



# How we can help you achieve **MORE** with digital technologies

**Manufacturing Breakfast**

**Marius Filipaş, Country Manager**

May 2023



# We are a global leader in Digital Transformation & Cybersecurity

At the centre of Digital Transformation (DX)

100s

of vendor relationships, covering all aspects of DX

c.75k

B2B customers to draw DX experience from

Full suite

of DX solutions for any organization

R&D

for complementary products

A global presence focused on outcomes in the emerging markets

c.60

countries of operation

London

headquarters of the global organization, incorporated in Cyprus, listed on the LSE

>25

years of experience in the IT market

11

24/7 delivery centres, serving customers in 8 languages

Our key advantage is the combination of scale, capabilities & offerings

\$1.1b

FY2021 turnover

All buying methods

supported by our systems and organization

5.7k

employees\*, delivering value to customers

13

recent acquisitions\* to grow capabilities and align closer to customers

# Noventiq Services

<b>Digital Transformation and Innovation</b>	<b>Custom App development</b> <i>Custom solution for specific customer requirement</i>	<b>Low-code App development</b> <i>Power Platform, RPA</i>	<b>Application modernization</b> <i>Migration to PaaS / Domino migration</i>	<b>Digital Solution</b> <i>Computer Vision, IoT, Blockchain, etc.</i>	<b>Business Solution</b> <i>Dynamics / Axapta Support</i>
<b>Security</b>	<b>Penetration testing / Security Assessment</b>	<b>Identity &amp; Access Management</b> <i>AD Hardening, Design and implement</i>	<b>M365 Security</b> <i>Design &amp; Implement of MFA, Cloud App Security etc.</i>	<b>Azure Security</b> <i>Sentinel, Security Center, DDOS, WAF etc</i>	<b>Security Operation Center</b> <i>Detect and prevent potential attacks</i>
<b>Modern Workplace</b>	<b>Cloud Accelerator Workshops</b> <i>Discovery workshops and assessments</i>	<b>M365 Migration and Deployment Projects</b> <i>Email, Teams, Intune, etc</i>	<b>M365 Adoption and Change Management</b> <i>drive the change in organisation</i>	<b>Power Platform Solutions / O365 Voice Add-ons</b> <i>Desk booking, vacation request, Total Voice, etc.</i>	<b>Managed Services &amp; Support</b>
<b>Cloud Infrastructure</b>	<b>Cloud Ramp-up workshops</b> <i>Hands-on Training for customer IT team for Cloud Infra (Azure, AWS, GCP)</i>	<b>Hybrid Cloud Foundation / Cloud Migration</b> <i>Planning, design, implementation projects (Azure, AWS, GCP)</i>	<b>Cloud Assessment / Azure Health Check</b> <i>Azure, AWS or GCP assessment</i>	<b>Azure Governance / Cloud Management</b> <i>Implement governance policies to enforce company standards</i>	<b>Managed Services</b> <i>Maintenance of Azure Infra, monitor, backup, etc.</i>
<b>Traditional Infrastructure</b>	<b>Active Directory</b> <i>Assessment, design planning, implementation</i>	<b>Server Management and Virtualization</b> <i>Windows Server management, Hyper-V, Vmware etc.</i>	<b>System Center / Private Cloud</b> <i>(SCCM, SCOM, SCSM, SCVMM)</i>	<b>SAM Services</b> <i>Software asset management</i>	<b>Support &amp; Managed Services</b> <i>Managing customer infrastructure</i>
<b>Hardware</b>	<b>Office Device</b> <i>Audio conference, headsets, microphones, cameras.</i>	<b>Computers &amp; Personal Devices*</b> <i>PC, Laptops, Devices, phones, Macs</i>	<b>Servers* and Storages</b> <i>Datacentre Equipment – blades, servers, Power Supply UPC devices.</i>	<b>Network Equipment*</b> <i>Switches, Routers, Firewalls etc</i>	<b>Bundled Solution*</b> <i>Hardware + Software – AzureStack, VxRails</i>

We unlock  
the power of  
technology for  
manufacturing  
companies



# Expertise: Noventiq is a leading Microsoft partner

Microsoft is the world's most strategic technology vendor for the digital transformation of enterprises. For Noventiq, Microsoft is the foundation of the majority of our solutions.

700+

Microsoft  
Certified  
Professionals



Microsoft Partner

Azure  
Expert  
MSP

Member of  
Microsoft Intelligent  
Security Association  


Time-proven and successful



25+

Years of  
collaboration



One of 10

Microsoft globally  
managed partners  
worldwide



Best licensing practices

LSP status in 34 countries  
CSP since launch (T1 and T2)  
SPLA reseller for 8 years

In a number of countries, we are the only **Azure Expert Managed Service Provider**

## Microsoft Advanced Specializations:

- Windows Server and SQL Server Migration to Microsoft Azure
- Adoption and Change Management
- Kubernetes on Microsoft Azure
- Linux and Open-Source Database Migration to Azure
- Microsoft Windows Virtual Desktop
- Cloud Security
- Identity and Access Management
- Information Protection and Governance
- Threat Protection
- Azure Virtual Desktop Advance Specialization

