



**Azure AI Consulting
Services
Managed Services**

dedalus
mais que cloud computing

Institutional



Who We Are

- Dedalus is a leader* in Services for companies that use Cloud Computing and Data.
- A pioneer in the sector, we have partnerships with the largest providers in the world - AWS, Microsoft, Oracle and Snowflake.
- We have been working with Cloud Computing since 2009, accumulating knowledge and experience with the migration and management of thousands of environments.
- Highly specialized team and strong investments in training.
- Complete portfolio of multicloud services to support companies at all stages of their journey, from planning, architecture, migration to ongoing management of cloud and data operations.

* ISG Provider Lens™ Public Cloud Services & Solutions; Frost Sullivan, Latin America Managed Public Cloud Service Providers.

 **+US\$ 200M**
Contracts

 **US\$ 100M**
Revenue (2023E)

 **170**
Employees

 **+300**
Certifications

+850 
Active Customers

 Presence in
**Argentina,
Brazil and Chile**

Our Purpose

We connect companies, people and technologies, cooperating for them to explore their maximum potential.



Our Waves



Integration

- Sun
- UNIX/RISC
- Storage
- Development
- Support
- Professional Services



Datacenter

- Hosting
- E-commerce
- Projects
- Managed Services



Outsourcing

- Support
- ServiceDesk
- Development
- Management



Cloud

- Managed Services
- Cloud Services Broker
- Edge Computing
- Professional Services
- Cloud Services



Data

- Managed Services
- Professional Services

Partnerships

We are a **Premier Partner** and have the **Managed Service Provider (MSP)** competency audited and recognized by AWS and Microsoft.

Our high level of partnership and specialization demonstrates and attests to our focus, technical capacity and excellence in execution.

We **represent our customer** and use a **neutral perspective** to determine the most appropriate cloud technology for everyone's needs.



- Solution Provider
- Managed Service Provider
- Public Sector Solution Provider

- Well-Architected Partner Program
- Migration & Modernization Services Competency





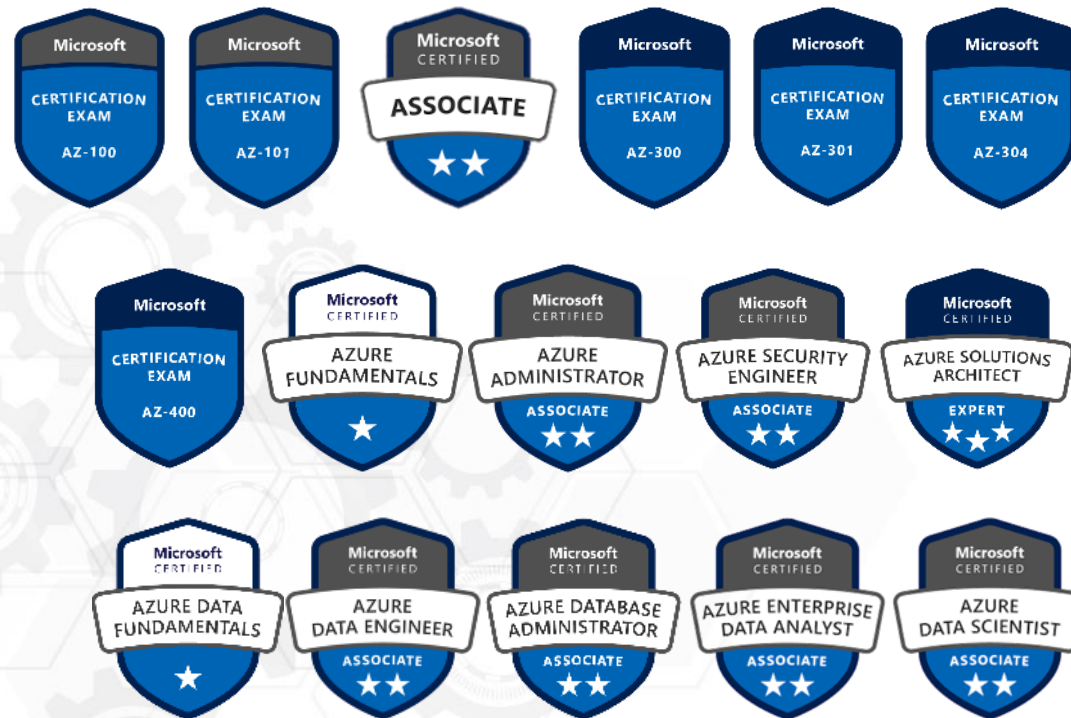
Our Team

We have a highly **qualified technical team** due to knowledge and experience acquired with the migration and management of thousands of environments.

