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# *CLOUD ECONOMICS*

## for your digital transformation acceleration

Winner  
Microsoft Partner  
2019 Partner of the Year  
Greece



Gold Cloud Platform  
Gold Small and Midmarket Cloud Solutions  
Gold Midmarket Solution Provider  
Gold Hosting  
Gold Datacenter  
Gold Cloud Productivity







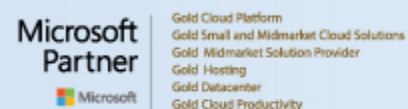


The dynamic profile and business strategy of the company have been reflected by various awards and distinctions **won**:



### 2019 Microsoft Partner of The Year for Greece

At **Microsoft Inspire '19**, we were recognized as **2019 Microsoft Partner of The Year** for Greece for our innovative cloud - based solutions and services as well as our spectacular performance as a Microsoft Partner.



### 7 Microsoft Gold Certifications

As Microsoft's Gold Partner, Office Line holds **7 Microsoft Gold Certifications**: Gold Cloud Platform, Gold Small and Midmarket Cloud Solutions, Gold Midmarket Solutions Provider, Gold Hosting, Gold Datacenter, Gold Cloud Productivity and Gold Windows Devices.



### 30 Business Excellence Awards 2019

CIO Bulletin magazine at issue '19 enlisted Office Line in **"30 Business Excellence Awards 2019"** for the spectacular growth rates of the company and its transformation from a local System Integrator to Global Service Provider.



### "Gold" Cloud Provider

At Impact Bite Awards 2018, we were named as **"Gold" Cloud Provider** for delivering innovative cloud solutions. Office Line was the only company in the "cloud" category to receive this distinguished recognition.



### Top 25 European Cloud Solution Provider

CIO Applications Europe magazine at issue '18 recognized our company amongst the **Top 25 European Cloud Solution Provider** helping organizations drive innovations and transform their business models.



### Lifetime Customer Value in Azure

At Microsoft Summit '17, Microsoft recognized Office Line as **"Lifetime Customer Value in Azure"** for its outstanding performance and catalyst influence on implementing Azure based solutions.



### Enabler of Digital Transformation

At InfoCom Awards '17 our company was recognized as **"Enabler of Digital Transformation"** for its technological innovation and strategic leadership in Digital era.



# OFFICE LINE MAIN PILLARS

MODERN  
WORKPLACE

CLOUD,  
INFRA &  
APPS

CYBER  
SECURITY

DATA & AI

“Companies in **every industry** need to assume that a technology revolution is coming”





The world has changed





If technology changes the world,  
where did this technology come from?

People!



# Defining readiness and maturity



## People

Structure

Roles

Skills

Values



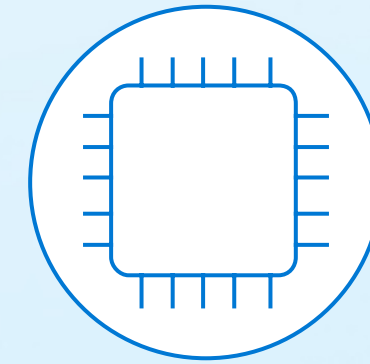
## Process

Consistency

Repeatability

Automation

Output



## Technology

Enable

Protect

Control

Support



# Most influential domains for business optimization



## **Security and compliance**

Protecting the organisation



## **Artificial intelligence**

Enabling greater human productivity through technology



## **Cloud computing**

Providing the engine for digital transformation



## **IT workforce**

Growing a targeted skillset to evolve how IT works



## **Modern workplace**

Adapting to how people work best



## **Alignment with the business**

Ensuring partnership and cross-collaboration



## **Innovation**

Shaping the future



## **Change enablement and readiness**

Preparing to move from the current to the future state





Workload ⓘ

Windows/Linux Server ▾

Environment ⓘ

Virtual Machines ▾

Operating system ⓘ

Windows ▾

VMs ⓘ

15

(1 - 9999)

Virtualization ⓘ

Hyper-V ▾

Core(s) ⓘ

4

(1 - 32)

RAM (GB) ⓘ

16

(1 - 448)

Optimize by ⓘ

CPU ▾

Windows Server 2008/2008 R2 ⓘ

Database ⓘ

Microsoft SQL Server ▾

License ⓘ

Standard ▾

Environment ⓘ

Virtual Machines ▾

Operating system ⓘ

Windows ▾

VMs ⓘ

2

(1 - 9999)

Virtualization ⓘ

Hyper-V ▾

Core(s) ⓘ

16

(1 - 32)

