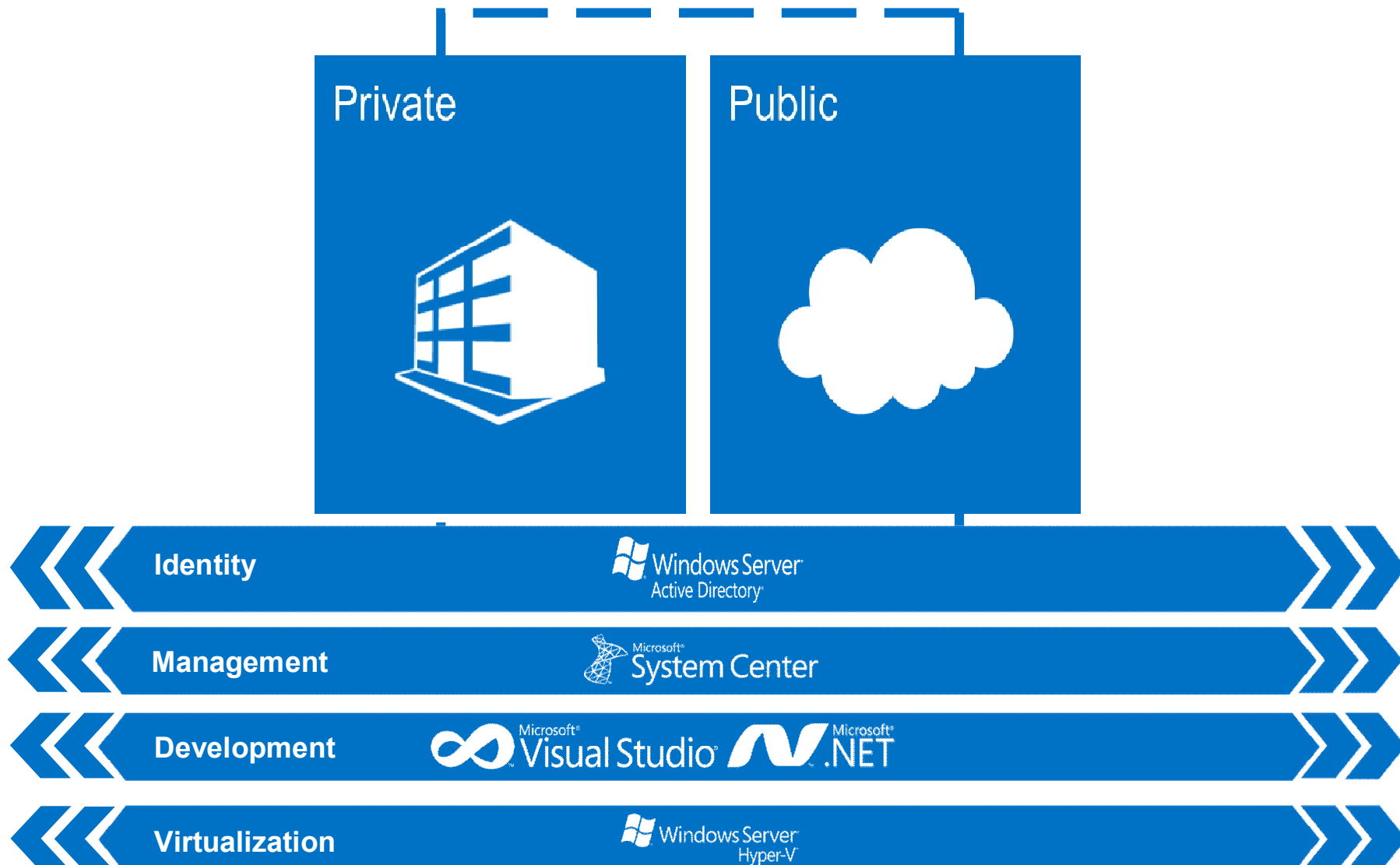


# Benefits of Microsoft Cloud based solutions

Jan Paulech  
Technical Director & Cloud BDM

