligent Edge

"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

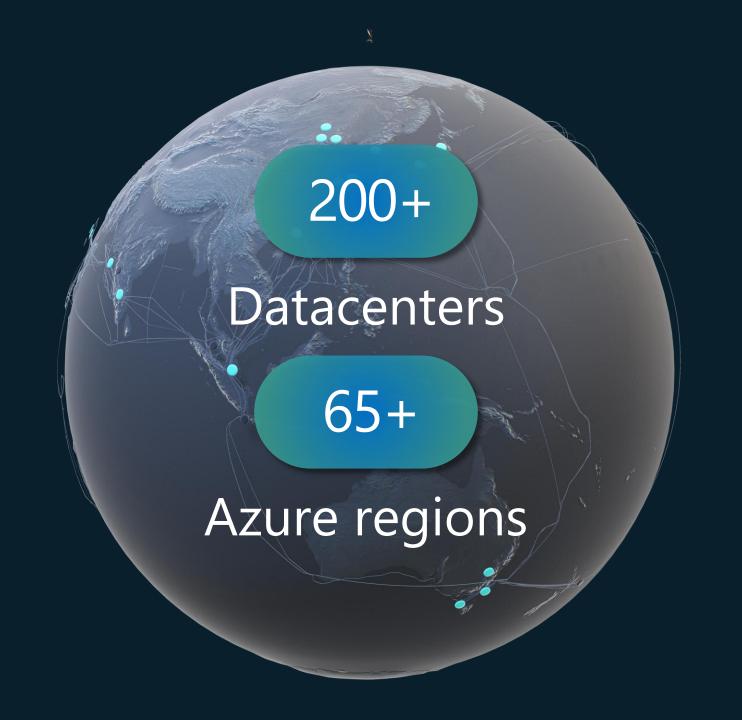
- Maintain tight integration between cloud and on-premises
- Improve IT agility and speed up software development
- Operate in remote locations or with intermittent connectivity
- Meet specific regulatory and policy requirements
- Speed up time to results by processing data close to its source
- Modernize outdated systems



Source: 2024 State of the Cloud Report | Flexera

## What can you get from cloud services?

2 Security & Scalability Sustainability **Availability** Compliance 6 Capacity **OPEX Pricing** Increased Al Ready optimization Model productivity





