Microsoft

Microsoft Switzerland Partner Townhall SPECIAL EDITION: Dynamics 365 & Power Platform launching in the Swiss Data Centers

17th of December 2020

Teams Live Event Logistics

Chat and Q&A

Agenda

Microsoft Switzerland Partner Townhall	
13:30 – 13:50 Opening	Thomas Winter
13:50 – 14:05 Microsoft One Cloud and Data-Driven Organizations	Adriano Perolini
14:05 – 14:20 Dynamics 365 Launch Announcement – Microsoft Cloud in Switzerland	Primo Amrein
14:20 – 14:45 Partner Panel Discussion	IAMCP & Partner Representatives
14:45 – 14:55 Partner Resources and Next Steps	Andreas Wiedenmann
14:55 – 15:00 Closing	Thomas Winter

Confusion

Pride

Flexibility

Concern

Resilience

Impact

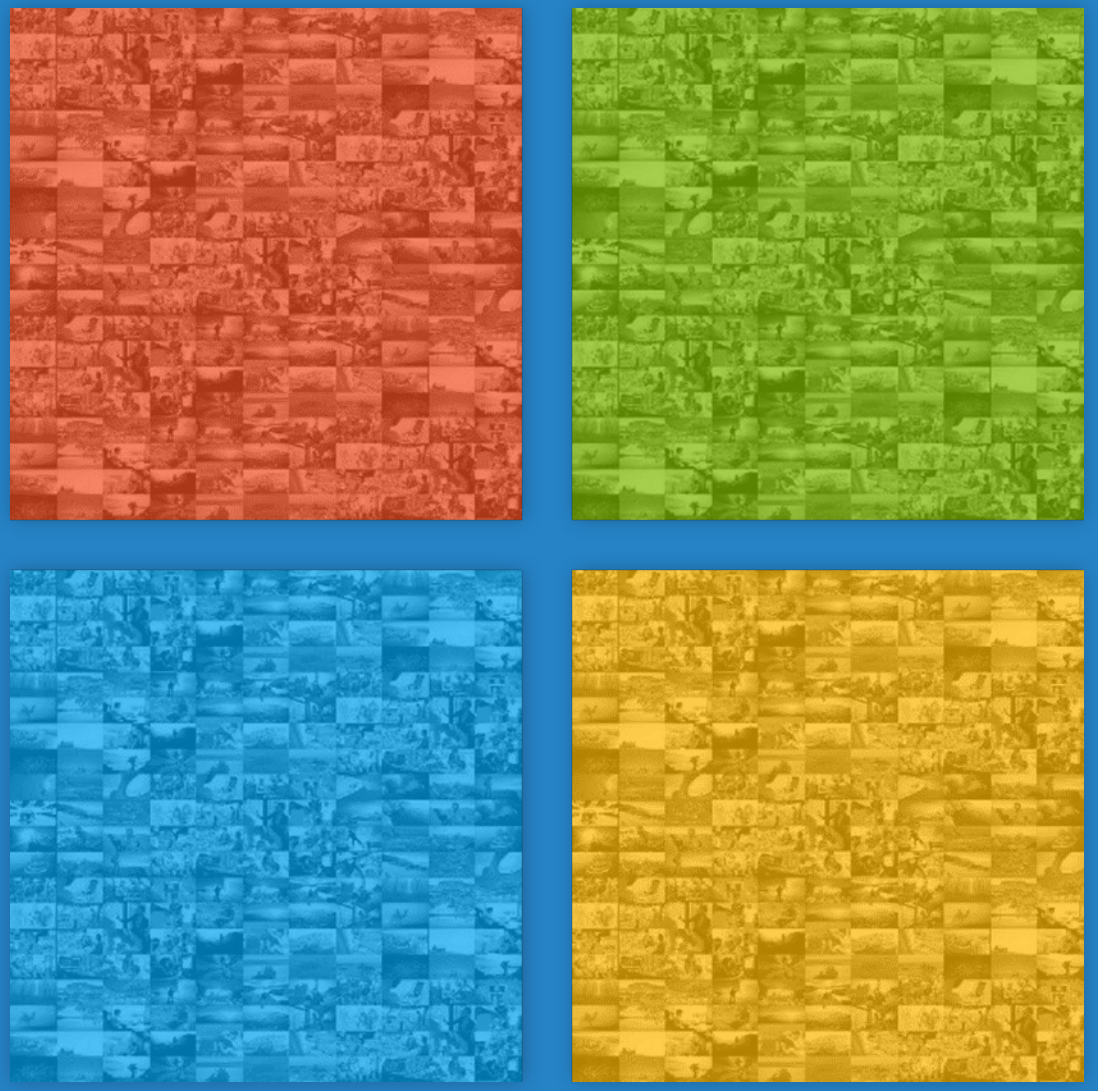
Innovation

Experimentation

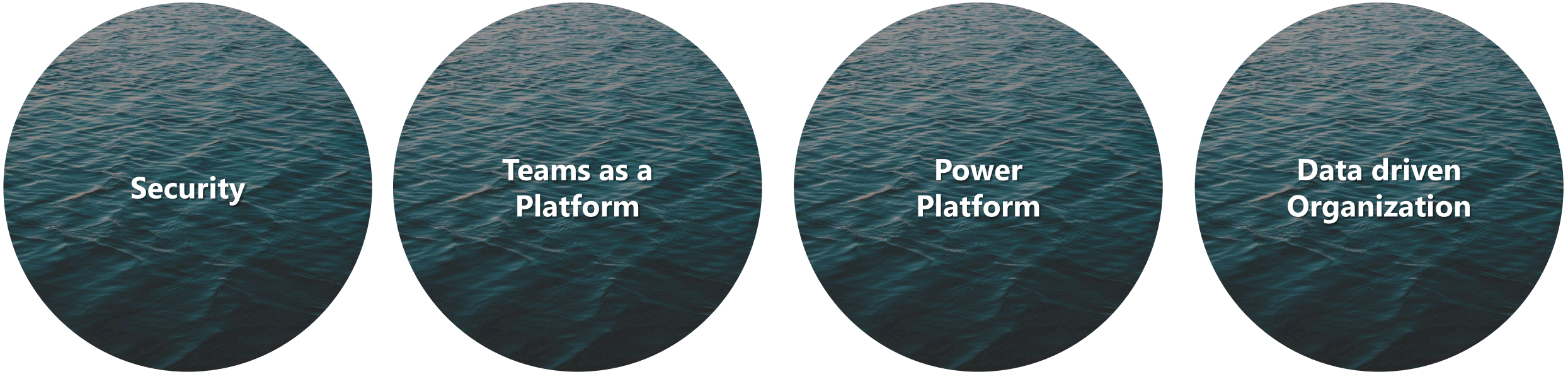
Microsoft mission

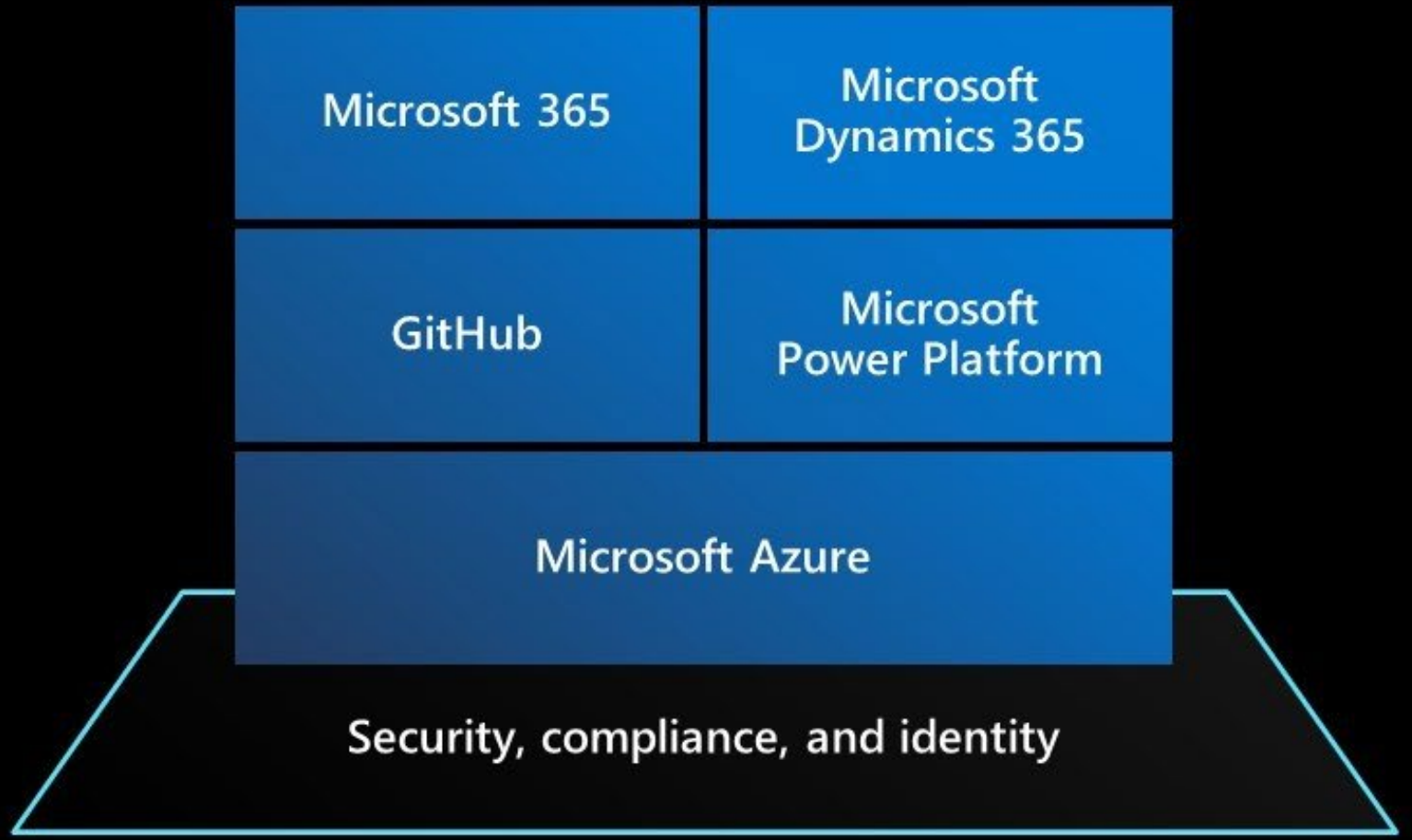
Empower every person and every organization on the planet to achieve more

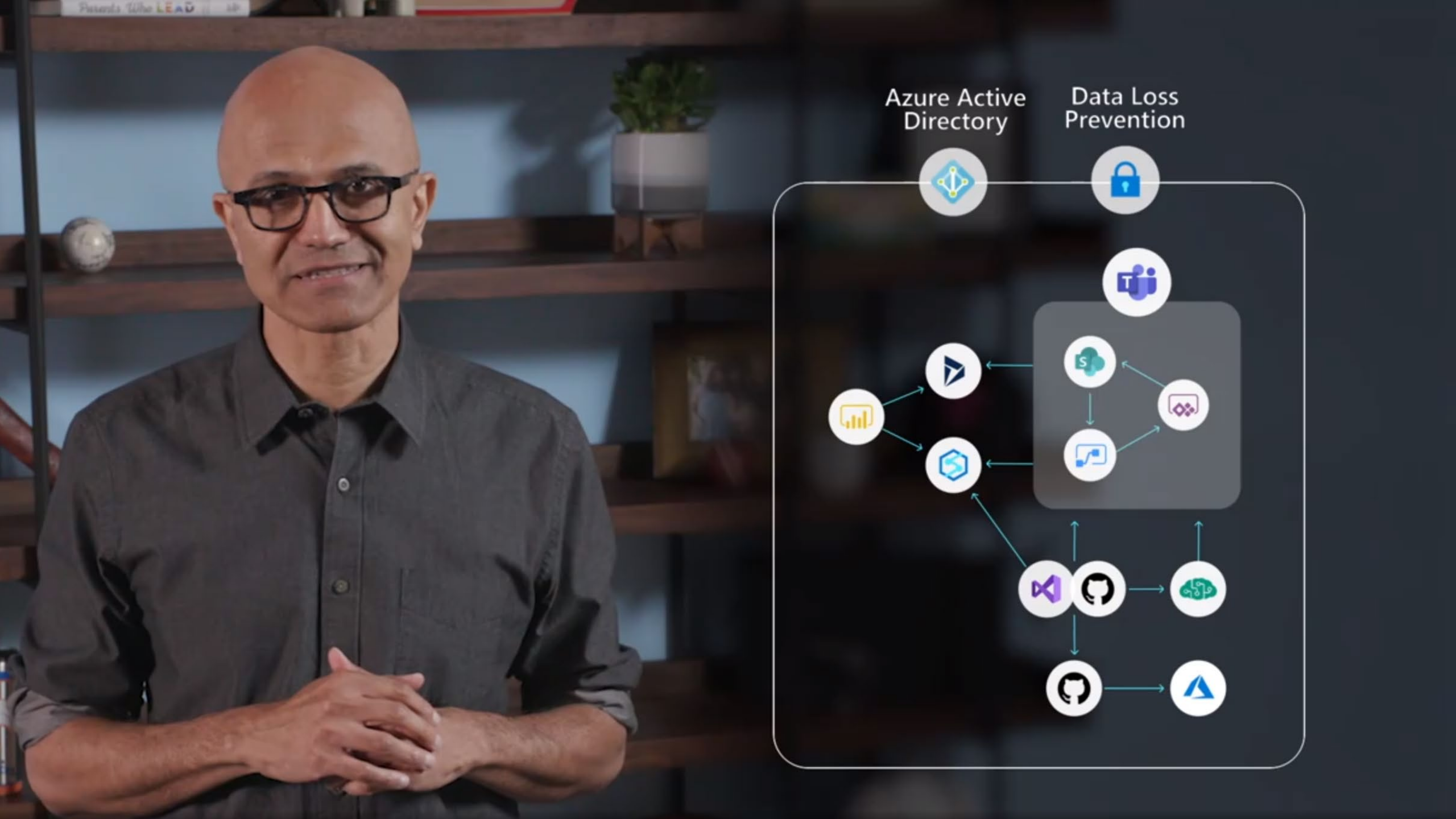
Partners make more possible!