RAM (GB) ⓘ

128

(1 - 448)

Optimize by ⓘ

CPU ▾

SQL Server 2008/2008 R2 ⓘ

Destination

Service ⓘ

SQL Database ▾

Max DB Size (GB) ⓘ

300

(2 - 4000)

Max concurrent logins ⓘ

150

(1 - 6400)

Storage type ⓘ

Local Disk/SAN ▾

Disk type ⓘ

HDD ▾

Capacity ⓘ

5

TB ▾

(1 - 5000)

Backup ⓘ

15

TB ▾

(0 - 5000)

Archive ⓘ

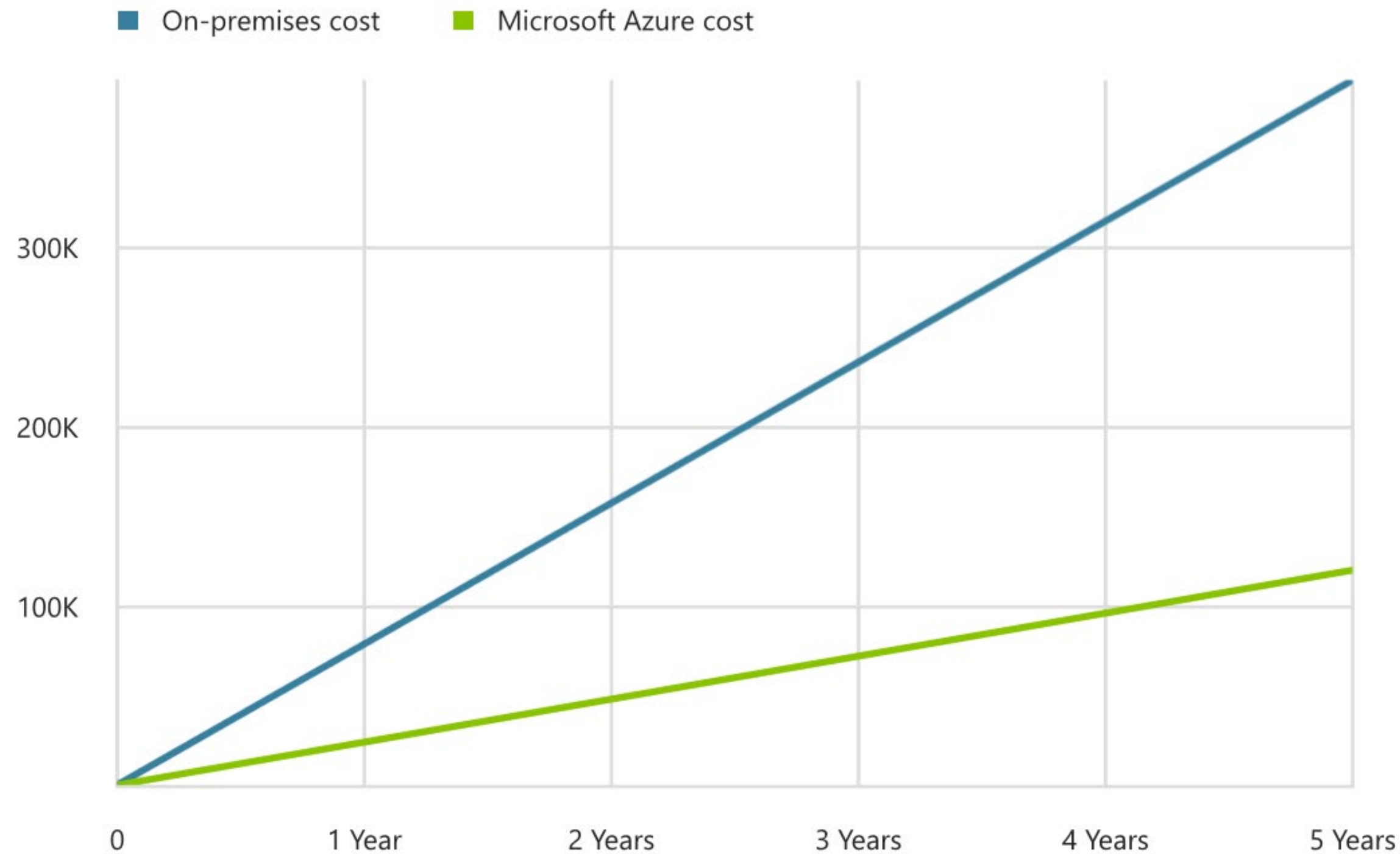
1

TB ▾

(0 - 5000)



