onex.group
professional services

Company profile and value proposition

onex.group

CentrumXP

CentrumXP cares about customers to have the best-suited licensing models to their business needs and expectations

- **MS licenses reseller** and CSP provider
- Basic and **Premium support** for subscriptions
- Microsoft Surface reseller

7x Microsoft Partner of the Year

8k+ Satisfied active customers

5M Azure Billed Revenue (USD)

100% Microsoft focus

18 YEARS
On the market

100+
FTEs

onex.group
Professional services

Digitization advisors with deep knowledge of Microsoft technology, speaking the language of business.

- **End-to-end cloud expertise** in implementation, migration & governance
- Partner in digital transformation with **change management** and adoption framework
- Certified Microsoft Professionals

Microsoft Solutions Partner
Data & AI
Azure

Microsoft Solutions Partner
Modern Work

Microsoft Solutions Partner
Security

Najlepsze Miejsca Pracy™
Great Place To Work®
POLSKA 2022

Areas of expertise

100% Focus on Microsoft cloud technologies

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Data & Analytics	Modern Work	Cloud & Cybersecurity	Application development

Gain more insights from data

Azure, Power BI

Efficient communication

Microsoft 365, Power Platform

Secure cloud environment

Microsoft 365, Azure

Digital transformation

Dynamics CRM, BC Azure

Cloud operations

Automations and operations

- CSP provider
- Azure & M365 Governance

- Cloud IaaS, containerization
- Migration to cloud

- Hybrid setups
- DevOps, IaaC and CI/CD

Azure   Microsoft 365   Dynamics 365   Power Platform

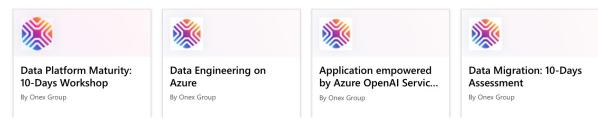# Data & Analytics Team – Value proposition

Deep expert knowledge gained in large enterprise data projects and big consulting companies

- **Modern Data Warehouse on Azure**

  - Architecture design and advisory (Datamart, MDW, Lakehouse, Data mesh)
  - End-to-end implementation (ETL/ELT, DB, BI)
  - Database migration to Azure cloud + assessment
  - Master Data Management

- **Data Visualization in Power BI**

  - Power BI tunning, audit or improvement
  - Tabular model design + performance optimization
  - Building impactful Power BI data Visualization
  - Successful adoption and governance

- **Advanced Analytics & ML**

  - Cognitive Services implementation (Azure OpenAI Service, Chatbot Solutions, Form Recognizer, Custom Vision)
  - Predictive analytics
  - Customer 360 (Churn, Scoring, Segmentation)

Way of working

- **Dedicated Data Framework** which improves our delivery speed and quality
- Focus not only on delivery but also conducting **whole project effective adoption** within organization and taking care about business justification.
- We look wider beyond our main competencies by **enriching solution by other technology domains** such as Modern Work, CyberSec or BizApps.
- D&A is capable to start small but finish with complex data transformation touching all business departments.

Offerings

Data Platform Maturity: 10-Days Workshop	Data Engineering on Azure	Application empowered by Azure OpenAI Servic...	Data Migration: 10-Days Assessment
By Onex Group	By Onex Group	By Onex Group	By Onex Group

Key Partnerships:

KONICA MINOLTA   **cluedin**   **databricks**

Modern Work Team – Value proposition

Our main goal is to boost productivity of end users by changing the way they communicate each other

- **Microsoft 365 implementations**
  - Hybrid workplace design and advisory to boost productivity
  - Microsoft 365 end-to-end implementation
  - Migration to Microsoft 365
  - Remote office + teams Calling
  - Microsoft 365 utilization improvement
  - Viva ecosystem for learning, goals and insights

- **Endpoint management & Virtualization**
  - Securing identities and endpoints
  - Intune adoption
  - Workstation virtualization

- **Process automations and low code applications**
  - Power Apps embedded on Teams
  - Intelligent document flow on Teams/SharePoint
  - Intranet design, implementation and adoption

Way of working

- **Changed management aligned with Prosci standards**
- **Experienced teams** with deep knowledge about infrastructure, azure AD and Microsoft 365
- We see great value with synergy between **Power Platform and Teams** – building low code application embedded on teams, could speed up internal communication and automate manual processes.
- **Customized workshop** to boost purchase of Microsoft 365 higher plans
- Active monitoring of solutions **adoption and utilizations**
- **Train the trainer** approach

Endpoint management workshop - Offering

Microsoft Endpoint Manager: 8-Hours Workshop

Onex Group

Microsoft 365   Device Deployment & Management   Identity & Access Management   Mobile Device Management

Pricing €790   Contact me

Teams calling partner

Cloud and Cybersecurity – Value proposition

Secure your digital future with the unbeatable combination of Cloud & Cybersecurity solutions

- **Migration to Azure**
  - Migration assessment with roadmap and recommendations
  - Azure architecture workshop
  - Workloads migration or modernization
  - Cloud Adoption Framework implementation
  - Azure FinOps strategy implementation

- **Cybersecurity Solution Assessment by Onex**
  - Free of charge risk assessment and SA qualification
  - Solution assessment of Microsoft 365 or Azure
  - Self-service phishing attacks by okkoala

- **Cybersecurity implementations**
  - Multi Factor Authentication configuration and implementation
  - Conditional Access
  - Logs analytics strategy and implementation
  - Data Loss Prevention strategy and implementation
  - Azure Sentinel, SOC

Way of working

- Experience in PowerShell scription, **Infrastructure as a Code** implementation
- **Cloud cost management** packaged into FinOps solution
- **Free of charge presales risk scoring + solution assessment** qualification is opening the doors for wider discussions
- **Constant customer education** about security mechanism, cyberattacks and its consequences
- Controlled phishing attacks

Assessment   Plan & Prepare   Execution   Monitoring

Strategic Partnerships:

NIGRIV
CYBERSECURITY

Application Development – Value proposition

- Digital transformation strategy
  - Business processes identification and mapping on proper solution
  - Architecture design to cover required workloads
  - Application modernization roadmap
- Dynamics CRM (Sales, Customer Insights..) & Business Central
  - System design and implementation with proper adoption in the whole organization
  - Licensing model adjustment to organization structure and real needs
  - Fast track and success by design approach
  - End-to-end project coordination
- Tailored made solutions
  - Microservices and containerization
  - Intelligent application empowered by cognitive services
    - Knowledge mining
    - Video analysis
    - Chatbot solutions
    - Azure OpenAI Service PoC

Way of working

- **Flexible cooperation models,** starting with classical fixed fee approach, through T&M and also subcontracting teams.
- Combination of development team with support team.
- **Agile approach** allow us to deliver valuable increments and reduce the risk on both sides.
- **Business advisory and understanding** in the area of CRM and ERP implementation is critical for successful implementation and further adoption.

Success by design as major concept in Dynamics based solution delivery

Initiate	Implement	Prepare	Operate
Get ready to start	Design & Build	Deploy	Live
Requirement Analysis	...	Testing & Acceptance	Solution health
Project Governance	Data Model Design	Go-live planning	Usage
Fit-gap analysis	Integration Design	User readiness	Maintenance
Customer-Kick-off	Solution Performance	Cutover planning	...
...	Security Model Design	...	Post Go-live
Solution Blueprint	Test Strategy	Go-live readiness	
	User Experience Design		
	Application Lifecycle Management Strategy		
	Data Migration Strategy		
	Gap Solution Design		
	Cutover Strategy		
	BI and Analytics Design		