



# Migrate to innovate

Be secure and AI-ready



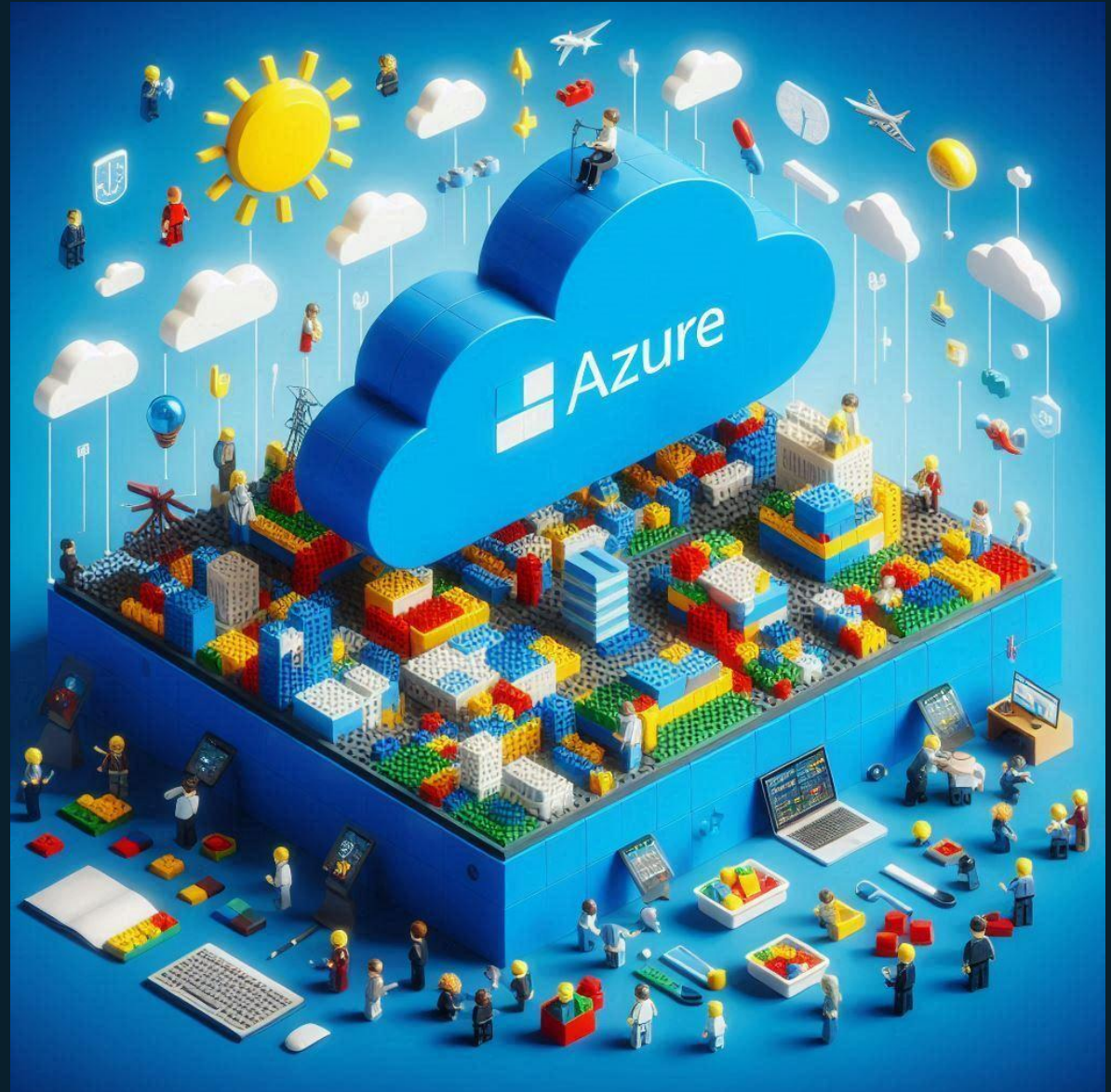
Cláudia Filipe

Azure Partner Solution Sales Manager – Microsoft Portugal

[Claudia.Filipe@microsoft.com](mailto:Claudia.Filipe@microsoft.com)

