De verborgen parels uit het Microsoft 365 portfolio

JAN DEPPING – MICROSOFT

Microsoft

De *(verborgen)* parel*(s)* uit het Microsoft 365 portfolio

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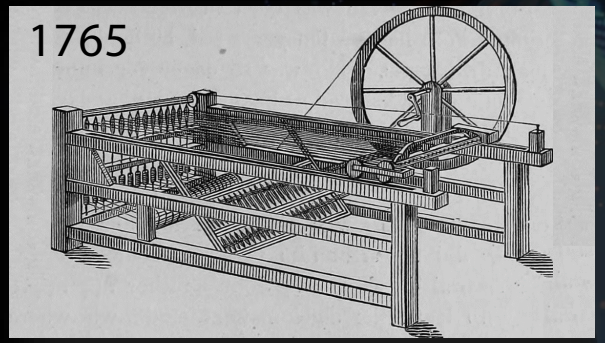
Microsoft

Verandering - Moderne werkplek - Grip op kosten - Veiligheid

Microsoft

Mechanization



Mass production

Automation

The Fourth Industrial (R)evolution

How do we progress?

Spinning the wheel!

We do

Work the process

DATA

We think

Looking forward

We reflect

Looking back

Trust foundation

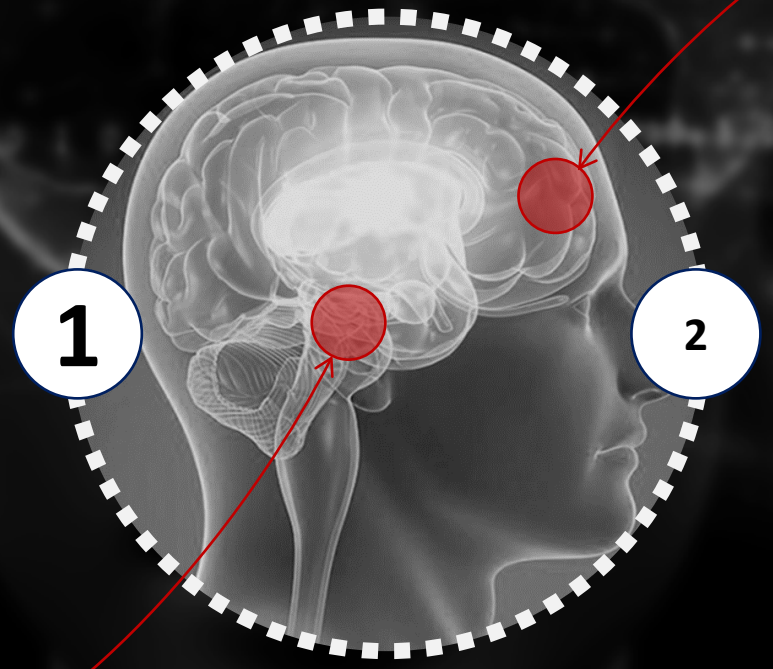
Why we need Trust!

Who do you think is in control?

Help! →

Prefrontal Cortex

1. Empathy & Intuition
2. Emotion & body regulation
3. Morality & Insight
4. Communication
5. Fear Modulation



System 1 Safety Check

In case of doubt go to System 2

(low energy need, high speed)

System 2 Satisfy System 1

as soon as possible

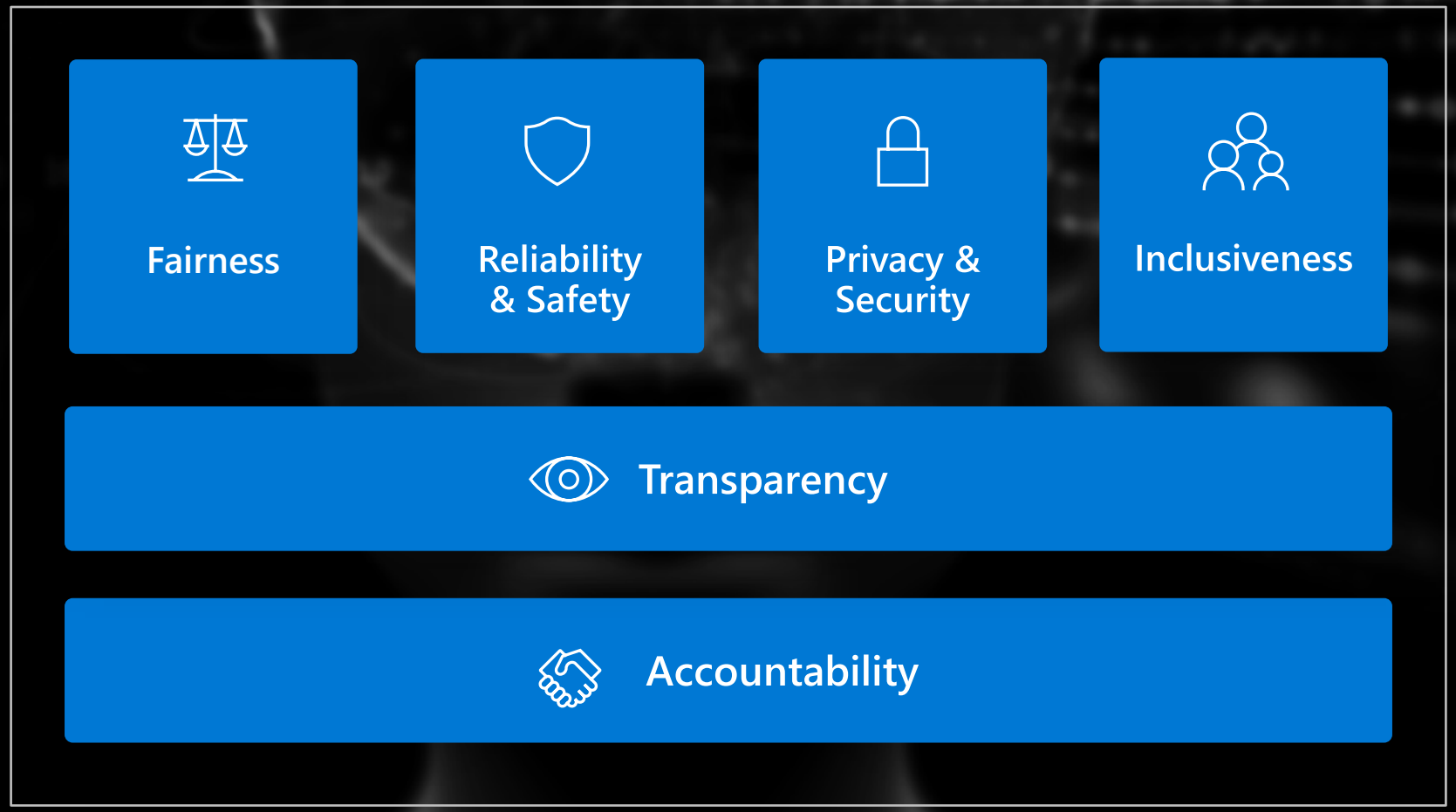
(high energy need, low speed)

← Strategy!

