



Azure Hybrid Solution

Workshops & POC Offer



Agenda

1. Azure Hybrid Solution: Workshop & POC
2. Case Studies
3. Noventiq Cloud Services Offerings
4. About Noventiq

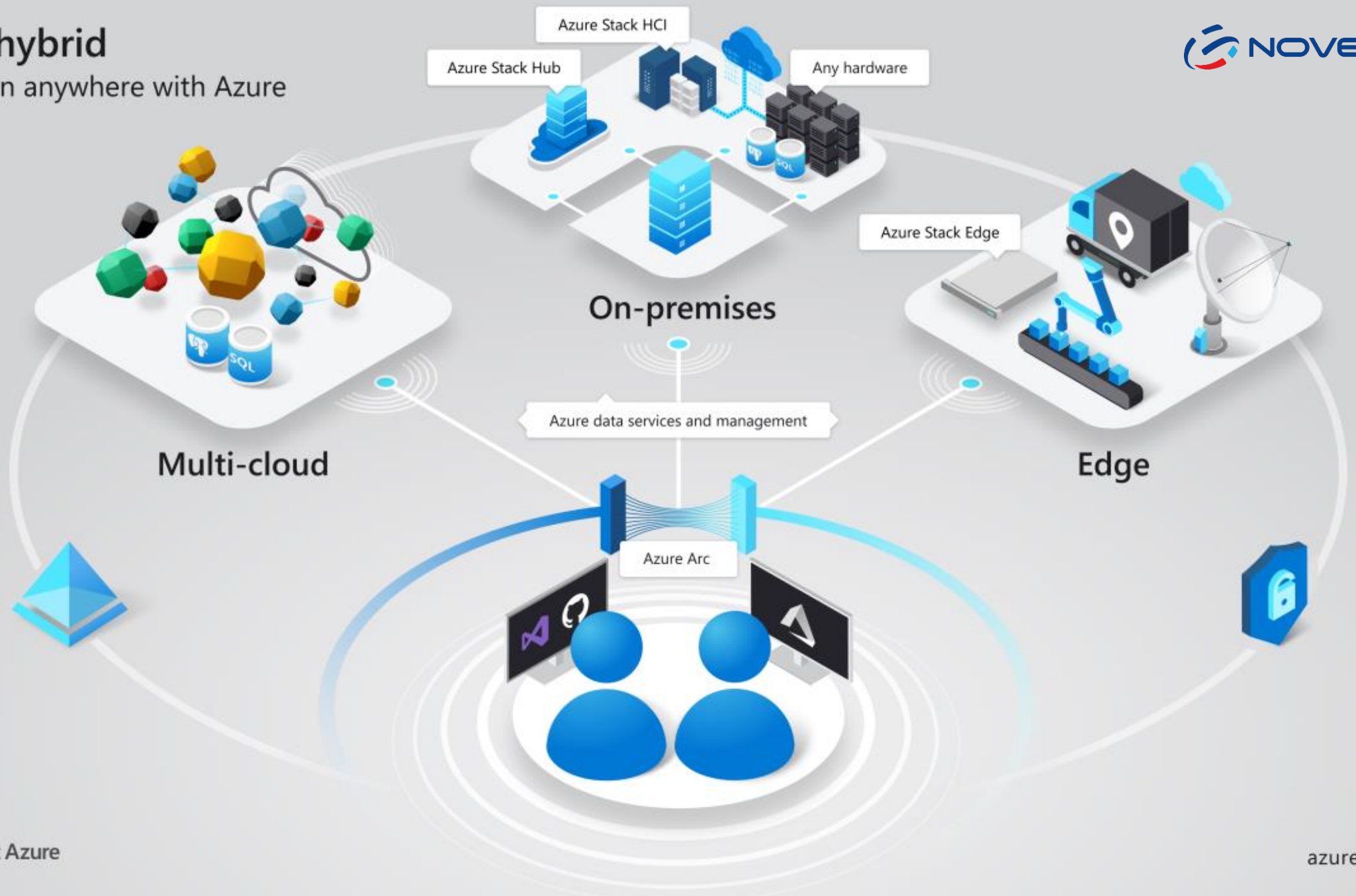


Reasons for a hybrid strategy

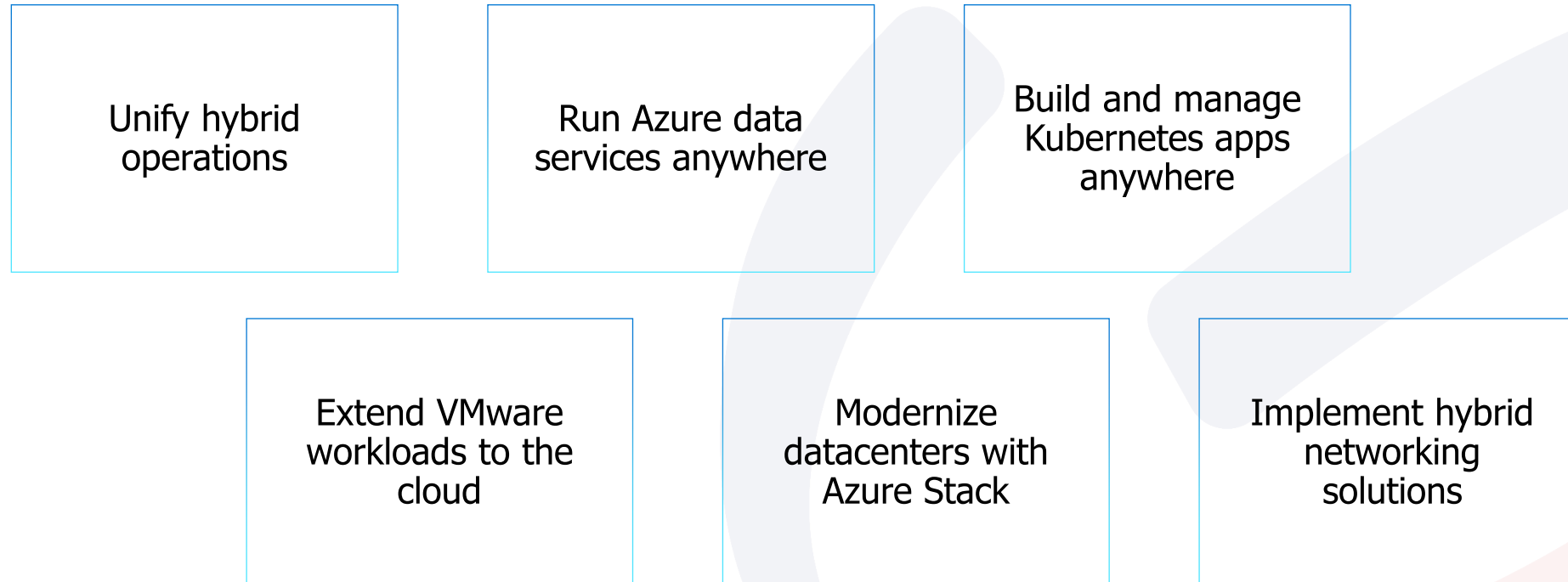
- Regulatory and data sovereignty
- Low latency and edge workloads
- Application and datacenter modernization
- Business continuity and resilience

Azure hybrid

Innovation anywhere with Azure



Get started with these hybrid scenarios today



What we offer?

Onboard an Azure Hybrid Solution Offer

Workshops

1-2 sessions
Include demonstrations & examples of best practices, followed by demo. You will dive deep into scenarios and tools to help you on your journey to cloud.

POC

We will ensure you of how this solution will work once it is deployed within your organization. POC can be geared towards a specific problem or scenario you are currently facing.

Next Phases

Implementation

In this engagement, we will provide expert guidance to execute the hybrid deployments.