## Microsoft Partner of the Year 2020, 2021



Bulgaria



Cambodia x2



Malaysia



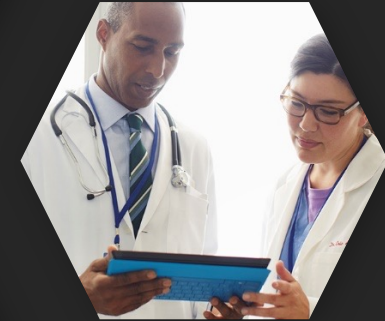
Vietnam x2

- Security Partner of the Year 2021 Malaysia
- Modern Work Partner of The Year 2021 Malaysia
- Security Partner of the Year 2021 Cambodia
- Security Partner of The Year 2021 Myanmar
- Security Excellence Award Philippines
- Modern Work Partner of The Year 2021 Cambodia
- Winner of 2021 Microsoft India's Cloud Champions programme

# Azure for Manufacturing

Empowering manufacturers to build a resilient and sustainable future

Aleksandar Stojković  
Cloud Solution Architect  
Noventiq



# Forces driving transformation

By 2030

**65%** 

will save 10% of costs by **digitalizing their production lines** using IoT and ML

By the end of 2021

**Half** 

will invest in supply chain resiliency and AI, for **productivity improvements of 15%**

By 2021

**30%** 

will create **business-relevant applications** using low-code technologies

By 2023

**60%** 


will address skills gaps using **intelligent robotic process automation**

By 2022

**60%** 

will shift smart factory focus from technology to **process change management**

By 2025

**30%** 


will provide provenance for **sustainability** using blockchain and IoT

By 2021

**20%** 

will start to treat assets as internal customers, for **40% reduction in downtime**

By 2024

**40%** 

of OEMs will leverage field asset IoT data to **reduce unplanned downtime 25%**

By 2024

**75%** 

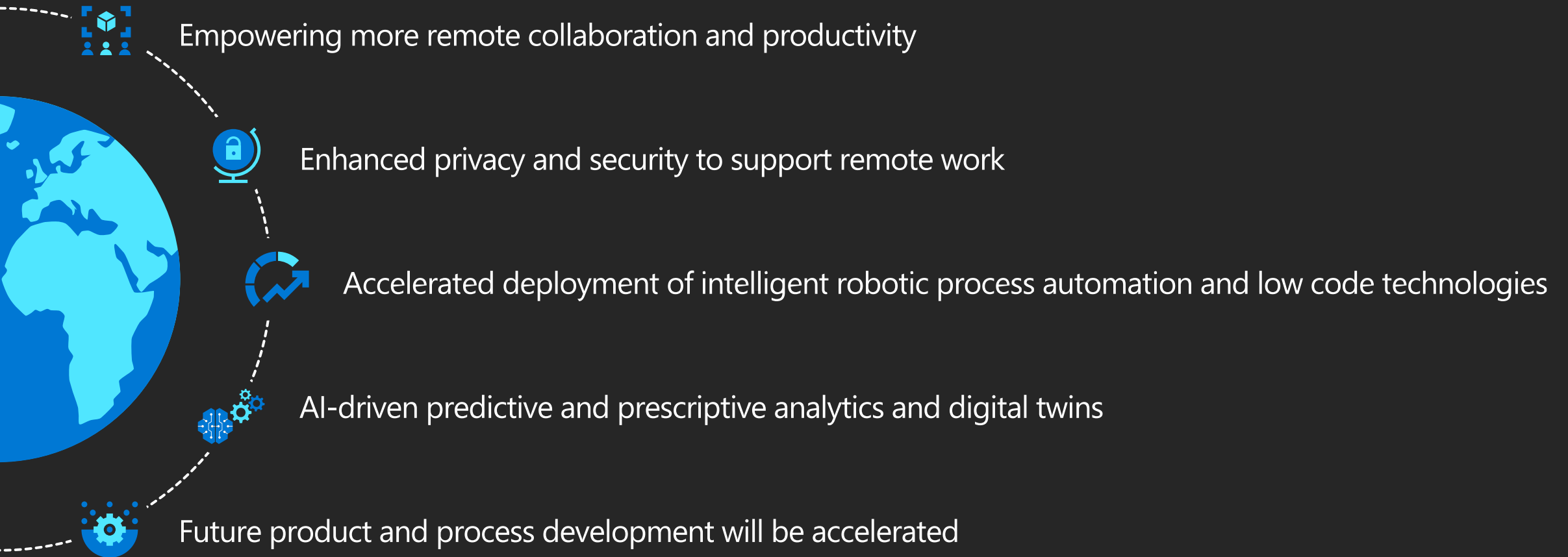
of consumer-facing manufacturers supply chains will manage **customization at scale**