FY21 growth partner opportunities in Switzerland




Microsoft 365
Microsoft Dynamics 365
GitHub
Microsoft Power Platform
Microsoft Azure
Security, compliance, and identity

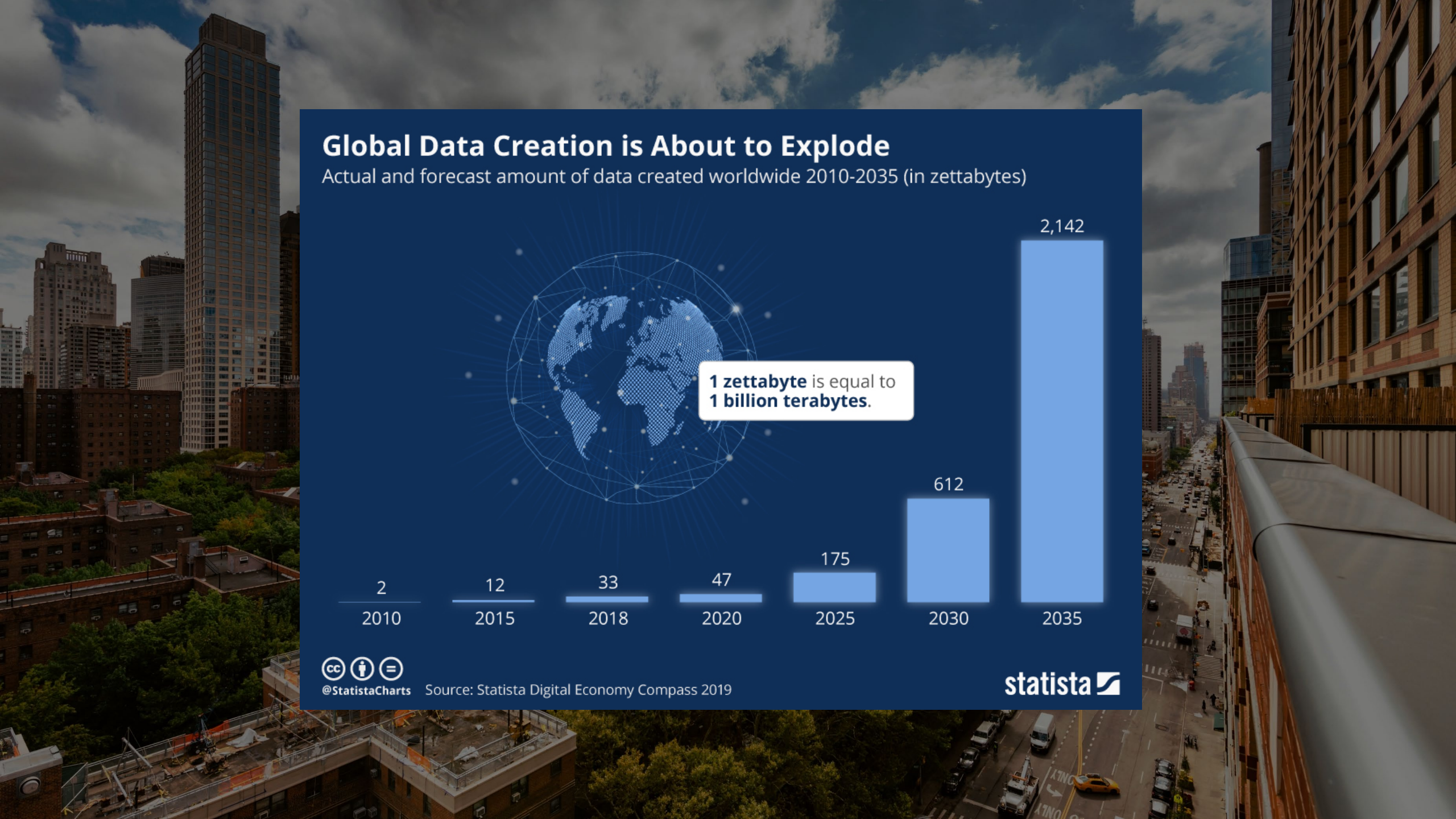

Azure Active Directory
Data Loss Prevention

Purpose-driven digital
The art and science of leveraging technology innovation
to drive business and societal outcomes for good