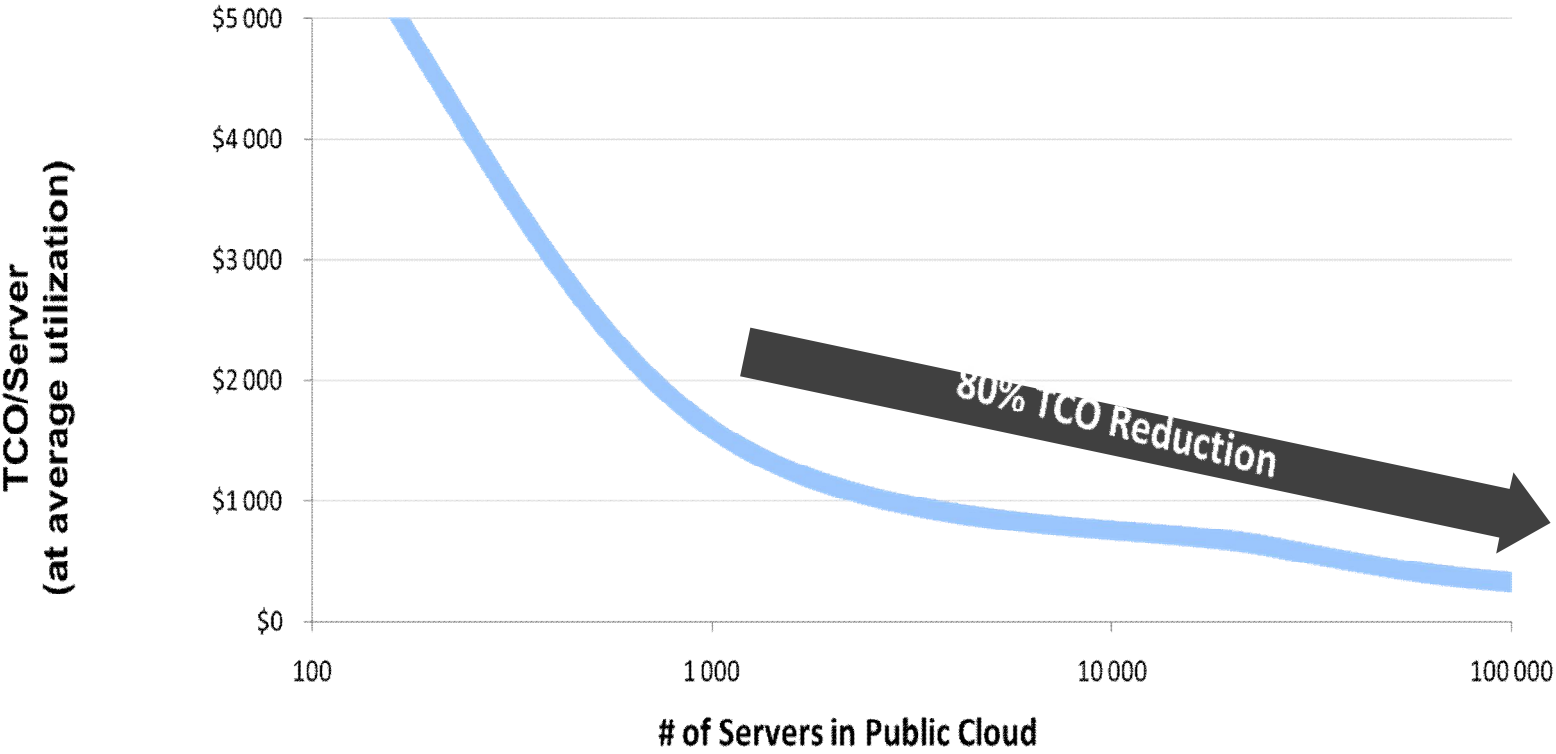


# How Microsoft Defines Cloud

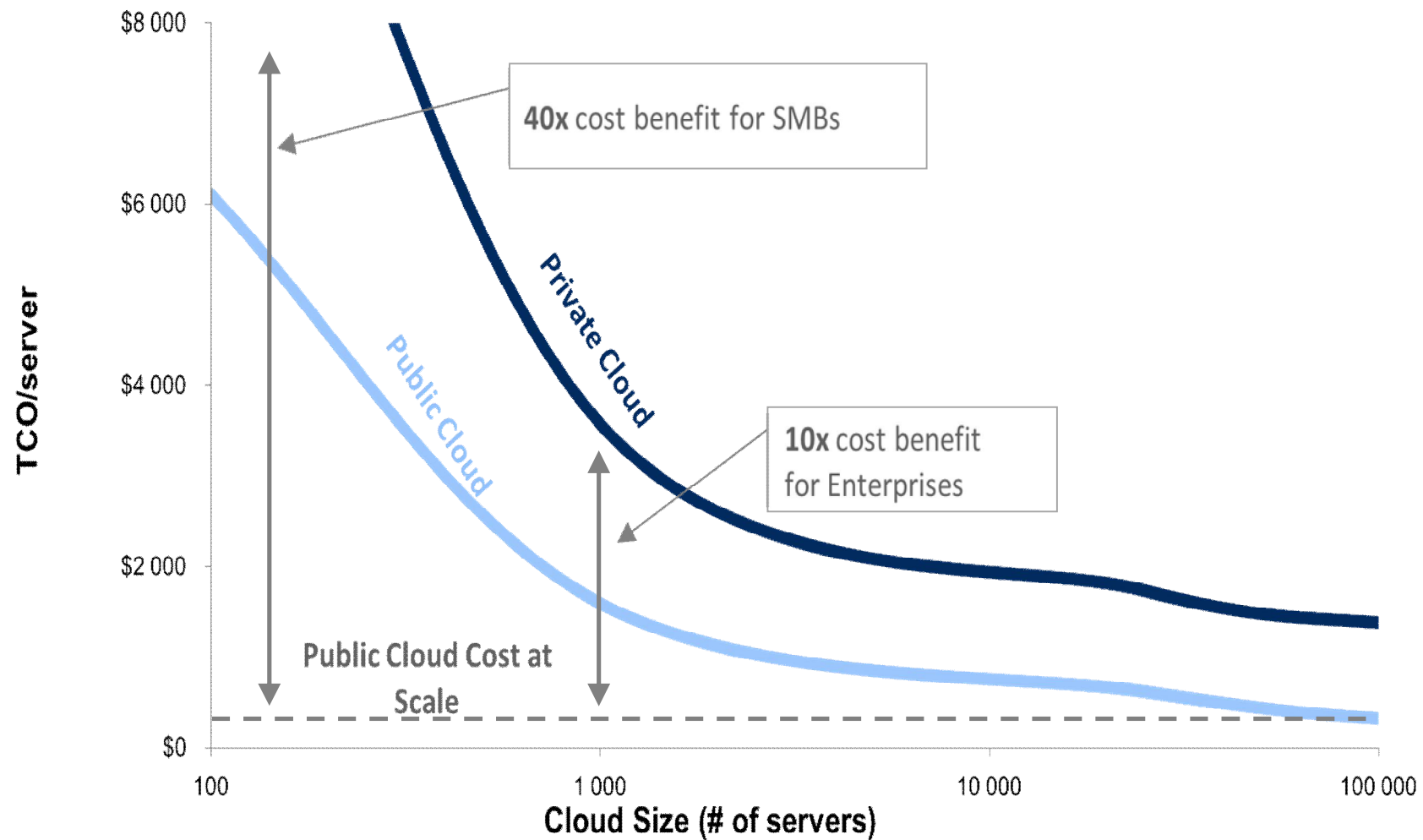