By 2022

**70%** 

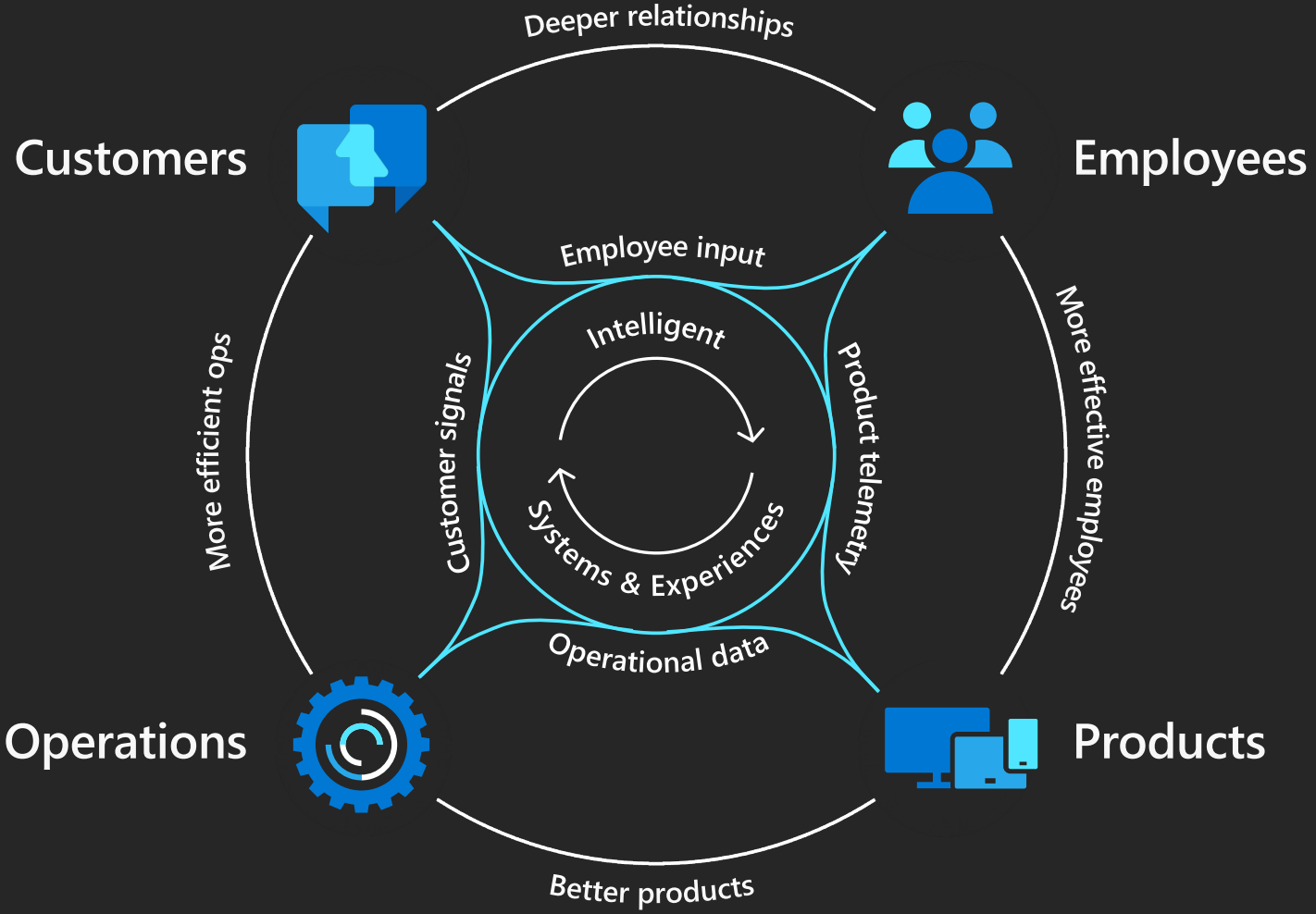
will create **50% of new products and services** using cloud-based innovation platforms

# Unique impact of COVID-19





# Digital feedback loops power innovation in manufacturing



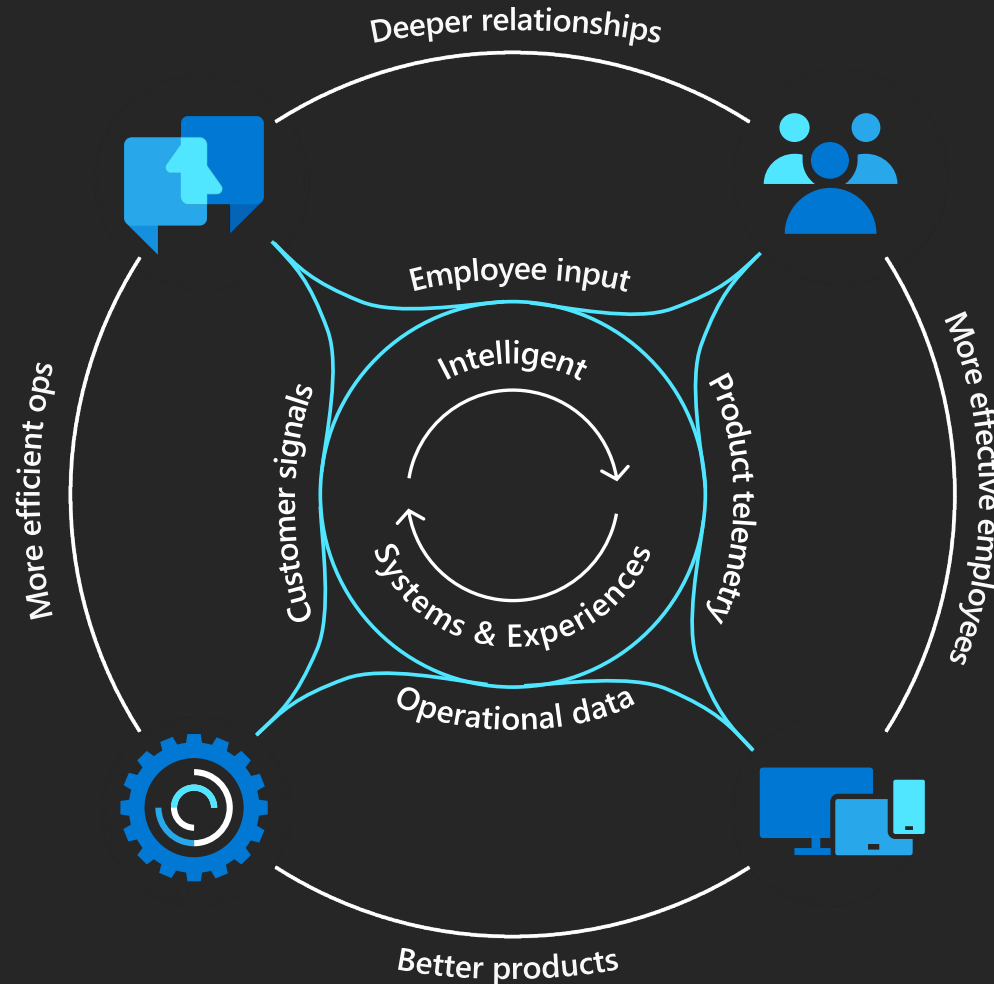
# Digital feedback loops power innovation in manufacturing

