

# Unleash the Cloud Potential

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# Cloud Enables Digital Transformation



## Engage your customers

- Connect to customers via apps, mobile, and more
- Listen to customers with social and sentiment analysis
- Personalize the experience



## Empower your employees

- Work with each other, and with data, in new ways
- Leverage digital assistants, data-driven collaboration, and deeper insights
- Be emboldened by stronger sense of purpose



## Optimize your operations

- Improve process visibility
- Enhance delivery, optimization, and consistency in services
- Leverage advanced scenarios through machine learning



## Transform your products

- Create new/updated products and services, resulting in net/new revenue streams
- Develop new cloud product and software offerings

# Cloud Business Value

It is all about understanding what drives cloud adoption, why it matters to customers, and the tangible outcomes



## Cost Savings

- Decreases in IT spend, and Infrastructure spend.
- Cost reductions can continue as customers migrate to additional cloud services.
- Cost optimization through modernization.



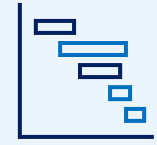
## Staff Productivity

- Realized through efficiency improvement on daily or routine tasks.
- Eliminating time spent on tasks no longer needed in the cloud.
- Focus on strategic work.
- Ability to focus on new features development.



## Operational Excellence

- Generate resiliency by increased system availability, reduced latency, higher SLAs and ultimate security.
- Avoid critical application outages can save a significant amount of money annually.