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



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

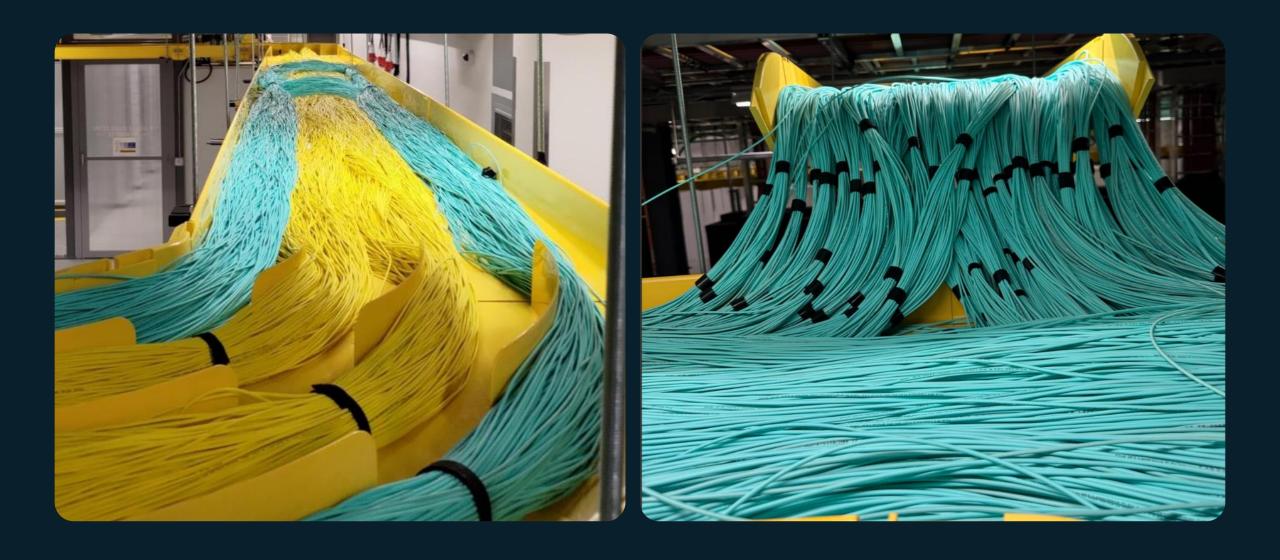


First hyper-scale cloud datacenter region



to fuel cloud and

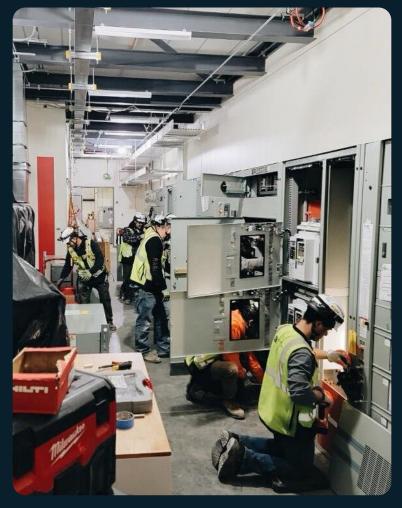
Al transformation



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











PRESIDÊNCIA DO CONSELHOS DE MINISTROS AUTORIDADE NACIONAL DE SEGURANÇA

#### CERTIFICADO DE CONFORMIDADE

Microsoft CLOUD AZURE

Ao abrigo do disposto na alinea f) do n.º 2 do artigo 4.º do Decreto-Lei n.º 3/2012, de 16 de janeiro, na sua redação atual, certifico que a plataforma Microsoft Cloud Azure Infrastructure-as-a-Service (IaaS), cumpre os requisitos nacionais de segurança definidos para serviços de Cloud que processam informação classificada na fima marca e grant MACIONAL RESERYADO.

Esta certificação é valida para recursos haspedados na Unido Europeia, desde que configurados com autenticação multi-jator para todas as contas. O acesso ao Azure IaaS deve ser condicional e configurado noti-ni-time, através de uma firewall, e com recurso a serviços de gestão de vulnerabilidades e ameaças, hem como com proteção contra ataques de negação de serviços distribuídos (DDOS). Deve ser feita a cifra de dados em trânsilo e em repouso, utilizando cofres de chaves dedicados para as chaves riptográficas e certificados, tendo estes últimos uma validade máxima de um ano. Uma infraestrutura de maquinas virtuais com capacidades de computação confidencial também deve ser utilizada, de forma a proteger a informação classificada processada, incluindo dados relacionados com registos de auditorias e outros eventos de segurança. A utilização de modelos de Inteligência Artificial (AI) deve ser feita através do Azure OpenAI.

Sem prejuizo de outras obrigações de reporte de incidentes no âmbito da cibersegurança, pela presente certificação à MSFT - Software para Microcomputadores, Lda., com sede na Rua do Jogo de Santelmo, lote ozo.70.2, Parque das Nações, 1990-110 LISBOB, registada na Conservatória do Registo Comercial de Cascais com o número unito de matricula e de identificação de pessoa coletiva 502586745 e com o capital social 331.7012., fica obrigada a reportar informações sobre incidentes de segurança, incluindo indicadores de comprometimento, um ponto de contato e qualquer outra informaçõe relevante com a Autoridade de Segurança Nacional dentro de um periodo máximo de duas boxas.

O presente certificado é válido até 12 de Março de 2026.

Lisboa, 12 de Setembro de 2024

A Autoridade Nacional de Segurança António José Gameiro Digitally signed by António José Gameero Marques Date: 202-2021; 21 4600,02

(António Gameiro Marques)