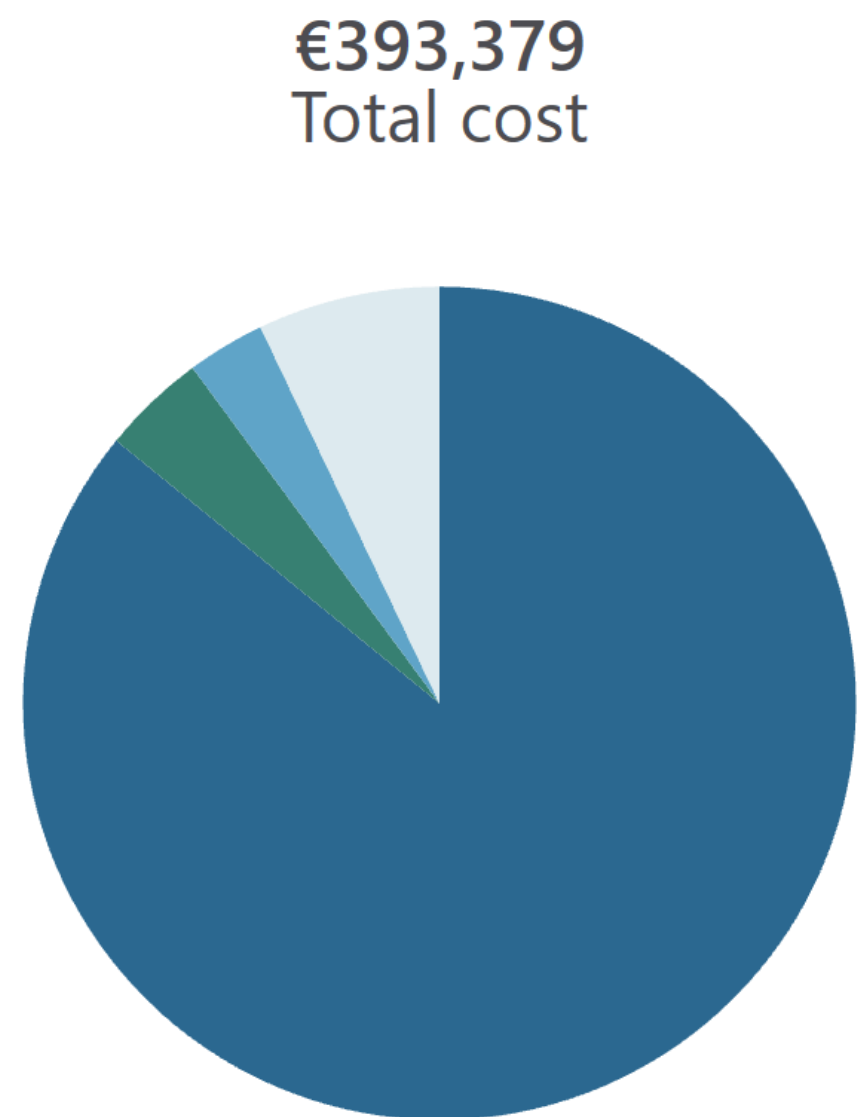
**Over 5 year(s) with Microsoft Azure,  
your estimated cost savings could be as much as €272,848**





## Total on-premises over 5 year(s)

TCO of on-premises environments tends to be driven by compute and data center costs.