## Customers

1. Improve customer experience & build long term relationships
  - Customer Service Data & Feedback
  - Customer Demand

## Operations

4. Increase operational efficiency & enable intelligent supply chain management
  - Trending Issues & Resolution
  - Inventory Tracking
  - Predictive Maintenance data
  - Sustainability Assessment & Tracking



## Employees

3. Provide proactive customer support with optimized scheduling & agent management
  - Field Service Dispatch Data
  - Technician Efficiency & Feedback

## Products

2. Accelerate product innovation & establish continuous product improvement
  - Product Telemetry & Feedback
  - Product R&D

# Microsoft's view for Manufacturing

## Intelligent Manufacturing *Manufacturing a resilient and sustainable future*

### Transform your workforce



Combine productivity apps, intelligent cloud services and security to transform the way you work

### Engage customers in new ways



Deliver relevant customer experiences across marketing, sales and service channels

### Build more agile factories / production



Create the safe, secure and agile factory of the future today with IT, OT, and industrial IoT

### Create more resilient supply chains



Improve service resilience and profitability through intelligent supply chain planning and execution

### Unlock innovation and deliver new services



Engineer new business value with sustainable products and digital services

Navigate the now | Plan the comeback | Shape the new normal

> 80% of Fortune 500 Manufacturing Companies use Microsoft Azure

3M

Unilever



JABIL



majans  
MAKING. SNACK. MAGIC.

AIRBUS



thyssenkrupp

BOEING

CAT



DU PONT

GOODYEAR

EMERSON

DAIMLER



xerox



BASF  
We create chemistry

POLARIS

Honeywell

BOSCH  
Invented for life

ECOLAB



SIEMENS



intel

Dow

TEXAS  
INSTRUMENTS



ABB

ABInBev

Alcoa



United  
Technologies



Johnson  
Controls

DANAHER

SHERWIN-WILLIAMS

RENAULT



Whirlpool  
CORPORATION

# Azure for Manufacturing

Transform  
your workforce

Engage customers  
in new ways

Build more agile  
factories / production

Create more  
resilient supply chains

Unlock innovation  
and deliver new services

## Overview

Combine productivity apps, intelligent cloud services and security to empower your workforce to be more productive and safer with Azure.

## Potential Outcomes

- › Maximize worker **safety and health**
- › Empower workers with tools that **enable remote work**
- › Enhance **learning experiences** for the workforce
- › Provide real-time information to **maximize work efficiency**

## Sample Target Offerings

- › Process & Workflow Automation
- › Remote Work & Productivity
- › Worker Health, Safety & Wellness
- › Security & Compliance

## Customer Evidence

Johnson  
Controls



thyssenkrupp



BAE SYSTEMS



## Partner

ptc



Schneider  
Electric



Augmentir™



blueprism®

realwear



TULIP



# Azure for Manufacturing

Transform  
your workforce

**Engage customers  
in new ways**

Build more agile  
factories / production

Create more  
resilient supply chains

Unlock innovation  
and deliver new services

## Overview

Enhance your relationships with your customer base by working with Azure to deliver better experiences across marketing, sales and service channels.

## Potential Outcomes

- > **Increase profit margins** by reducing maintenance costs
- > **Improve decision making** & insights into usage & trends
- > **Empower service workforce** to deliver better and more tailored service
- > **Cultivate lifetime customers** by reducing customer downtime
- > Increase **worker safety and health** with remote service

## Sample Target Offerings

- > Remote Assist
- > Remotely Monitor Products & Service Levels
- > Smart Connected Field Service

## Customer Evidence

 Lexmark™



**SIEMENS**

## Partner

**icertis**

 **TULIP**

 **avanade**

**HITACHI**  
Inspire the Next

 **REVTWO**

**PROS.**

# Azure for Manufacturing

Transform  
your workforce

Engage customers  
in new ways

**Build more agile  
factories / production**

Create more  
resilient supply chains

Unlock innovation  
and deliver new services

## Overview

Create the safe, secure and agile connected future today with IT, OT, and industrial IoT powered by Azure—the most trusted and productive cloud for manufacturers.

