State of Idaho Microsoft Azure Subscriptions & Services

Don't sacrifice productivity for the sake of being secure.

CLOUD NAVIGATOR

Program Overview

Thom Michael
Chief Cloud Strategist
Thom.Michael@CloudNav.com

Mark Alexander
President
Mark.Alexander@CloudNav.com

About Cloud Navigator

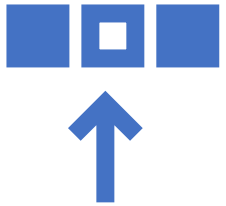
- Founded in 1991
- Focused on Microsoft Platform since Inception
- Microsoft Cloud Solution Provider (CSP) Partner
  - Flexible Procurement\License Management
- Microsoft Gold Partner
  - Deployment to the Cloud
  - Management Services once in the Cloud
    - Cloud Platform
    - Cloud Productivity
    - Enterprise Mobility Management
    - Small and Midmarket Cloud Solutions
- Named ‘Top 200 Microsoft Partner’

Azure for Less

- 7.5% Discount on Azure Utilization
- Transparency with our Monthly Utilization & Cost Report
  - Reconcile costs easily – compare your monthly utilization report with the public Microsoft Azure cost calculator to see your discount
- Cost-effective Services
  - Workload Management services
  - Advisory services
  - Deployment Planning

Purchasing Made Easy

- No long-term Agreements Required
  - Subscription-based, annual auto-renewing with no monetary commitment
  - Pay only for resources used within a subscription
- Payment plans
  - Plan 1 - Invoicing monthly or quarterly in arrears on usage
  - Plan 2 - Pre-payment (not a monetary commitment)
    - Pre-payments rollover to next year if unused
    - Good for annualized budgeting
- Flexible – change at any time



Azure Deployment Services

IaaS or PaaS

We’ve migrated hundreds of workloads

Azure Management Services

- After we migrate your existing or deploy your new IT workload in Azure, we optionally provide management services for both IaaS and PaaS and bundle the cost with your Azure utilization
  - Security enforcement
  - Monitoring
  - Event Response
  - Maintenance & Change Management
  - Upgrades
- Ask about Managed Applications as a Service

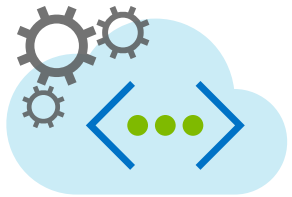
Other Services We Provide

- Office 365 migrations
  - Hundreds of Customers, many Public Sector
  - Customer's of all Sizes (50 to 50,000+)
  - Microsoft's Government Community Cloud (GCC)
- Cyber Risk Mitigation
  - Assessments
    - One or more used to understand Current Security State
  - Services
    - Email Reputation Defense
    - Cloud Defense
    - Cloud Threat Analysis
    - Ransomware Defense (Coming Soon)
  - Guidance
    - Deploy & Adjust as Needed
  - Monitoring, Logging & Reporting
    - Investigate, Quantify & Qualify
- Dynamics 365 Solutions
  - Automate your business processes

Highlight Reel

BestDay.com

- Large online travel booking service
- Migrated 172 virtual machines
- Virtual networking design
- BestDay is a partner customer



Ron DeSantis
46th Governor of Florida

Microsoft Dynamics 365

- Victims Advocacy
- Governor's Scheduling
- Event Management
- Citizen's Services
- Executive Correspondence
- Gubernatorial Board Appointments
- Chief Inspector General Case Management
- Internal Auditing