Microsoft One Cloud and Data-Driven Organizations

Senior Partner Technology Architect Microsoft Switzerland, Adriano Perolini

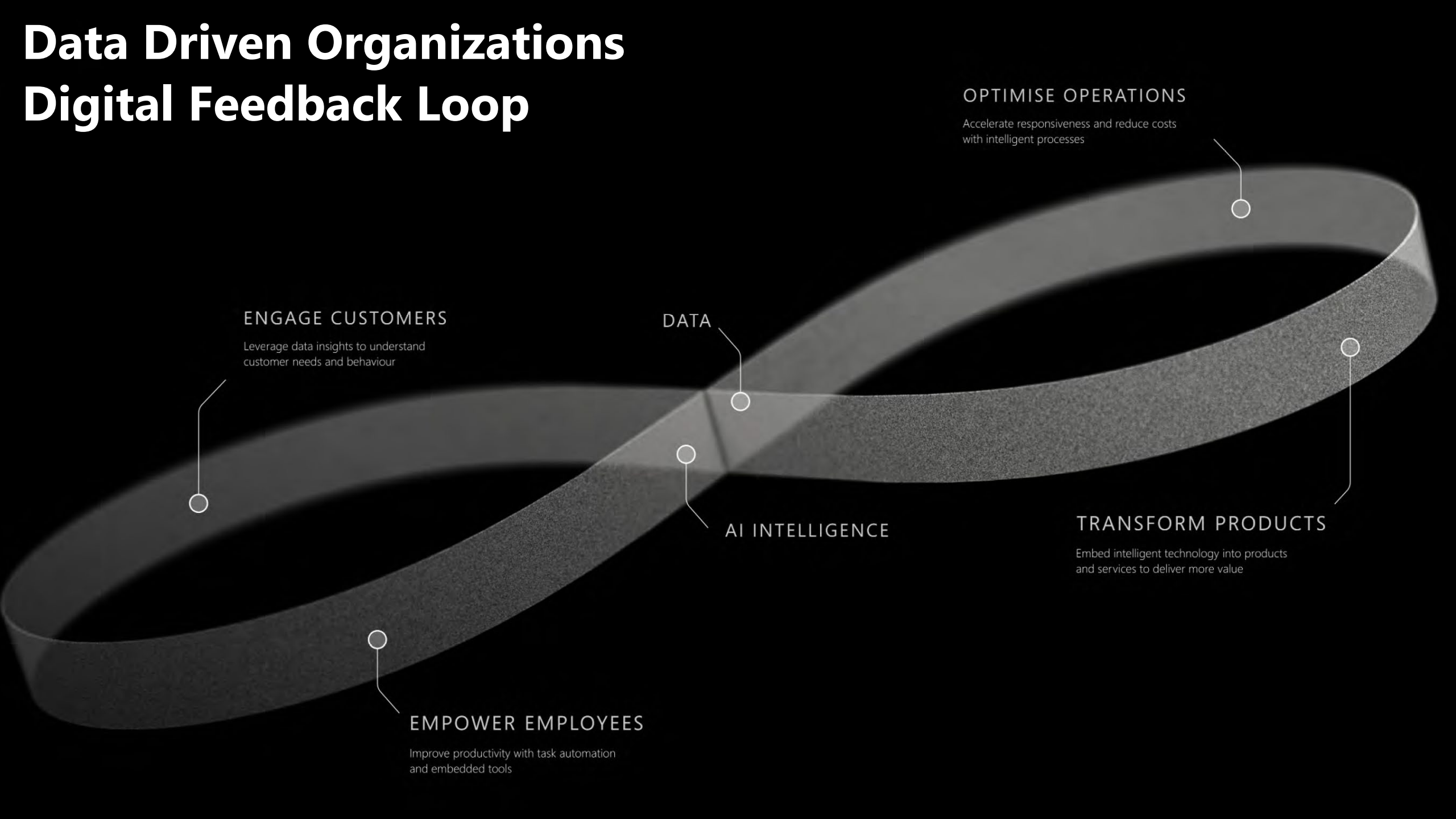
1970
1990
2010


Global Data Creation is About to Explode
Actual and forecast amount of data created worldwide 2010-2035 (in zettabytes)
1 zettabyte is equal to 1 billion terabytes.
2
2010
12
2015
33
2018
47
2020
175
2025
612
2030
2,142
2035
@StatistaCharts
Source: Statista Digital Economy Compass 2019
statista

If you had a crystal ball…

What would be
THE
strategic thing,
a game changer,
for your business domain
to foresee
?

Data Driven Organizations
Digital Feedback Loop



Data Driven Organizations - Conversation topics

Business Use Cases & Outcomes

- Are you working on the right things for today's challenges?
- What are the new business outcome/priorities?
- What impact on current processes?
- How to prioritize ongoing and planned actions?

Technology Capabilities

- What new capabilities are required?
- How to optimize costs?
- How to scale up and down throughout the change lifecycle?

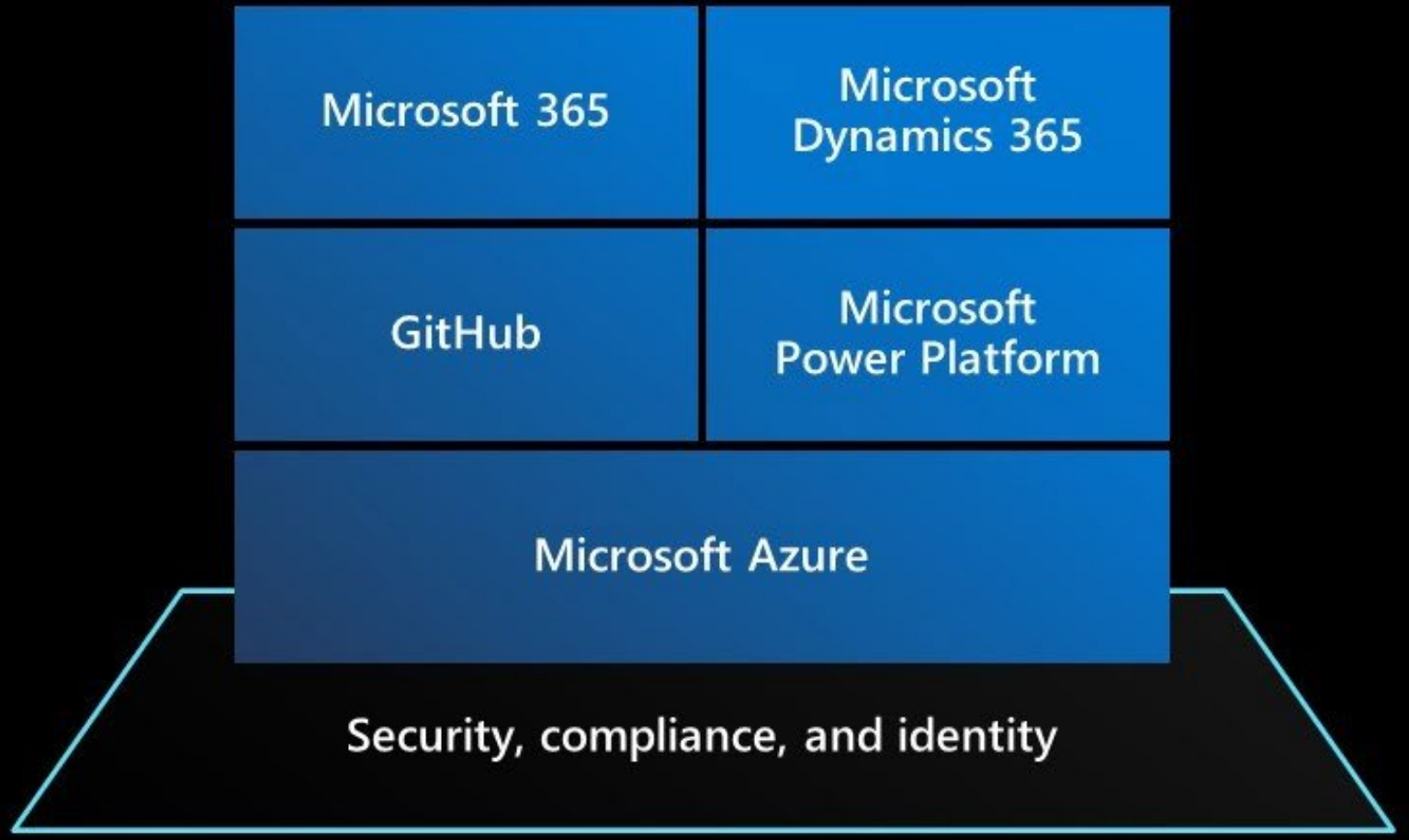
Executive Strategy & Culture

- What culture changes are required to handle the change?
- How can you empower stakeholders & employees?
- What action to drive through each phase of the change?