## Potential Outcomes

- › **Optimize OEE** and maximize capacity
- › **Reduce costs** with intelligent maintenance programs
- › Make more **informed decisions** in real-time
- › **Gain visibility** of operations across all factories, production lines and assets
- › Benchmark factory performances to **scale best practices** across the enterprise
- › Improve factory **security and safety**

## Sample Target Offerings

- › Predictive Maintenance
- › Automated Quality Inspection
- › Standardized Plant Benchmarking
- › Remote Operations
- › Condition Monitoring
- › Overall Equipment Effectiveness calculation

## Customer Evidence



## Partner



# Azure for Manufacturing

Transform  
your workforce

Engage customers  
in new ways

Build more agile  
factories / production

Create more  
resilient supply chains

Unlock innovation  
and deliver new services

## Overview

Improve service resilience and profitability through intelligent supply chain with modern solutions built on Microsoft Azure.

## Potential Outcomes

- > Maintain **optimal inventory levels** & manage costs
- > Make **better forecasting decisions** with real-time insight
- > **Reduce loss** by tracking assets throughout the logistics journey
- > **Increase agility & responsiveness** across the supply chain
- > **Reduce cash-to-cash cycle**
- > **Increase the safety and security** of goods and shipments

## Sample Target Offerings

- > Planning and Demand Forecasting
- > Inventory Optimization
- > Warehouse Optimization
- > Supply Chain Visibility

## Customer Evidence

 **BUHLER**

 **CATERPILLAR**



## Partner

 BlueYonder



preVedere

accenture





# Azure for Manufacturing

Transform  
your workforce

Engage customers  
in new ways

Build more agile  
factories / production

Create more  
resilient supply chains

**Unlock innovation  
and deliver new services**

## Overview

Engineer new business value with sustainable products and digital services powered by Microsoft Azure.

## Potential Outcomes

- > **Improve product design** with connected products and digital twins
- > **Reduce time to market** with accelerated innovation and design outcome simulation
- > **Iterate faster** and more often with global stakeholders
- > Increase **sustainability** impact

## Sample Target Offerings

- > Design Innovation
- > Simulation for Digital Verification and Validation
- > Digital Twins

