



# Microsoft Fabric Sogeti GTM

May 2024





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# Table of Contents

**1**

**Our Data and AI Competency**

**2**

**Sogeti Fabric offers**

**3**

**Key activities by offer**

**4**

**Fabric Starter Kits**

**5**

**Idea for MS Fabric**

**6**

**Why Idea?**

# We are the Leaders in Data & AI

**30,500+**  
Data & AI Experts

**6,000+**  
AI & Data Science  
Experts

Across  
**50+**  
countries

**\$1B+**  
Business Outcomes  
delivered through AI



## We are Leaders in Data & AI Services



Leaders in Data and Analytics Service providers



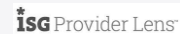
Leader – Advanced Analytics and Insights (AA&I) Services Peak Matrix Assessment



Leader - IDC MarketScope: Worldwide Artificial Intelligence Services



Leader - Applied AI and Advanced Analytics Services

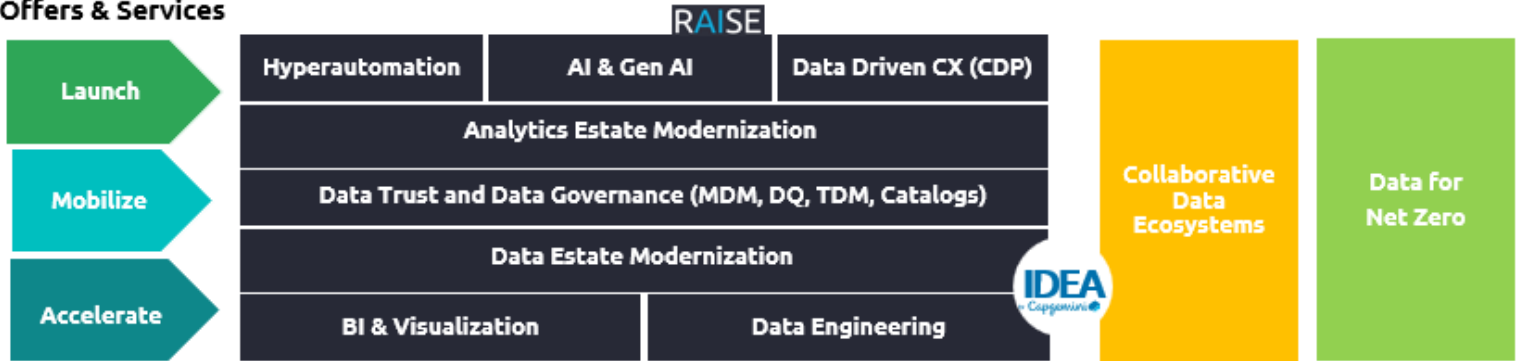


Leader in Analytics Solution & Services



GenAI based Digital Human Solution to Revolutionize Patient Care for Roche

## Core Offers & Services



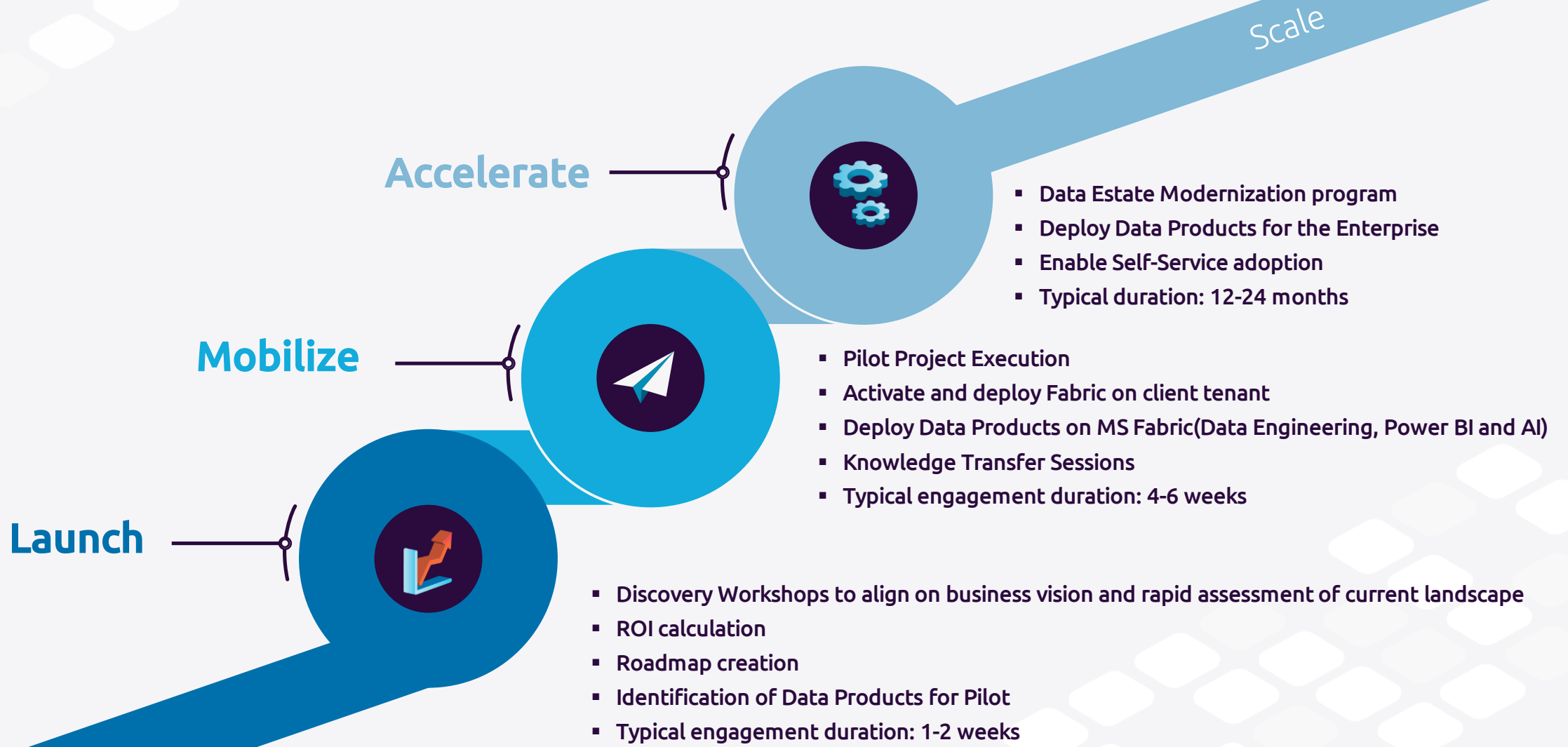
## Thought Leadership



## Strategic Alliance Partner

- Top strategic partner with Microsoft
- Investment in Open AI including GenAI COE and Intelligent App Factory
- Alliance presence in five continents (Asia Pacific, Australia, North America, South America, Western and Eastern Europe)
- Involved in the Cloud Early Adopter program and Azure Advisory Council