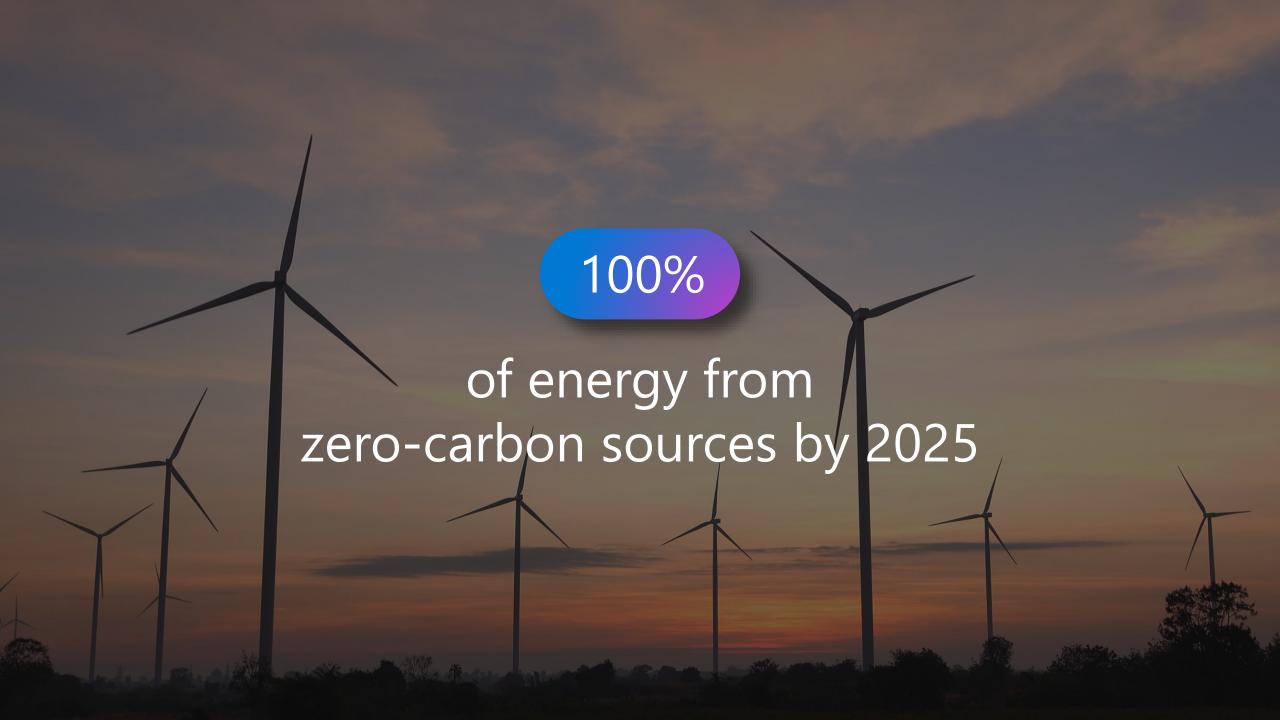


PRESIDÊNCIA DO CONSELHOS DE MINISTROS AUTORIDADE NACIONAL DE SEGURANÇA

#### CERTIFICADO DE CONFORMIDADE

Microsoft CLOUD AZURE SERVICES

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





## Maximum ROI and performance for all workloads

Windows Server and SQL Server





faster<sup>2</sup>

80% cost savings<sup>1</sup>

vs. AWS

Linux and open-source







Achieve 192% ROI over 3-years with Red Hat Enterprise Linux (RHEL) on Azure<sup>3</sup>

**Strategic** partnerships









**Azure running Oracle Cloud** Infrastructure

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 202

### **Azure Services Overview**

Overview of top-level Azure services. Select your focus or switch to Advanced View for rich navigation and Al insights.								ALL SERVICES •				
AI + Machine Learning	Analytics	Compute	Databases	Development	Identity + Security	IoT + MR	Integration	Management + Governance	Media + Comms	Migration	Networking	Storage
Al Bot Service	물급 Analysis Services	App Service	्रिकु Apache Cassandra MI	App Configuration	Azure AD EI	Azure Maps	API Center	<b>#</b> Automation	Azure CDN	<b>S</b> Azure Migrate	Application Gateway	Avere vFXT
Applied Al Services	<b>⑤</b> Azure Purview	Azure Batch	Cosmos DB	Azure Chaos Studio	( <b>y</b> ) Azure Key Vault	X Azure Sphere	API Management	Azure Advisor	Azure Comms. Gateway	el) Data Box	X Azure Bastion	Azure Elastic SAN
Azure Al Search	Data Explorer	<b>Azure Functions</b>	Database for MariaDB	<b>Q</b> Azure DevOps	Copilot for Security	Defender for IoT	Energy Data Manager	<b>⊯</b> Azure Arc	Comm. Services	DB Migration Service	Azure DNS	Azure NetApp Files
Azure Al 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 Al Studio	<b>a</b> Databricks	<b>S</b> Azure Red Hat OpenShift	Database for PostgreSQL	Deployment Environments	<b>₹</b> Dedicated HSM	<b>⑤</b> IoT Central	Health Data Services	Azure Backup		Site Recovery	Azure Front Door	Confidential Ledger
Machine Learning	Event Hubs	Azure VMware Solution	Redis Cache	<u>©</u> DevTest Labs	E Defender EASM	(A) IoT Edge	{ြန္နဲ Logic Apps	ÂÎ Azure Blueprints			Azure Orbital	Container Storage
Microsoft Genomics	( ) Graph Data Connect	Cloud Services	SQL Database	Ab Services	Defender for Cloud	₹ loT Hub	Notification Hubs	Azure Lighthouse			<b>△</b> ExpressRoute	7 Data Lake Storage
Open Datasets	<b>#</b> HDInsight	Compute Fleet		<b>∠</b> ⊛ Load Testing	Information Protection	Remote Rendering	Service Bus	Azure Monitor			<b>&amp;</b> Load Balancer	Data Share
	(E) HDInsight on AKS	© Container Apps		<b>©</b> Managed Grafana	<b>∳</b> Microsoft Entra DS	<b>₹</b> Spatial Anchors	Web PubSub	<b>©</b> : Azure Policy			∰ Network Watcher	HPC Cache



## **Customer Stories!**

January 30, 2024

🖨 Print

Learn More

ctt

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.