85%

Compute

4%

Data center

3%

Networking

0%

Storage

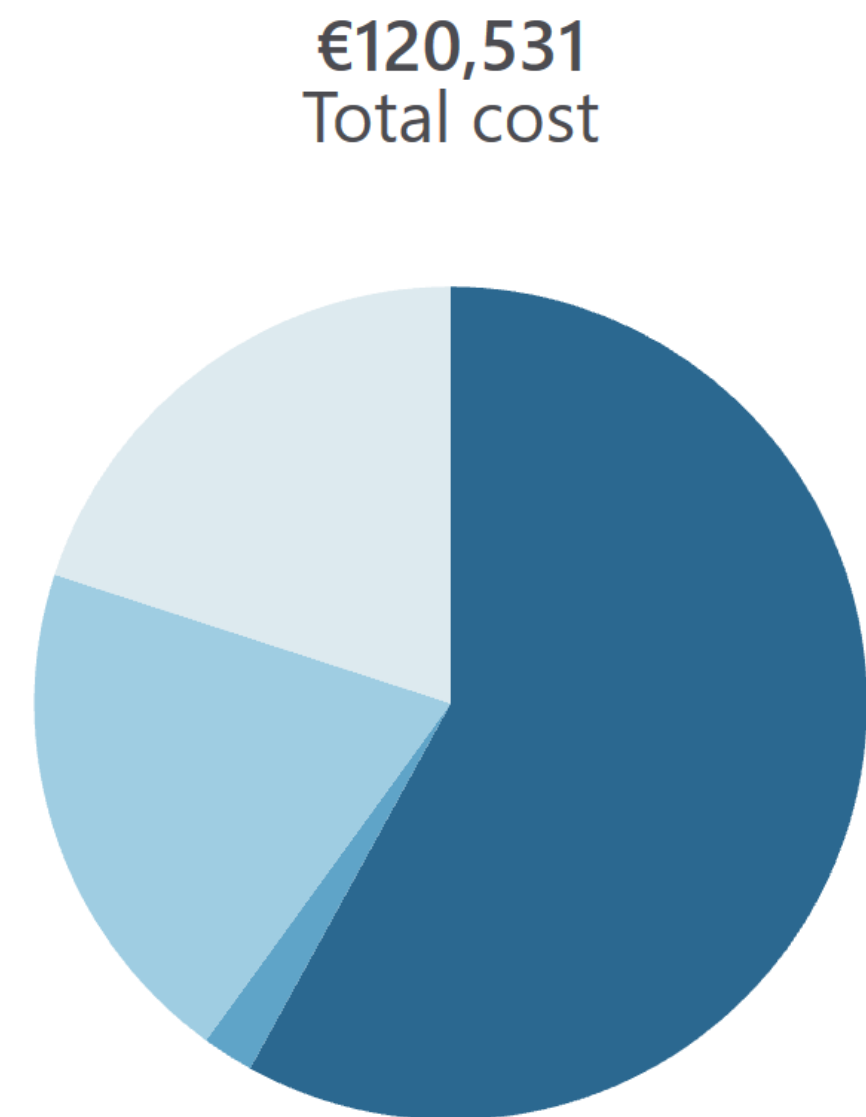
7%

IT Labor



## Total Azure cost over 5 year(s)

In Azure, certain cost categories decrease or go away completely.



58%

Compute

0%

Data center

2%

Networking

20%

Storage

20%

IT Labor

€393,379  
Cost over 5 year(s)

€120,531  
Cost over 5 year(s)

### On-premises cost breakdown summary

Category	Cost
Compute	€334,221.90
Hardware	€38,675.42
Software	€15,571.53
Electricity	€6,408.24
Virtualization	€22,803.00
Database	€250,763.69
Data Center	€16,568.78
Networking	€13,152.45
Storage	€1,959.20
IT Labor	€27,477.20
Total	€393,379.21

### Azure cost breakdown summary

Category	Cost
Compute	€69,708.86
Data Center	€0.00
Networking	€2,178.70
Storage	€24,398.40
IT Labor	€24,244.88
Total	€120,531.18



Workload ⓘ

Windows/Linux Server

Environment ⓘ

Virtual Machines

Operating system ⓘ

Windows

VMs ⓘ

50

(1 - 9999)

Virtualization ⓘ

Hyper-V

Core(s) ⓘ

4

(1 - 32)

RAM (GB) ⓘ

16

(1 - 448)

Optimize by ⓘ

CPU

Windows Server 2008/2008 R2 ⓘ

Database ⓘ

Microsoft SQL Server

License ⓘ

Standard

Environment ⓘ

Virtual Machines

Operating system ⓘ

Windows

VMs ⓘ

2

(1 - 9999)

Virtualization ⓘ

Hyper-V

Core(s) ⓘ

16

(1 - 32)

RAM (GB) ⓘ

128

(1 - 448)

Optimize by ⓘ

CPU

SQL Server 2008/2008 R2 ⓘ

## Destination

Service ⓘ

SQL Database

Max DB Size (GB) ⓘ

600

(2 - 4000)

Max concurrent logins ⓘ

300

(1 - 6400)

Storage type ⓘ

Local Disk/SAN

Disk type ⓘ

HDD

Capacity ⓘ

10

TB

(1 - 5000)

Backup ⓘ

30

TB

(0 - 5000)