# PUBLIC CLOUD ECONOMIES OF SCALE

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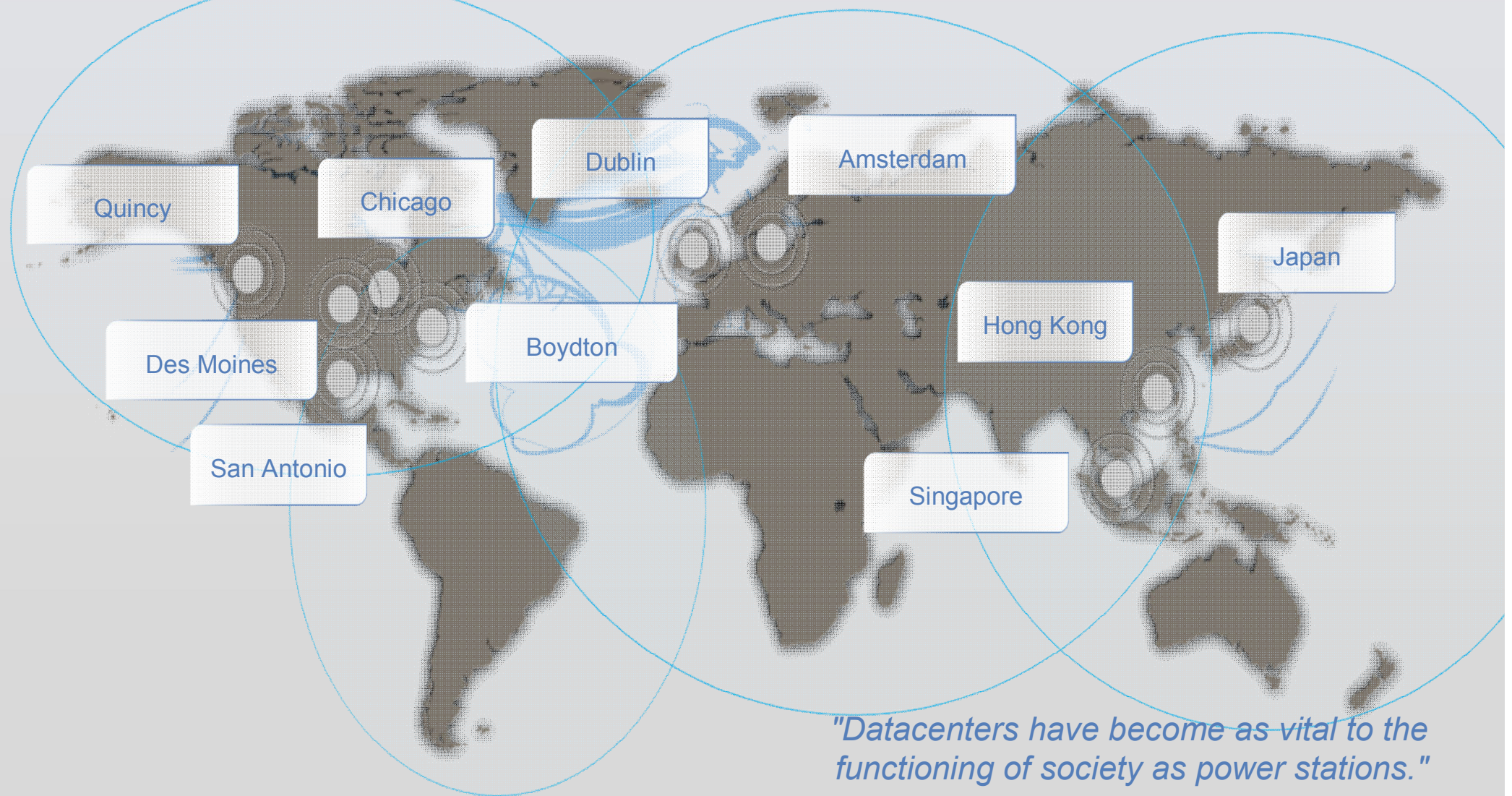