Operating Model

- How to endure continuity?
- How to optimize the costs of running the business?
- In house vs. external costs?

One Microsoft Cloud



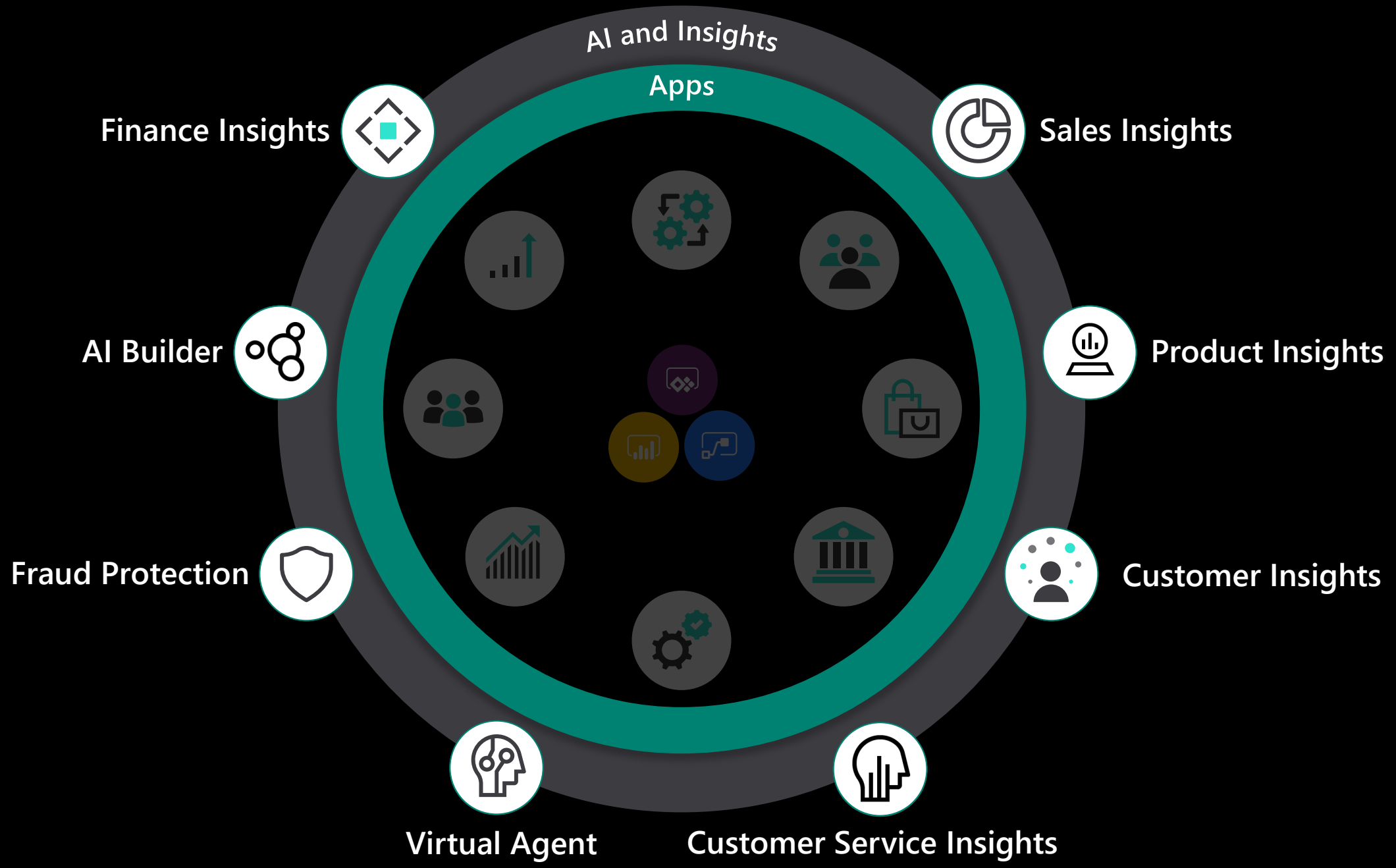
The worlds connected AI business cloud

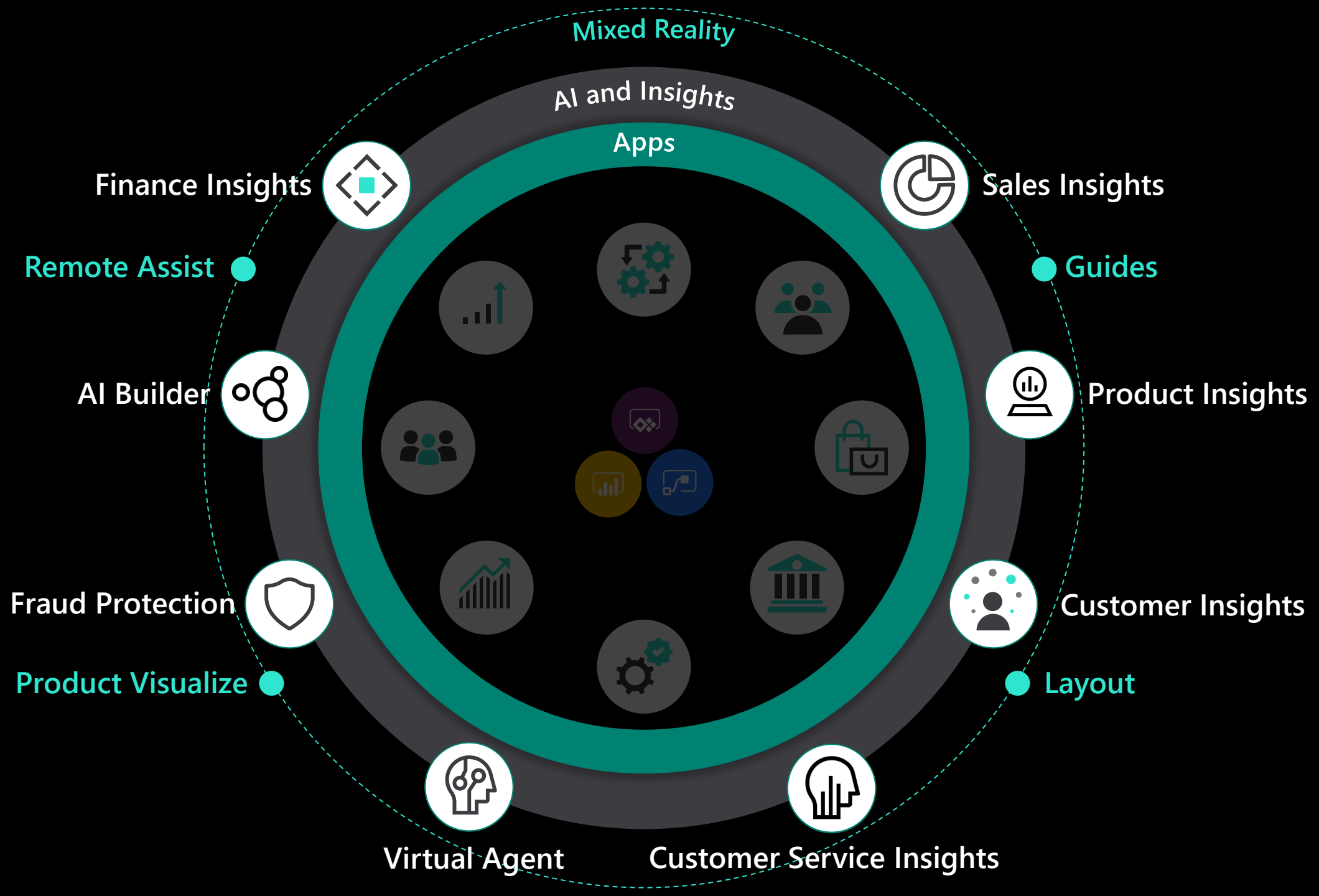
Dynamics 365

- Sales
- Customer Service
- Marketing
- Field Service
- Project Operations
- Finance
- Supply Chain Management
- Commerce
- Human Resources
- Business Central

Power Platform

- Power Apps
- Power Automate
- Power BI
- Power Virtual Agents