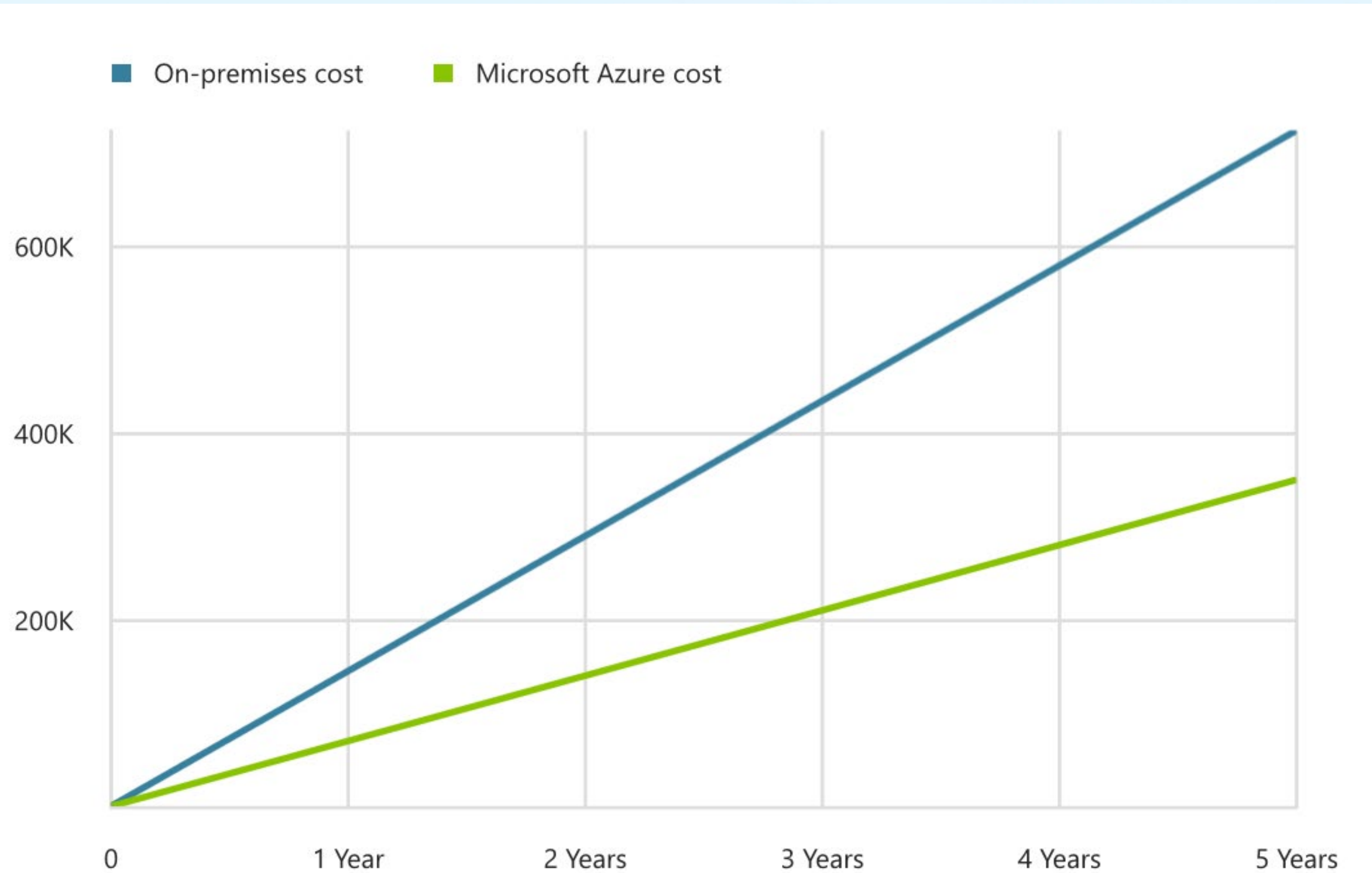
Archive ⓘ

2

TB

(0 - 5000)