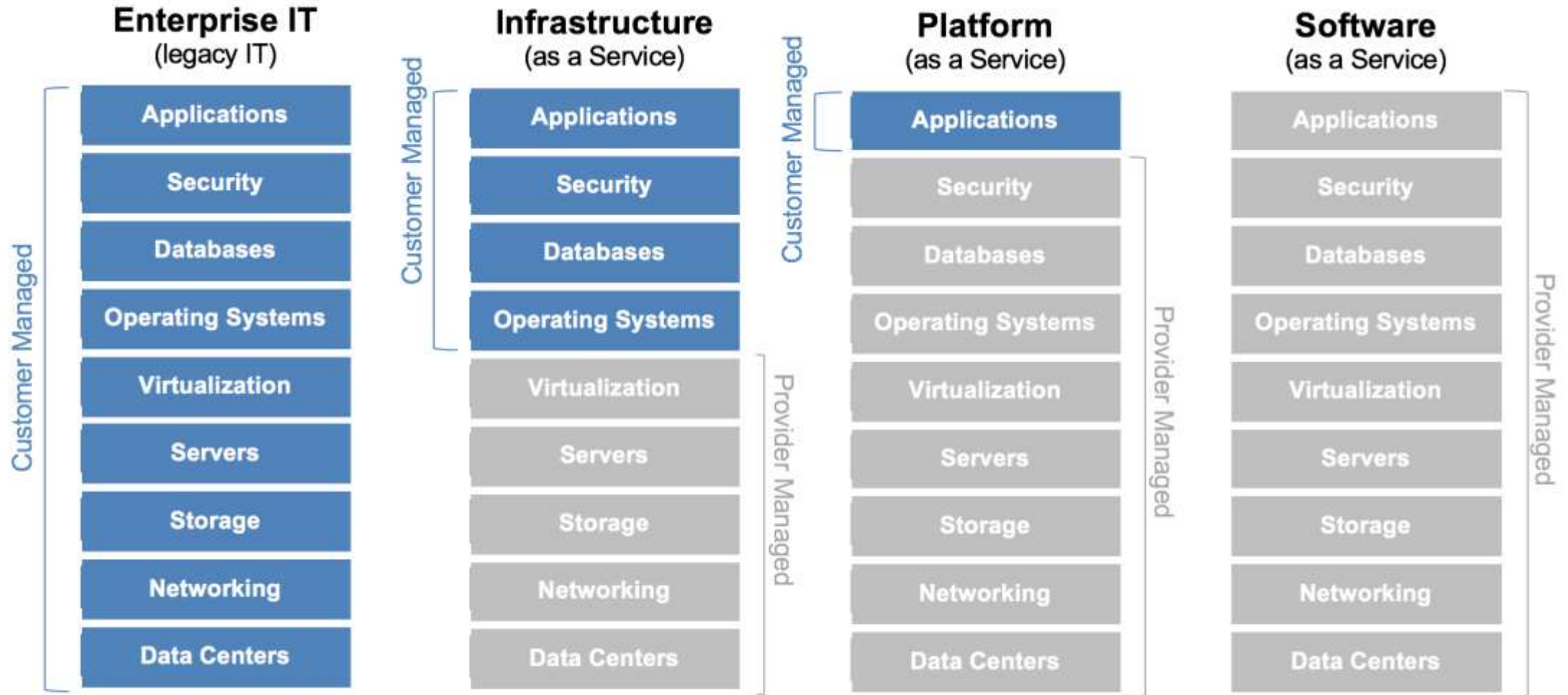
## Business Agility

- Simplify design by using native operational solutions.
- Increase the speed to build and test through continuous integration and delivery.
- Reduce maintenance cost and simplify operations.
- Eliminate effort with automation development.