## PUBLIC vs. PRIVATE CLOUDS



# Microsoft Datacenter Scale

*Microsoft has more than 10 and less than 100 DCs worldwide*



**Multiple global CDN locations**

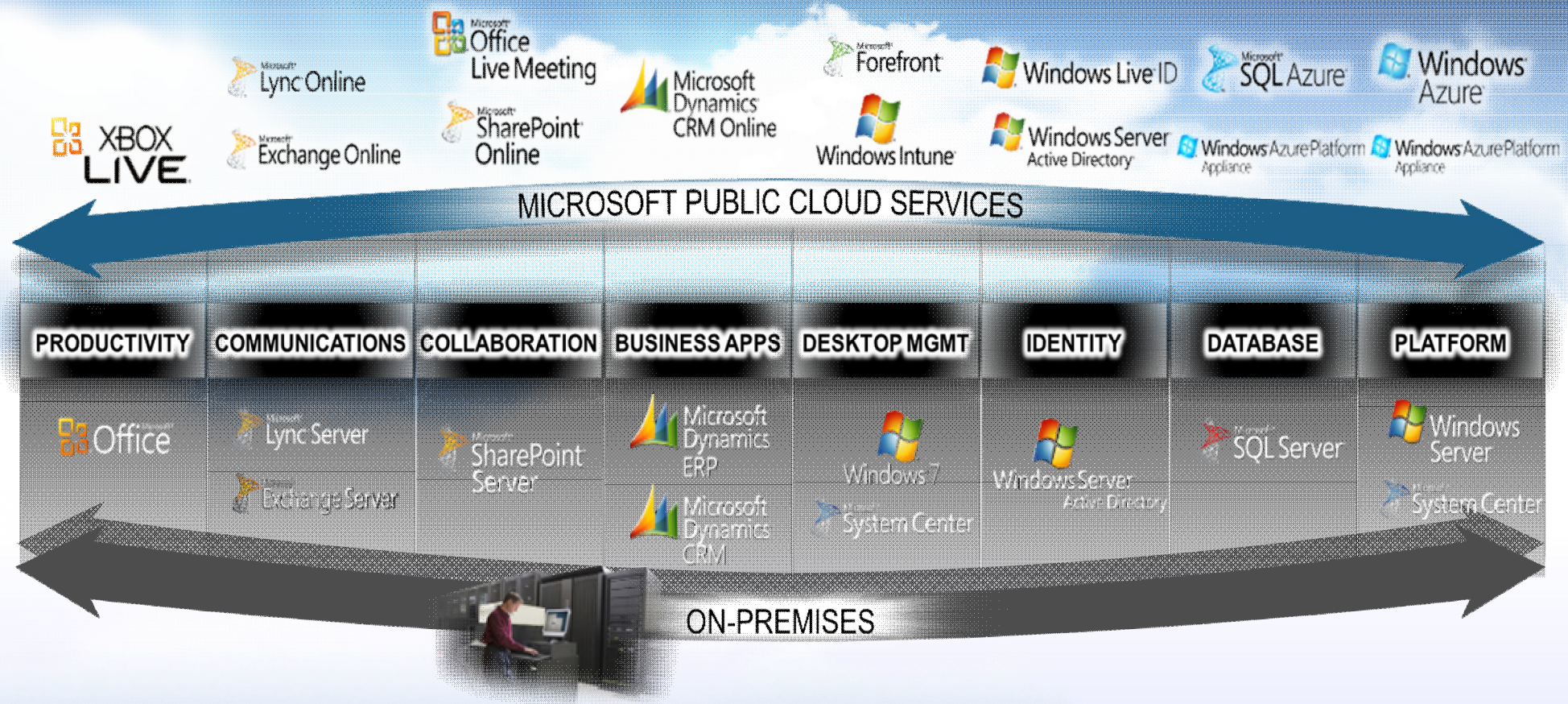
*"Datacenters have become as vital to the functioning of society as power stations."*

**The Economist**



# Microsoft Strategy

## Microsoft Cloud Strategy





# Office 365

## BEST PRODUCTIVITY EXPERIENCE

Work together, smarter



## ACCESS ANYWHERE\*

Solve problems  
from more places



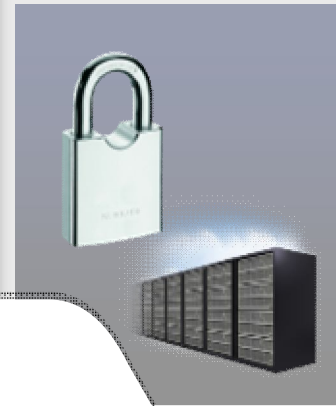
## WORKS WITH WHAT YOU KNOW

Familiar tools



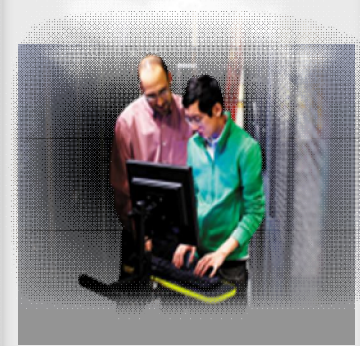
## ROBUST SECURITY AND RELIABILITY

99.9% Uptime.  
guaranteed.