Limbic Brain

1. Fight, Flight, Freeze stress response.
2. Am I safe? Do people want me?
3. Emotions live here.

Microsoft's Trustworthy AI principles



De Moderne Werkplek

Microsoft 365 Copilot

Natural Language

Large Language Models

+

Microsoft Graph - Your Data -

+

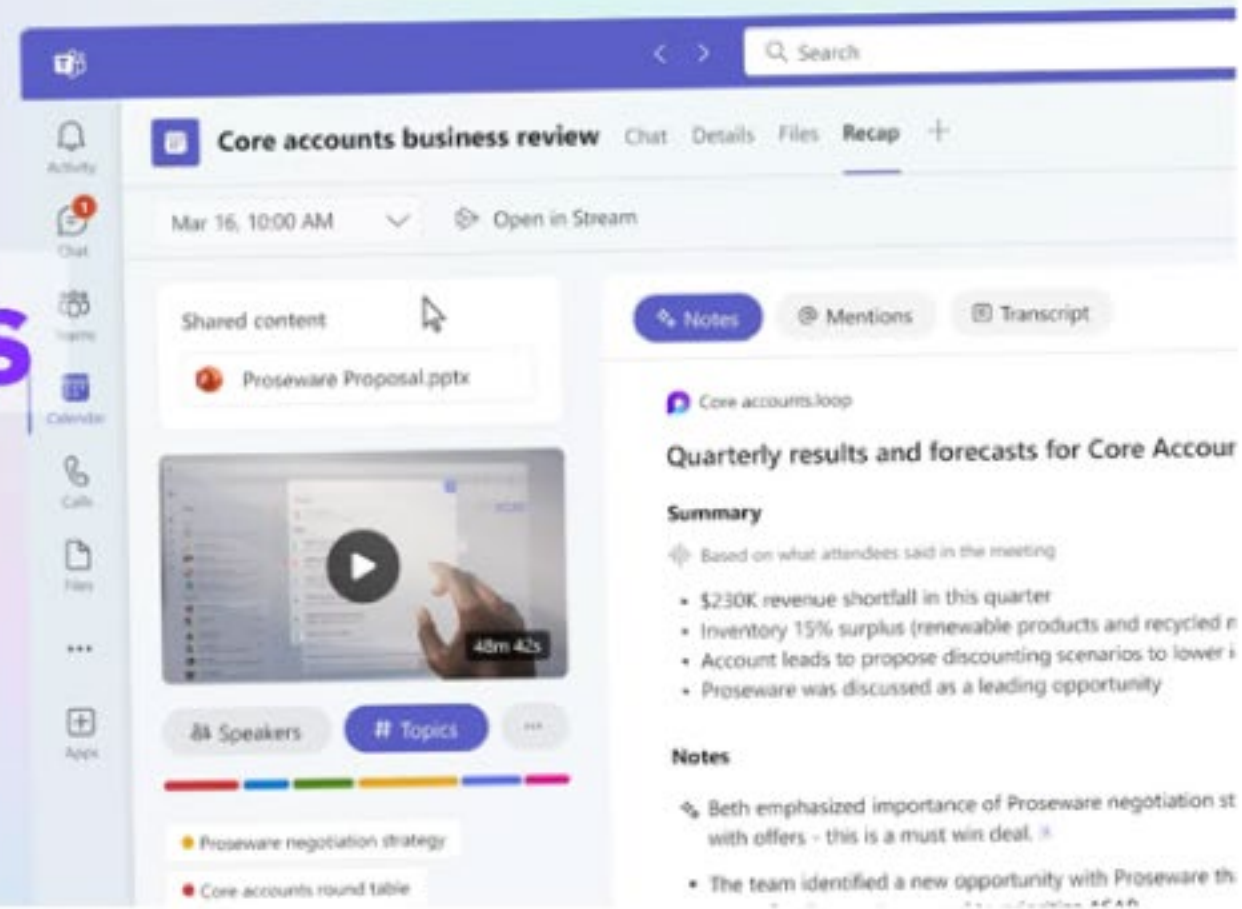
Microsoft 365 Apps

+

The Internet

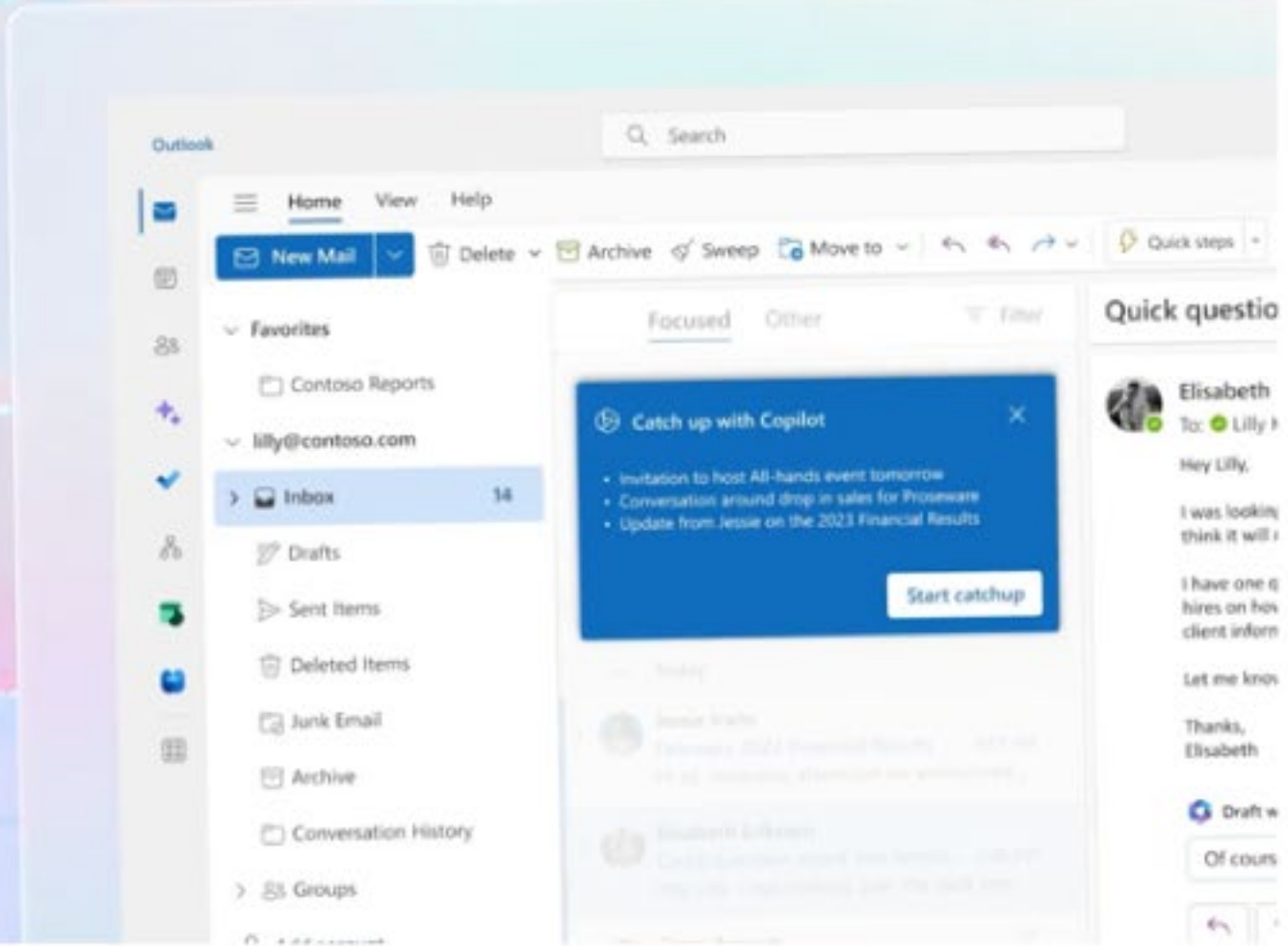
MICROSOFT 365

Copilot in Teams Meetings



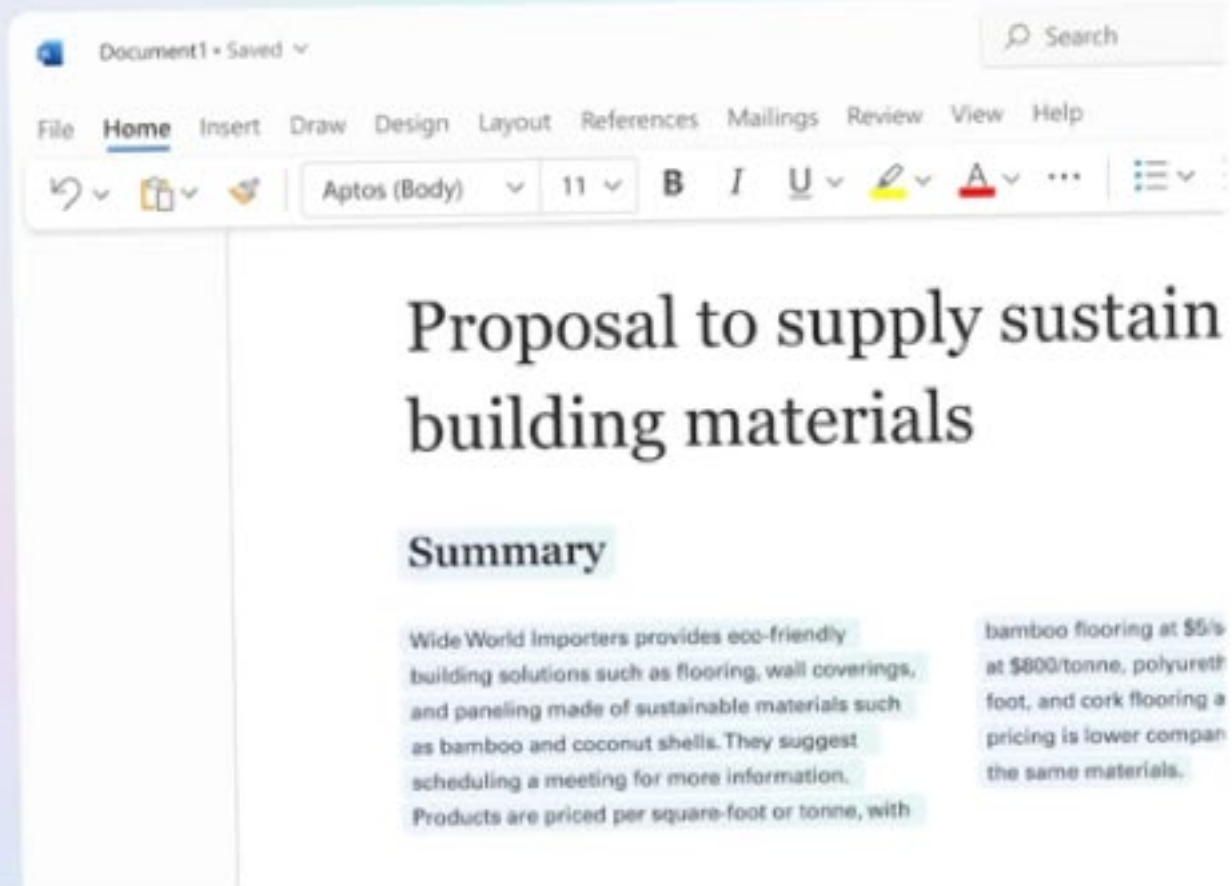
MICROSOFT 365

Copilot in Outlook



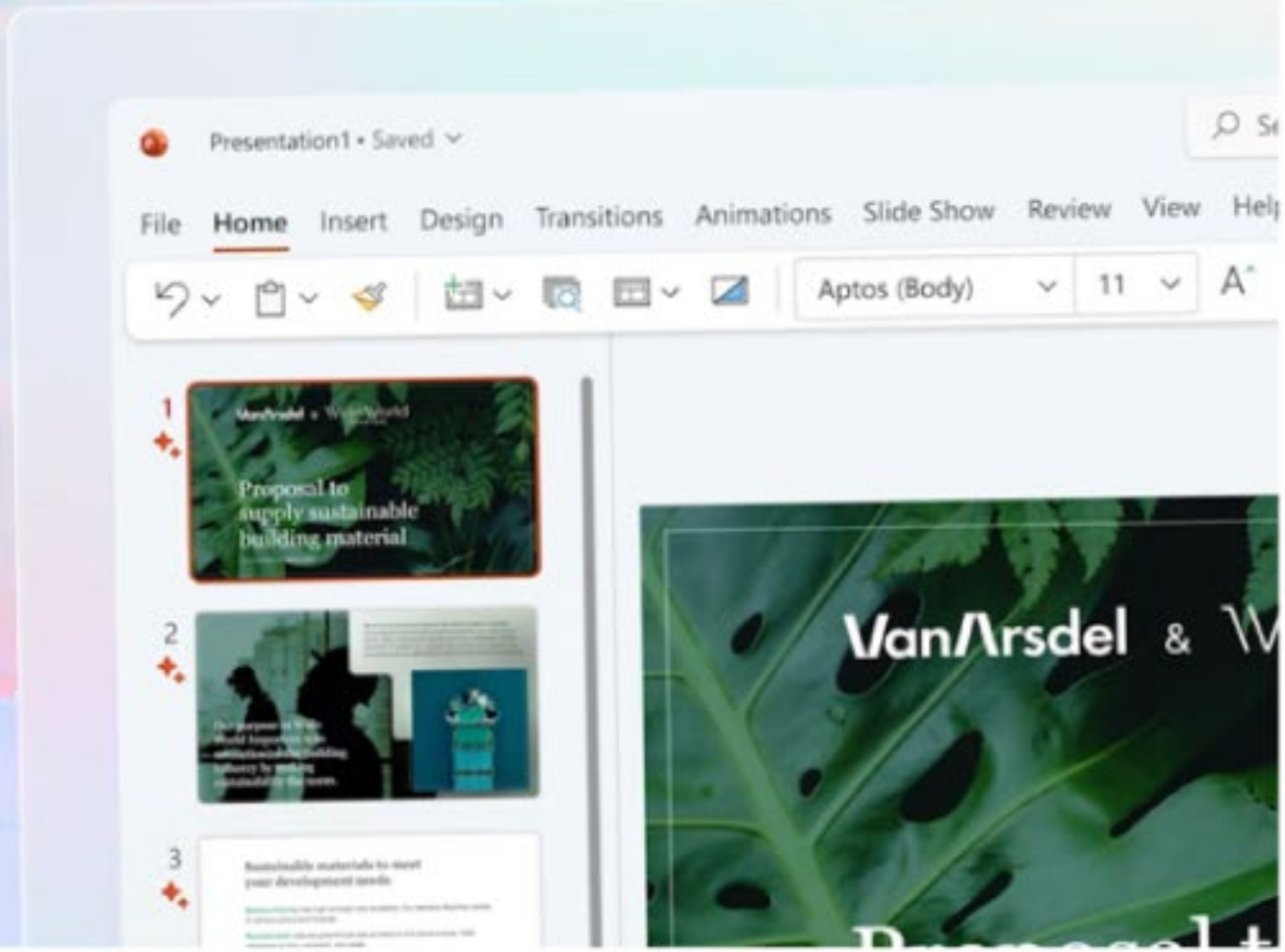
MICROSOFT 365

Copilot in Word



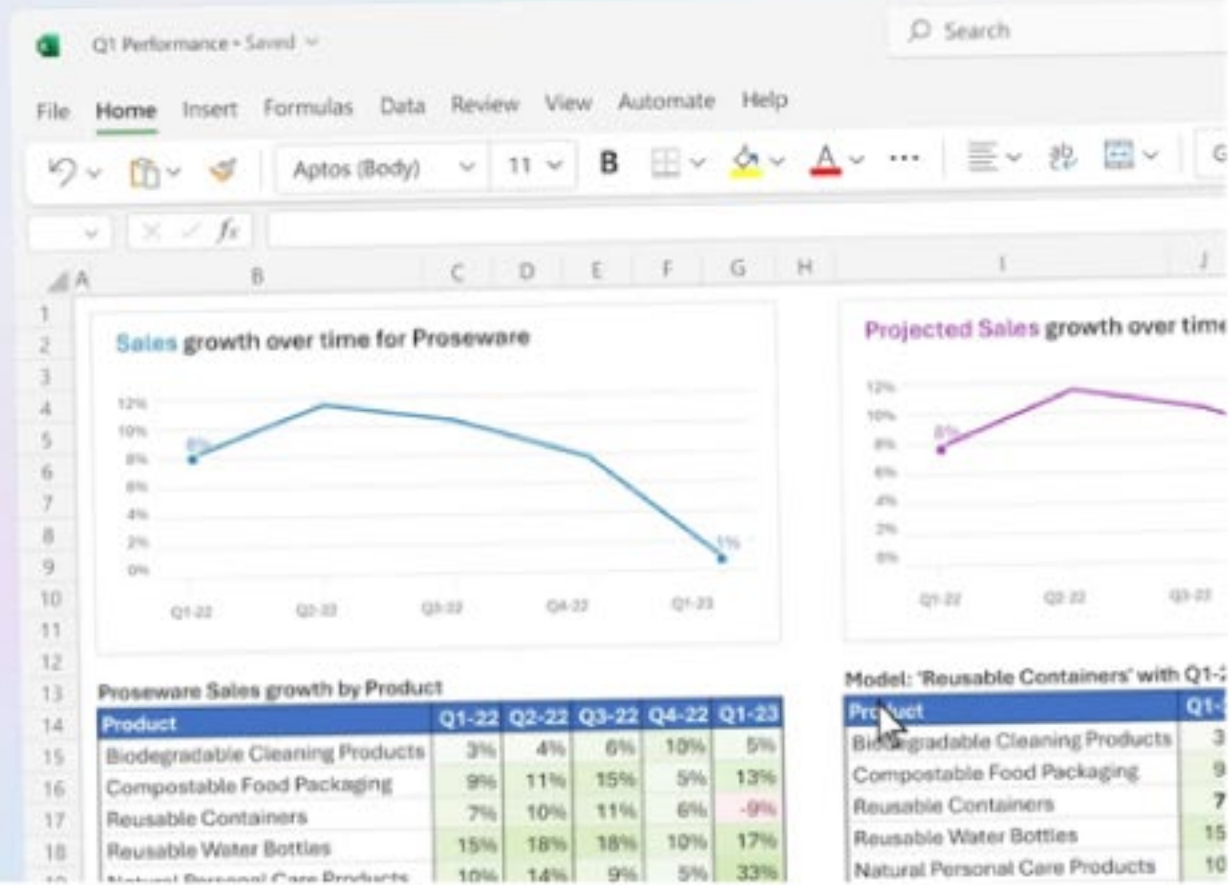
MICROSOFT 365

Copilot in PowerPoint



MICROSOFT 365

Copilot in Excel



Microsoft

Power BI Copilot

Grip op Kosten

Cloud Cost Management

