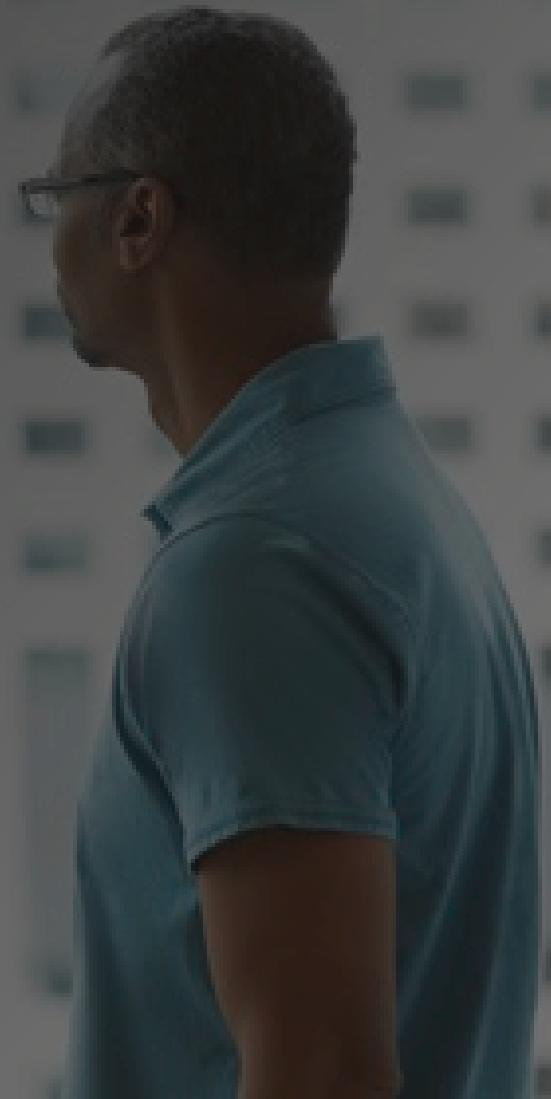




How can your business leverage Cloud Computing to increase agility, increase competitiveness, and drive down IT operations management expenses



DataWorks LLC – Microsoft Cloud Champion Partner
www.dataworkslc.com



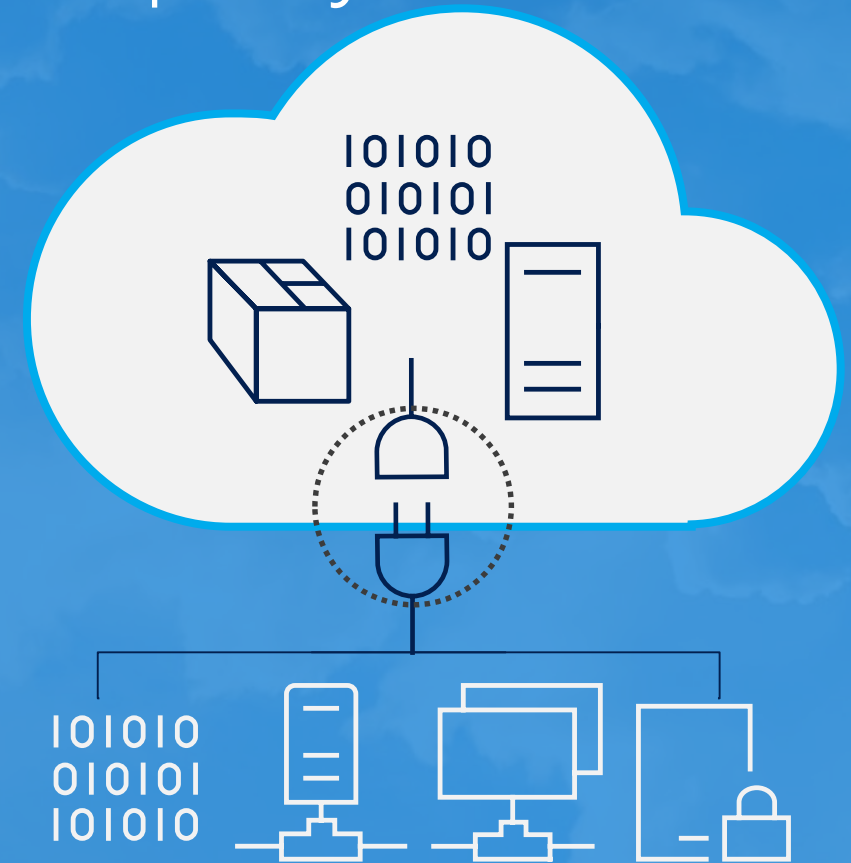
What is happening with cloud technology & how can this new technology help my business?

The cloud is transforming how businesses consume IT

Consumption-based resources and services can scale up or down

Scale used to be cost-prohibitive to small businesses

SMBs can reduce costs by 50% by moving data to the cloud



How can the cloud help me?