## IT CONTROL AND EFFICIENCY

Keeps you in control



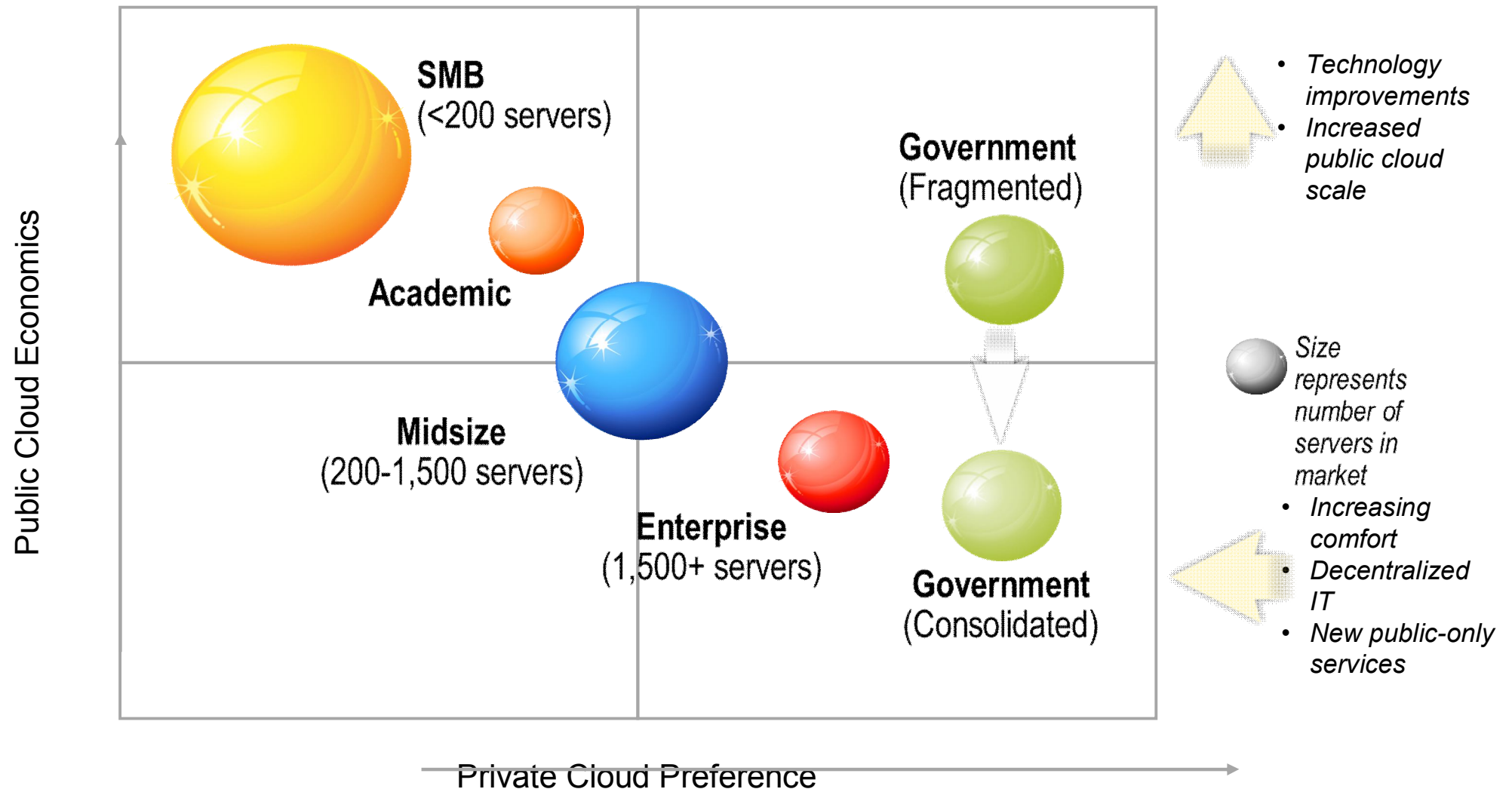
Microsoft  
Office Professional Plus

Microsoft  
Exchange Online

Microsoft  
SharePoint Online

Microsoft  
Lync Online

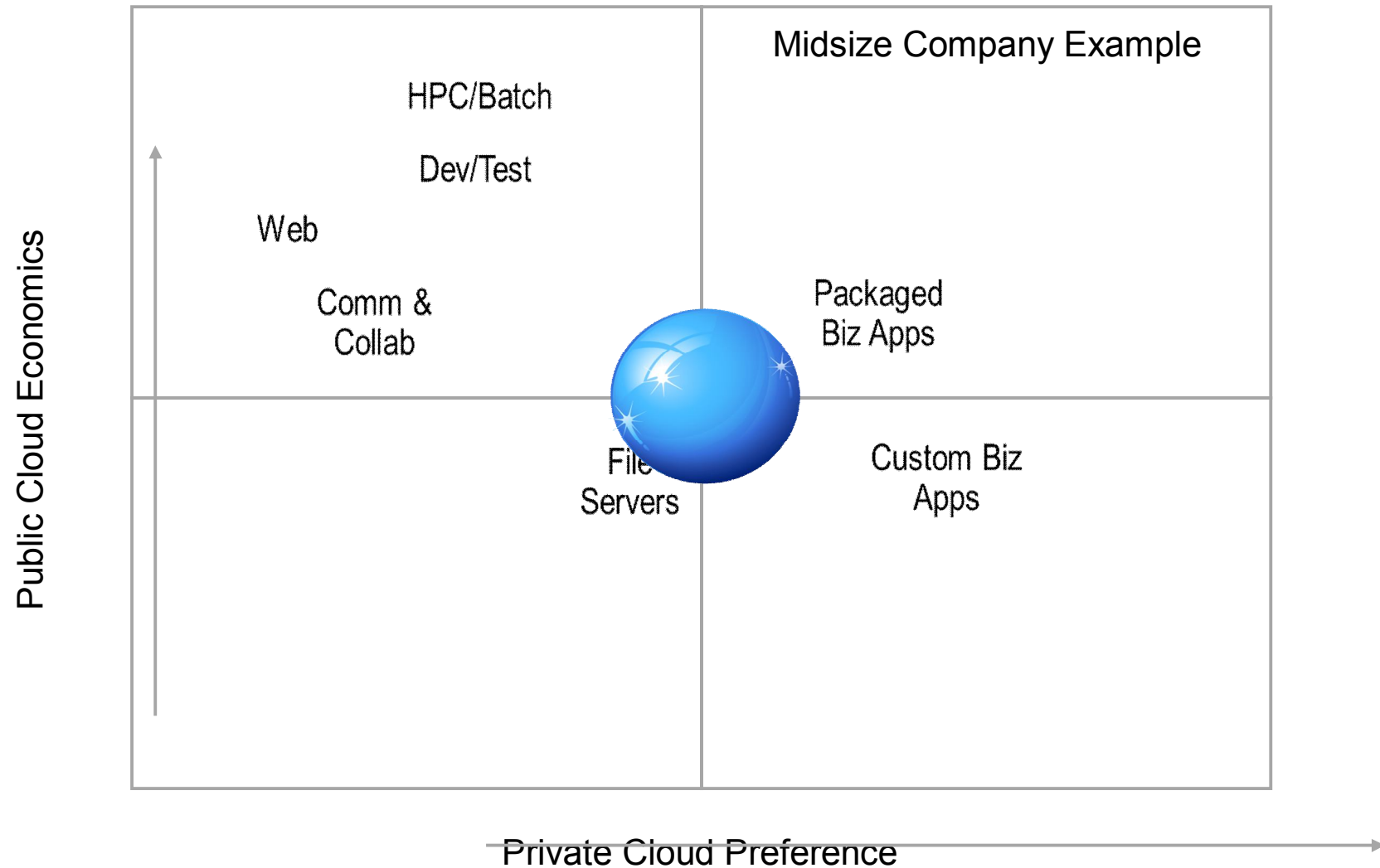
# PUBLIC vs. PRIVATE BY SEGMENT






# PUBLIC vs. PRIVATE – PORTFOLIO APPROACH

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# Real life examples

# Her Majesty Gov. Cloud Store

 HM Government | CloudStore

Hi, Visitor  
Log On

home about catalogue register help


leave feedback

**Browse catalogue**

**Register now**


## About the CloudStore

learn more about the CloudStore and its services




[about the CloudStore](#) [site information](#) [accessibility](#) [disclaimer](#)

This is the Government CloudStore - which we've developed in just four weeks. There's a link to the [feedback](#) form at the bottom left of every page - so please let us know about any problems, suggestions or enhancements you might have. We're looking forward to working with you to improve the CloudStore.

 feedback

home about catalogue register help

GCloud Blog



### infrastructure as a service

what's new	what's new	Dumbo software	Cinderella's bag	Dumbo platform
<b>Shrek cloud services</b>	<b>Goofy's shoes</b>	<b>Dumbo</b>	<b>Cinderella</b>	<b>Dumbo</b>
Shrek	Goofy	No description provided.	No description provided.	No description provided.
This is test record	N/A			

[See All](#)

### platform as a service

what's new	what's new	Shrek cloud	Dumbo platform	Shrek cloud
<b>Shrek cloud services</b>	<b>Dumbo platform</b>	<b>Shrek</b>	<b>Dumbo</b>	<b>Shrek</b>
Shrek	Dumbo	This is test record	No description provided.	This is test record
This is test record	No description provided. Please view the service for more information.			

[See All](#)

### software as a service

what's new	what's new	Bambi's feet	Goofy's dog	Ariel Hosting
<b>Goofy's Mouse</b>	<b>Shrek cloud services</b>	<b>Bambi</b>	<b>Goofy</b>	<b>Ariel</b>
Goofy	Shrek	No description provided.	This is a test record	No description provided.