Global Cruise Lines Company & Global Restaurant Chain

- Consolidation
- Divestiture

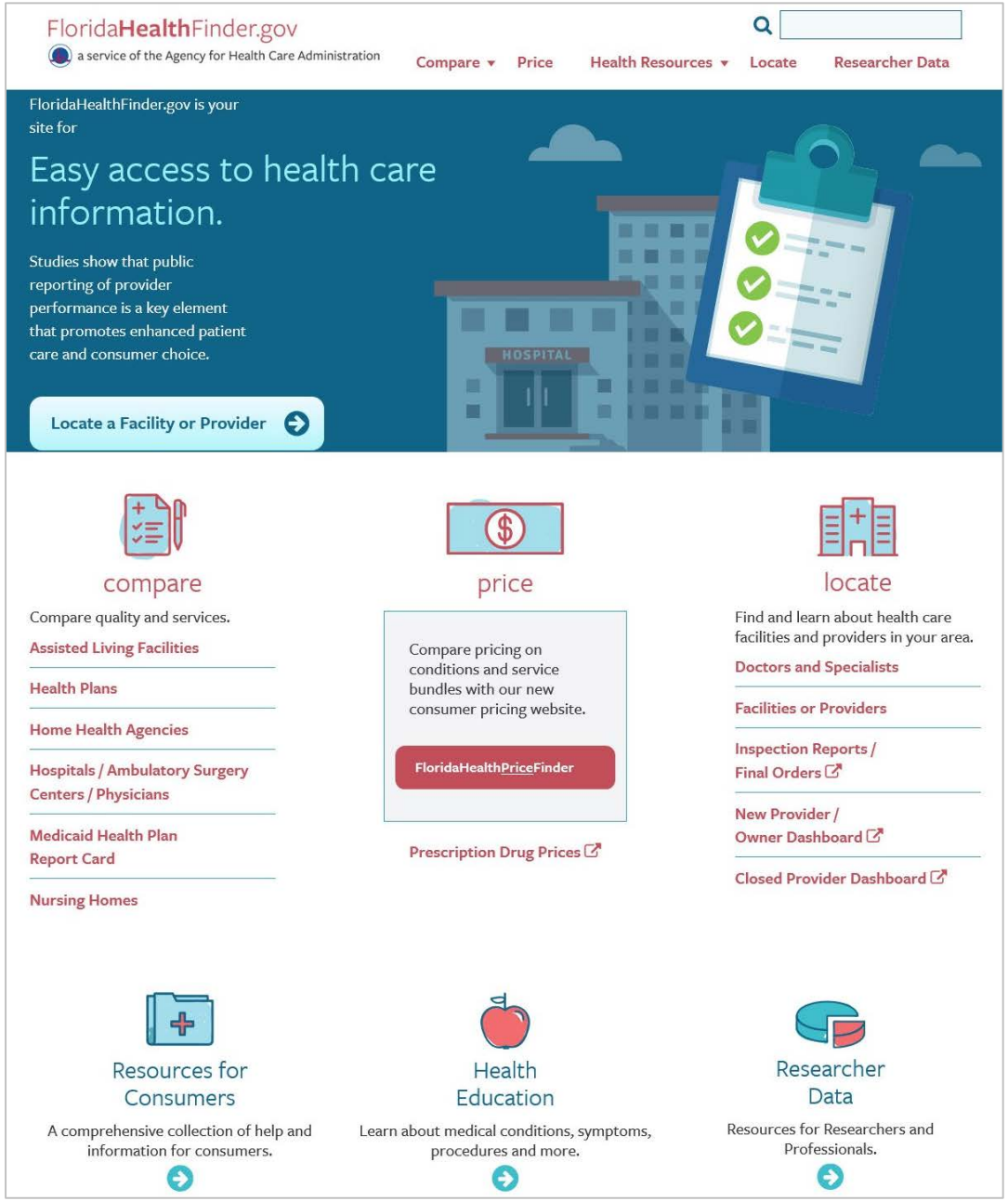
Telemedicine Startup Company

Azure Machine Learning

FloridaHealthFinder.gov

a service of the Agency for Health Care Administration

- Live on Azure on 2/1/2010
  - Azure's initial release date
- Multiple multi-year contract renewals
- 3M
  - Data Processing Subcontractor



adcomm

- Past & Present
  - Migrated email to Office 365
  - Deployed EMS
  - Deployed & Managing Additional Security Services
  - Licensing & Servicing
- Upcoming
  - Modern Workplace POC
    - Windows 10 desktops
    - Azure AD Joined
    - Migrate to Azure VMs
    - Teams & SharePoint

LET’S CREATE YOUR SECURE & PRODUCTIVE WORKPLACE

Don’t sacrifice productivity for the sake of being secure.

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