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

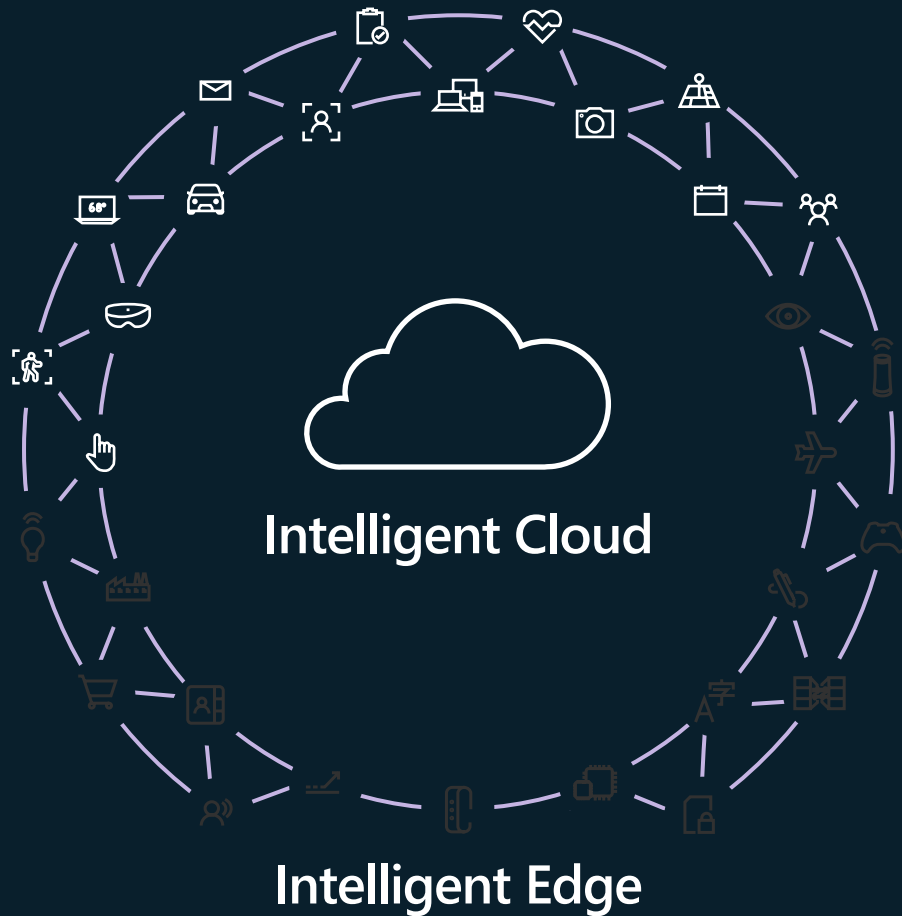
Satya Nadella.



# 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



"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- Modernize outdated systems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%

of organizations have a hybrid strategy

89%

of organizations have a multi-cloud strategy

80%

YoY Azure adoption rate for all organizations

67%

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



200+

Datacenters

65+

Azure regions

## France



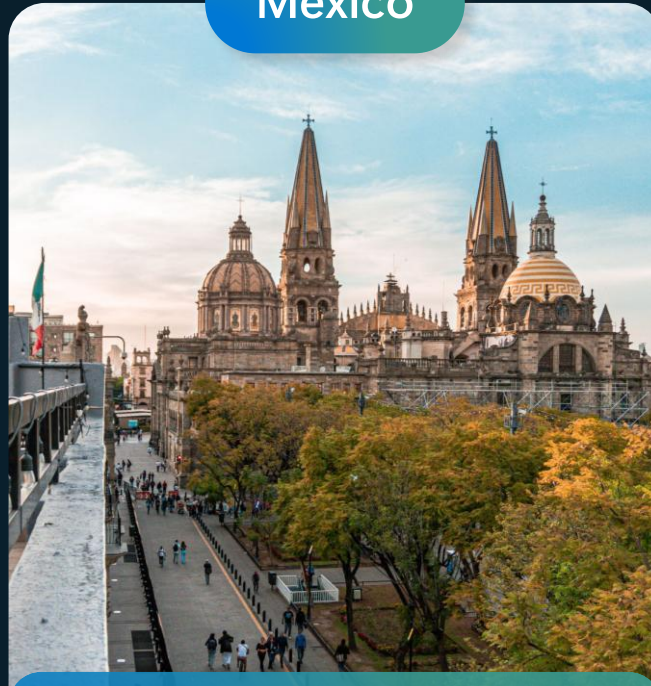
Largest investment to date to accelerate the adoption of AI, skilling, and innovation

## 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



PRESIDÊNCIA DO CONSELHOS DE MINISTROS

AUTORIDADE NACIONAL DE SEGURANÇA

CERTIFICADO DE CONFORMIDADE

Microsoft CLOUD AZURE

Ao abrigo do disposto na alínea 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 marca e grau NACIONAL RESERVADO.