This is a test record	This is test record			

[See All](#)

### specialist cloud services

what's new	what's new	Shrek cloud	Zumba's feet	Zumba's hat
<b>Ariel's nose</b>	<b>Mickey Mouse Services</b>	<b>Shrek</b>	<b>Zumba</b>	<b>Zumba</b>
Ariel	Mickey Mouse	This is test record	This is a test record	This is a test record
This is a test record	No description provided. Please view the service for more information.			

[See All](#)



# Improving the working of Government and impacting the lives of citizens – Sanitation and



	Challenge	Solution	Impact/ Outcome
<ul style="list-style-type: none"> <li>Local Govt entity</li> <li>One of 33 London Boroughs</li> <li>260k citizens</li> <li>Responsible for broad range of services</li> <li>2010 Govt. forced austerity measures - £88m reduction in spending over 4 years - Current budget £279m</li> <li>reduced spending by £47m in 2 years</li> <li>"LoveLewisham" initiative aimed at encouraging citizens to help improve area</li> </ul>	<ul style="list-style-type: none"> <li><b>Improve services</b> to citizens</li> <li>Reduce litter and <b>improve environment</b></li> <li><b>Improve effectiveness</b> of Rubbish collection</li> <li>Build civic pride</li> </ul>	<ul style="list-style-type: none"> <li>Created a <b>"LoveCleanStreets"</b> service</li> <li>Hosted on Windows <b>Azure</b>, integrated with <b>Bing Maps, CRM</b></li> <li>Users <b>submit photos</b> and texts from iphone, Android, Blackberry &amp; Windows phone</li> <li>free app of areas affected by graffiti or litter</li> <li>Can <b>scale</b> to meet <b>peaks</b> resulting from campaigns</li> </ul>	<ul style="list-style-type: none"> <li>Users can review councils cleaning efforts</li> <li>Graffiti complaints <b>down 30%</b></li> <li>Environment <b>crime down</b></li> <li>Clean up time <b>down by 87%</b></li> <li>Admin <b>costs reduced</b></li> <li>Hosting <b>cost reduced</b></li> <li>Revenue increased - £20k this FY– plan £100k next FY</li> <li>Now offered to other 32 councils</li> <li>Lewisham council won Environmental Innovation Award</li> <li><b>Overall saving £150k</b> a year</li> </ul>