- Power Apps Portals


AI and Insights
Apps
Finance Insights
Sales Insights
AI Builder
Product Insights
Fraud Protection
Customer Insights
Virtual Agent
Customer Service Insights


Mixed Reality
AI and Insights
Apps
Finance Insights
Sales Insights
Remote Assist
Guides
AI Builder
Product Insights
Fraud Protection
Customer Insights
Product Visualize
Layout
Virtual Agent
Customer Service Insights

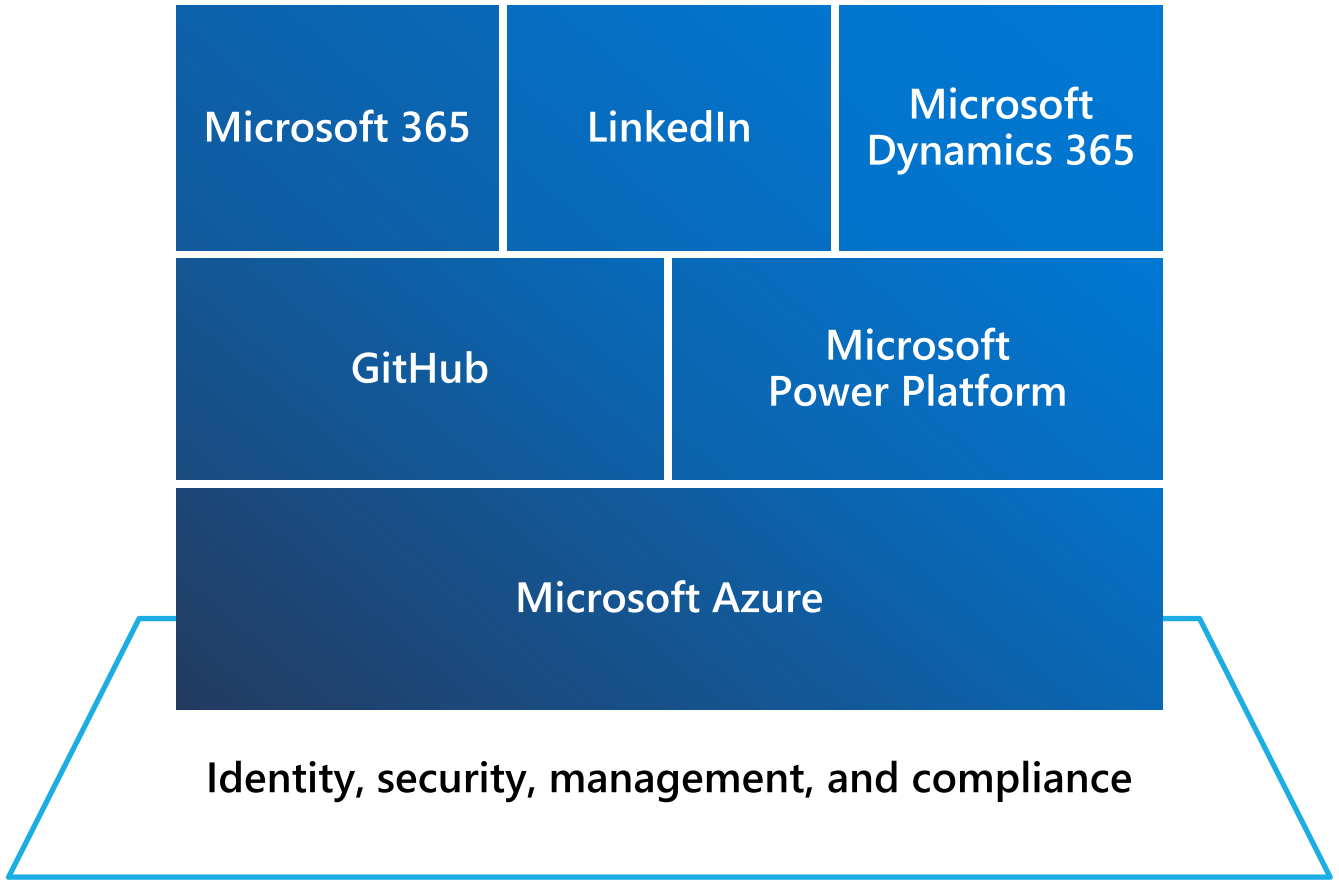
Dynamics 365 & Power Platform Launch Announcement Microsoft Cloud in Switzerland