# Sogeti Fabric Offers



# Key Activities by Offer

## Launch (use case assessment)

### Discovery Workshop

- Collect information on the current environment
  - Topography & current spend
  - Pain points – Business and Technical
  - Business vision
- Rapid assessment of current landscape

### Fabric Awareness

- Key capabilities, updates, similarities, and changes.
- Major benefits ,Business Value & ROI

### Use case Identification for Pilot

- Identify use cases, success criteria and priority
- Identify user cases/data products for Pilot
- Assess Microsoft funding opportunities

1- 2 weeks Workshop



## Mobilize (use case execution)

### Enablement

- Enable Fabric on client tenant
- Deploy Fabric services needed for pilot
- Knowledge transfer sessions

### Pilot/Use-Case Execution

- Ensure alignment with stakeholders on project plan and defined deliverables
- Conduct all activities ensuring minimal disruption to existing business operations
- Execute on chosen Fabric use cases
- Knowledge transfer sessions
- Conduct pilot retrospective and acceleration roadmap as needed

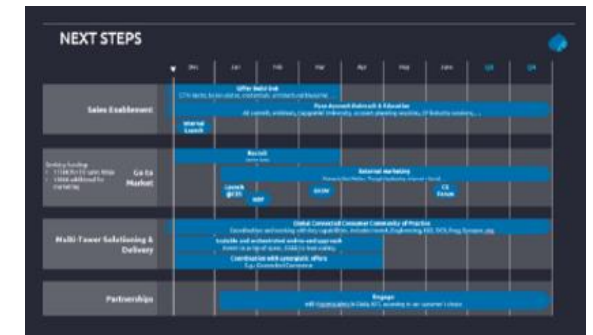
4-6 Weeks Proof of Value or Use Case Execution



## Accelerate (roll out/implementation plan\_

### Enterprise Adoption

- Update data strategy plan leveraging the insights gained from the Launch/Mobilize phase
- Identify refresh vs replace vs retire for current data products;
- Create and execute on roadmap of enterprise adoption
- Continue leveraging new services/updates per Fabric release plan