# Improving the working of Government and impacting the lives of citizens - Transport



## Challenge

## Solution

## Impact/ Outcome

- Local Govt entity
- Manage all transport infrastructure
- Underground, Train, Bus, Taxi and Bikes
- 15m citizens
- 12m journeys a day
- Global International Business hub
- Host city of the 2012 Olympic and Paralympic Games
- Meeting Government Policy of Open Data

- Making London run smoothly
- Improving the travelling experience of commuters
- **Saving time = money**
- Make **data openly available** to developers to create applications that could achieve these goals
- Deliver **real innovation** to their customers

- **TrackerNet** – **real time** information on Train movements
- Wanted to create a platform **accessible** to public
- Partnered with MS
- Created an **API** hosted on Windows Azure with data also hosted on Azure
- **Scalable** solution
- **No need for capital** investment in IT Infrastructure
- Highly **cost effective**

- TrackerNet moved from 1k hits a day to **2.3m per day**
- TfL has **saved £m** it would have spent on infrastructure
- **Real life savings** for London's tax payers
- Tube Apps also available on i-phone, android and windows **phone** platforms
- Next stage to integrate with Bike and bus services
- **Creating Innovation, jobs for developers**



# Mexico SAT – electronic invoices handling

## Unprecedented technological challenge for SAT

- SAT would be involved in all Mexico commercial transactions.
- This would required to handle **2 billions** of transactions per year.
- **30 TB** of yearly data.
- +200 current transactions per second.
- Initial approach (on premises) to expensive and complicated : DC storage, bandwidth, HW, SW, mgmt
- Hard to predict **peak** hours and peak requirements
- Expected: **1 year, \$1m**

## Disruptive approach: Cloud

- **No upfront cost** beyond the applications
- Agile infrastructure
- High availability and **geographical** distributed **disaster recovery**

## Mexico benefits as it was announced

- More government control over taxable documents
- Reduction in “shadow” or duplicated tax documents.
- **Agility** and **better tools** for the country.
- **30x** less expensive than comparable on-premise solutions, solution delivered in **4 months**
- Reduction in the cost associated to paper documents, handling and management them
- Environmental effects. This is going to save **1.5 millions trees**



# Improving the working of Government and impacting the lives of citizens – Local Government efficiency



	Challenge	Solution	Impact/ Outcome
<ul style="list-style-type: none"> <li>Perm city – capital of Perm region</li> <li>1m people</li> <li>20% of worlds potash, rich in oil, gas , timber</li> <li>Trades with 85 countries</li> <li>12,000 state officials</li> </ul>	<ul style="list-style-type: none"> <li>Wanted to improve <b>efficiency</b> and drive open government</li> <li>36 depts., each with <b>own infrastructure</b> and solutions – <b>no centralised</b> vision</li> <li><b>lack of consistent support</b> and SLA,</li> <li><b>No integrated workflow</b> or processes</li> <li>Lack of consistent training</li> <li>Wanted to <b>reduce costs</b> quickly</li> <li>Move from Capex to Opex and ability to <b>forecast IT expenses</b></li> </ul>	<ul style="list-style-type: none"> <li>Decided to use Office 365</li> <li>Microsoft Exchange (messaging), SharePoint (collaboration) and Lync (voice, IM and presence)</li> <li><b>Single consistent platform for government employees</b></li> </ul>	<ul style="list-style-type: none"> <li><b>IT standardization</b></li> <li><b>License Compliance</b></li> <li>Able to <b>forecast cost</b> on a per desktop basis</li> <li><b>Significant reduction in deployment time</b></li> <li>Training and familiarisation time and <b>costs reduced</b></li> <li>Focus time on innovation rather than management</li> <li><b>1750</b> users on the platform</li> </ul>

# Improving the working of Government and impacting the lives of citizens – Central Government



e /eness	Challenge	Solution	Impact/ Outcome
<ul style="list-style-type: none"> <li>Albanian National Agency for Information Society (NAIS)</li> <li>Responsible setting standards and for co-ordinating business critical government IT initiatives</li> <li>Hundreds of applications</li> </ul>	<ul style="list-style-type: none"> <li>Over <b>300 application servers</b> across numerous platforms (Windows, Unix and Linux) across 14 government depts.</li> <li><b>Centralise, standardise</b> and host infrastructure services and LoB applications</li> <li>Needed high application availability</li> <li><b>Keep cost</b> under control</li> <li><b>Limited management</b> resources</li> </ul>	<ul style="list-style-type: none"> <li>Decided to create their own Private Cloud using Microsoft technology</li> <li>Virtualisation and <b>centralised management</b> providing dynamic control</li> <li>Built their <b>own datacentre</b> (450sq.m – 150 racks) – can host upto 3 times current capacity</li> <li>3 failover clusters with 16 nodes per cluster and capacity of 150 VM's</li> </ul>	<ul style="list-style-type: none"> <li><b>Private cloud</b> – running external facing websites, internal portals running on Windows Server and SUSE Linux in a single hypervisor</li> <li>Govt depts. <b>no longer wasting time</b> in traditional <b>planning, procurement</b></li> <li><b>Provisioning</b> time reduced <b>70%</b></li> <li>IT staff <b>productivity up 70%</b></li> <li>Staffing down by <b>10%</b> - flexibility to assign staff on other strategic projects</li> </ul>