- Assessment
- Landing Zone Setup
- Deployment

Stabilization

If you choose us to be your partner, we also offer Azure Cloud Managed Service and many other benefits. You can find a package that suits you best.

2 weeks

4 weeks

S PROJECT SUMMARY

- **Customer:** AIA Vietnam
- **Scope of Work:** Deploy Azure Stack HCI Cluster, Test and evaluate the effectiveness of Azure Stack HCI
- **Hardware:** 3 servers – Dell AX 650
- **Approach:** Assessment & POC

C PROJECT CHALLENGES

- Strict security & compliance requirements
- Project Personnel - high competence required, e.g., Solution Architect Expert, Senior Delivery Engineer to advise on hardware and cloud services.
- Onsite requirements to design, implement, and operate Azure Stack HCI infrastructure on premises
- Known issues occurred when deploying Azure Stack HCI Solution
- Azure Stack HCI and Azure Arc unique development with new features release



Customer: AIA



Insurance Industry

Country: Vietnam



18
Markets



17M+
Group insurance scheme members



40M+
Individual policies

A ACHIEVEMENT

- **Improved visibility:** gained greater visibility into the hybrid cloud strategy.
- **Increased security:** enhanced customer's security posture by enforcing consistent security policies across on-premises, and multi-cloud.
- **Greater agility:** increased agility by simplifying and accelerating resource deployment and management, leading to reduced time and resources.



S PROJECT SUMMARY

- **Scope:** Deploy Azure Stack HCI Cluster, Test and evaluate the effectiveness of Azure Stack HCI
- **Hardware:** 2 servers - Dell PowerEdge R740
- **Approach:** Assessment & POC



Customer: VinGroup Country: Vietnam



Insurance Industry



18 Markets



17M+ Group insurance scheme members



40M+ Individual policies

C PROJECT CHALLENGES

- Pressing schedule
- Strict security & compliance requirements
- Smooth collaboration among multiple client departments
- Specific expertise, direct support required
- Familiarization process with a complex on-prem infrastructure required
- Troubleshooting required due to known issues.
- Azure Stack HCI and Azure Arc unique development with new features release

A ACHIEVEMENT

- Gained customer's trust and demonstrated Noventiq's outstanding expertise
- Reassured client's buy-in.
- Obtained deep knowledge, extensive expertise in the deployment of Microsoft solutions
- Created more business leads.
- Brand promotion opportunities for Noventiq and Microsoft.



Noventiq Expert MSP Service Offerings

Noventiq Digital Transformation Services

Infrastructure Modernisation Services

Application Modernisation Services

Data Modernisation Services

Cloud Readiness Assessments, Solution Design and Planning

- Infrastructure Migration (*Lift'n'Shift*)
- Greenfield Infrastructure Deployments
- Virtual Desktop Services
- Cloud DR Deployments
- Azure Labs Services
- VM Based 3rd Party Solutions
- SAP on Azure

- DevOps Practice Setup
- Microservice Serverless Architecture Solution
- Source Code Management
- Cloud Application Development
- Application Migration
- Application Containerization
- CI/CD Pipeline Management
- Application Orchestration

- Data Solution Design
- Data Migration Services
- Data Service Deployment
- Data Pipeline Configurations
- Data Consolidation Services
- Data Service Integration
 - ✓ Data Analytics Services
 - ✓ IOT & Stream Analytics
 - ✓ AI & ML Services
- Data Visualisation Services