## Customer Evidence

**AIRBUS**



thyssenkrupp

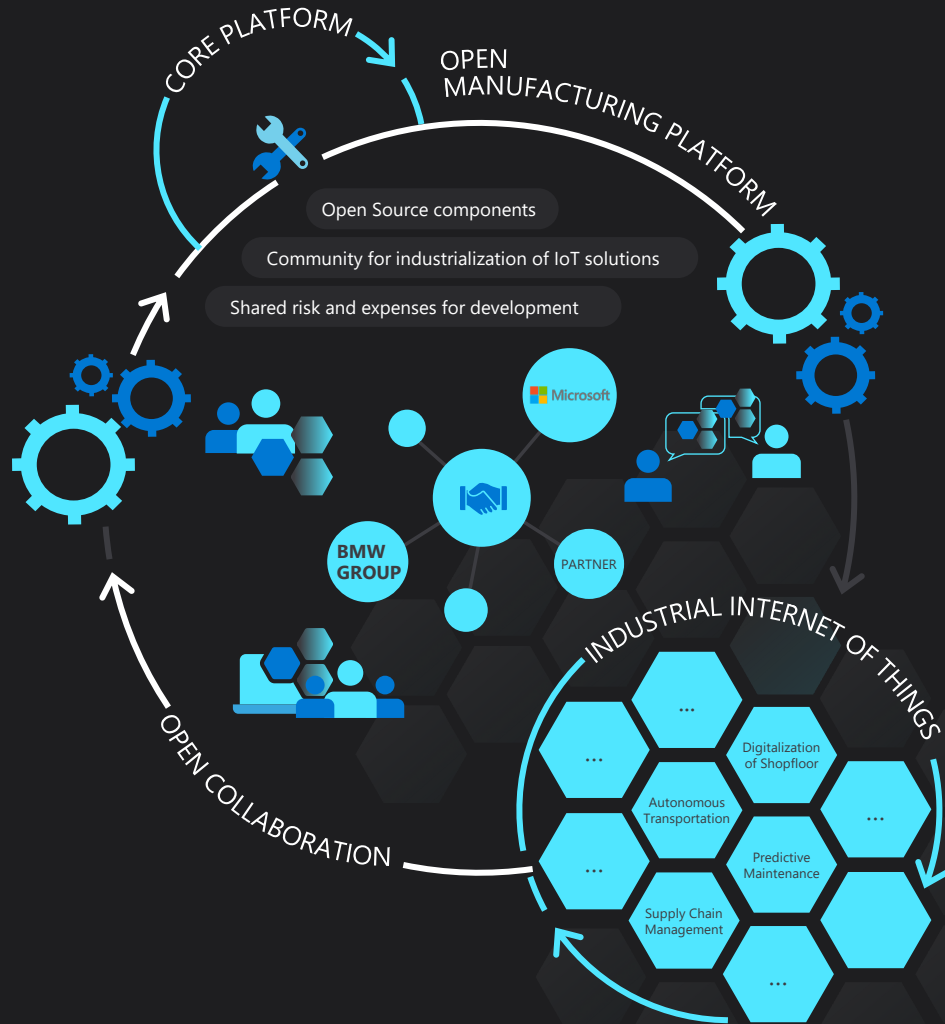


## Partner



**SIEMENS**

# The Open Manufacturing Platform



Data control



Community



Benefit

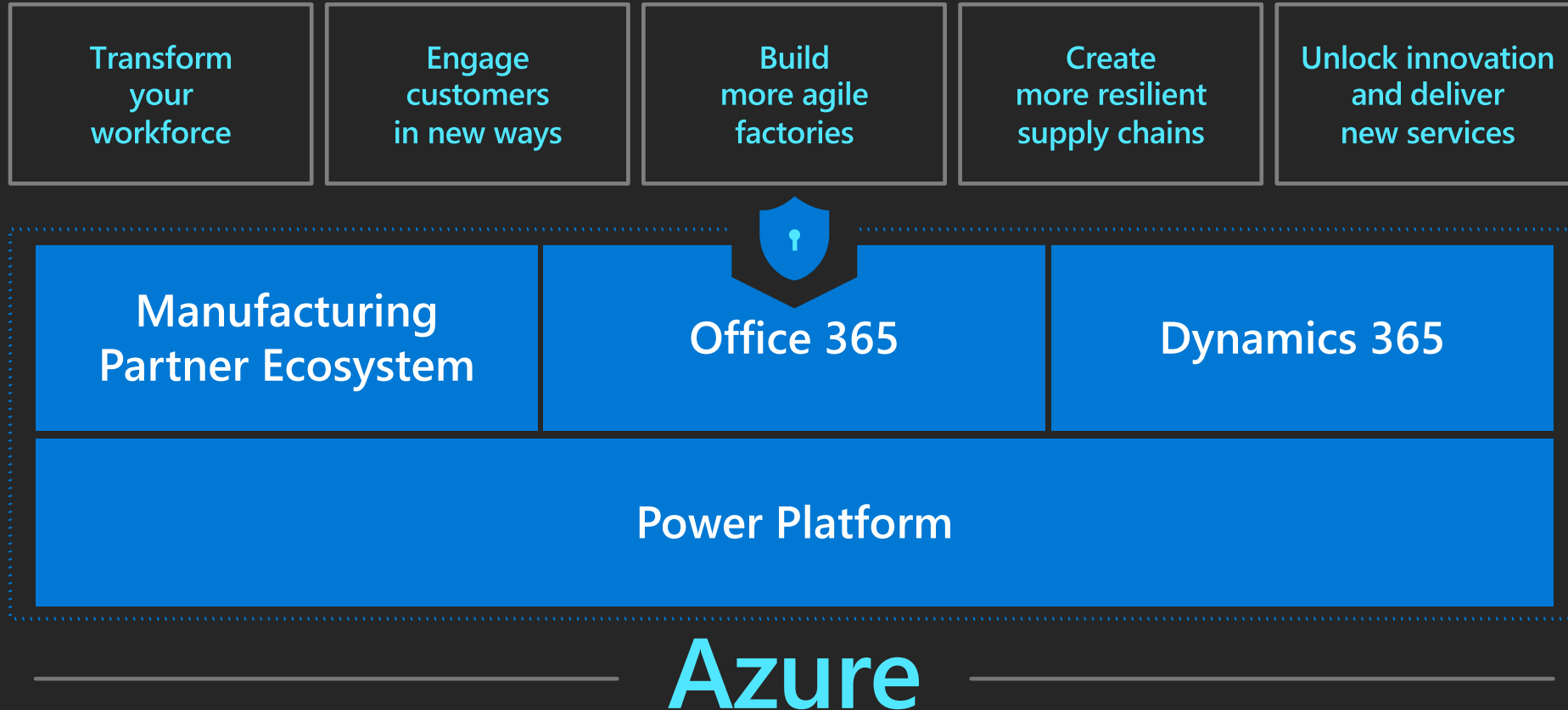


Best practices



Influence

# Microsoft Cloud



Whether the applications for your use-cases are built in-house, delivered by partners or by Microsoft, **Azure is your digital production platform that allows you to scale quickly and efficiently**