Our team could deliver the customer's journey through the cloud with excellence, from planning, architecture, migration and continuous management of these environments.

Azure Specializations

We are a Premier Partner, we have 2 specializations and we have the Managed Service Provider (MSP) competency audited and recognized by Microsoft since 2018.



Infra and Database Migration to Microsoft Azure



Adoption and Change Management



Microsoft Teams



Leadership Recognition

“Dedalus has positioned itself as a pure player with end-to-end capabilities with the most relevant Cloud Providers, creating a unique growth strategy for cloud managed services.”



*Renato Pasquini
Research Director
Frost & Sullivan*

“Dedalus offers management to major operations cloud with automation complete and panels integrated services.”



*Pedro Bicudo Maschio
Leader Analyst
ISG*

“When the theme is Cloud, Dedalus is always on vanguard offering services and acculturating the market Brazilian and Latin American better use and management of contracted resources.”



*Anderson Figueiredo
TIC Consultant*

“Dedalus continues to be a prominent company in the Brazilian market between the service providers managed in Azure.”



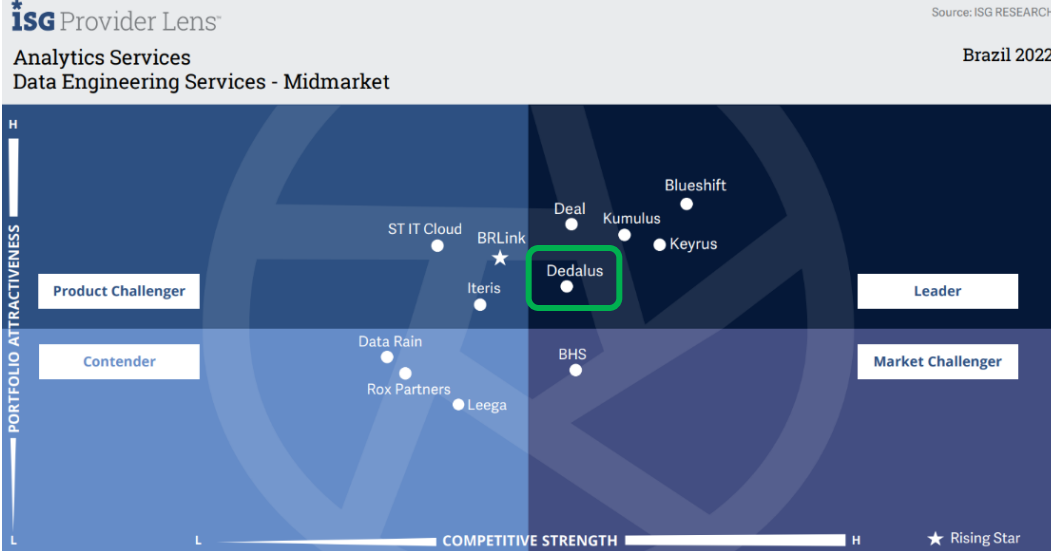
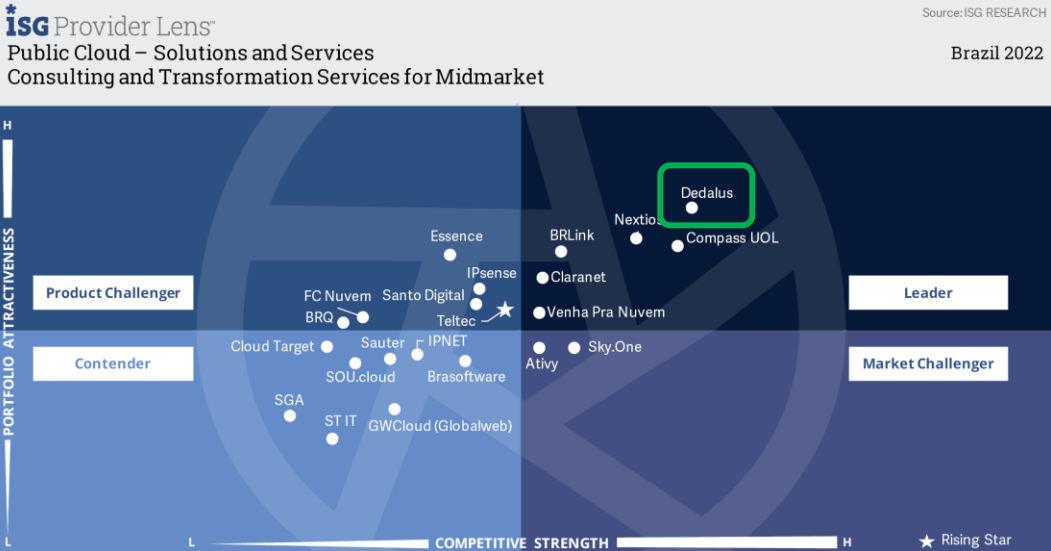
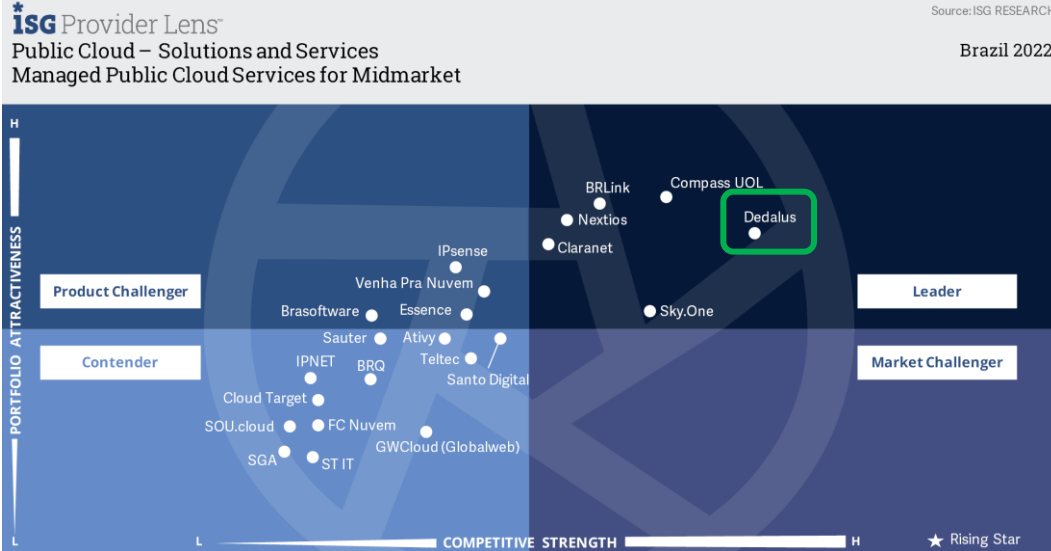
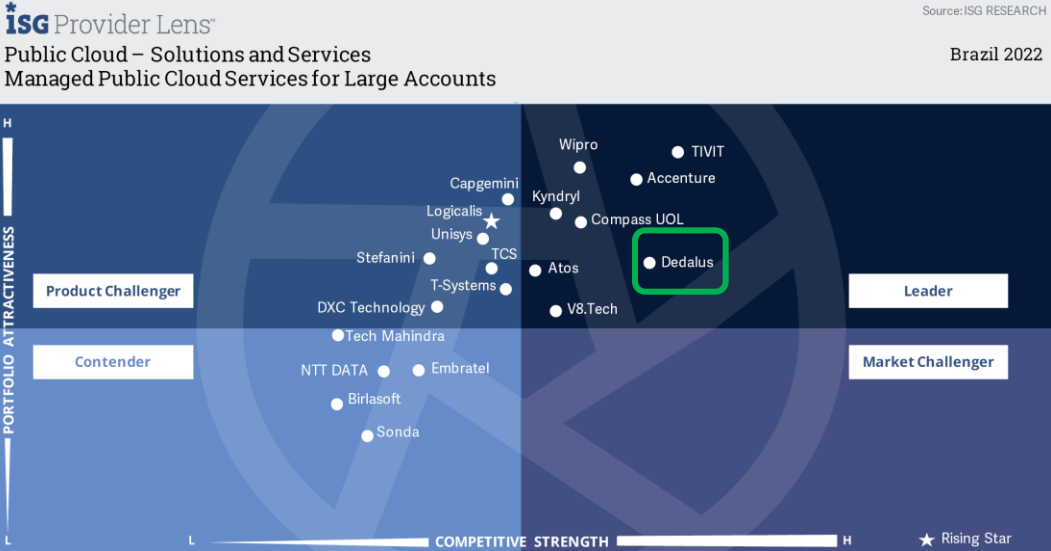
*Mauricio Ohtani
Leader Analyst
ISG*