Cloud Lead Switzerland, Primo Amrein

Dynamics 365 & Power Platform Launch in Switzerland

Unique Opportunity to Emphasize Complete Cloud Offer and Synergies

Microsoft
SWISS DATACENTER
ONE CLOUD



Microsoft
HAPPY BIRTHDAY!
ONE YEAR MICROSOFT CLOUD IN SWITZERLAND

1 – 1000 – 10'000

Great progress in the Swiss Cloud Regions since the **launch roughly 1 year ago**:

- **>1000 Swiss Azure clients** onboarded with local customer data residency
- **>10'000 new M365 tenants** set-up in CH in the first months after launch

Microsoft Cloud in Switzerland

Extract of Client References and Testimonials

Clients

Solutions

Innovate Switzerland Aug 29 2019 – 31 Partner Events

- 400 attendees in 3 locations (BE, GE & ZH)
- 2'000 live webcast viewers with partners
- LinkedIn Launch Article: >1000 likes, >150 reshares, >4000 views
- #TheCloudCH: top Twitter trend during event, 13K impressions

Swiss DC Partner Ecosystem – Extract of Partners Supporting the Motion

Local/Regional SIs

acommit, Baggenstos, ADVIS, aim, ALPHA SOLUTIONS, baseVISION, BitHawk, bossinfo, CISEL it, Corporate Software, CS Campana Schott, CYCL, DINOTRONIC IT aus Leidenschaft., D|ONE, entec IT + COMMUNICATION, execure, GARAIOLABS, GIA, HP ENGINEERING, innobit, INOVIT, ITPC, isobar, isolutions, itelligence, itnetX, ITST, Leuchter, make it noble, MONDAY COFFEE, moresi.com, nexellent, NETRICS, nexplore, novaCapta, NSN medical services, One Step Beyond, ORBIS, PH Networks, procloud, ptc, redIT, SILICOM GROUP, Somnitec, SR Technics, swisscom, SWORD, ti&m, trivadis, UDITIS, UMB, ventoo, VISION inside, WAGNER, zühlke

Not complete as we stopped tracking it due to the volume.
You partners ROCK! Thank you very much for the support!

Global SIs

accenture, avanade, Cloudreach, Cognizant, DXC.technology, HCL, TATA CONSULTANCY SERVICES, WIPRO Applying Thought

Channel Partners

ALLTRON, ALSO, INGRAM MICRO, COMSOFT direct, softwareONE, BECHTLE, TechData, COMPAREX, Crayon

Service Providers

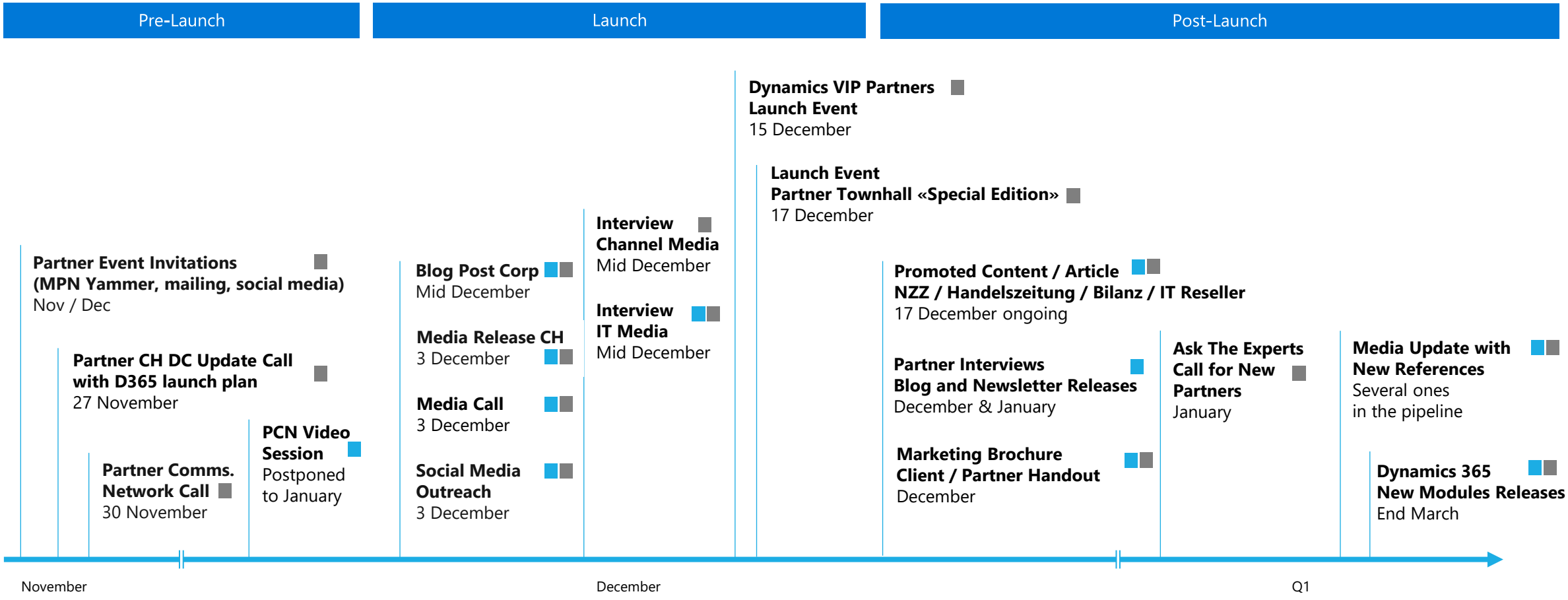
swisscom, NETRICS, unico DATA, inventx

Advisories

pwc, EY, KPMG, Deloitte.

D365 & Power Platform Launch – Overall Launch Plan

Strong Focus on To-Partner Activities

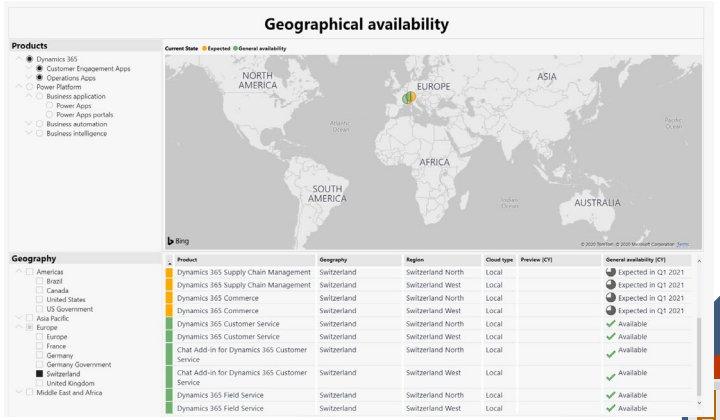


Targeted at:

- Customers
- Partners

D365 & Power Platform in Swiss DCs

- Dec 2020
  - Dynamics: D365 Sales, Customer Service (including Chat Add-in / Omnichannel) and Field Service
  - Power Platform: Power Apps / Power Automate / Power Platform Admin Center included
- Expected in Spring / H1 2021
  - Dynamics: D365 Finance, Supply Chain Management, Sales Insight, Marketing
  - Power Platform: Power Apps Portals
- See the public roadmap here



Future Workloads

- Confirmed future workloads:
  - Power Virtual Agents: should land in Q2 CY21
  - AI Builder: should land in summer 2021
- The above can be shared under NDA, emphasizing “info under NDA and target dates are given according to current planning”
- Not yet confirmed workloads:
  - D365 Customer Insights
  - Business Central

No firm commitment yet for deployment, still receiving positive signals

Sensitive Data in the Microsoft Cloud CH

- AHV/AVS data and rent-/salary details at Ausgleichskassen/caisse de comp.

