

GEANT /ACOnet KickOff event

SoftwareONE ACADAMIC offers managed Microsoft Services and Platform Technologies enabling institutes to consume Azure in the most productive way

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The SoftwareONE logo is located in the bottom right corner of the slide. It features the word "software" in a lowercase, sans-serif font, followed by "ONE" in a larger, uppercase, sans-serif font. A thin white horizontal line is positioned below the "ONE" text. The logo is set against a red triangular background that points towards the bottom right corner of the slide.

softwareONE

WHAT'S INSIDE?

01/ Why SoftwareONE is the right partner

02/ Who we are

03/ Focus on ACADEMIC Customers

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| Who We Are



A global Platform, Solution & IT Services Company

- › *A globally active Swiss Company, headquartered in Stans, Switzerland*
- › *30 years of experience in software licensing*
- › *65 legal subsidiaries covering 145 countries with more than 3000 certified expert consultants*
- › *Privately owned since 1985*
- › *Learn more about SoftwareONE, visit us at*

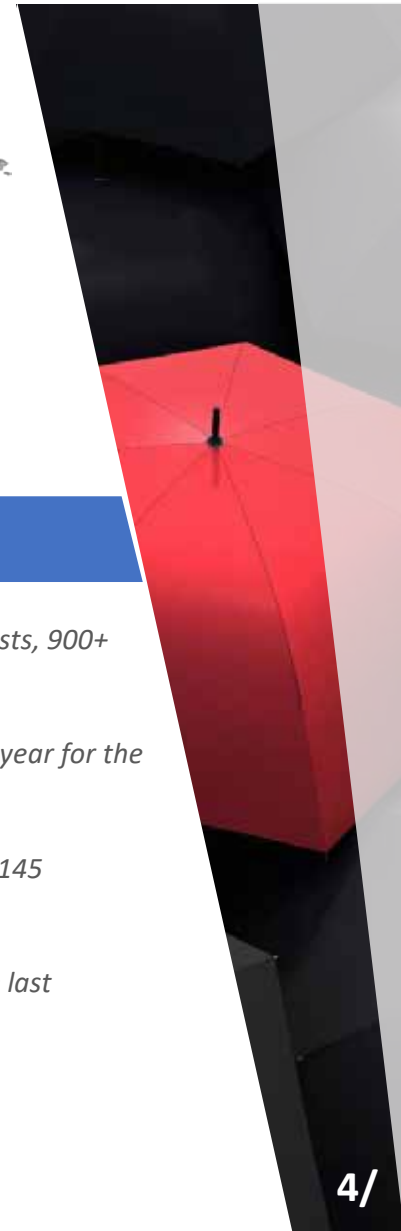
<http://www.softwareone.com>

SoftwareONE helps IT leaders deliver their vision with greater confidence & clarity



SoftwareONE Global

In your neighborhood, worldwide

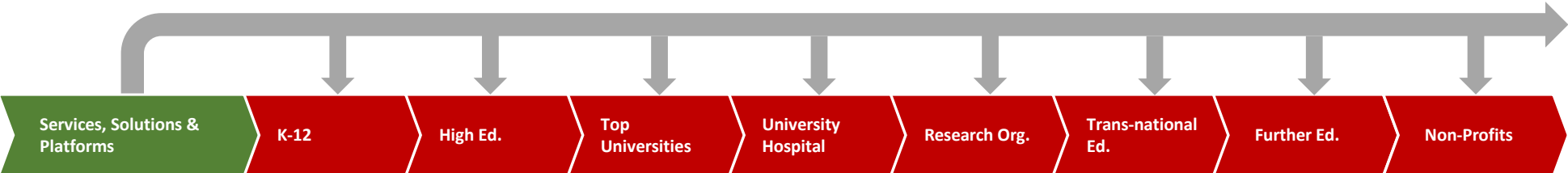


Management	Publisher Reach and Client base	Global Presence
<p>Patrick Winter CEO</p> <p>Hans Grüter CFO</p> <p>Dieter Schlosser COO & Transformation Leader</p> <p>Neil Lomax Sales Strategy and Execution</p> <p>Mike Gersten Innovation & Platforms</p> <p>Alex Alexandrov M&A & Business Management</p>	<ul style="list-style-type: none">> Portfolio to cover more than 10'000 publishers> Independent expertise on broad publisher portfolio, from demand to design, 5.1 million SKU's managed> More than 35'000 clients globally	<p>Employees Over 3'200 Customer Service Oriented Licensing Specialists, 900+ MCP Licensing / 450+ MCP SAM</p> <p>Total Sales 2016 Over 6.8 billion USD – more than 30% growth year over year for the last decade</p> <p>Office Locations 65 subsidiaries, local presence in 82 countries, covering 145 countries</p> <p>Organization Established Management and Board of Directors for the last decade, additional power added by KKR in 2015</p>

We have been awarded for 16 GEANT Countries

America	EMEA	APAC
<p>Argentina Bolivia Brazil Canada Chile Colombia Costa Rica Dominican Republic Ecuador El Salvador Guatemala Honduras Jamaica Mexico</p> <p>Nicaragua Panama Peru Puerto Rico Trinidad & Tobago Uruguay US West Indies</p>	<p>Austria Belgium Czech Republic Denmark Dubai Finland France Germany Hungary Ireland Israel* Italy Luxembourg Netherlands</p> <p>Norway Poland Portugal Romania Russia Saudi Arabia Slovakia South Africa Spain Sweden Switzerland Turkey* UAE UK</p>	<p>Australia China Hong Kong India Indonesia Japan Malaysia New Zealand* Philippines Singapore South Korea Taiwan Thailand Vietnam</p>

Specialized in 8 ACAD Customer Segments



Technology/Product

- Specific Apps
- Gen Apps
- Learning Apps
- School Apps
- School Admin Apps
- Standard Tech (Like MS or Adobe)
- Security
- Devices
- Access
- Data Center/Server

Services

- Commerce
- Deployment

- Countries
- Cities
- Districts
- Schools



- Universities
- University Network



- Top Universities



- University Hospitals
- Nursery Schools



- National Research Institutes
- Multi-national Research Centers



- School Network
- School Corp.



