



Span Cloud Services

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About Span

- **Digital Solution Provider** company, based in Croatia, with offices in Slovenia, UK, USA, Azerbaijan, Switzerland, Ukraine and Germany
- Since **1993**, we design, develop and manage **IT systems** based on Microsoft technologies
- Thousands of customers in **100** countries on **5** continents
- **Microsoft Gold Certified Partner** with **LSP** status for EU/EFTA/Ukraine/Azerbaijan + BS and CIS



ISO 9001
Quality
Management
System



ISO 27001
Information
Security
Management



ISO 20000
IT service
Management
Standard



500+ employees



€48 mil revenues in 2018



>15% growth YoY



+10,000/mo resolved incidents
and customer requests



58% of international revenues



60+% of recurring
revenues



Leading **Microsoft**
partner in the region



4 major operational segments:

- Solution Consulting Services (Infrastructure)
- Service & Solution Management (Support)
- Software Solutions (Software Development)
- Software Asset Management and Volume Licensing



Span Microsoft Competencies

As a respectable partner that Microsoft has chosen for collaboration, development and testing of their products, we expanded our expertise to all existing Microsoft solutions, most recently with a special emphasis on Microsoft Office 365 in combination with the Microsoft Windows Azure.

Microsoft Partner



- Gold Cloud Productivity
- Gold Cloud Platform
- Gold Enterprise Mobility Management
- Gold Security
- Gold Small and Midmarket Cloud Solutions
- Gold Data Platform
- Gold Data Analytics
- Gold Messaging
- Gold Application Integration
- Gold DevOps
- Gold Communications
- Gold Application Development
- Gold Collaboration and Content
- Gold Datacenter
- Gold Windows and Devices
- Gold Project and Portfolio Management
- Silver Cloud Business Applications

Certificates are important to us because they prove personal and organizational competencies and strength to implement and support specific technologies.

Business Challenges



IT Perspective

- Need more speed, agility and better performance for IT assets
- Unable to scale and extend IT infrastructure in the future
- Drive innovation while simultaneously managing day-to-day operations
- Infrastructure is extremely complex and difficult to manage



Business Perspective

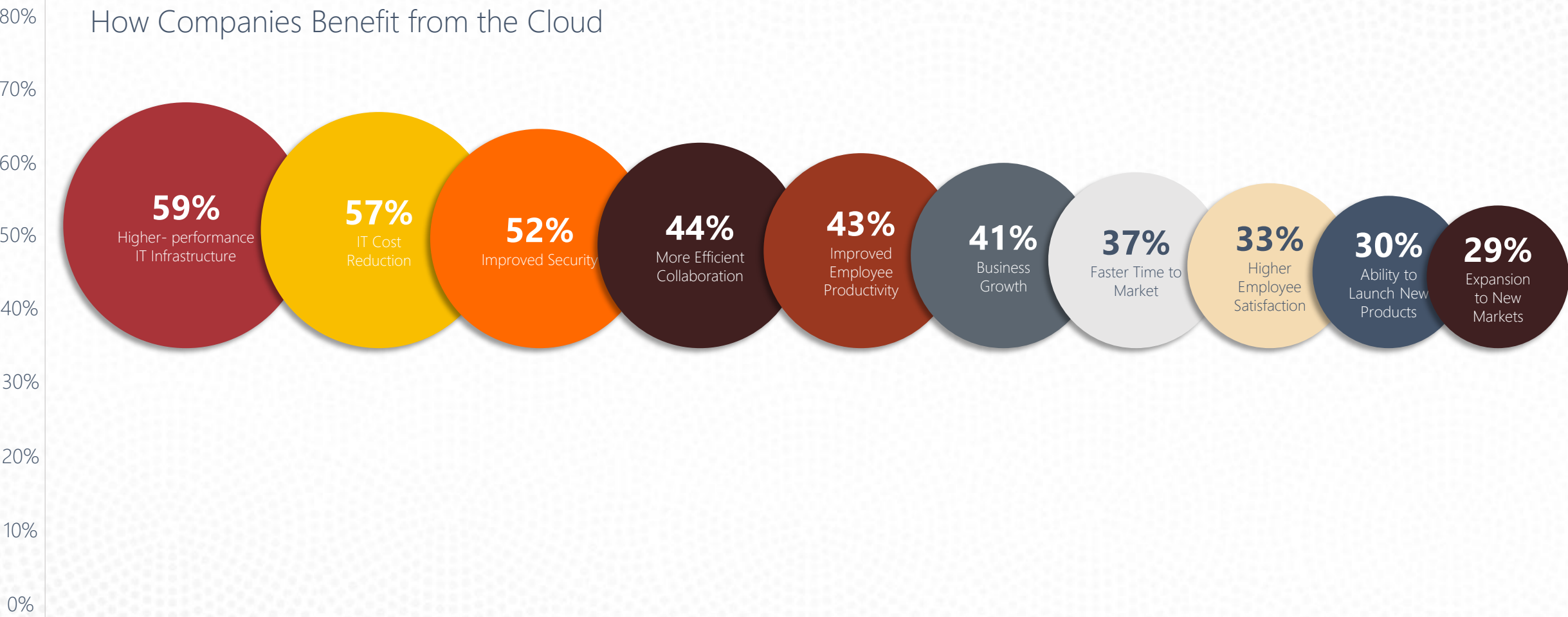
- Limited capital budget required to keep IT environment up-to-date
- Ability to drive market change quickly
- Respond to user needs as a key measure of customer engagement
- Ensure performance and reliability for business continuity