“Dedalus presents wide experience with the public clouds and successful cases in Snowflake.”



*Marcio Tabach
Leader Analyst
ISG*

Leadership for 5 years



ISG Provider Lens 2022 Quadrant
Microsoft Ecosystem Partners
Managed Services for Azure - Large Accounts
Leader, Brazil

ISG Provider Lens 2022 Quadrant
Microsoft Ecosystem Partners
Office 365 - Modern Workplace - Large Accounts
Leader, Brazil

ISG Provider Lens 2022 Quadrant
Future of Work - Solutions & Services
Workplace Strategy Transformation Services
Leader, Brazil

ISG Provider Lens 2022 Quadrant
AWS Ecosystem Partners
AWS Consulting Services
Leader, Brazil

ISG Provider Lens 2022 Quadrant
AWS Ecosystem Partners
AWS Migration Services
Leader, Brazil

ISG Provider Lens 2022 Quadrant
AWS Ecosystem Partners
AWS Data Analytics & Machine Learning
Leader, Brazil

ISG Provider Lens 2022 Quadrant
AWS Ecosystem Partners
AWS Managed Services
Leader, Brazil

ISG Provider Lens 2022 Quadrant
Next-Gen Private/Hybrid Cloud
Managed Services - Midmarket
Leader, Brazil

ISG Provider Lens 2022 Quadrant
Analytics Services
Data Engineering Services - Midmarket
Leader, Brazil

A photograph of three business professionals in a meeting. A woman on the left is gesturing with her hands while speaking. A man in the center, wearing glasses and a dark blazer, is smiling and listening. A woman on the right is also listening. They are seated around a table with papers, a pen, and a glass of water. The background shows a window with a view of a building. The image has a blue overlay.

Our Services

Data & AI Services Portfolio

Business

Intelligent Business Automation



Azure AI	RPA	BI	CoPilot	CoE
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Data/AI Management



Ingestion	Transformation	Data Modeling	Protection	CoE
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Data/AI Governance