12-24 Months Adoption

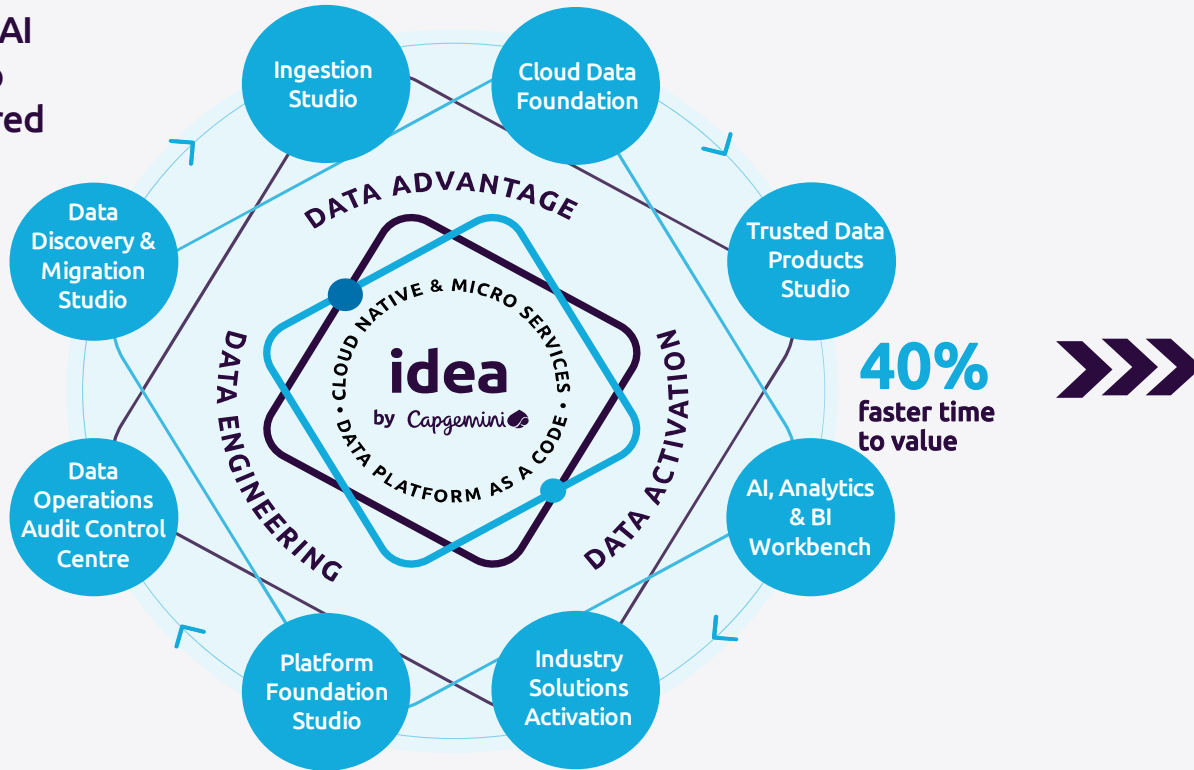
Available alliance partnership funding from Microsoft

# Industrialized Data & AI Engineering Acceleration (IDEA) | Microsoft Fabric



Accelerating Data & AI platform as code, to deliver a data-powered organization ✓

Accelerating and facilitating the organization's ability to build next-gen Data and AI Platforms



- Cloud
- DevOps Embedded
- Modular Micro services
- Secure
- Industrialized

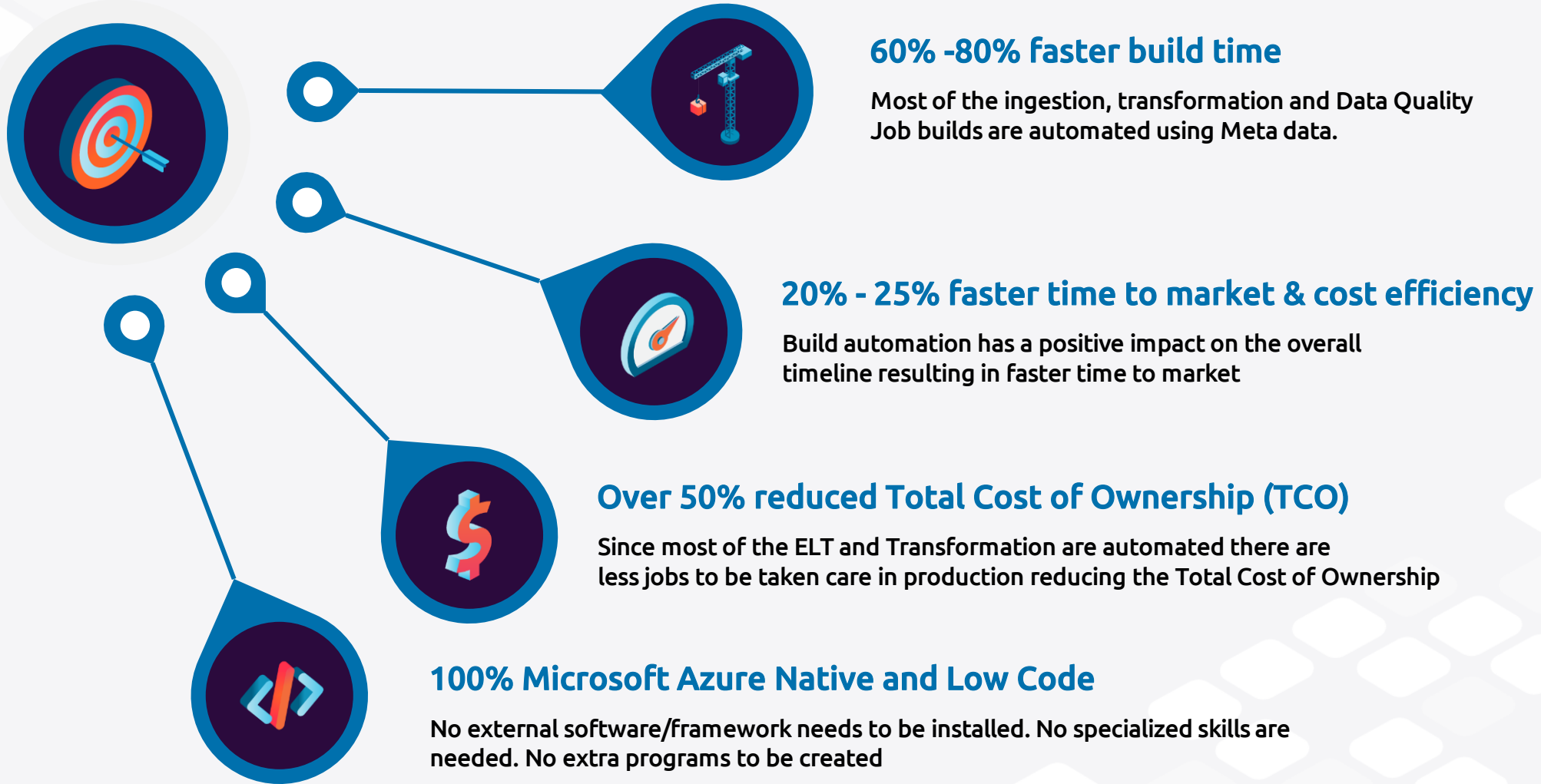


## IDEA | Fabric foundation

- Fabric – data ingestion ✓
- Fabric – data engineering ✓
- Fabric – data science
- Fabric – real time analytics
- Fabric – data activator
- Fabric – visualization
- Fabric – studio