  → AHV compensation office of the chamber of industry and commerce Aargau

- Credit information and sensitive personal data at debt collection offices

  → Municipality Mumpf

- Health data at health insurance companies, hospitals or doctors

  → Klinik Im Hasel

- Business figures in the context of SAP-on-Azure

  → Swiss Re

- CID / customer data of some Swiss banks

  → Bank Avera

Partner Panel Discussion

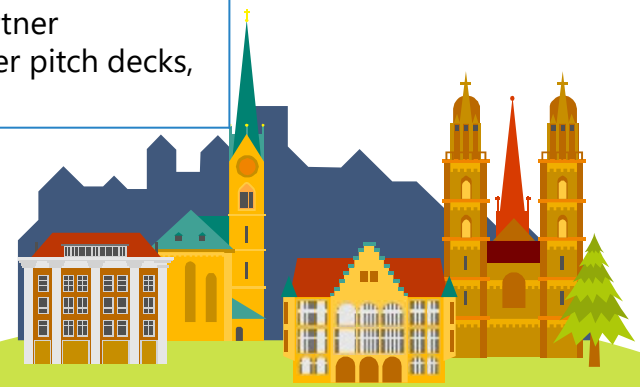
International Association of Microsoft Channel Partners IAMCP Board Member &
Co-Founder & Managing Partner isolutions, Josua Regez

Partner Resources and Next Steps

Partner Development Manager Microsoft Switzerland - Business Applications, Andreas Wiedenmann

Partner Resources

Category	Resource	Description
Microsoft Cloud CH	**Product availability by geography**	Availability of Dynamics 365 workloads incl. the Swiss Data Centers
	Geo to Geo migrations	To request a regional migration, please contact your account manager or see **Technical Support**
	Microsoft FastTrack	Microsoft FastTrack is a customer success service that is designed to help you move smoothly and confidently to Microsoft Dynamics 365
	Partner Development Manager or **partch@microsoft.com**	Managed Partners: Contact your local Partner Development Manager (PDM) / Unmanaged Partners: please contact partch@microsoft.com
Starter	**Business Applications for small and medium-sized businesses (SMBs**	Discover Dynamics 365. Here, we've pulled together tools, trainings, and resources with your SMB customers in mind
	Become a Dynamics Partner	Build innovative business apps and services that reach millions of customers by becoming a Microsoft Business Applications partner.
Enablement / Training	**Training Gallery**	Global & central repository for trainings, resources and events to grow your business with Microsoft.
	CH Partner Training Calendar	Area- & local (CH) supported trainings, resources and events to grow your business with Microsoft.
Go-To-Market	**Partner Network for Business Applications**	Content collections for core sales play assets such as partner opportunity decks, business and technical decision-maker pitch decks, sales play cards and more.



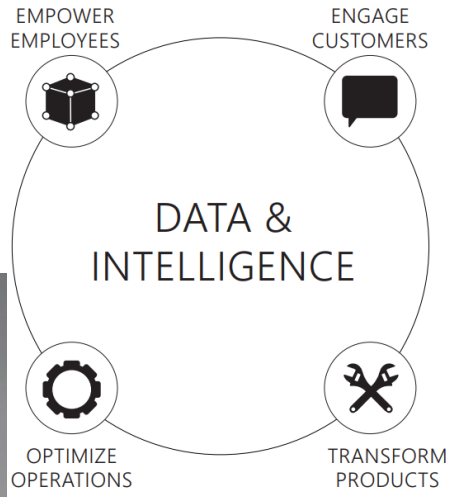
Re-Use Marketing Brochure as Client Handout

Emphasizing Data-Driven Organizations and Dynamics / Power Platform Stake

DIGITAL FEEDBACK LOOP – DATA AT THE HEART OF DIGITAL TRANSFORMATION

Organizations can innovate to engage customers, empower employees, optimize operations and transform products. With data and intelligence at the core, establishing a digital feedback loop is how organizations can transform, become resilient, and unlock new value for their customers.

The local cloud offering enables Swiss data residency to meet compliance and regulatory needs. In addition, lower latency supports data-intense scenarios due to a nearby deployment of data and applications.



- Microsoft is expanding its investment in the innovative strength of the Swiss economy with the final launch of the ONE Microsoft Cloud in Switzerland. Dynamics 365 and power platform from the Swiss data centers enables Swiss clients to transform their data business – securely, reliably and in compliance with regulatory requirements.

Closing

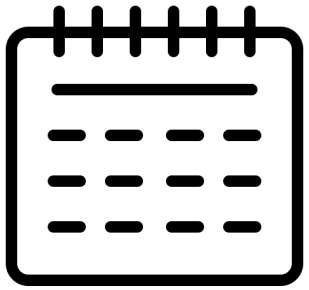
OCP Lead Microsoft Switzerland, Thomas Winter

Partner Townhalls

Next dates

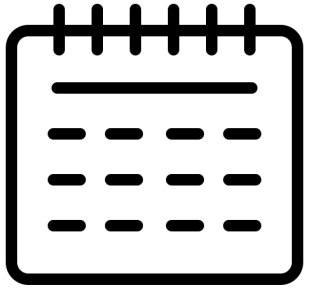
All info here: aka.ms/chpartnertownhall

January



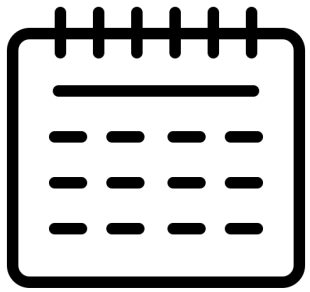
28th of January
09h30-10h30

February



25th of February
09h30-10h30

March



25th of March
09h30-10h30

Microsoft

Happy Holidays!

By Flurin, 8