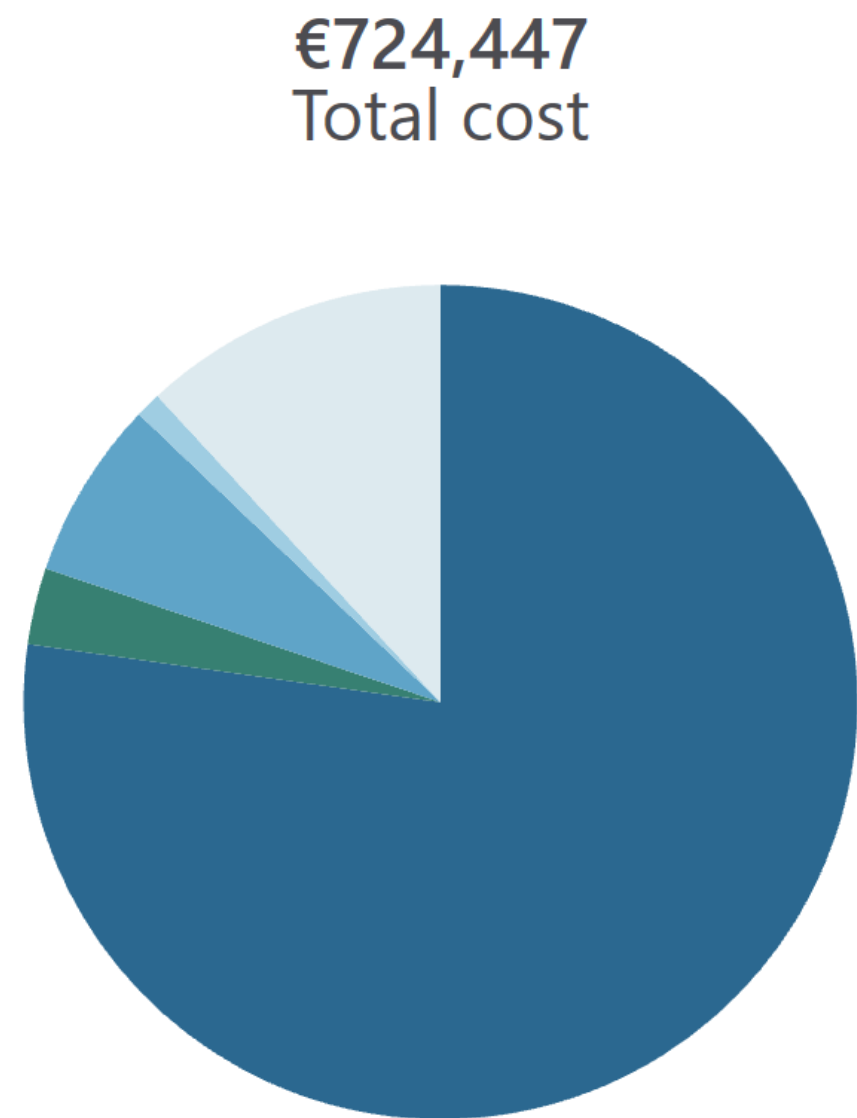
**Over 5 year(s) with Microsoft Azure,  
your estimated cost savings could be as much as €373,870**





## Total on-premises over 5 year(s)

TCO of on-premises environments tends to be driven by compute and data center costs.