How to reduce cloud Cost.

Implement a Cost Management Processes !

Commercial

Azure Hybrid Use Benefits

Reserved Instances

PaaS vs IaaS

Spot Instances

Prepayments / EA commitments

Tooling

Azure Cost Management

Cost Analytics

Budgets

Alerts

Azure Advisor

Technology

Azure Automation

Identify and act on idle resources

Azure Dev/Test Labs

Auto Scaling

Power Management

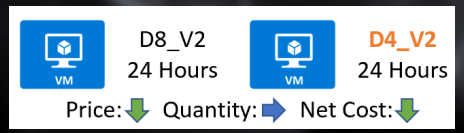
Azure Optimization: the basics

Migrate to newer SKU's

- Latest Azure SKU's offer better performance at lower price point.
- Leverage technology evolution benefits passed on through modern SKU's.

Right-size resources

- Adopt optimal SKU's based on historic resource utilization & business sensitivity.
- Start with good enough SKU to accommodate 95th percentile workloads.
- Leverage Azure advisor cost saving recommendations.

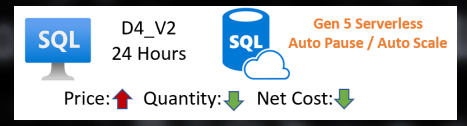


Snooze resources when not in use

- Releases expensive compute, stops billing meters.
- Persisted data state, resume stateful resources with ease.
- Leverage Azure Native, Marketplace automation solutions.

More apps on PaaS

- Reduced app TCO – Patching, Backups etc.
- Save CAPEX on software licenses. Sophisticated tools at affordable price point, Pay-as-you-go.
- Enhanced Eng productivity. Deliver apps faster, secure with Azure native scale & resiliency.
- Leverage inbuilt auto scale capabilities available with most PaaS services.

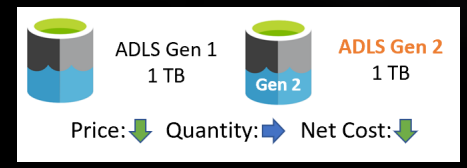


Premium tiers for Prod, Standard for Non-Prod*