# Why Idea?

## A Microsoft Azure Data-Estate Modernization framework. What makes it unique?





# MS Fabric Starter Kits

## Accelerators/Frameworks :

- Idea for Fabric – Ingest & Transform
- Packaged Workshop Content
- Architecture Reference Patterns
- Sample Project Plans
- Industry specific Demos
- MS Fabric Cost Calculator
- SoW's → by offer





# Appendix



# Azure Innovate offers

## Planning phase | Support for developing your deployment plan

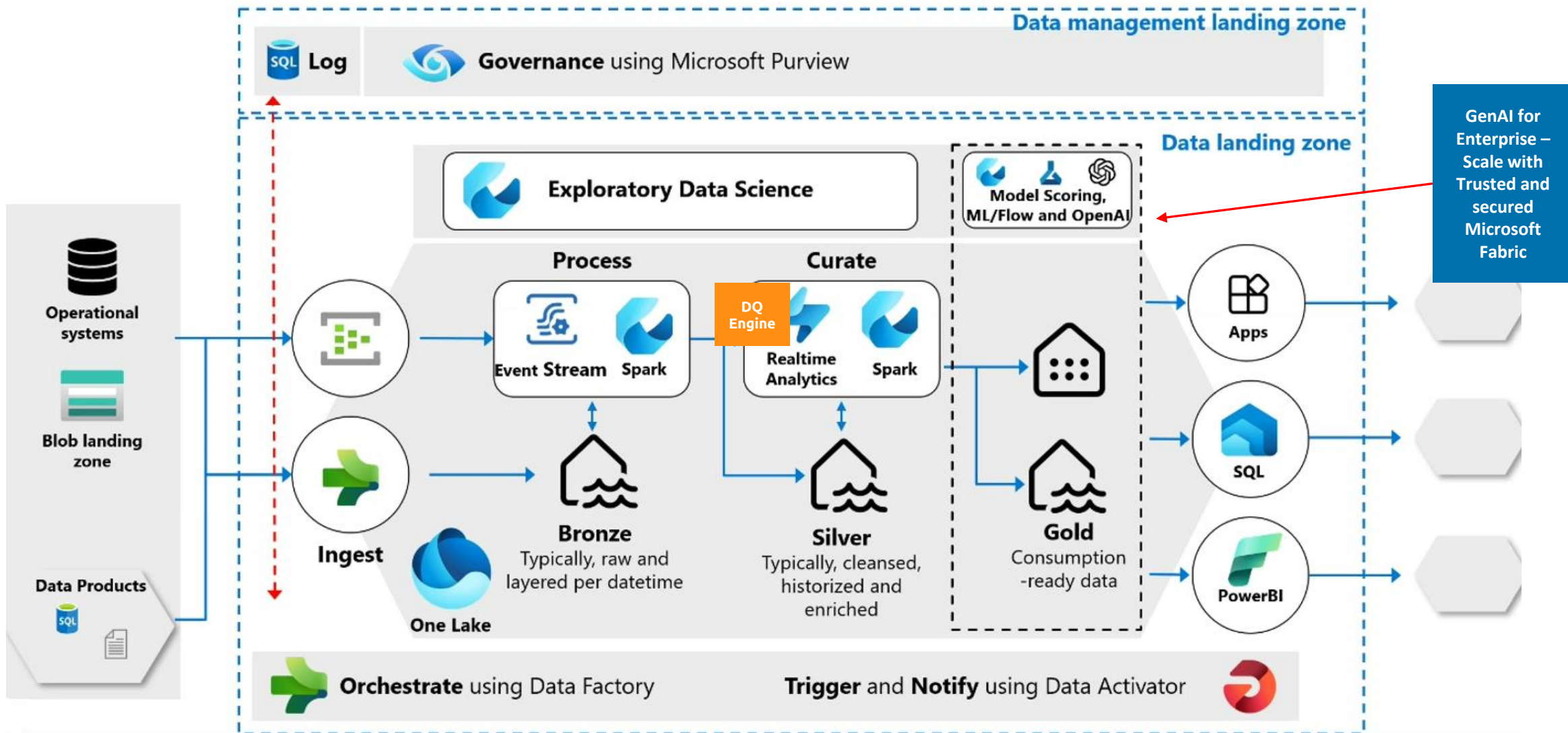
Offer   Project size	Engagement activities	Partner funding	Azure credits	Engagement assistance
<b>Partner-led offers</b> >\$25K/year ACR	<ul style="list-style-type: none"> <li>POC/Pilot for Azure Analytics, Build and Modernize AI Apps</li> </ul>	Up to \$10K	Not available	<ul style="list-style-type: none"> <li>Partner-delivered</li> </ul>
<b>MS Field-led offers</b> >\$25K/year ACR	<ul style="list-style-type: none"> <li>Solution Assessment: App Modernization</li> <li>Workshop</li> <li>Proof of concept (POC)/Pilot</li> <li>Analytics Modernization Accelerator (AMA)</li> </ul>	Up to \$45K	Up to \$10K Azure Access PoC Sandbox	<ul style="list-style-type: none"> <li>Solution Assessment is Microsoft technical seller delivered (with Solution Assessment team support); partner may participate</li> <li>Workshops and POC are partner-delivered</li> <li>AMA provides dedicated technical assessment including discovery, analysis of source system, modernization approach &amp; strategy, TCO Analysis, ISV/SI onboarding and next steps</li> </ul>