# Azure has a world-class partner ecosystem





# Microsoft Azure

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Be future  
ready

Build on  
your terms

Operate hybrid  
seamlessly

Trust  
your cloud

**Azure is the  
world's computer**



**65+**  
Azure regions

**200+**  
datacenters

**175k+**  
miles of fiber

**190+**  
network POPs

# Microsoft Azure: Powering the Industrial Cloud



## Edge Devices

Azure Stack Hub

Azure Stack Edge

Azure Sphere

Azure Kinect

HoloLens



## Serverless

Web

Mobile

Mixed Reality

Containers

Events + Integration

Databases

Analytics

AI + Machine Learning

Internet of Things

Media



## Tools

Visual Studio

GitHub

Power Apps

Power BI



## Infrastructure

Compute

Networking

Storage








Security

Identity

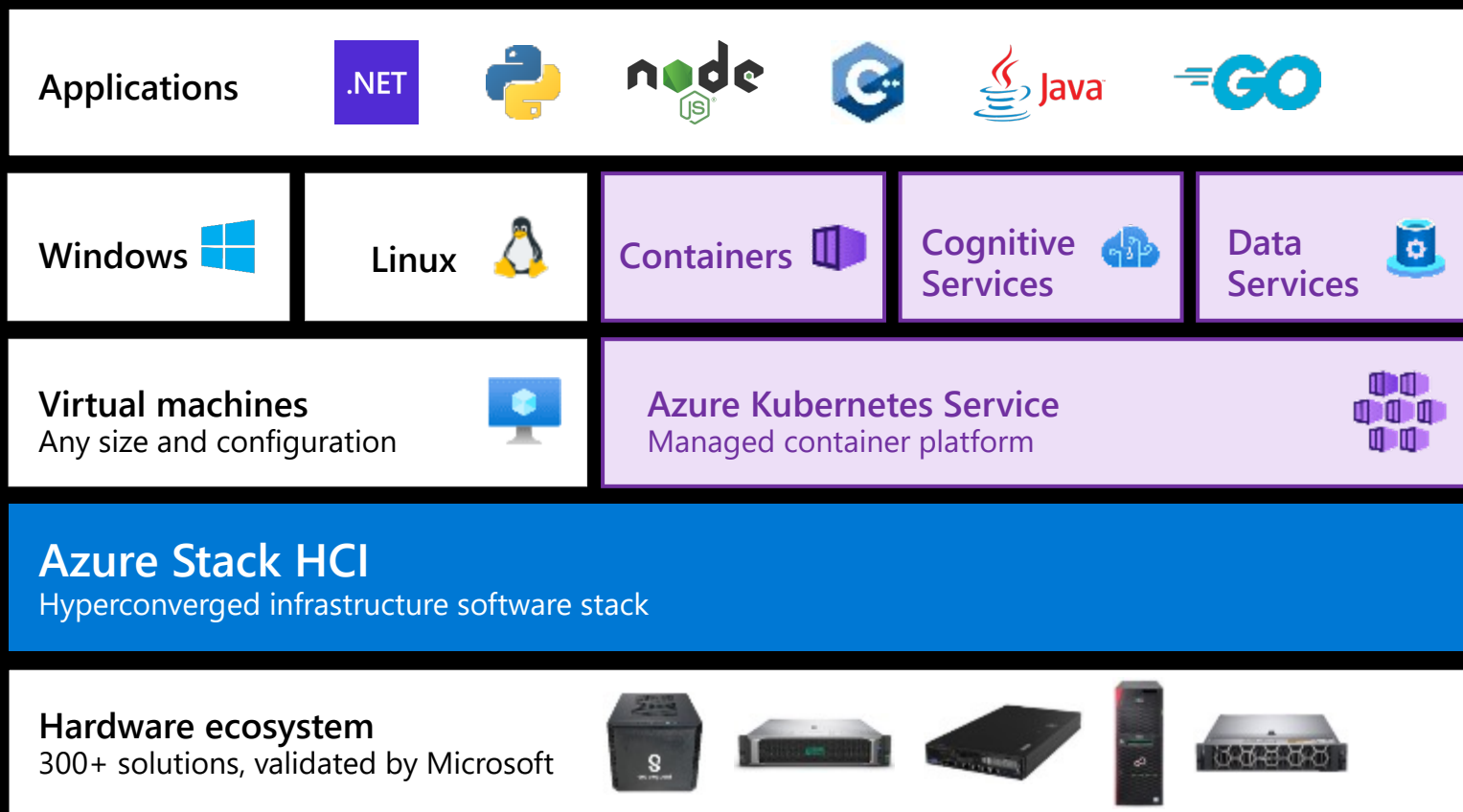


# Azure Stack HCI hybrid all up

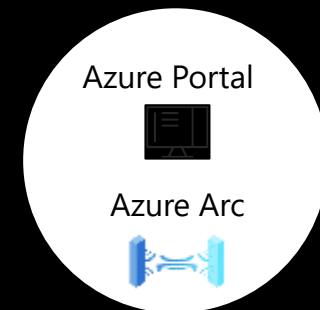
## Hybrid Services

-  Site Recovery
  -  Backup
  -  Update Management
  -  File Sync
  -  Monitor
  -  Microsoft Defender for Cloud
- 