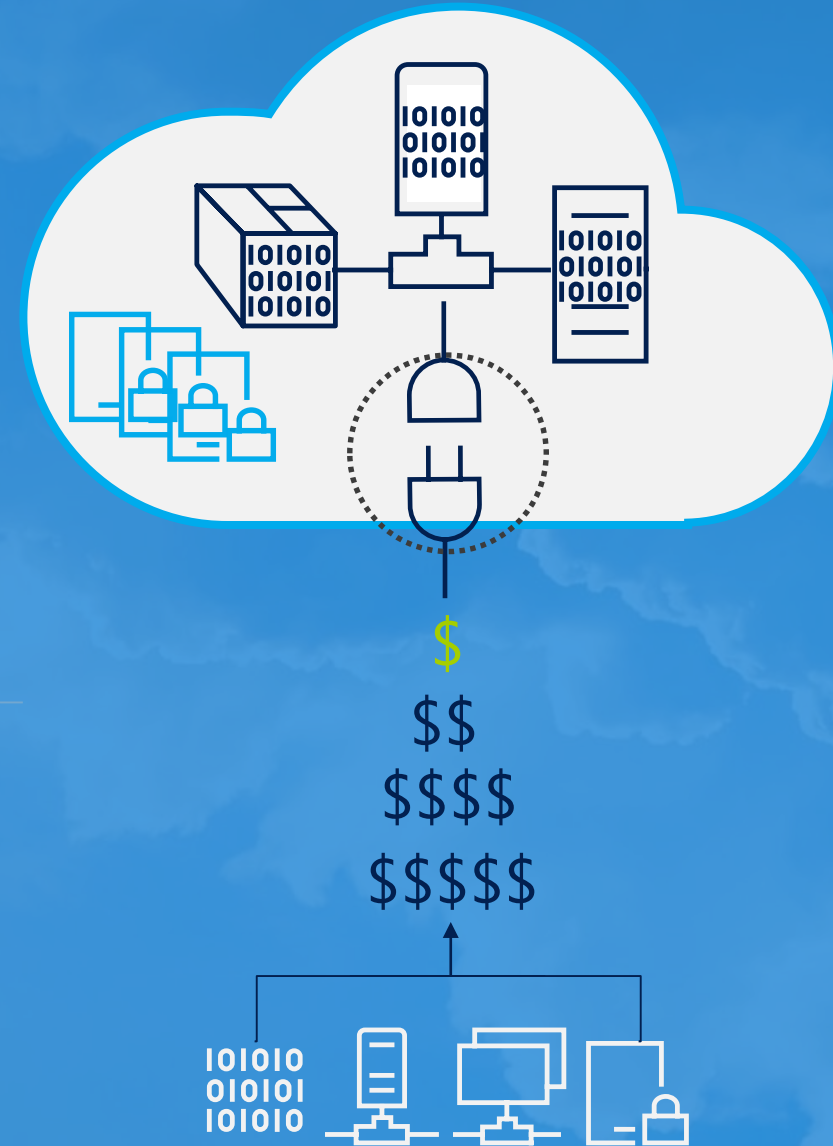
Need to increase
data
capacity

Need to ensure
compliance
with
government
and industry
regulations

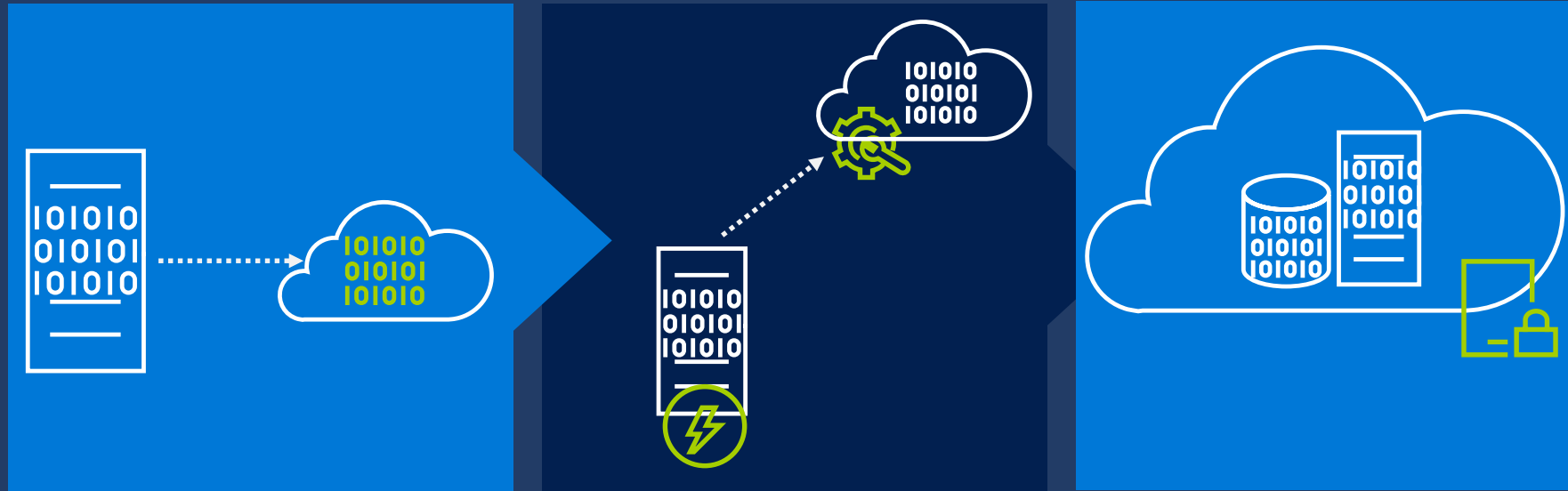
Need to **secure**
data in the cloud
and at all access
points