Typical Focus

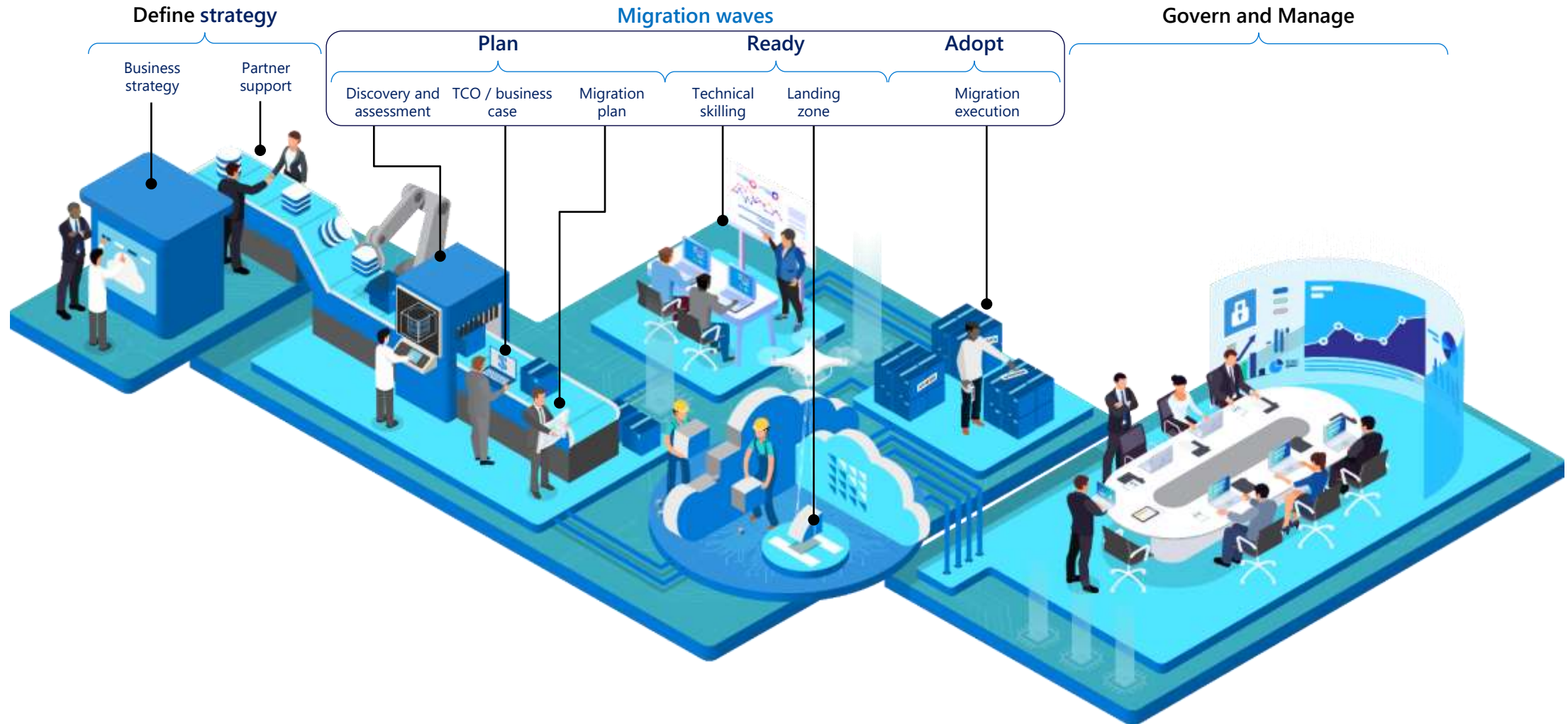
Most compelling cloud benefits

# Cloud Offerings



# Cloud Journey

Count on a Proven Methodology



# The Importance of the Assessment

The first step to success

Answer  
key questions



Uncover  
hidden benefits



Provide business  
value focus



Manage Migration  
Challenges



Why spend?  
How much it will cost?  
What is the correct path?

Qualify benefits  
Align business drivers  
Review financials

Stakeholder justification  
Methodology for adoption  
TCO analysis

Legacy Applications  
Local Bandwidth  
Application Dependencies  
Security & DR Concerns

# Migration Path Patterns

Every organization travels a different path on their journey to cloud adoption



## Develop & Test

Involves wither developing new applications or moving low risk workloads to the Cloud. This could be and initial cloud adoption



## Production

Moving production workloads to the Cloud. As progressing on cloud adoption journey, we can develop and refine governance policies.



## Mission Critical

Necessary workloads to success of any business. Whether frontend or backend processes, moving these to the cloud means that the organization is investing in using the cloud, deeply.



## All in

When we fully embrace the cloud. All in is where customers ai, to abandon all technical debt, move away from on-premises, accelerate the digital transformation, and adopt a cloud-only strategy





































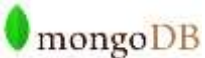









# Modernizing Your Legacy Apps



# Any Types of Services

<b>Compute</b> <ul style="list-style-type: none"><li>Virtual Machines</li><li>Virtual Machine Scale Sets</li><li>Azure Container Service</li><li>Azure Container Registry</li><li>Functions</li><li>Batch</li><li>Service Fabric</li><li>Cloud Services</li></ul>	<b>Networking</b> <ul style="list-style-type: none"><li>Virtual Network</li><li>Load Balancer</li><li>Application