Security Perspective

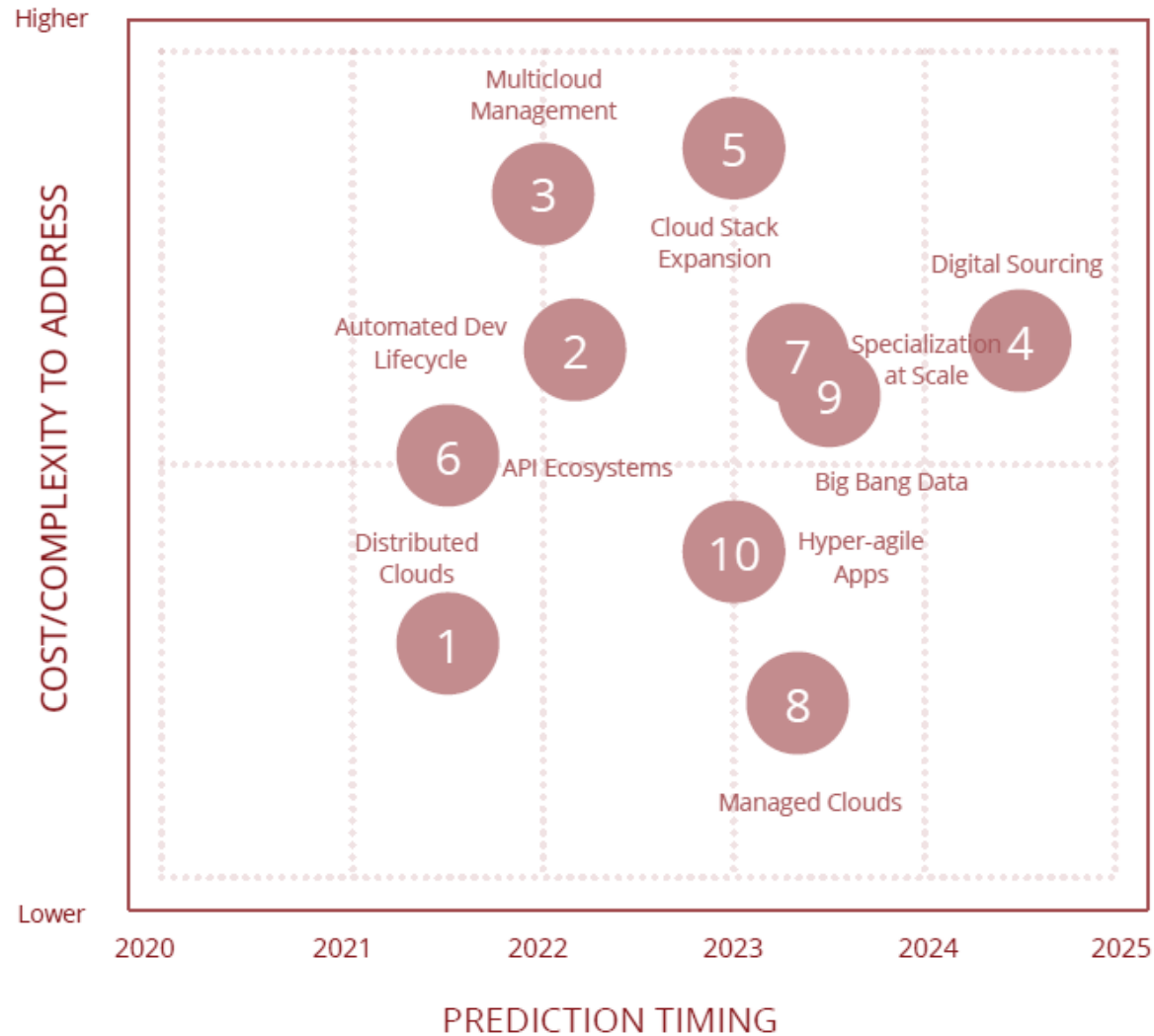
- Meet legal requirements for data sovereignty
- How do I verify that my critical systems are not changed?
- Guard my IT assets against data breaches