# Ministry Creates National Cloud Service to ensure Top Performance of Exams Website

## Highly elastic reliable IT service

The Romanian Ministry of Education wanted an essential website to perform well each July, when high school entrance exam results were posted there. It turned to technology partner SIVECO Romania, which recommended moving the ADLIC web publishing application to Windows Azure during peak periods. The Ministry **gained ample processing power, eliminated downtime, and avoided spending \$100,000** for a comparable on-premises infrastructure..



## In Their Words

“This site is very visible to the public, and any downtime generates bad press. With the site running on Windows Azure, we earn the public’s confidence.

Daniel Petru Funeriu, Minister, Romanian Ministry of Education, Research, Youth, and Sports







# Czech Humanitarian Group Offers Timely Emergency Relief with Scalable, Hosted Private Cloud

## Elasticity and scalability of ICT systems

As a result of using a hosted private cloud from Web4U that utilizes Windows Server 2008 R2, Hyper-V technology, System Center Virtual Machine Manager 2008 R2, and Self-Service Portal 2.0, Czech Red Cross has achieved the **critical levels of scalability** that it needs to support a **reliable communication** platform during times of crisis and to provide timely humanitarian aid.



## In Their Words

“The demands we place on servers during emergencies can increase by several orders of magnitude. With a private cloud built on Microsoft technologies, however, we can easily accommodate those levels.”

Marek Jukl, President, Czech Red Cross



## Office 365 v Cambridge International School

### Prehľad

**Krajina:**

*Slovenská republika*

**Odvetvie:**

*Školstvo*

**Profil zákazníka:**

*Renomovaná škola poskytujúca kvalitné  
medzinárodné vzdelanie*

*Súkromné gymnázium*

*Cambridge International School, Úprkova 3*

*811 04 Bratislava*

*Tel. +421 918 121 892*

*E-mail: [jozef.semrinec@egenus.sk](mailto:jozef.semrinec@egenus.sk)*

*<http://www.cambridgeschool.eu>*

**Cambridge International School uvítala ponuku Microsoftu  
nasadiť moderné cloudové riešenie, ako prvá spoločnosť na  
Slovensku.**

### Situácia

Cambridge International School už druhé desaťročie poskytuje medzinárodné vzdelanie vysokej kvality pre študentov viac než 20-tich národností vo veku 3 až 18 rokov. Pracujú tu pedagógovia z Veľkej Británie, USA, Kanady, Austrálie, Maďarska a Slovenska. Kvalitu zaisťujú učebné osnovy z renomovanej Univerzity v Cambridgei, zamerané nielen na vedomosti, ale aj kreativitu a osobný rast.

Pôvodne škola využívala klasický mail hosting a prístup k elektronickej pošte pomocou protokolov POP a IMAP. Problémom bola nielen konfigurácia klientov, ale hlavne nemožnosť prístupu k elektronickej pošte z ľubovoľného zariadenia. Nejaký čas škola uvažovala o nasadení Microsoft Exchange Servera 2010 na vlastnom serveri, takéto riešenie sa však javilo ako náročné z hľadiska správy hardvéru a softvéru, a navyše škola nemá správcu IT na plný úväzok.

### Prehľad

#### Krajina:

Slovenská republika

#### Odvetvie:

Nezisková organizácia

#### Profil zákazníka:

Nezisková organizácia poskytujúca podnikateľské, ekonomické a finančné vzdelávanie pre mladých ľudí

Junior Achievement Slovensko, n.o.,  
Galvaniho 7/D, BC ARUBA, 821 04  
Bratislava  
Tel. +421 948 466 123  
[www.jasr.sk](http://www.jasr.sk)

**Odbremenenie zákazníka od správy serverovej infraštruktúry, zdieľanie dokumentov, efektívna komunikácia, operatívny prístup k agende a elektronickej pošte.**

### Situácia

Pracovníci Junior Achievement Slovensko využívali pre správu elektronickej pošty Microsoft Exchange Server. Povaha ich práce vyžaduje prístup k mailom, agende a dokumentov aj mimo pracoviska, preto takéto riešenie nedokázalo dostatočne pokryť ich požiadavky. Pri existujúcej konfigurácii servera bol problém so zdieľaním dokumentom a nebola možná simultánna spolupráca viacerých pracovníkov na jednom dokumente. Pri výpadku prúdu v sídle firmy, kde bol umiestnený server, nemali pracovníci prístup k dokumentom, ani k elektronickej pošte. Pre spravovanie IT prostredia využívala Junior Achievement Slovensko služby externej firmy, čo bolo finančne náročné.

### Obchodné ciele

Vzhľadom na charakter práce, hľadali v Junior Achievement Slovensko riešenie ktoré by umožnilo prístup k dokumentom, elektronickej pošte, či zdieľaným kalendárom, riešenie podporujúce pokročilé možnosti komunikácie vrátane videokonferencií a tímovú spoluprácu. Jednou z kľúčových požiadaviek bolo aj zníženie nákladov na správu IT infraštruktúry.