Catalogue	Lineage	Standards & Quality	Metadata	CoE
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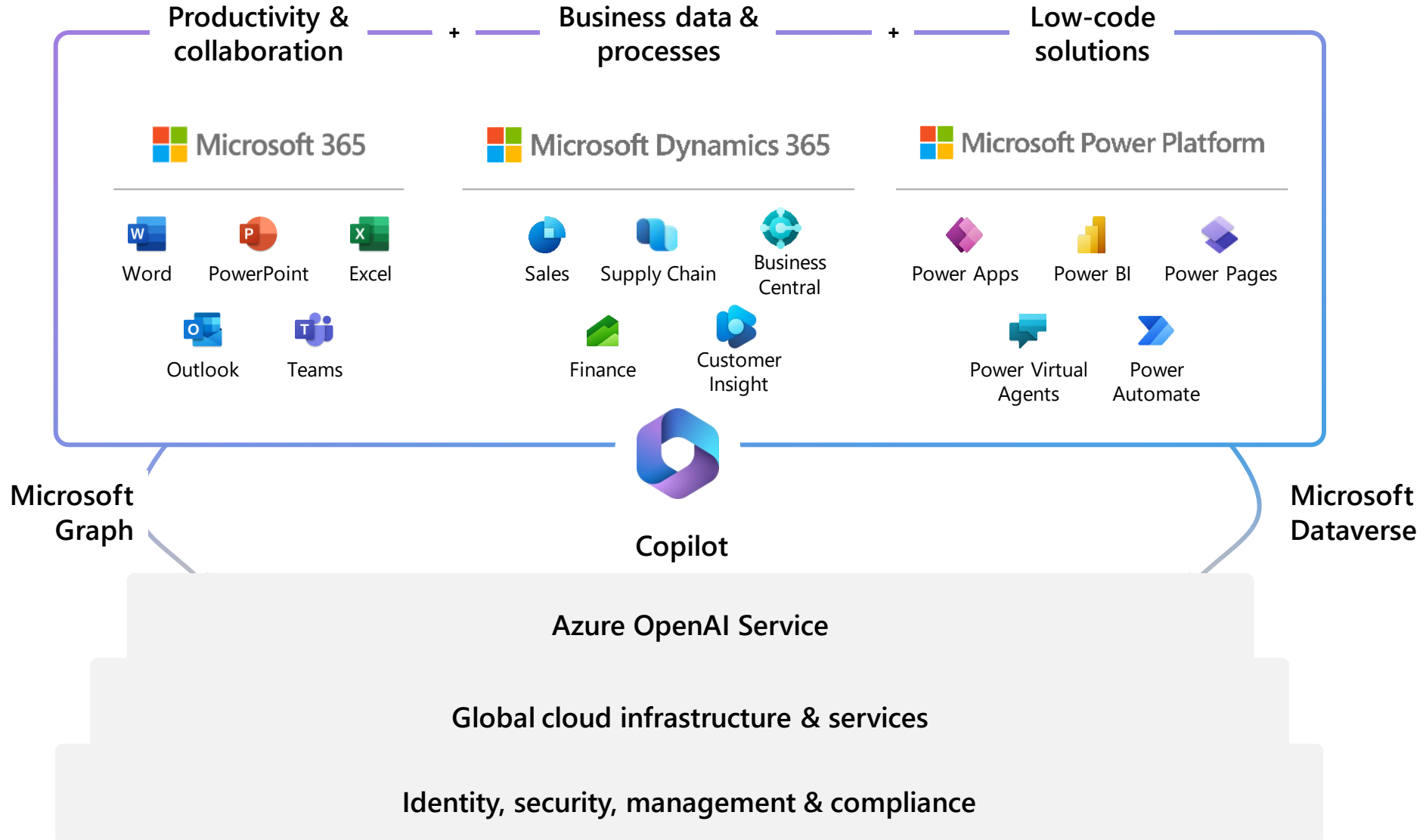
Intelligent Data Platforms



DataFinOps	Architecture	Migration	Modernization	CoE
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Core