## Deployment phase | Support to accelerate your Azure deployment

Offer   Project size	Engagement activities	Partner funding	Azure credits	Engagement assistance
<b>Partner-led offers</b> \$25K-\$1.2M/year ACR	<ul style="list-style-type: none"> <li>Deployment activities</li> </ul>	Up to \$50K	Not available	<ul style="list-style-type: none"> <li>Partner-delivered</li> </ul>
<b>MS Field-led offer</b> \$25K-\$1.2M/year ACR	<ul style="list-style-type: none"> <li>Build or review enterprise scale landing zone</li> <li>Deployment activities</li> </ul>	Up to \$120K	Up to \$120K	<ul style="list-style-type: none"> <li>Partner-delivered</li> <li>FastTrack for Azure engineering guidance (available upon request)</li> </ul>
<b>Pre-packaged offer</b> \$25K-\$2.0M/year ACR	<ul style="list-style-type: none"> <li>Analytics Migrations with Databricks P3 Commitment</li> <li>Net new P3 commitments (minimum 350K DBCU for 1Y)</li> </ul>	Up to \$400K	Not available	<ul style="list-style-type: none"> <li>Partner-delivered</li> </ul>



# End to End Analytics with Microsoft Fabric





# Azure Data & AI Practice –Microsoft Competencies



50+

Microsoft Fabric consultants



20+

PoV's and active customer conversations



30+

Pipeline

## Our Partnership

- Over 25+ years managed partnership driving Digital Transformation with joint enterprise customers worldwide
- Launch Partners for Microsoft Fabric, Sustainability and Microsoft Purview
- **Diamond Sponsors of Microsoft Fabric Community Conference at Las Vegas on March 24-29,2024**
- **First SI to achieve all the 3 Advanced Specialization Status for Azure Data & AI**

- Dedicated MS Cloud Solution Architects (CSAs) & access to Global Black Belts
- Alliance presence in five continents (Asia Pacific, Australia, North & South America, Western & Eastern Europe)
- Involved in the Cloud Early Adopter programs and Azure Advisory Council
- Microsoft Managed Service Provider (MSP) Azure Expert

## Publications

- [Accelerate your Data Potential with Microsoft Fabric](#)
- [Azure Marketplace: Data Journey using Microsoft Fabric Workshop](#)

## Partner Led Offer

- Azure Innovate Partner-Led: Analytics

## Acclerators & Assets

- IDEA for Fabric
- Fabric starter kits



# Fabric – Sogeti focus solution areas

**Analytics Modernization**

- + Data Warehouse Modernization
- + Analytics Platform Transformation
- + Predictive
- + Real-time
- + Geo-Computational

**AI**

- + GenAI
- + Copilots
- + Intelligent Apps (PP, D365)

**Sustainability**

- + Data for Net Zero

**Governance**

- + Data Sharing
- + Data Lineage
- + Data Quality



Power BI



Real-time analytics



Power Platform



Dynamics 365



Office 365

14



Microsoft Sustainability Manager (& 3rd party platforms)