Esta certificação é válida para recursos hospedados na União Europeia, desde que configurados com autenticação multifator para todas as contas. O acesso ao Azure IaaS deve ser condicional e configurado just-in-time, através de uma firewall, e com recurso a serviços de gestão de vulnerabilidades e ameaças, bem como com proteção contra ataques de negação de serviços distribuídos (DDoS). Deve ser feita a cifra de dados em trânsito e em repouso, utilizando cofres de chaves dedicados para as chaves criptográficas e certificados, tendo estes últimos uma validade máxima de um ano. Uma infraestrutura de máquinas 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 prejuízo de outras obrigações de reporte de incidentes no âmbito da cibersegurança, pela presente certificação a MSFT - Software para Microcomputadores, Lda, com sede na Rua do Fogo de Santelmo, lote 02.07.02, Parque das Nações, 1990-110 Lisboa, registada na Conservatória do Registo Comercial de Cascais com o número único de matrícula e de identificação de pessoa coletiva 502586745 e com o capital social 331.701€, fica obrigada a reportar informações sobre incidentes de segurança, incluindo indicadores de comprometimento, um ponto de contato e qualquer outra informação relevante com a Autoridade de Segurança Nacional dentro de um período máximo de duas horas.

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 Marques  
(António Gameiro Marques)

Digitally signed by António José Gameiro Marques  
Date: 2024.09.12 14:08:02 +01'00'

PRESIDÊNCIA DO CONSELHOS DE MINISTROS

AUTORIDADE NACIONAL DE SEGURANÇA

CERTIFICADO DE CONFORMIDADE

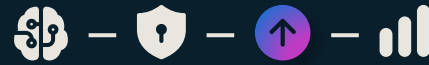
Microsoft CLOUD AZURE SERVICES

Módulo	Serviço	Tipo	Período de Análise	Versão API
Compute	Virtual Machines	IaaS/ PaaS	Q2-Q3 2024	2024-07-01 (Microsoft Compute)
	App Service		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		Q2-Q3 2024	2023-07-01 (Microsoft Network)
Management	Backup	IaaS	Q2-Q3 2024	2024-04-01 (Microsoft RecoveryServices)
	Site Recovery		Q2-Q3 2024	2024-04-01 (Microsoft RecoveryServices)
Databases	SQL Service	IaaS	Q2-Q3 2024	2023-08-01-preview (Microsoft sql)
Monitor	Log Analytics	IaaS/ SaaS	Q2-Q3 2024	2023-09-01 (Microsoft OperationalInsights)
	Application Insights		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		Q2-Q3 2024	2024-04-01-preview (Microsoft SecurityInsights)
Portal / API	-	IaaS	Q2-Q3 2024	2022-12-01-preview (Microsoft Portal)
AI	Azure OpenAI		Q2-Q3 2024	2024-04-01-preview (Microsoft CognitiveServices)

A background image showing several wind turbines silhouetted against a sunset sky with orange and blue hues. The turbines are scattered across the landscape, with some in the foreground and others further back.

100%

of energy from  
zero-carbon sources by 2025



# Maximum ROI and performance for all workloads

## Windows Server and SQL Server



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

**5x**  
faster<sup>2</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**

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 202](#)

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.](#)



# Microsoft Azure



## Single control plane with Azure Arc

### Infrastructure

Connect and operate  
hybrid resources as native  
Azure resources

**Azure Arc-enabled infrastructure**



Arc  
Server



K8s



Windows



SQL  
Server



Linux

### Services

Deploy and run Azure services  
outside of Azure while still  
operating it from Azure

**Azure Arc-enabled services**



Microsoft  
Defender



Azure  
Monitor



Microsoft  
Sentinel



Azure  
Update  
Manager



Azure  
Policy



Multi-cloud



Datacenter




Edge

# 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 ML	 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	 DevTest 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



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.