78%

Compute

3%

Data center

7%

Networking

1%

Storage

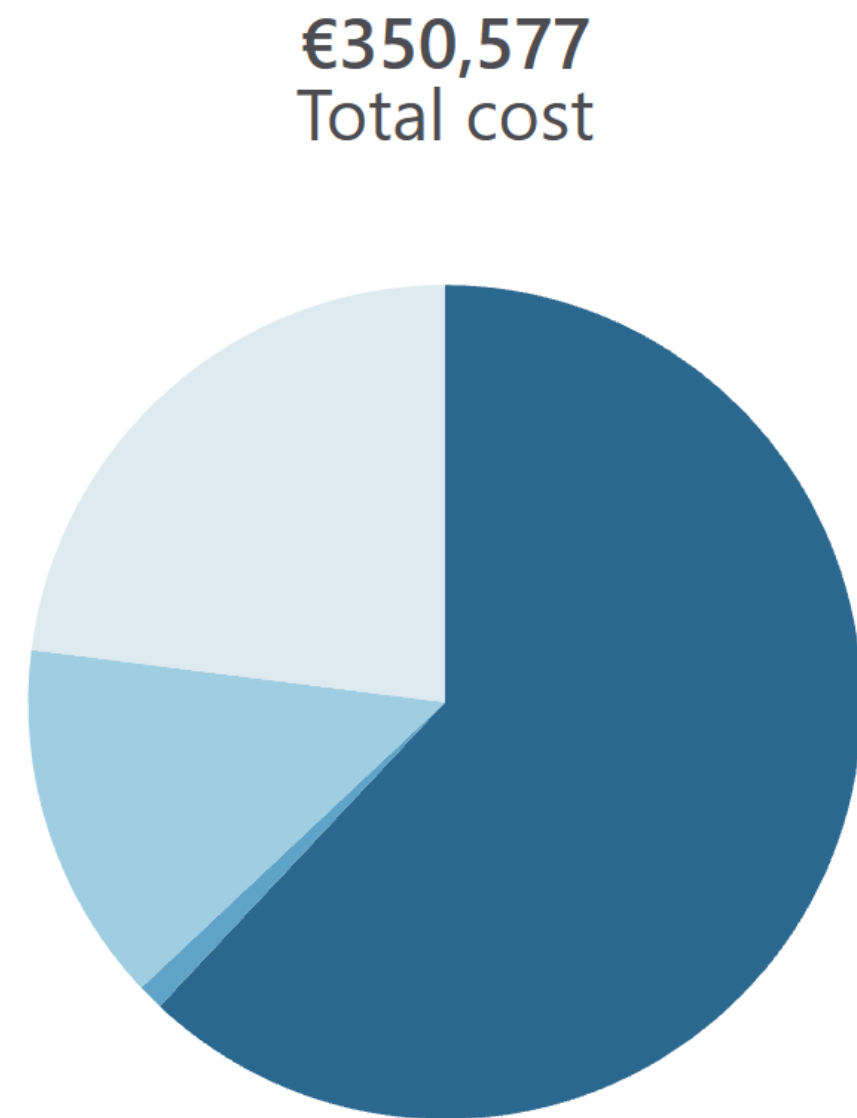
12%

IT Labor



## Total Azure cost over 5 year(s)

In Azure, certain cost categories decrease or go away completely.



62%

Compute

0%

Data center

1%

Networking

14%

Storage

23%

IT Labor

€724,447  
Cost over 5 year(s)

€350,577  
Cost over 5 year(s)

On-premises cost breakdown summary

Category	Cost
Compute	€566,406.00
Hardware	€181,462.98
Software	€46,714.60
Electricity	€17,714.36
Virtualization	€69,750.40
Database	€250,763.69
Data Center	€22,941.40
Networking	€47,132.48
Storage	€3,918.30
IT Labor	€84,049.22
Total	€724,446.98

Azure cost breakdown summary

Category	Cost
Compute	€216,478.48
Data Center	€0.00
Networking	€4,485.51
Storage	€48,796.87
IT Labor	€80,815.9267
Total	€350,576.68



# ROI Analysis for **SECURE** MODERN WORKPLACE

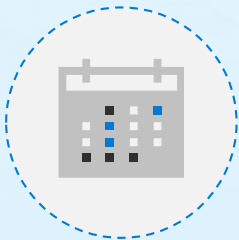
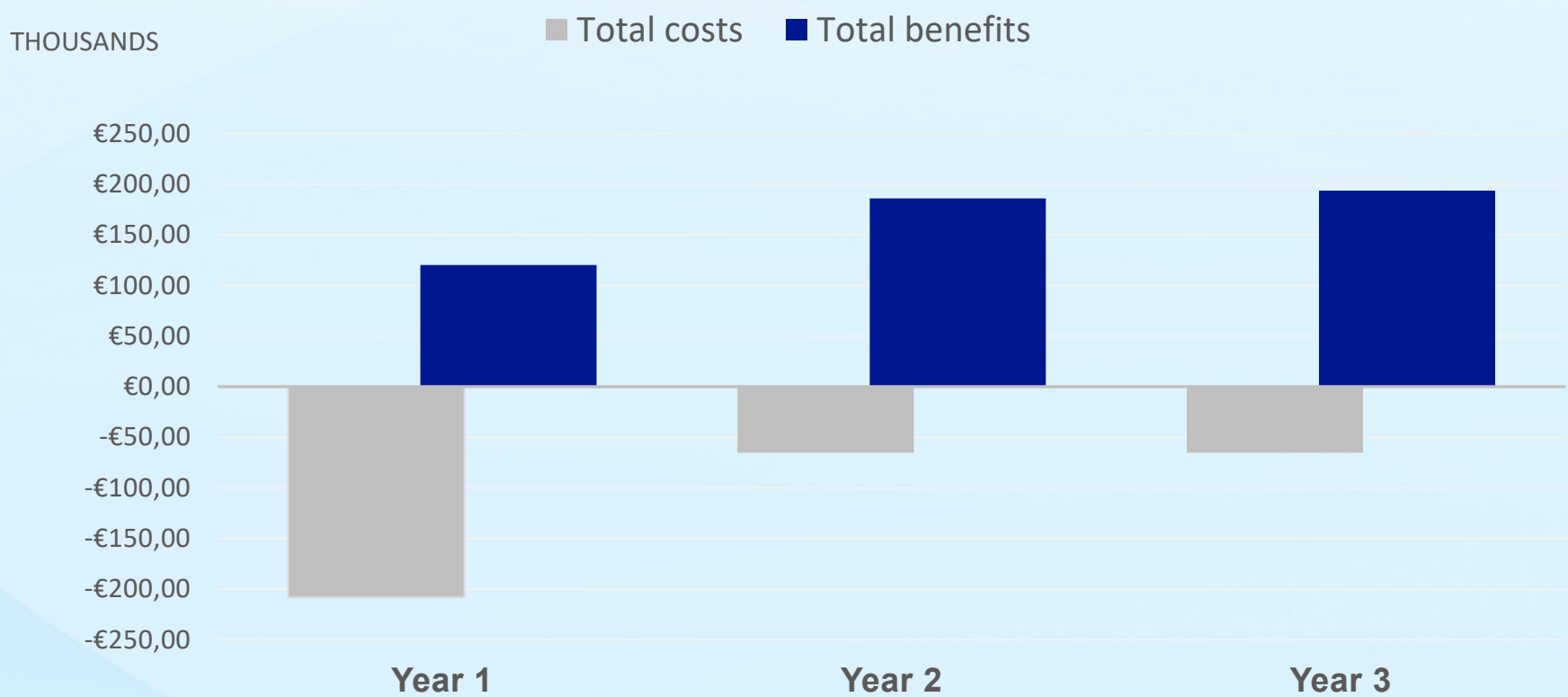
A complete, intelligent solution to empower employees to be creative and work together, securely.