Microsoft Azure

ilcrosoft Azure

Server 2022 | Microsoft

Azure Arc

Microsoft Defender for Cloud | Microsoft

Security

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

"The benefit that we have by being Al 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

## Pressing priorities

Manage rising costs, maintain security, control IT sprawl



## Be Al-ready

Embrace responsible, secure Al, cloud-native technologies

Azure meets you where you are in your cloud journey

## Al is transforming the world



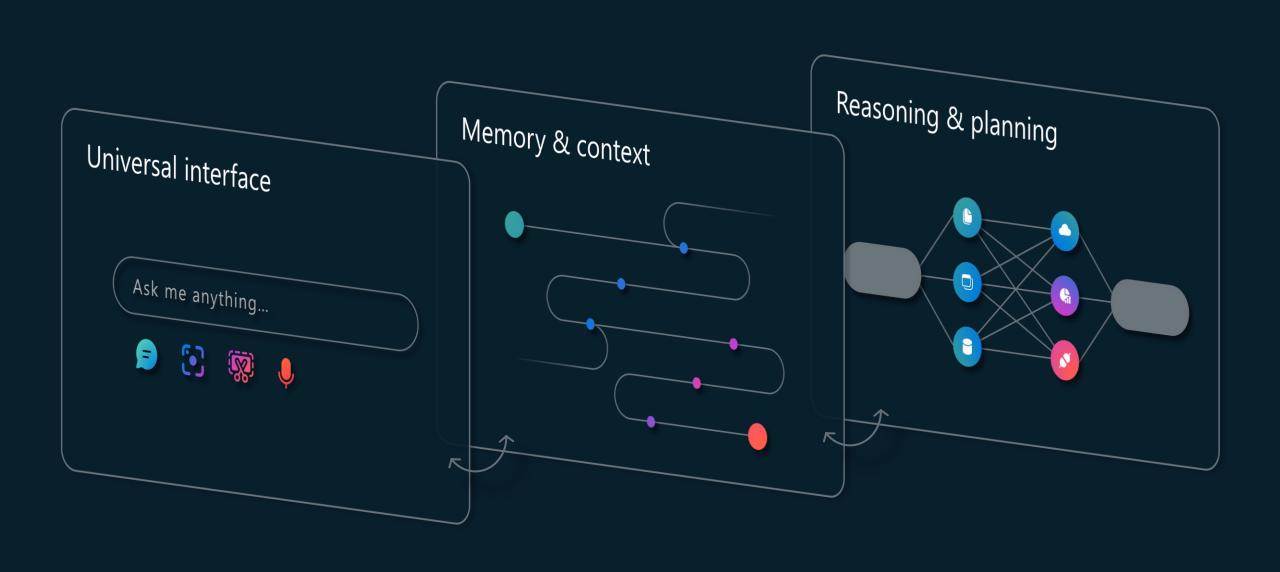
**Every** individual



**Every** team



**Every** industry







#### Portugal









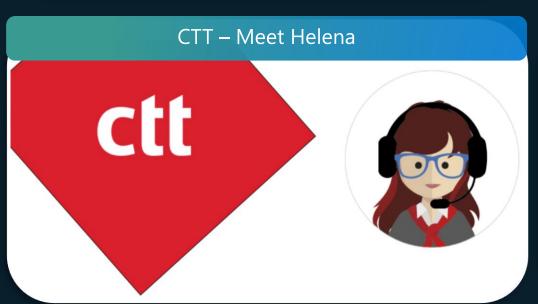


outsystems













Azure meets you where you are in your cloud journey



Migration to Azure is the first step to Be Al-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

#### **Top Takeaways**



# 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

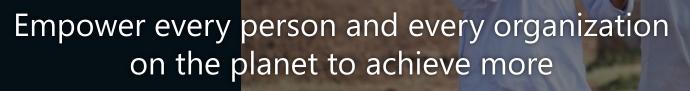
Be set up for success with a defined strategy & training to accelerate time to impact with the cloud

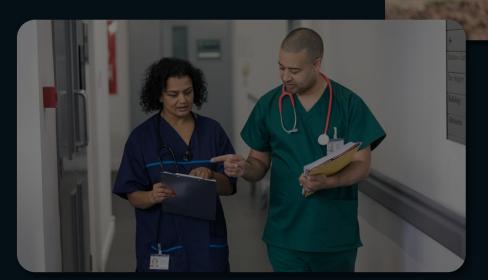


#### Offers and flexible consumption models

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











## Thank you!