Microsoft Purview



Dataverse Low Code Data Platform



# Capgemini Group

Get the future you want

**360,000+**  
employees

**120+**  
nationalities



**50+**  
countries

**€22bn**  
Overall revenue

## About Sogeti



**Replace with current Capgemini slide**

~~Sogeti - #1 Partner in the Capgemini Group for FY'22, FY'23~~

22 years of partnership, Globally and locally managed across 17 countries

**15,000+** Trained FTEs Globally

**40%** Growth Per Year on Average

**18,000+** Certified Consultants  
71% YoY Growth

SL  
**2,300** Client Accounts in 2023

**24** Gold Competencies & Advanced Specializations

**300+** Customers on CSP

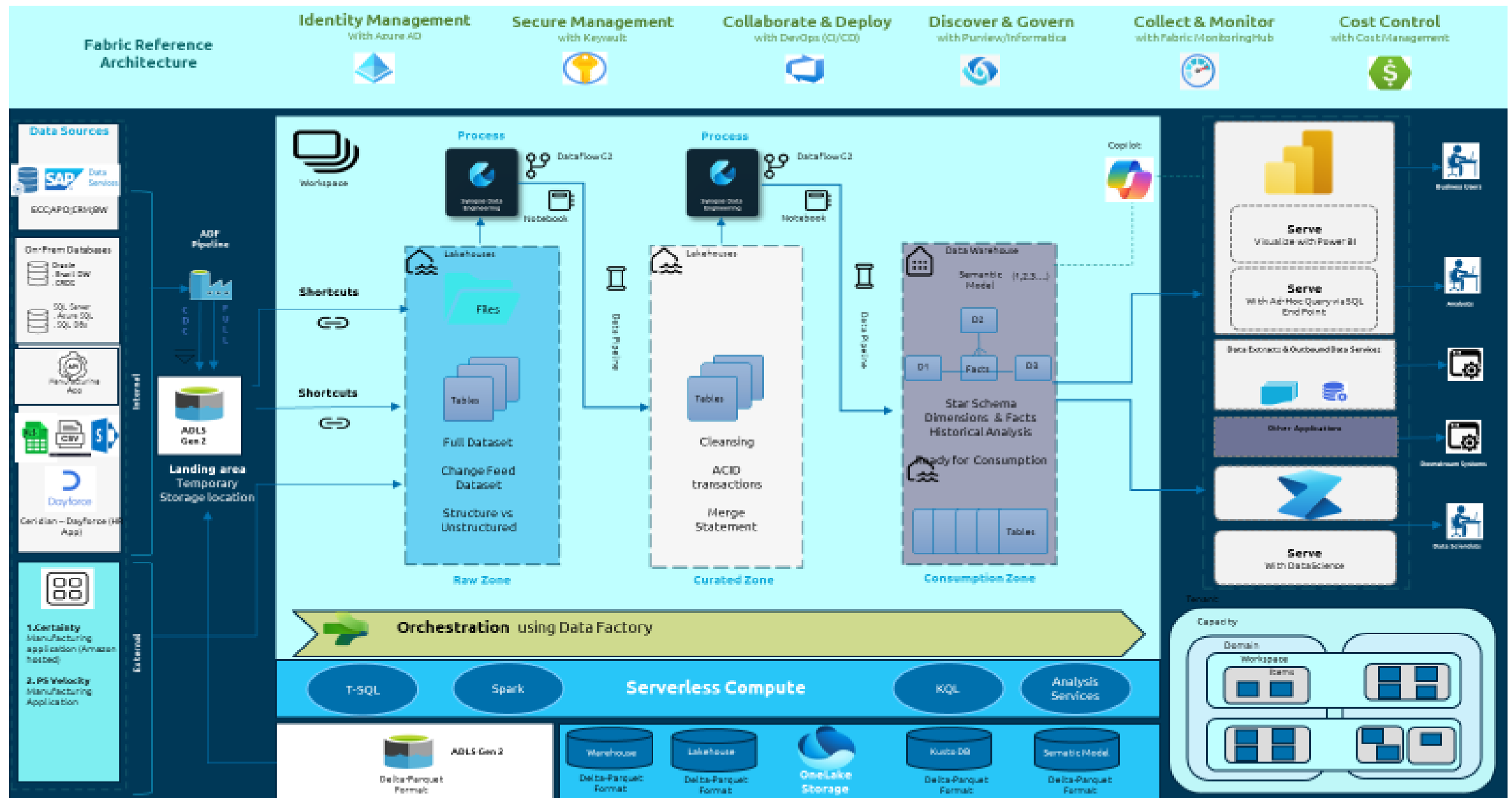
**12+** Microsoft awards over the last two years.

**5** Joint Offerings Developed with Microsoft



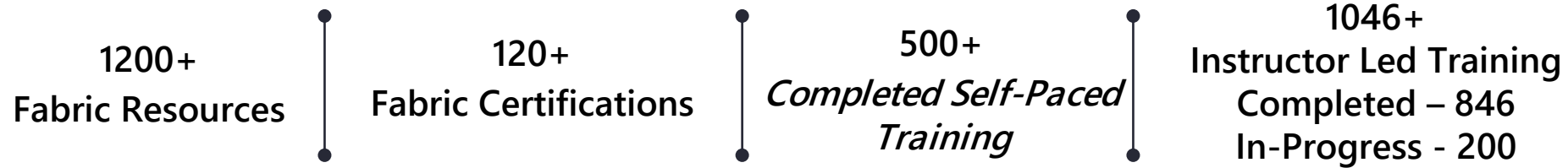
# Reference architecture with Fabric

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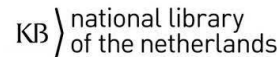




# Sogeti & Capgemini Fabric Competency & Client Engagement



- Launch Partners for Microsoft Purview, Sustainability Manager, Fabric, Data Explorer
- First SI to achieve all the 3 Advanced Specialization Status on Azure Data & AI
- No 5 GSI WW on ADS Consumption
- Involved in the Cloud Early Adopter programs and Azure Advisory Council





# Sogeti Global Fabric Pipeline

- Sogeti USA

1. SLB(SCHLUMBERGER)
2. Kelsey Seybold
3. FHLB Indianapolis
4. Plante Moran
5. BNSF (BURLINGTON NORTHERN SANTA FE CORP)
6. Kroger & Co