- Establish directional policies to limit Premium tier SKU's for production and handle exceptions.
- Optimize non-prod footprint and leverage dynamic scale across Premium/Standard tiers, as needed.
- Maintain healthy distribution of cloud spend between Production and Non-production environments.

Modernize apps

- Short term engineering investments yields long term savings.
- Continuous evolution of Azure services surface new avenues to deliver business outcomes more efficiently.
- Consider decoupled & Serverless architectures, tiered data stores*.



*where possible

We Like Value but dislike like Cost.

Never charge for time, charge for outcome!

Achieve more

Spend less

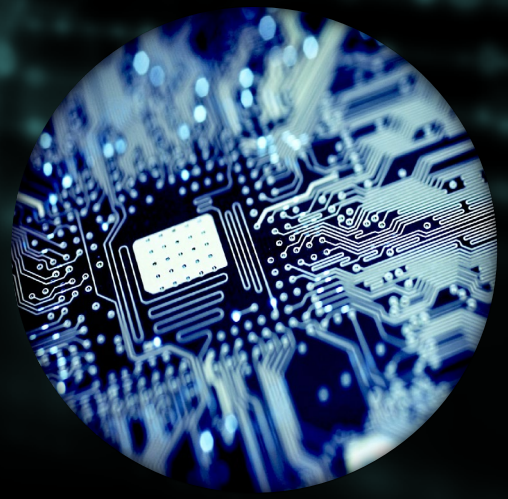
Control

Human Value perception.