**An ROI Analysis for:**  
50 Users using Microsoft 365 E3



# Summary of Microsoft 365 Value

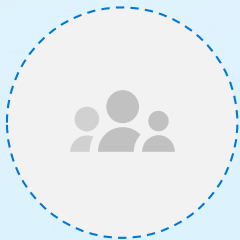
Expected ROI for 50 users using Microsoft 365 E3



**22 months**  
for Microsoft 365 payback



**48 %**  
three-year, risk-adjusted ROI



**€ 109.1K**  
36-month NPV, risk-adjusted

## Three-year total cost and benefits summary

	Year 1	Year 2	Year 3	Total
Costs	€ -208,054	€ -65,080	€ -65,080	€ -338,214
Benefits	€ 120,199	€ 185,953	€ 193,707	€ 499,859
Net Cash Flow	€ -87,854	€ 120,872	€ 128,627	€ 161,645



# Summary of total benefits with Microsoft

The benefits quantify a risk-adjusted value of total financial impact for organizations implementing Microsoft

€ 499,859

of total benefits  
over three years



Benefit Area	Year1	Year2	Year3	Total
Compliance	€ 196	€ 196	€ 196	€ 588
Insights	€ 0	€ 0	€ 0	€ 0
IT Management	€ 36,497	€ 34,526	€ 37,730	€ 108,753
Mobility and Devices (Connected end-user)	€ 10,440	€ 10,440	€ 10,440	€ 31,320
Security	€ 27,262	€ 44,819	€ 44,819	€ 116,901
Teamwork	€ 44,103	€ 85,758	€ 86,903	€ 216,763
Work Management	€ 1,702	€ 10,214	€ 13,619	€ 25,535
Total Summary of Benefits	€ 120,199	€ 185,953	€ 193,707	€ 499,859





TOGETHER we build  
the SECURE path for your  
digital TRANSFORMATION  
with SUCCESS





# What's next

Learn more about our offerings and contact OFFICE LINE Cloud Enablement Team



Envision Your Digital Transformation Strategy



Book a cloud assessment / readiness workshop



Start with your Proof of Value project



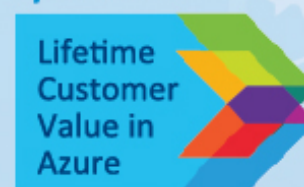
# THANK YOU

**Microsoft  
Partner**  
 Microsoft

Gold Cloud Platform  
Gold Small and Midmarket Cloud Solutions  
Gold Midmarket Solution Provider  
Gold Hosting  
Gold Datacenter  
Gold Cloud Productivity  
Gold Windows and Devices



Awarded for excellence  
by Microsoft



**CIOApplications** EUROPE TOP 25  
**CLOUD**  
SOLUTION PROVIDERS - 2018

Digital Transformation  
enabler 2017



Digital Transformation  
**AWARD**  
InfoCom World 2017