Noventiq Cloud Operations Services

Manage

Govern

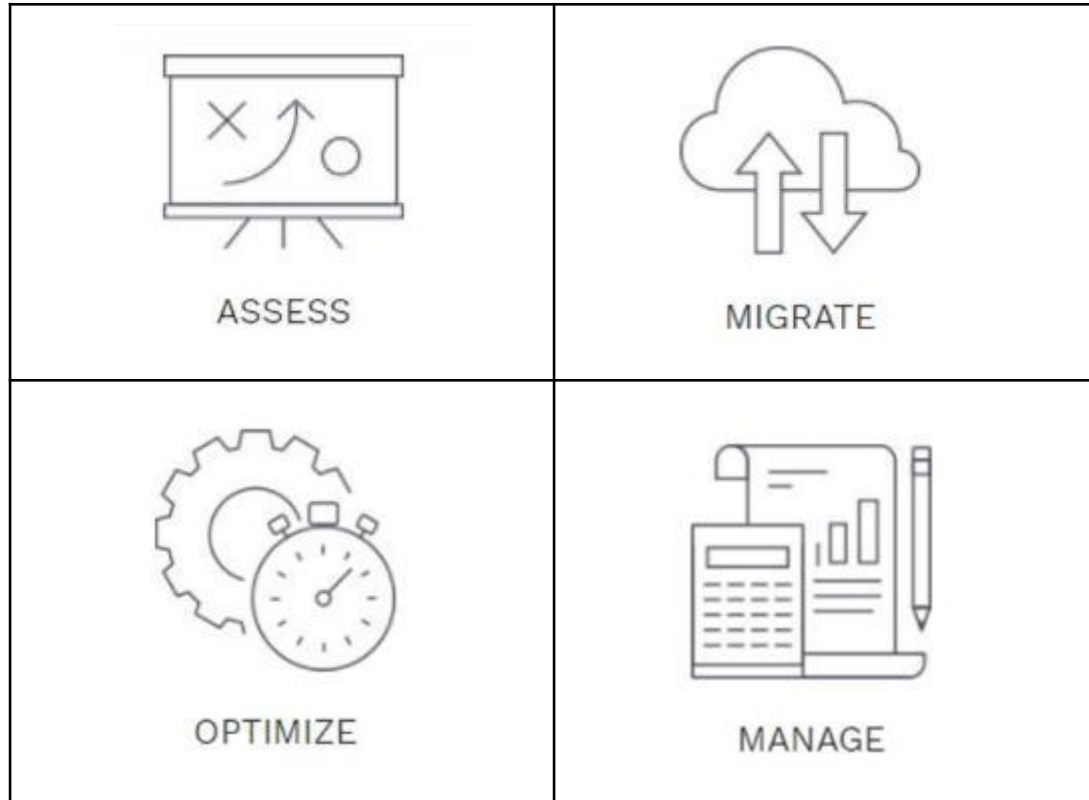
Cloud Health Check Services

- 24x7 Infra., Apps, DB & Monitoring Services
- Managed Configuration
- Managed Operating System
- Managed PaaS services.
- Managed Backup & DR
- Managed Spend
- Managed Databases
- Managed Network
- Managed Security
- Managed Compliance
- Managed Virtual Desktop

Agile Project Management Framework

ISO Compliant Delivery Processes & Framework

Noventiq Cloud Services Lifecycle



- ▶ MSP provides Cloud Services and Automation tools that span the full customer lifecycle – assess, migrate, optimize and manage workloads.

MSP enables hybrid cloud in heterogeneous IT environments with our innovative software integration tools.

MSP has a specialized bench with deep Cloud and Data Center expertise to work hand-in-hand with partners to fill gaps.

Noventiq Cloud Services Span Customer Lifecycle

	Assess	Migrate	Optimize	Manage
Instant portfolio expansion	Cloud Planning and Strategy Workshops	Greenfield projects, Virtual Desktops	Cloud Design, Backups, Monitoring, Disaster Recovery	Flexible support models
Access to expertise and tools	Workload Placement & AWS, Azure Assessments	App migrations to, from and within public, private, hybrid cloud	Automation services to deploy private/hybrid cloud infrastructure	Single service portal includes Service Desk, Support and Maintenance
White label option for partners	Next generation data center transformation	Old Database to New Database Migration	Integration services to/from ITSM, ITOM, and Automation platforms	Manage assets deployed across public and private cloud environments
Enhance "trusted advisor" status with customers	VMware optimization and upgrade assessments	On-prem-to-Cloud, Cloud-to-Cloud, Azure-to-Azure	VMware Implementations	End-to-end across apps, middleware and databases
Grow margins				