Need to
reduce
costs

Need to ensure
data availability
and infrastructure
reliability



What is Azure?



Data back-up

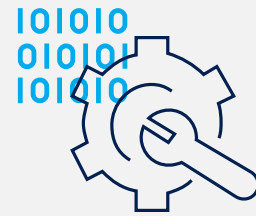
Disaster recovery

Security

Data Back-up

Capacity

Manage data growth while lowering deployment and management costs.



Backup and data archive

Improve productivity by spending less time managing and maintaining on-premises backup storage infrastructure and software.

Compliance

Take advantage of policies designed to meet your business or regulatory compliance requirements.



Disaster Recovery



Protect IT systems

Achieve low recovery point objective (RPO) and recovery time objective (RTO) targets for every major system in your organization, simply and cost-effectively.



Unify data management, security, and protection

Help secure your data with industry-leading protection offered by encryption features.



Ensure apps work

Fail over apps with automated recovery plans in a matter of hours instead of weeks or months.



Test at any time

Test business continuity plans, or run dev-test copies of production workloads in Azure.

Security



Secure on-premises and cloud workloads

Get a unified view of security across on-premises and cloud workloads.



Remediate vulnerabilities

Use actionable security recommendations to remediate issues before they can be exploited.



Minimize threat exposure

Enable adaptive threat protections to reduce exposure to attacks.



Respond to attacks

Monitor networks, machines, and cloud services for incoming attacks and post-breach activity.

Why is Azure right for me?

Data back-up

- Eliminate the need to **maintain backups**
- Support born-in-the-**cloud applications**
- Protect **remote offices and branch locations** without the complexity of in-house management
- Deliver **fast time-to-value** without the overhead and capital expense of standing up a backup solution
- **Stop hardware sprawl**—even when facing severe app proliferation and massive data growth
- **Pay for only the storage you need**—when you need it

Disaster recovery

- **No infrastructure** required
- No need to sacrifice **RPO** and **RTO goals**
- Supports **critical workloads**
- **Works with what you have**
- **Easy to manage**—automated replication, policy-based protection, and one-click orchestrated recovery
- Premium **protection against operational and human errors** with intra-cloud disaster recovery and backup

Security

- Monitor security across **on-premises and cloud workloads**
- Apply policy to **ensure compliance** with security standards
- Find and **fix vulnerabilities** before they can be exploited
- Use access and application controls to **block malicious activity**
- Leverage advanced analytics and threat intelligence to **detect attacks**
- Simplify investigation for **rapid threat response**

How have other customers benefited from Azure?

Data back-up



"Our IT staff no longer has to handle tapes daily, coordinate with the external storage company, and pay for tape equipment maintenance, all of which equates to a savings of €30,000 to €40,000 [US\$33,000 to US\$45,000] annually."

Daniel Platz, IT Manager



"We don't have to worry about managing space on expensive purpose-built backup storage systems. We have no tape costs, management costs, nothing. Backup is dramatically cheaper with Azure."

Sean DeLessio, Lead Engineer

Site Recovery



"Azure has revolutionized our disaster recovery offerings in the market. Simply put, we can very easily provide centrally managed DR to our customers for 44 percent lower costs."

Paul Collins, Technical Services Director



"It would have taken up to 10 days to restore the whole datacenter data from tape, a catastrophically long time. With Azure, we can recover our entire datacenter in two to three hours, and we're working to shrink that further."

Daniel Platz, IT Manager

Security



"We have better security from a unified identity perspective. No matter which devices employees use, I can use Azure Active Directory Premium to authenticate their access to our network."

Will Lamb, Infrastructure Coordinator



"We have a lot of turnover in our store workforce so we have to be able to train people quickly and keep information secure. We give them a username and password, and they're able to reset their own passwords through Azure Active Directory. This is important, because we have such a small IT staff."

Scott Bentzel, Director of IT



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