**Windows Admin Center**  
Edge-local management



## Azure Arc For cloud management



# Microsoft Azure: Empowering manufacturers

Be future ready



Unified data strategy to scale across the enterprise and supply-chain

Build on your terms



Commitment to open ecosystems enabling system interoperability

Operate hybrid seamlessly



Consistent performance and scalability across edge, hybrid and cloud

Trust your cloud



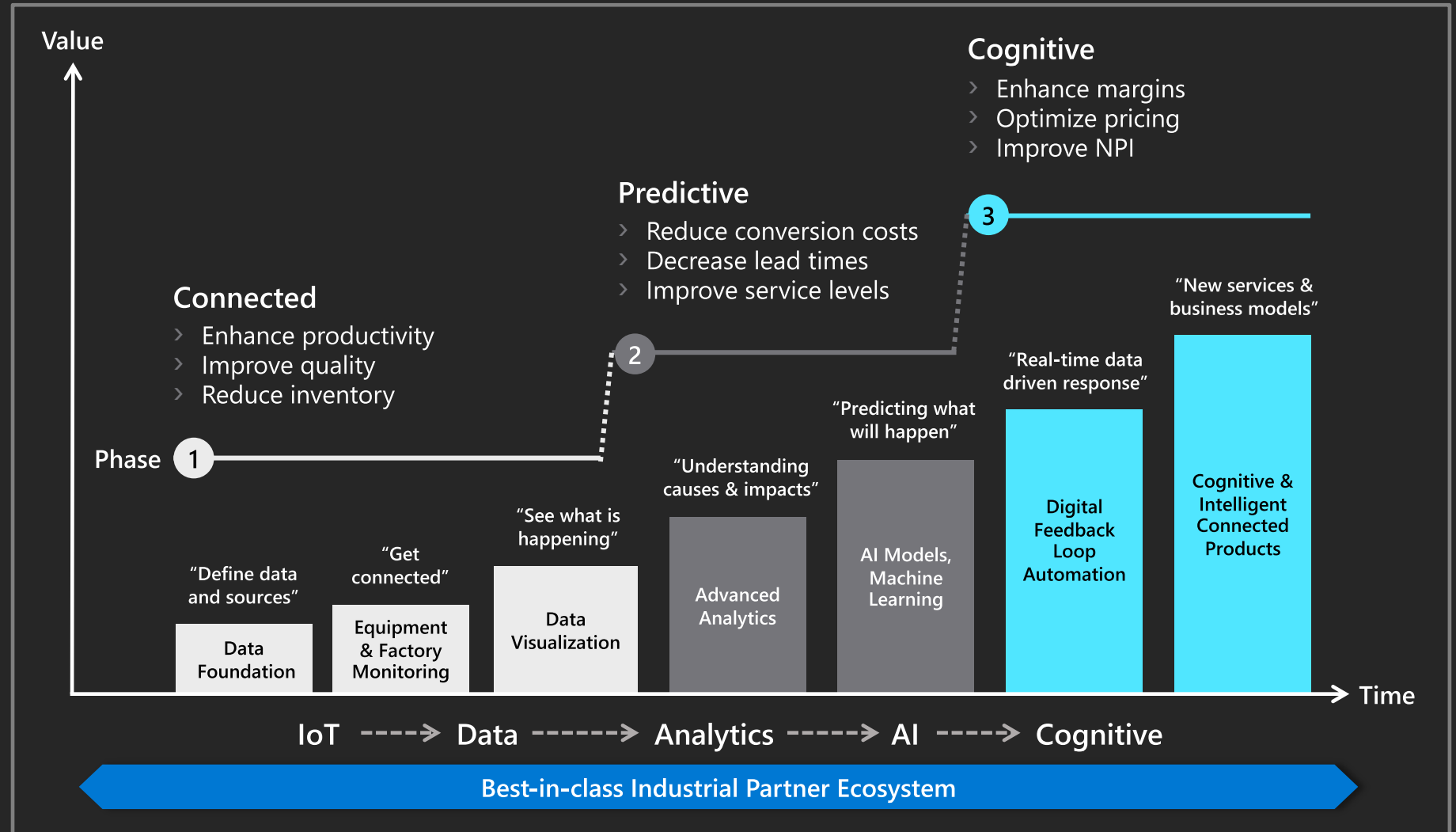
Comprehensive security and compliance industry coverage

**Azure is your digital production platform for all your manufacturing use-cases**

# Azure for Manufacturing: Be future ready

1,000+

new capabilities on Azure to support manufacturers in every step of their digital transformation journey



# Azure for Manufacturing: Build on your terms

## Open Source

Avoid vendor lock-in and work only with the technology you need.

## Open Standards

Simplifies system interoperability industry leading OPC UA and NOA support.

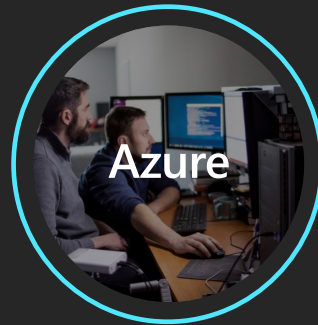
## Open Data Models

Scale across your enterprise and integrate horizontally across the supply chain.

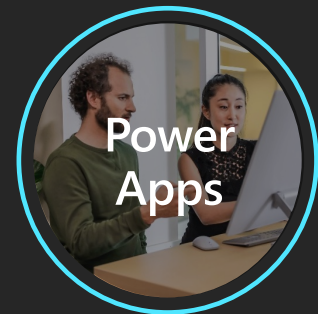
## Open Manufacturing Platform

Contribute to accelerating innovation with industry-wide collaboration.

#1 Developers' Choice of PaaS Products



+



Leader in Low-Code Development Platforms

## GitHub



## Collaboration

Attract and retain the best talent with tools developers know and love



## Security

Securely integrate open source code in your software



## DevOps

Automate workflows from code to any cloud

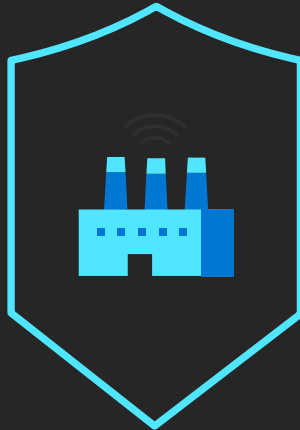
# Azure for Manufacturing: Operate hybrid seamlessly



On-premises, in the cloud, or at the edge: Azure meets manufacturers where they are.

# Azure for Manufacturing: Trust your cloud

## Security



Best-in-class security that safeguards your enterprise from the shop floor to the enterprise and supply chain

## Compliance



ISO 27001



ISO 9001



SOC 1  
Type 2



SOC 2  
Type 2



21 CFR  
Part 11



GxP  
General abbreviation for the "good practice"

We do the bulk of the work on compliance so you can focus on growing your business

## IP Protection



Uncapped indemnification through Microsoft Azure IP Advantage (AIPA)

# Next steps

Learn more about our vision for digital transformation at [microsoft.com/manufacturing](https://microsoft.com/manufacturing)

- Our perspectives in blogs, videos and articles
- Customer stories
- Events & webcasts
- Social channels

Learn more about Azure at [azure.microsoft.com](https://azure.microsoft.com)