Our values: what you can expect from us

1. Leadership

We strive to be No.1 in the key lines of our business. We take full responsibility for our promises and actions

2. Customer focus

We create business value for our customers. We are focused on understanding and solving their issues, and helping them with the next step in their digital transformation

3. Teamwork

The team's success is everyone's success. We are one global team, and we offer our employees long-term partnership

4. Innovation

We know and anticipate market trends. We make substantial investments in cutting-edge technologies and innovative solutions. We make sure that we get the most value from technology

5. Responsible business

We support the sustainable use of the environment and development of societies. We observe laws and business ethics. We respect the traditions of every country where we operate. We are passionate about and committed to maintaining high ESG standards



We deliver actual digital transformation – not just tech

Technology Megatrends & Components



100s Vendor Partners

Connected by Noventiq solutions & services with

c.75,000 Customers



- New business and consumption models
- New technologies and offerings
- The need to understand customer requirements
- The need to support the installed base
- The need to go the final mile







Software & Cloud Hardware Services

Sales, Support, Implementation, Training,
Marketing, Payments, Compliance,
Technical & Business Expertise,
Engineering & Talent, R&D,
Systems Integration

Digital Platform



- Digitally transform at scale
- Bring new solutions into the existing landscape
- Streamline procurement & processes
- Secure enterprises & ensure compliance
- Access talent

Why Noventiq? Six reasons

- 1** Recognized by customers, vendors, and market experts as a reliable, proficient and highly-qualified **Digital Transformation & cyber security market leader** with 25+ years of experience
- 2** **One point-of-contact for all IT needs** to solve all technology problems, to build multi-vendor solutions & receive support, and to ensure success in even the most complex transformation projects
- 3** Always on hand. **We know what to do next and we can.** We speak your language in almost 60 countries and in almost 50 cities
- 4** **Our own platforms, innovation, knowledge & experience** available to customers to accelerate their Digital Transformation
- 5** Our advanced vendor relationships translate into tangible **business value during transformation**
- 6** The **best talent in the industry,** thanks to our unique long-term employee-partnership approach

Noventiq is a leading Microsoft partner

Noventiq is a leading global solutions and services provider in digital transformation (DX) and cybersecurity. We specialize in multi-cloud environments with a focus on Microsoft technology, coupled with expertise in software, proprietary services and solutions. We offer customers a comprehensive portfolio of Microsoft cloud services alongside our own services for transformation, management, security and modernization.

25+
Years of
collaboration

600+
Microsoft Certified
Professionals








One of 10
Microsoft globally managed
partners worldwide

Best licensing practices
LSP authorization in 36 countries
CSP authorization in 50+ countries
SPLA reseller for 8 years

Microsoft Partner of the Year

					2021
					2022
					2023

Noventiq is a trusted partner in Microsoft AI Cloud Partner Program with all 6 Solution Designations and deep solutions expertise supported by Azure Expert MSP status and 12 Advanced Specialization in Azure, Security, Modern Work and Business Applications solution areas.

 Microsoft Cloud	 Infrastructure Azure	 Data & AI Azure	 Digital & App Innovation Azure	 Security	 Modern Work	 Business Applications
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Microsoft Partner | Azure Expert MSP


Since 2019

Azure
Advanced Specializations:

- Infra and Database Migration to Microsoft Azure
- Microsoft Azure Virtual Desktop
- Kubernetes on Microsoft Azure

Security
Advanced Specializations:

- Cloud Security
- Identity and Access Management
- Threat Protection
- Information Protection and Governance

Modern Work & Business Applications
Advanced Specializations:

- Adoption and Change Management
- Calling for Microsoft Teams
- Meetings and Meeting Rooms for Microsoft Teams
- Teamwork Deployment
- Modernize Endpoints
- Microsoft Low Code Application Development