Gateway</li><li>VPN Gateway</li><li>Azure DNS</li><li>Traffic Manager</li><li>ExpressRoute</li><li>Network Watcher</li></ul>	<b>Storage</b> <ul style="list-style-type: none"><li>Storage: Blobs, Tables, Queues, Files, Disks</li><li>Data Lake Store</li><li>StorSimple</li><li>Azure Backup</li><li>Site Recovery</li></ul>	<b>Web &amp; Mobile</b> <ul style="list-style-type: none"><li>Web Apps</li><li>Mobile Apps</li><li>Logic Apps</li><li>API Apps</li><li>Content Delivery Network</li><li>Media Services</li><li>Search</li></ul>
<b>Intelligence &amp; Analytics</b> <ul style="list-style-type: none"><li>HDInsight</li><li>Machine Learning</li><li>Cognitive Services</li><li>Azure Bot Service*</li><li>Data Lake Analytics</li><li>Power BI Embedded</li><li>Azure Analysis Services</li></ul>	<b>Internet of Things &amp; Enterprise Integration</b> <ul style="list-style-type: none"><li>Azure IoT Hub</li><li>Event Hubs</li><li>Stream Analytics</li><li>Notification Hubs</li><li>BizTalk Services</li><li>Service Bus</li><li>Data Catalog</li></ul>	<b>Security + Identity</b> <ul style="list-style-type: none"><li>Security Center</li><li>Key Vault</li><li>Azure Active Directory</li><li>B2C</li><li>Domain Services</li><li>Multi-Factor Authentication</li></ul>	<b>Developer Services</b> <ul style="list-style-type: none"><li>Visual Studio Team Services</li><li>Azure DevTest Labs</li><li>VS Application Insights</li><li>API Management</li><li>HockeyApp</li><li>Developer Tools</li><li>Service Profiler*</li></ul>
<b>Databases</b> <ul style="list-style-type: none"><li>SQL Database</li><li>SQL Data Warehouse</li><li>SQL Server Stretch Database</li><li>DocumentDB</li><li>Redis Cache</li><li>Data Factory</li></ul>			
<b>Monitoring &amp; Management</b> <ul style="list-style-type: none"><li>Azure Portal</li><li>Azure Resource Manager</li><li>Azure Advisor</li><li>Azure Monitor</li><li>Log Analytics</li><li>Automation</li><li>Scheduler</li></ul>			