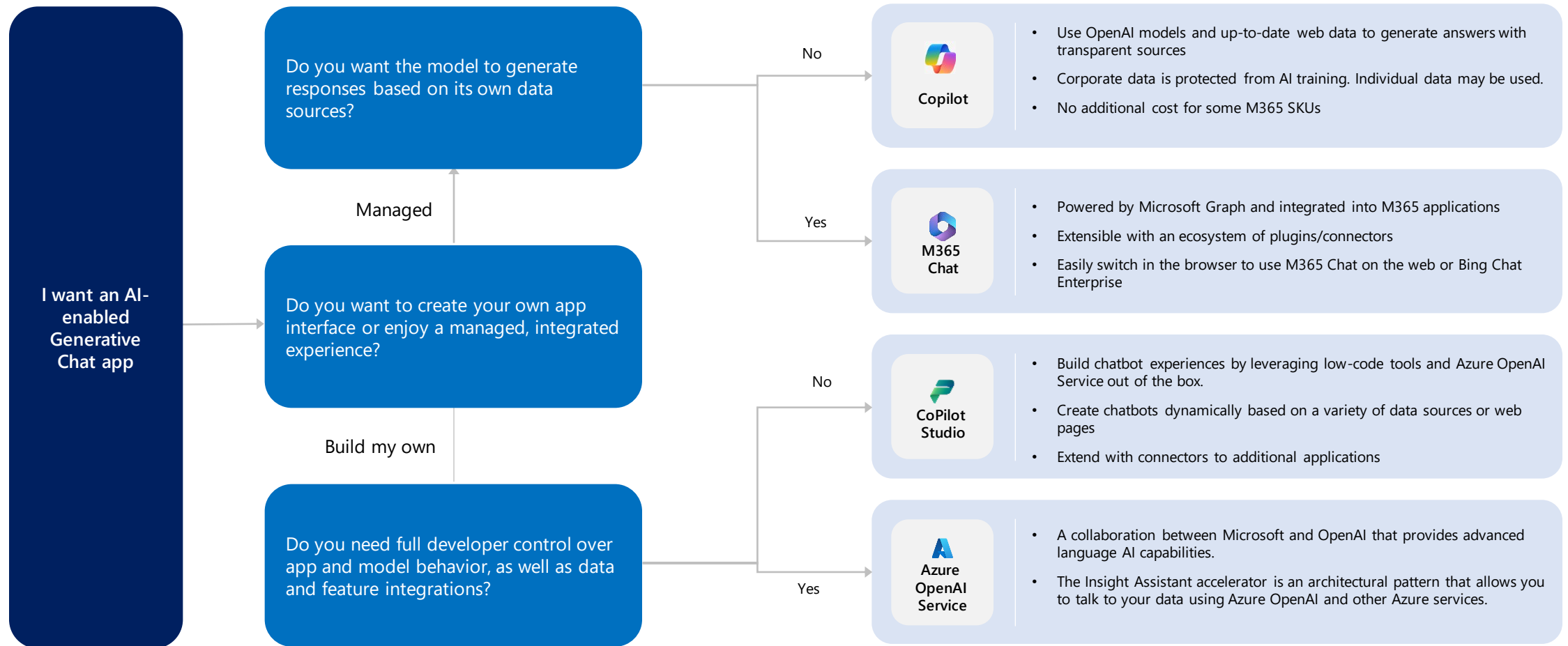
Plataforma Microsoft integrada ao OpenAI



OpenAI Offerings Comparison

✓ Yes	✗ No		OpenAI	Azure OpenAI
<i>Network Security</i>		<i>Virtual Networks</i>	✗	✓
		<i>Private Endpoints</i>	✗	✓
<i>Identity and Access Management</i>		<i>Azure RBAC</i>	✗	✓
		<i>Azure AD</i>	✗	✓
<i>Data Security</i>		<i>Encryption at Rest</i>	✓	✓
		<i>Encryption In Transit</i>	✓	✓
		<i>Data Sovereignty (region)</i>	✗ US only	✓
		<i>Logical Storage Isolation</i>	✗	✓
		<i>Customer Managed Keys</i>	✗	✓
		<i>Privacy Standards*</i>	✓	✓
		<i>Use Customer Data for Training*</i>	✗	✗
<i>Ethical AI</i>		<i>Content Moderator Controls</i>	✓	✓
		<i>Responsible AI Principles</i>	✓	✓
		<i>Content Moderator Opt-Out</i>	✗	✓
<i>Compliance</i>		<i>Standards/Certifications**</i>	✓	✓