- Public Further Ed.
- Private Further Ed.



- Museums
- Libraries
- Charity Org.



- 1.2M Institutes
- 1.4B Students



SoftwareONE ACAD Azure Services

Four Core Components of AzureSimple



Benefits

- Develop the business case and approach to shift to the cloud
- Provision and connect to Azure environment
- On-board and develop cloud support capabilities
- Manage, forecast and budget cloud spend

1

Azure Advisory Services

- Hybrid Cloud Advisory
- Administrative Setup

2

Azure Licensing

- Pay-as-you-Consume
- Commitment Consume
- Single Contract Vehicle

3

Azure Cloud Support

- Azure Cloud Support
- Billing enquiries

4



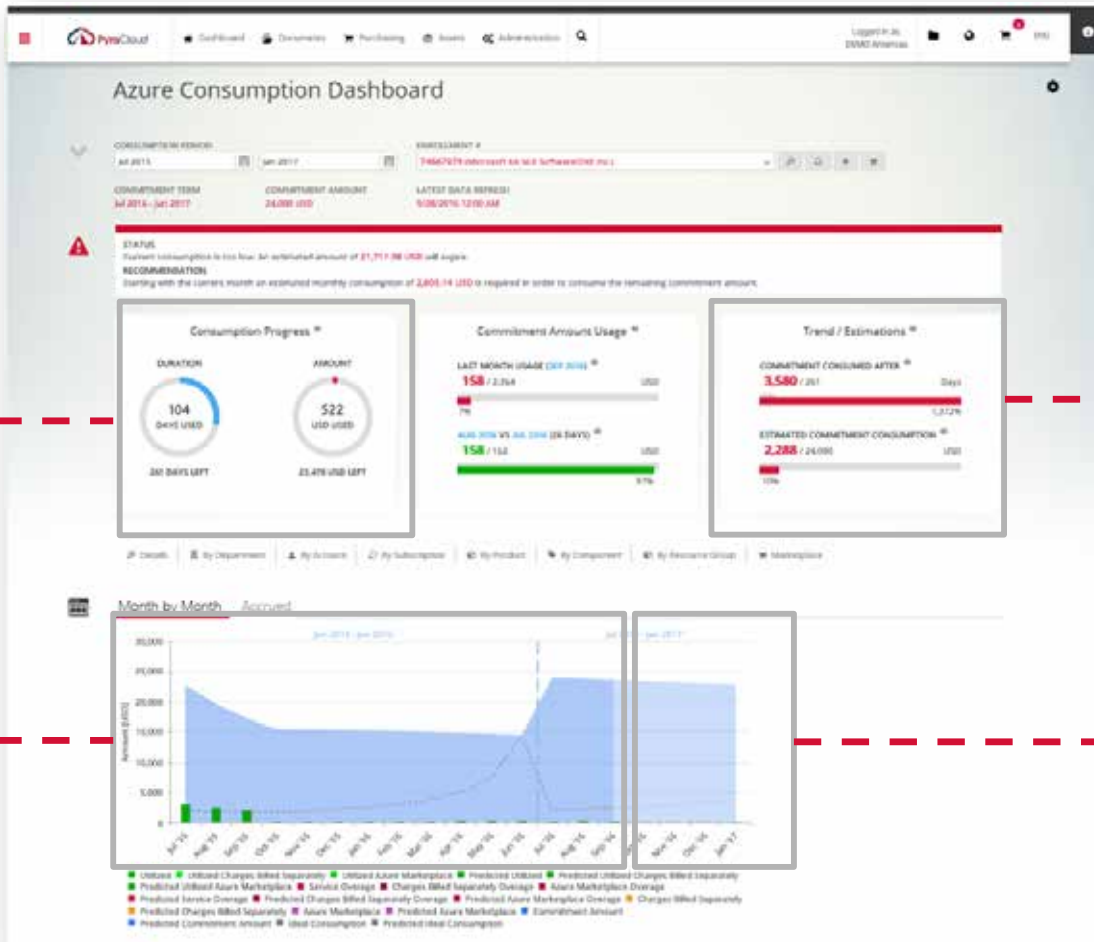
PyraCloud Azure Consumption

- Azure Consumption Analytics

PyraCloud Azure Consumption Services



Consumption Progress



Trend Estimations



Monthly Spend View



Prediction of Future Use



Working with SoftwareONE ACADEMIC



SoftwareONE's Azure Services

A simple solution to *Plan*, *Build* and *Manage* your Azure Environment.



Plan and budget for growth



Monitor consumption to align with budget



Allocate resources to the appropriate departments



Optimize your Consume



Rapid tenant deployment



Simplified licensing model

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