Manifestation of a thought process

People perceive value

Processes deliver value

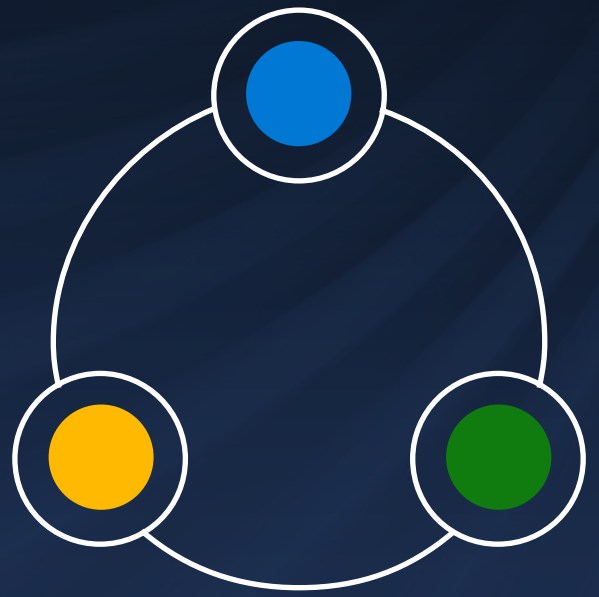


Technology supports the process

Microsoft Security

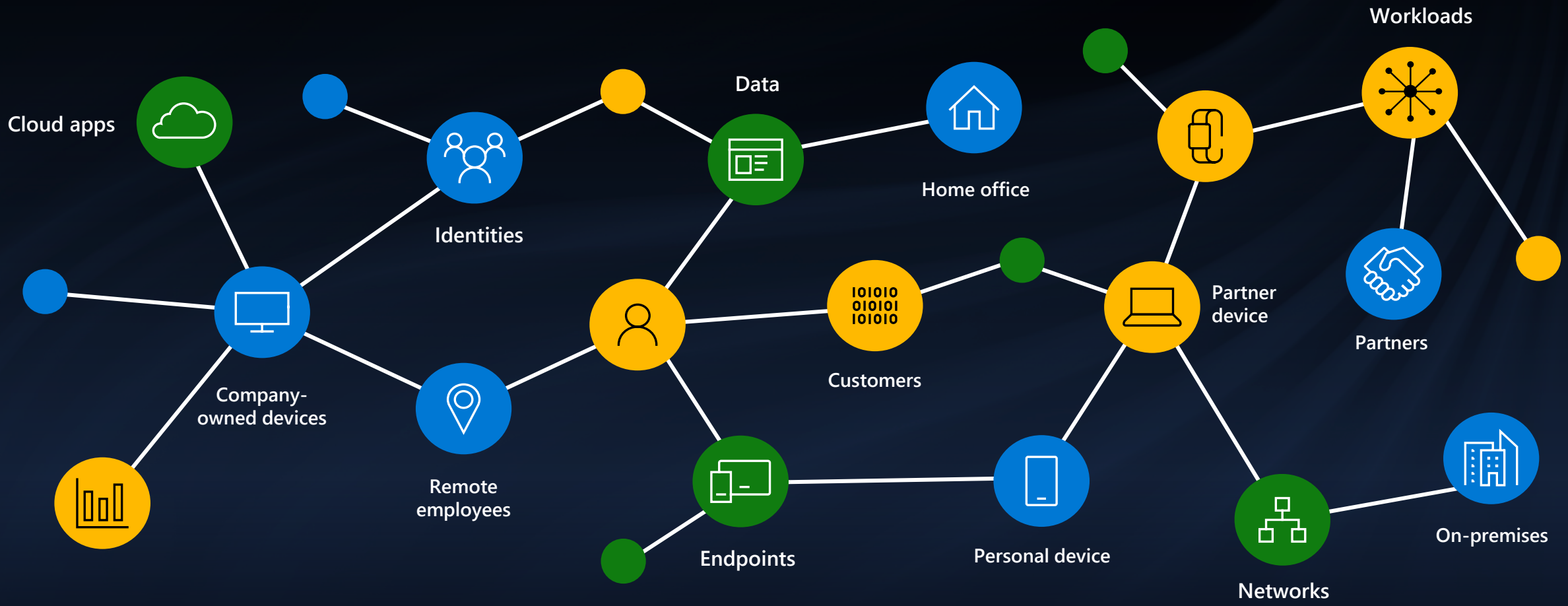
Microsoft Security

Protect everything end to end



Your enterprise is transforming

Your enterprise is transforming



Complexity requires advanced security

Infrastructure is highly distributed

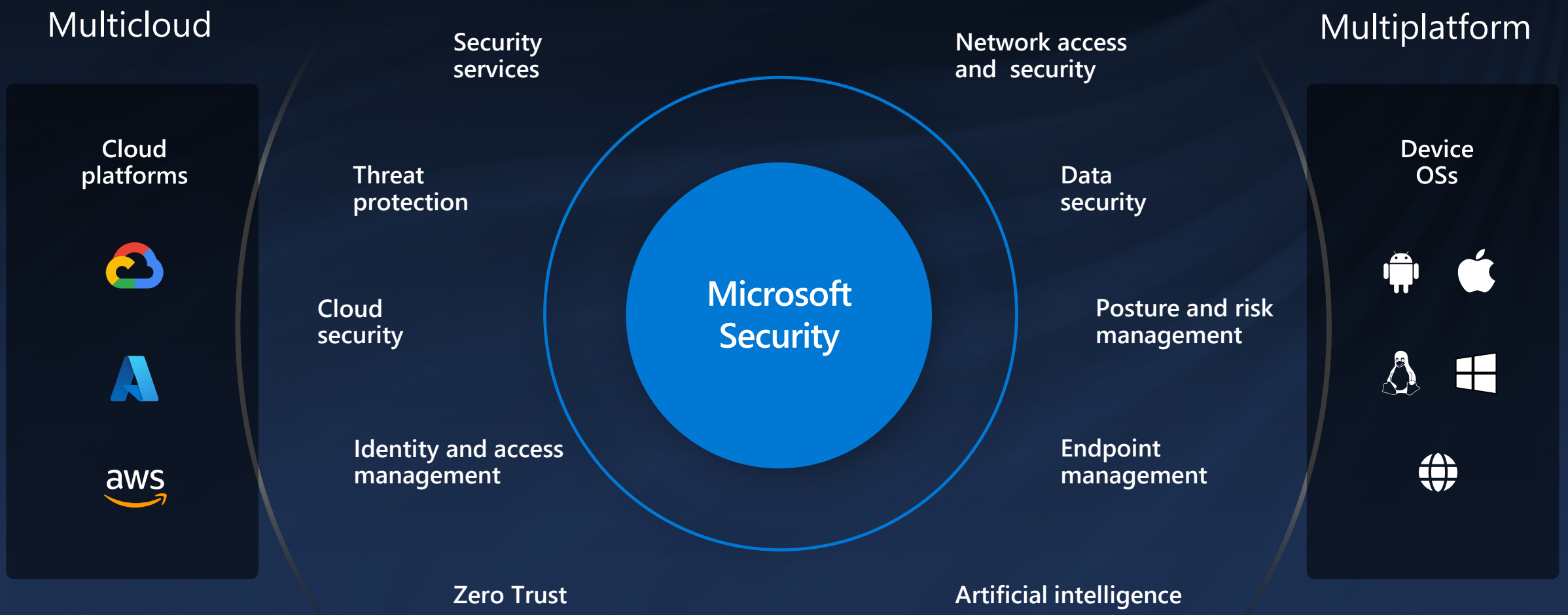