- Sogeti I&D Nordics/Sweden

1. AlfaLaval
2. Alleima
3. Umeå Kommun
4. Assa Abloy
5. Essity
6. Securitas
7. KAPPAHL

- Sogeti France

1. SNCF
2. Sanden
3. Chanel
4. EuroAirport
5. Engie

- Sogeti Ireland

1. Bord Bia
2. Bus Eireann
- <sup>81</sup>3. Dublin Bus
4. Irish Rail



# Proposed PILOT- Power BI Data Mart/Semantic model pilot

## LEVERAGE CAPGEMINI ACCELARATOR + MICROSOFT FUNDING TO ACCELERATE VALUE CREATION VIA WORKSHOP-IN-A BOX CLIENT SESSIONS

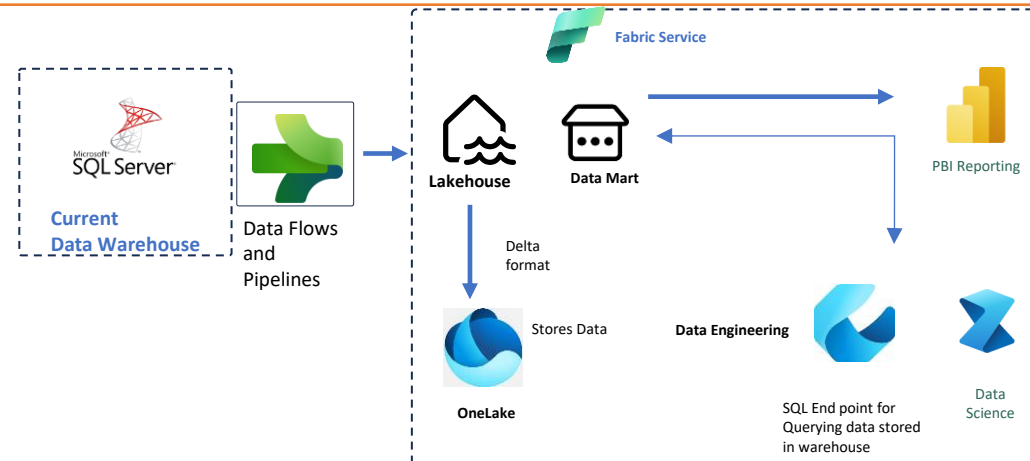


### DISCOVER

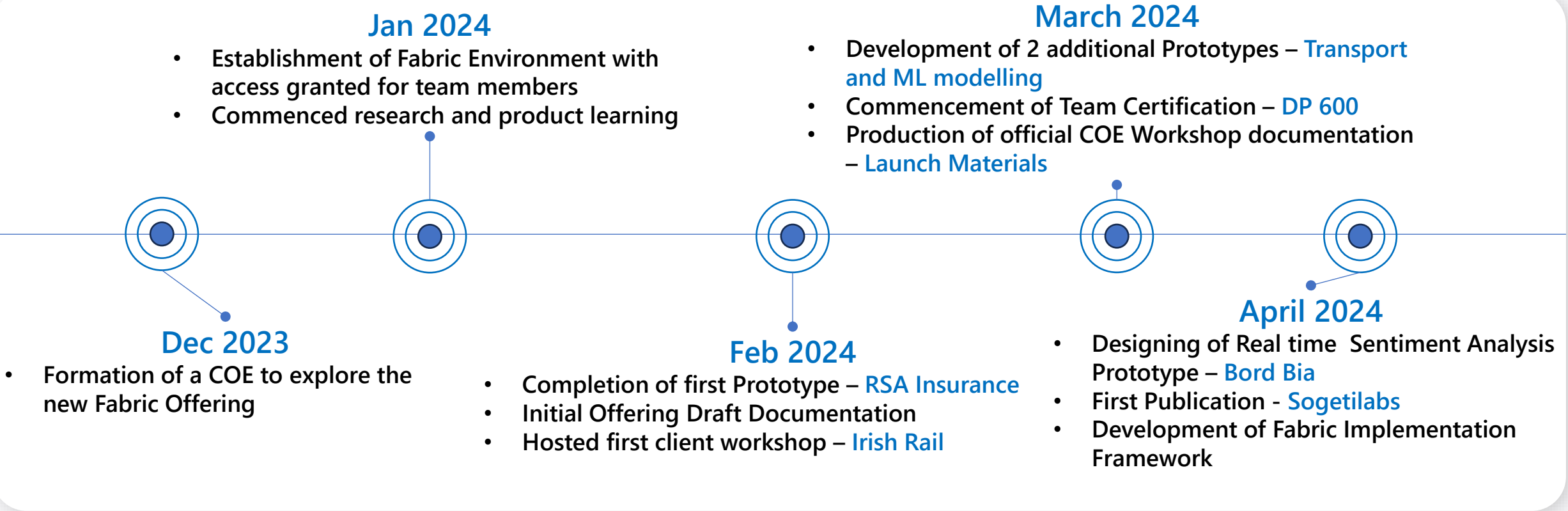
### DEFINE

### DEVELOP

<b>Tasks</b>	<ul style="list-style-type: none"> <li>Review of Current Landscape</li> <li>Kickoff Discovery Workshop - includes SWOT and Readiness Analysis</li> <li>Identify the use case for MVP</li> <li>Self-service Readiness and Governance Workshop</li> <li>Define Pilot Objectives with stakeholders</li> <li>Semantic Data Model Design workshops and finalization</li> </ul>	<ul style="list-style-type: none"> <li>Data Analysis and Profiling</li> <li>Design Data model in Fabric Datawarehouse/Data Mart with Data practitioners</li> <li>Define Inventory of MVP dataset parameters</li> <li>Design and Build Data flows and Data pipelines</li> <li>Build Fabric Datawarehouse/Data Mart</li> <li>Design Power BI Report template and Develop 1 PowerBI Dashboard</li> </ul>	<ul style="list-style-type: none"> <li>System Testing(SIT)</li> <li>Functional Testing</li> <li>UAT</li> <li>Deploy and Release</li> </ul>
<b>Outputs</b>	<ul style="list-style-type: none"> <li>Definition of the Fabric MVP(Require signoff)</li> <li>Microsoft Fabric Configuration Setup</li> <li>Inventory of datasets and data gaps</li> <li>Team Access and Setup</li> </ul>	<ul style="list-style-type: none"> <li>Semantic Data model sign-off</li> <li>Successful source Connections</li> <li>Build and Unit Testing Complete</li> </ul>	<ul style="list-style-type: none"> <li>UAT sign-off</li> <li>Successful Fabric components deployed</li> <li>Architectural /Design Recommendations based off MVP</li> </ul>
<b>Assumptions</b>	<ul style="list-style-type: none"> <li>Microsoft Fabric access will be provided by the client.</li> <li>Client will help in planning MVP</li> <li>Business will provide list of users to invite to workshop</li> </ul>	<ul style="list-style-type: none"> <li>One Semantic Model</li> <li>Client provides Feedback loop</li> </ul>	<ul style="list-style-type: none"> <li>10 ETL Data Pipelines</li> <li>Use existing PowerBI Reports</li> <li>List of Development recommendations while deploying</li> </ul>
<b>Required Persons:</b>	<ul style="list-style-type: none"> <li>Stakeholders</li> <li>Solution Architect</li> </ul>	<ul style="list-style-type: none"> <li>Client SMEs for vetting and approvals as needed</li> <li>2 Data Engineers and Solution Architect</li> </ul>	<ul style="list-style-type: none"> <li>Data Engineers and Tester</li> <li>Client UAT personnel</li> <li>Key Development members present for knowledge handoff</li> </ul>