Business Benefits



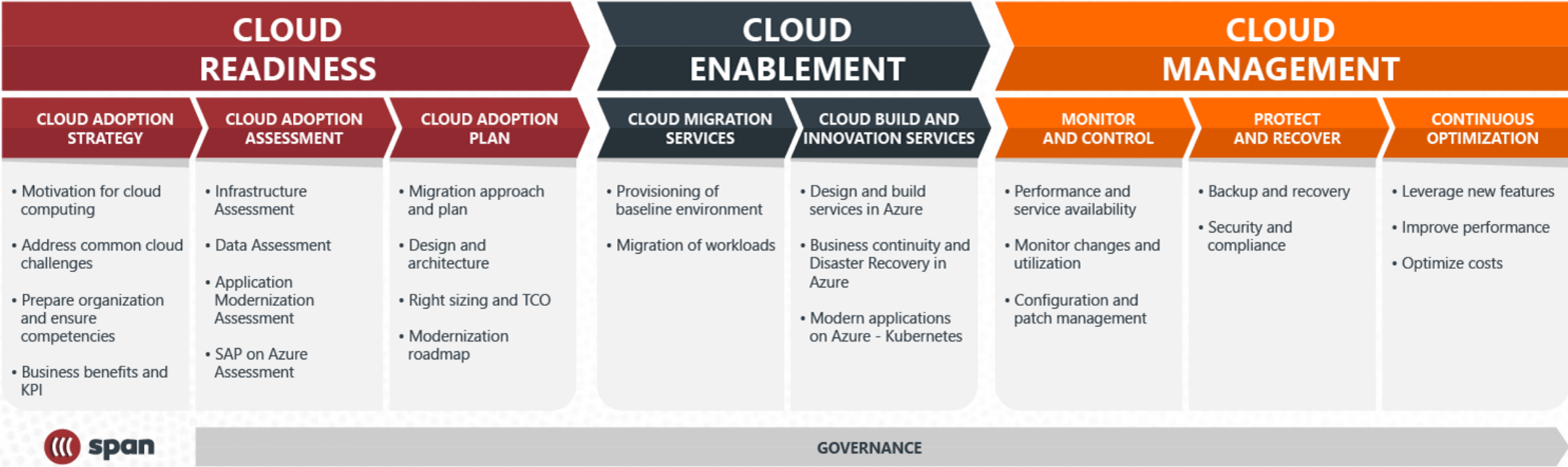
Source: Vanson Bourne, Cloud adoption and risk report, June 2019

Cloud Future



- By 2021, over 90% of enterprises worldwide will rely on a mix of on-premises / dedicated private clouds, several public clouds, and legacy platforms to meet their infrastructure needs.
- By 2022, 90% of new digital services will be built as composite applications using public and internal API-delivered services; half of those will leverage AI and machine learning.
- By 2022, 70% of enterprises will deploy unified VMs, Kubernetes, cloud management processes and tools to support cloud management and governance.
- By 2022, 60% of organizations will have invested in automation, orchestration, and development life-cycle management of cloud-native applications and platforms.

Span Cloud Service Portfolio



Span Cloud Service Portfolio

Cloud Readiness



Cloud Readiness helps you assess your organization's potential for the cloud

CLOUD ADOPTION STRATEGY

Developing a cloud adoption strategy helps map your motivations for cloud adoption into specific cloud capabilities in order to reach your desired state of transformation.

CLOUD ADOPTION ASSESSMENT

A comprehensive assessment of your on-premise environment includes digital estate inventory, recommendations on how to leverage and optimize data estate and recommended modernization application approach.

CLOUD ADOPTION PLAN

Cloud adoption plan converts goals and business outcomes of a cloud adoption strategy into a detailed migration plan, modernization roadmap and TCO analysis.

Span Cloud Service Portfolio

Cloud Enablement



Cloud Enablement will better position you to support digital transformation

CLOUD MIGRATION SERVICES

Strategies for migration into cloud fall into four broad patterns: rehost, refactor, rearchitect, or rebuild. The strategy you adopt depends on your business drivers and migration goals so the cloud environment after migration is in line with your wanted business outcomes.

CLOUD BUILD AND INNOVATION SERVICES

Building cloud-based services and applications as well as innovation in cloud can unlock new technical skills and expand business capabilities. Azure can help accelerate the development of each area of digital invention.

Span Cloud Service Portfolio

Cloud Management



Cloud Management ensures business continuity, security, continuous optimization and improvement

MONITOR AND CONTROL

24x7 monitoring and diagnostics of workloads in Azure gives you visibility across your resources and how well those assets operate. Improving operational compliance with management services reduces the likelihood of an outage related to configuration or vulnerabilities related to systems being improperly managed.

PROTECT AND RECOVER

Protect and recover services enable business continuity, strengthen security and provide advanced threat protection across your cloud workloads.

CONTINUOUS OPTIMIZATION

Continuous optimization services deliver guidelines on how to take full advantage of cloud performance, features, scalability, flexibility and cost-saving benefits.

Cloud Governance

Governance provides mechanisms and processes to maintain control over your applications and resources in Azure

COST MANAGEMENT

Identify potential cloud-related risks related to IT spending and provide risk-mitigation guidance



DEPLOYMENT ACCELERATION

Accelerate deployments and remove barriers to cloud adoption



GOVERNANCE

SECURITY BASELINE

Ensure compliance with IT security requirements



RESOURCE CONSISTENCY

Ensure resources are configured correctly to address risks



IDENTITY BASELINE

Ensure baseline for identity and access are enforced



Cloud migration and management reference customers





Thank you for your attention!

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