Threats are not shared across vendors

More vendors require more people to manage

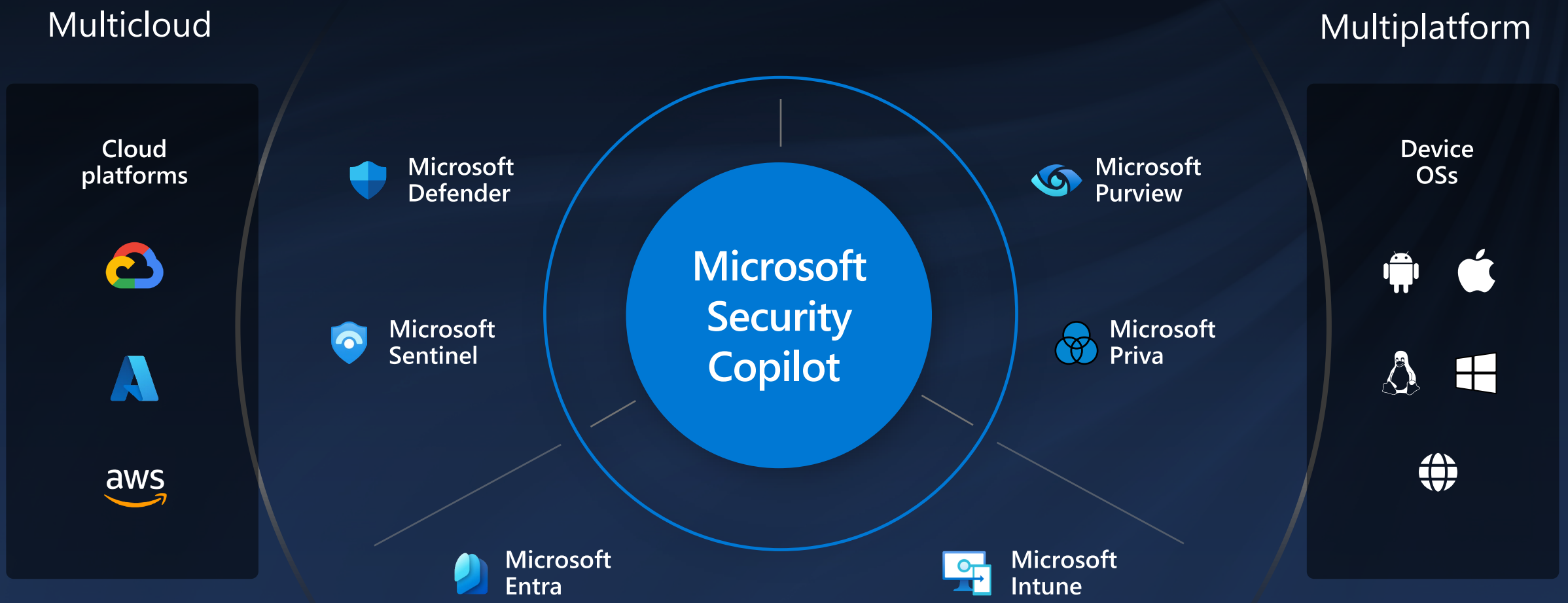
Tools are not integrated nor interoperable

Multi-vendor costs are unsustainable

We lead with end-to-end protection



We lead with end-to-end protection



NIS
Incid

NIS & AVG
Security Re

Where to Start?

Get your data estate AI-ready

Find and select AI use cases

Create new AI-powered apps

Ask your IT Partner / Microsoft for help!!!!