# Sogeti Fabric CoE Journey



## Team Activities

Weekly Contact with Colleagues

Research and Development

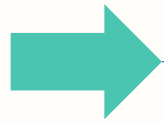
Design and Document

Support Account & Sales





# Fabric – Sogeti Readiness Framework





# IDEA FABRIC

## The Strategic Customer Dimensions



### DATA AS A PRODUCT

- Discoverability - enabling users to easily find and consume trusted "data products".
- Serving data products for re-use and inter-operability.
- Promote and certify data sets to support a "data product marketplace".

### DOMAIN ORIENTATED OWNERSHIP

- Citizen analysts to discover, develop and own data products by Self service.
- Enable the de-centralised domain driven ownership
- Democratisation of data & analytics

### FEDERATED COMPUTATIONAL GOVERNANCE

- Enabling policies concerning standardisation, security and compliance
- Shift governance from a centralised to a federated approach.
- Master data management enabled.

### ADVANCED ANALYTICS

- Data preparation to model deployment
- Optimize operations, and ML Pipelines with large predefined templates
- Share and promote data, models, and results

## SELF-SERVE COMPLETE ANALYTICS PLATFORM






Next generation service lowering barriers to adoption and enabling democratisation of data & analytics

# IDEA FABRIC | MS ROADMAP



## Path to Microsoft Fabric

Applicable for new and existing customers

Migration Scenario		Pattern	Solution	Availability
	#1 Lake-only	Using ADLS G2, Synapse Spark and/or Azure Databricks (external tables) for entire (>99%) implementation.	ADLS G2 Shortcuts for either Tabular or File data.	
	#2 Lake-first with SQL code	<ol style="list-style-type: none"> <li>Using ADLS G2, Synapse Spark and/or Azure Databricks for most of implementation.</li> <li>Some of implementation on Synapse SQL Dedicated Pools.</li> </ol>	<ol style="list-style-type: none"> <li>ADLS G2 Shortcuts for data lake.</li> <li>Synapse G2-to-Fabric SQL code migration tool for SQL.</li> </ol>	<ol style="list-style-type: none"> <li>ADLS G2 Shortcuts ready to use.</li> <li>Synapse G2-to-Fabric code migration tool coming soon.</li> </ol>
	#3 DW-first	<ol style="list-style-type: none"> <li>Using Synapse SQL Dedicated Pools for most of implementation.</li> <li>Some of implementation on ADLS G2, Synapse Spark and/or Azure Databricks.</li> </ol>	<ol style="list-style-type: none"> <li>Mounting for DW replication. Synapse G2-to-Fabric SQL code migration tool.</li> <li>ADLS G2 Shortcuts.</li> </ol>	<ol style="list-style-type: none"> <li>Mounting and Synapse G2-to-Fabric code migration tool coming soon.</li> <li>ADLS G2 Shortcuts ready to use.</li> </ol>
	#4 Azure PaaS DBs + CDW migration	Using a CDW	Mounting for data replication and Specialty Partners for code migration.	Mounting coming soon. Code migration dependent on Partner timelines.
	#5 External DWA migration	Using DWA	Specialty Partners for data and code migration from Appliance to Fabric.	Migration dependent on Partner timelines

**IDEA**

**Fabric  
Foundation**