## Learn More

[Microsoft 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 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](#)

<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



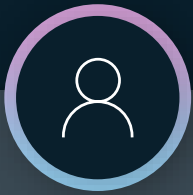
# Be AI-ready

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



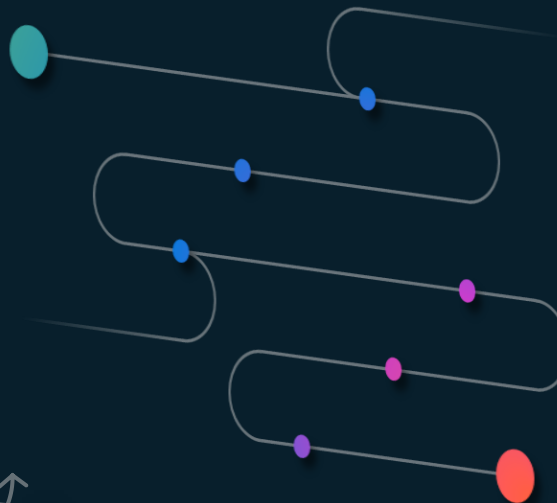
Every  
industry

## Universal interface

Ask me anything...



## Memory & context

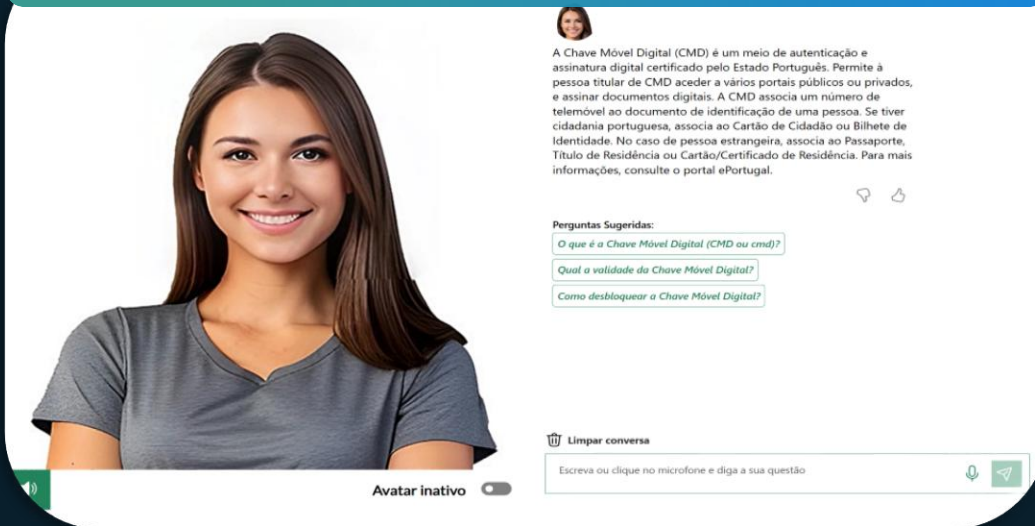


## Reasoning & planning



## 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.

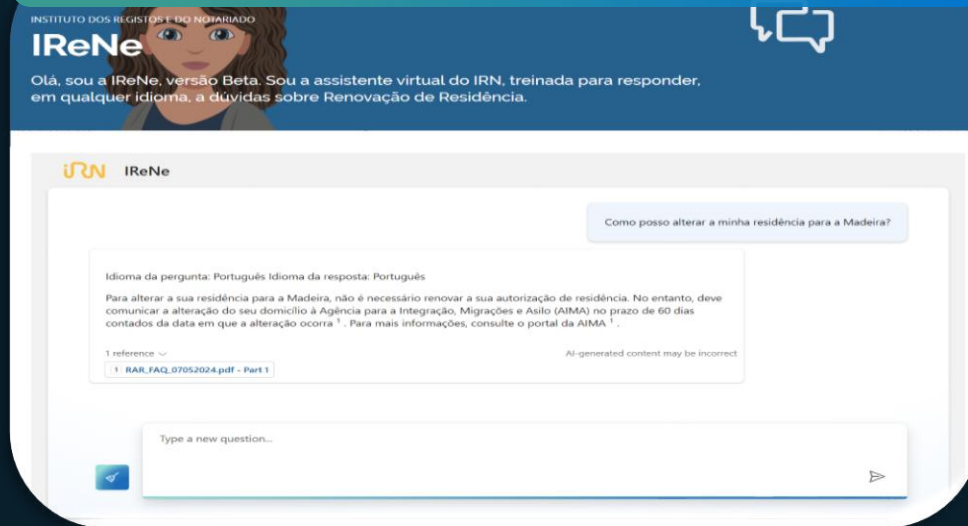
Perguntas Sugeridas:

- 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

Escreva ou clique no microfone e diga a sua questão

### IRN – Justice Practical Guide



INSTITUTO DOS REGISTOS E DO NOTARIADO

IReNe

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

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 (AIMA) no prazo de 60 dias contados da data em que a alteração ocorra<sup>1</sup>. Para mais informações, consulte o portal da AIMA<sup>1</sup>.