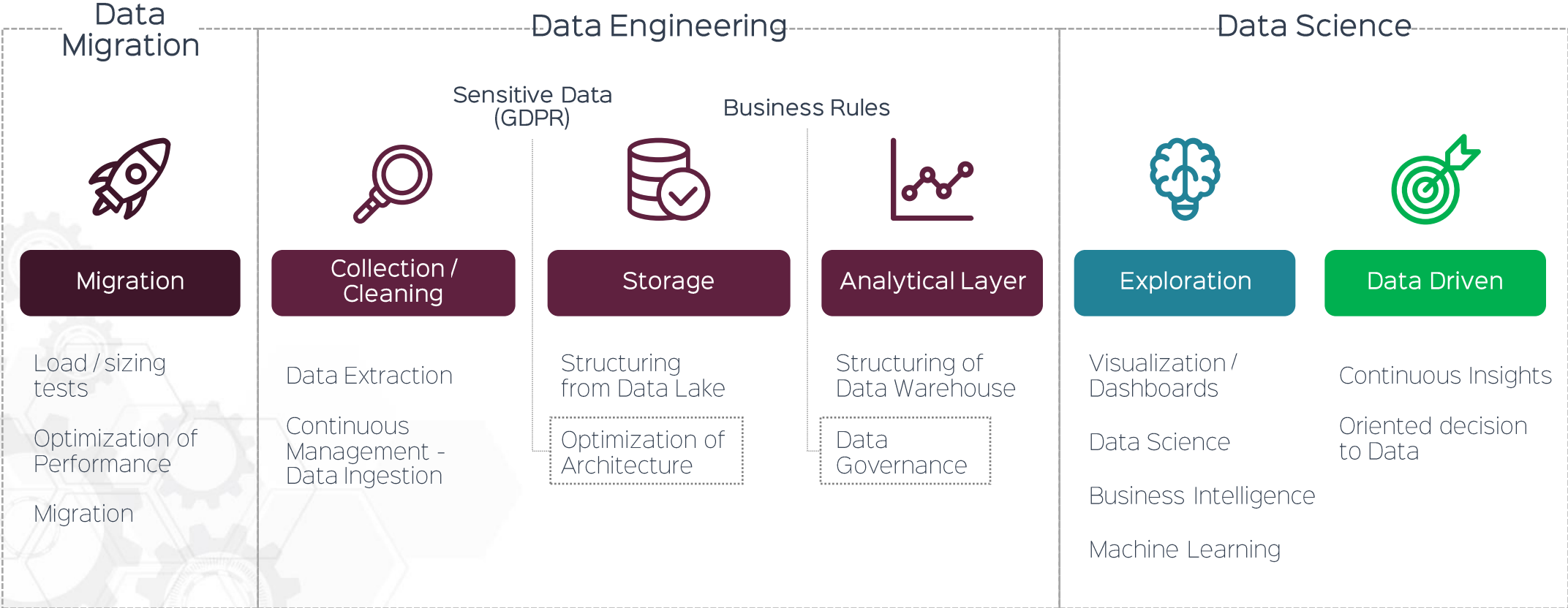
Ofertas de Chat do Azure OpenAI



A photograph of three business professionals in an office setting. A man with a beard is in the foreground, looking intently at a computer monitor. A woman is leaning in behind him, also looking at the screen. Another man is partially visible in the background, also looking towards the monitor. The image has a blue tint and a semi-transparent dark blue overlay at the bottom.

Data Services

Professional Services | Data



Dedalus Data Management

Dedalus Cloud Infrastructure Management

Main benefits



KPIs

Performance and operational capacity, turnover, productivity and performance, quality, CAC, churn and conversion.



Democratization of information

Ease of access to data for those who need to consume it and generate intelligence.



Governance

Agility, security, scalability and defined processes to provide access to data.



Dashboards

Ease of consuming and manipulating data to create views and share reports and graphs.



Reliability

Cleaning processes, ensuring data integrity and consistency.



Data driven decision

Support evangelism within the company to enable and empower users to get the most out of information.



Cost

Predictability of growth, labor, technologies and sustainability.



Centre of Excellence

Centre of Excellence Performance

Connecting, people and technologies cooperating to exploit their maximum potential.

- ✓ Comprised of a multidisciplinary team of specialists in cloud computing, AI / ML, DevOps, migration, databases, big data, Analytics and data visualization;
- ✓ Focus on Data & Analytics;
- ✓ Reference architectures implemented for demonstrations.



Ensure the success of your project and the best results with the support of those who understand more about cloud computing and data services in Brazil and Argentina.





dedalus
mais que cloud computing
www.dedalus.com.br