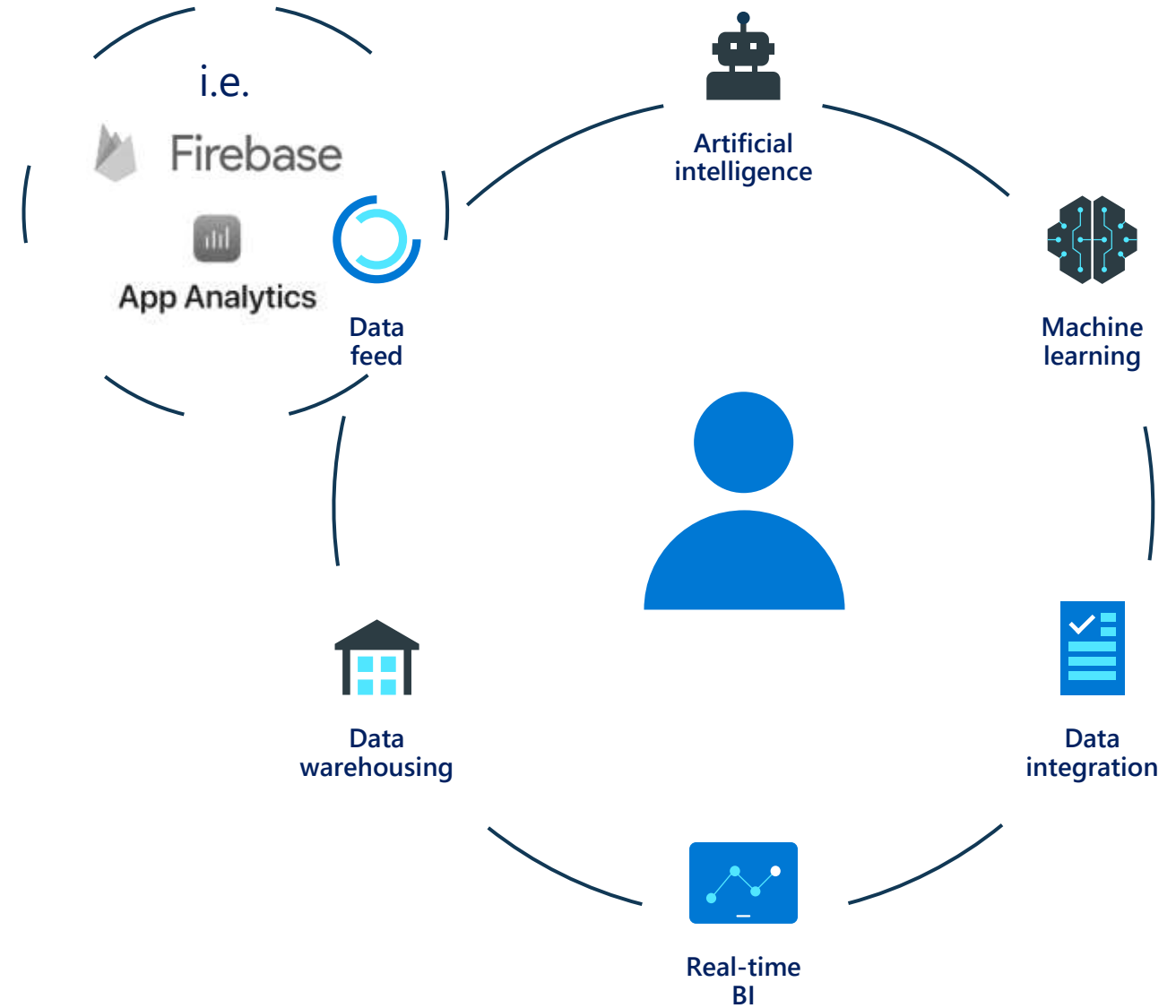
# Any Environment

DevOps	     	Clients	   
Management	         		
Applications	  	PaaS and DevOps	    
App Frameworks and Tools	      		
Databases and Middleware	       		
Infrastructure	       		

# Harness the power of analytics

A cloud analytics platform hub for all data models

Structured, unstructured, and streaming data integrated in a single, scalable, environment



# Commitment to Cloud

Office Line highly experienced and certified Cloud Engineers carry >100 Certifications



## Strategic Investments

Drive transformation with skilled and certified professionals, growing partnerships, and invest in cloud skilling for our team.



## Devotion

Office Line Cloud Experts are completely devoted to provide value to our customers with top-notch solutions.



7x Azure Architect



3x DevOps Engineer



9x Azure Administrator



6x Azure Security Engineer



5x Azure Virtual Desktop Specialty



3x Azure Network Engineer

# Office Line at a glance



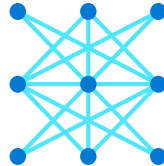
Modern Workplace



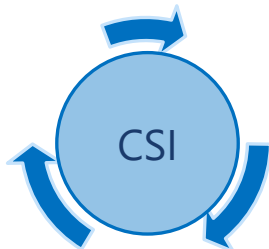
Cloud Infra & Apps



Cyber Security



Data & AI



Adoption & Change



# Office Line Achievements

Microsoft  
Partner



2019 Partner of the Year Winner  
2020 Partner of the Year Winner  
2021 Partner of the Year Winner  
2022 Partner of the Year Winner



Security

Specialist

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



Infrastructure  
Azure

Specialist

Infra and Database Migration  
Azure Virtual Desktop



Data & AI  
Azure

Specialist

Infra and Database Migration



Modern Work

Specialist

Calling for Microsoft Teams  
Modernize Endpoints



Digital & App Innovation  
Azure



Cloud Adoption Framework

CAF Ready Solutions



SPECIALIZATION

Adaptive Cloud  
Security

# Technology Advisor Unit

We are at the core of understanding and responding to our clients' business and technology challenges



Experience to lead Digital Transformation journeys



Advise on technology strategies and transformation paths



Align Business ambition with Technology changes



Develop business cases and implementation roadmaps



Trusted Partner influencing transformation decisions



Guide through complex problems and provide solutions



Lead digital transformation engagements from start to end



Leverage the power of Office Line experienced teams



Digital  
Upskilling

Obsolete Financial  
Planning

Next

Business  
Continuity  
Cloud Adoption Journey

Data Security  
Concerns

By Vassilis Klissouras @ 12:45-13:00

Adopt & Adapt  
Change

Balance  
Control and  
Flexibility



"Complexity is the enemy of Execution."

*"Tony Robbins"*

Thank you

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