1 reference

1 RAR\_FAQ\_07052024.pdf - Part 1

AI-generated content may be incorrect

Type a new question...

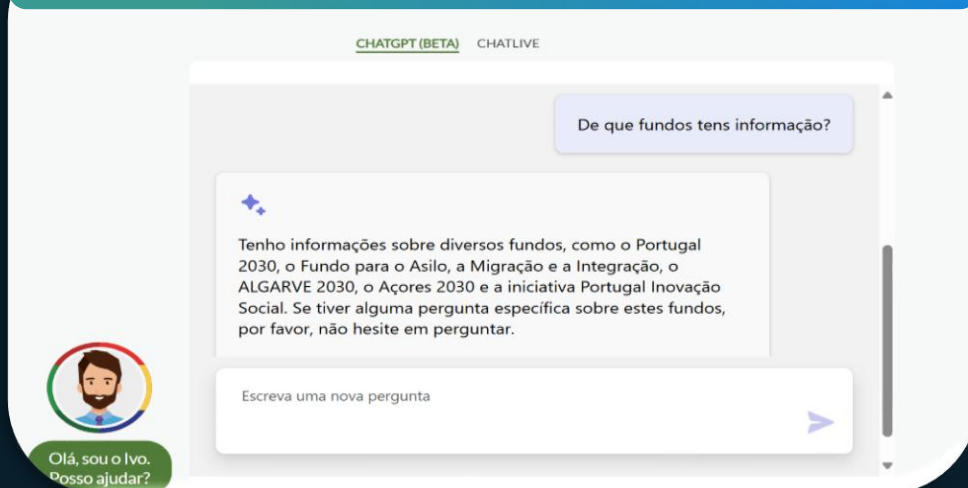
### CTT – Meet Helena



ctt

Escreva ou clique no microfone e diga a sua questão

### 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, o Açores 2030 e a iniciativa Portugal Inovação Social. Se tiver alguma pergunta específica sobre estes fundos, por favor, não hesite em perguntar.

Escreva uma nova pergunta

Olá, sou o Ivo. Posso ajudar?

## Top Takeaways



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

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

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

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

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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 | [NOMINATE NOW](#)

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

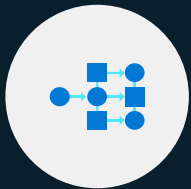
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## Credits to innovate

For certain scenarios, benefit from Azure credits

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## Skilling and frameworks

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



## Free migration

Benefits from Microsoft Consultants to drive your migrations at no cost

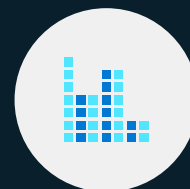
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## Partner ecosystem

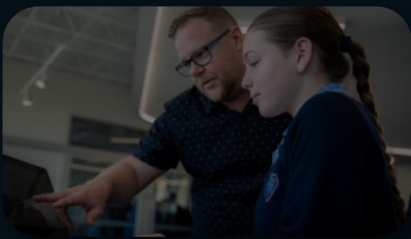
Expert help from specialized partners of your choice

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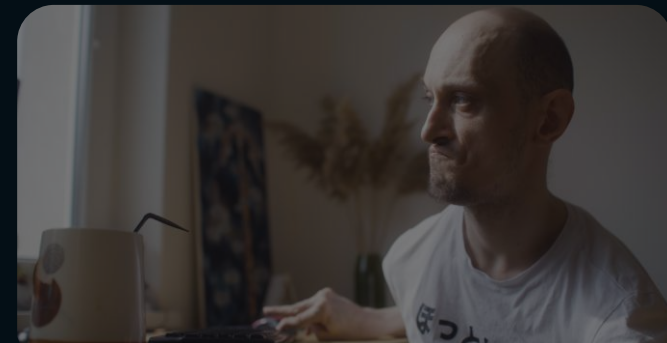


## Offers and flexible consumption models

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!**