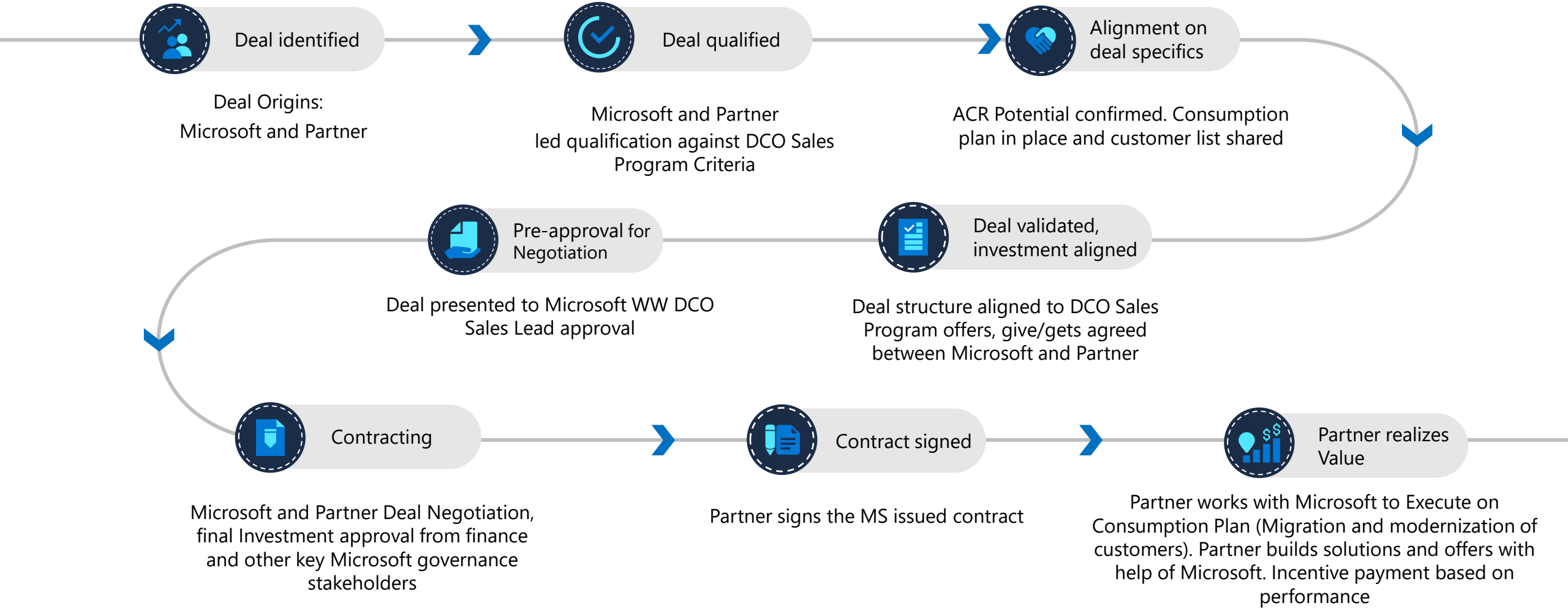
Q&A

Microsoft

DCO – High Level Sales Process Flow*

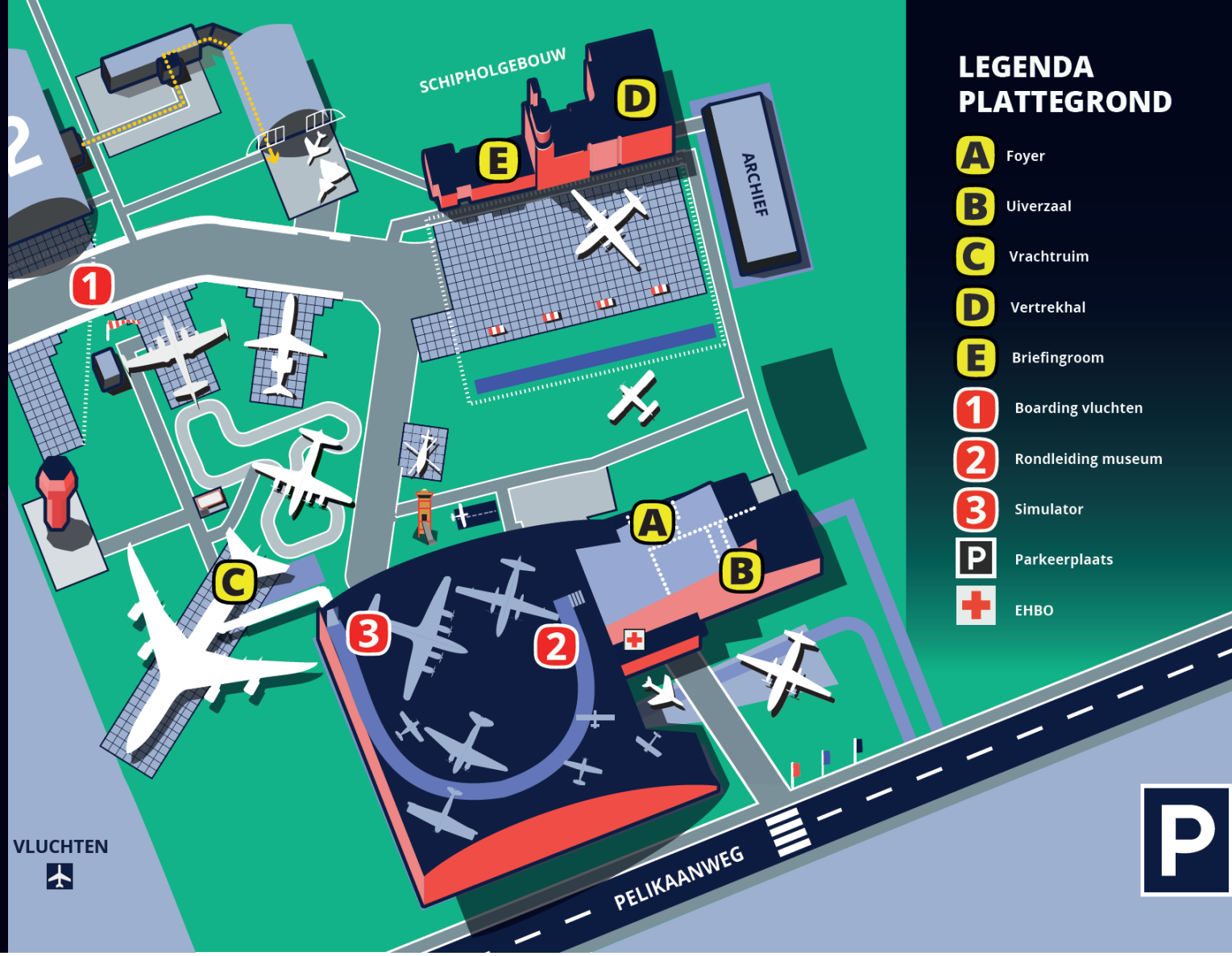
IMPORTANT NOTE: *Please note the timeline for each DCO deal varies as it is dependent on many factors (i.e. partner readiness, negotiation time etc). Please work with your Microsoft counterpart closely and ensure regular communications from a smooth and efficient DCO process.

The following is high level sales process for a DCO deal between our Partners and Microsoft.



Predictable engagement model, tight governance, committed support

	FRIENDSHIP FOYER	UIVERZAAL	VRACHTRUIM	VERTREKHAL	BRIEFINGROOM
08:30 - 09:00	Ontvangst & inschrijving				
09:00 - 09:20		Opening			
09:30 - 10:10		Werkplek Panelsessie	Infradax Overheid Advanced Datacleaning 1/2	Veeam Dataprotectie & recovery	Dynamics Experts CRM
10:20 - 11:00		Security Panelsessie	Infradax Overheid Advanced Datacleaning 2/2	JSR Slimmer Samenwerken	Dell Technologies Datacenter als datawarehouse
11:10 - 11:30	Koffiebreak				
11:30 - 12:10		Datacenter Panelsessie	Infradax Overheid ICT-regievoering	Holm Security Vulnerability Management	Microsoft Microsoft 365
12:20 - 13:00	Lunch groep **1**		Cumlaude.ai AI		
13:10 - 13:50	Lunch groep **2**		Microsoft Business Applications		
14:00 - 14:40		AI Panelsessie	HPE Hybrid Cloud	Fortinet Networking & Security	
14:50 - 15:10	Koffiebreak				
15:20 - 16:00			Arctic Wolf Detectie en Respons	KPN (Tele)communicatie	
16:10 - 17:00	Borrel				



LEGENDA PLATTEGROND

- A Foyer
- B Uiverzaal
- C Vrachtruim
- D Vertrekhal
- E Briefingroom
- 1 Boarding vluchten
- 2 Rondleiding museum
- 3 Simulator
- P Parkeerplaats
- EHBO

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