Microsoft Azure IoT & AVNET

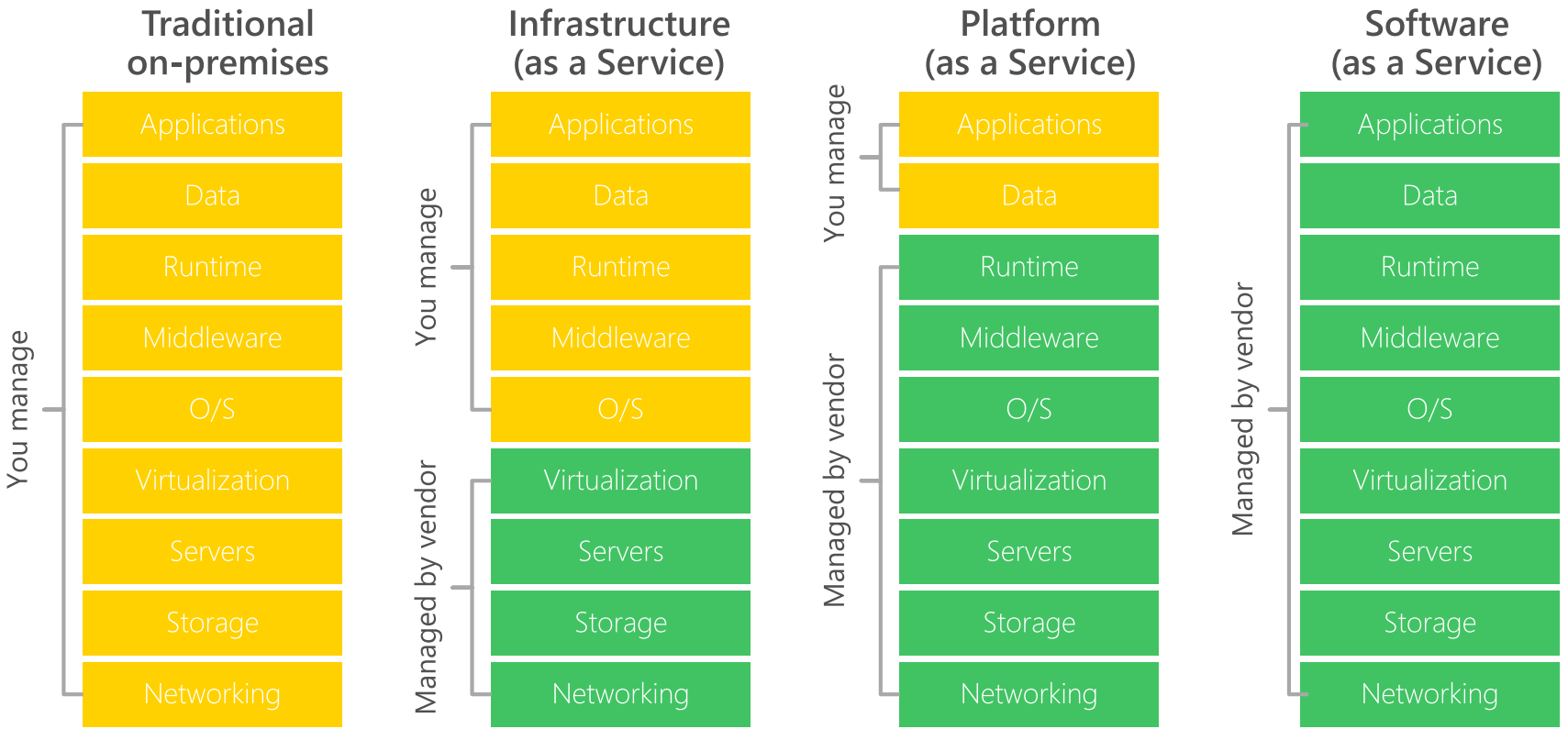
FEB 2019

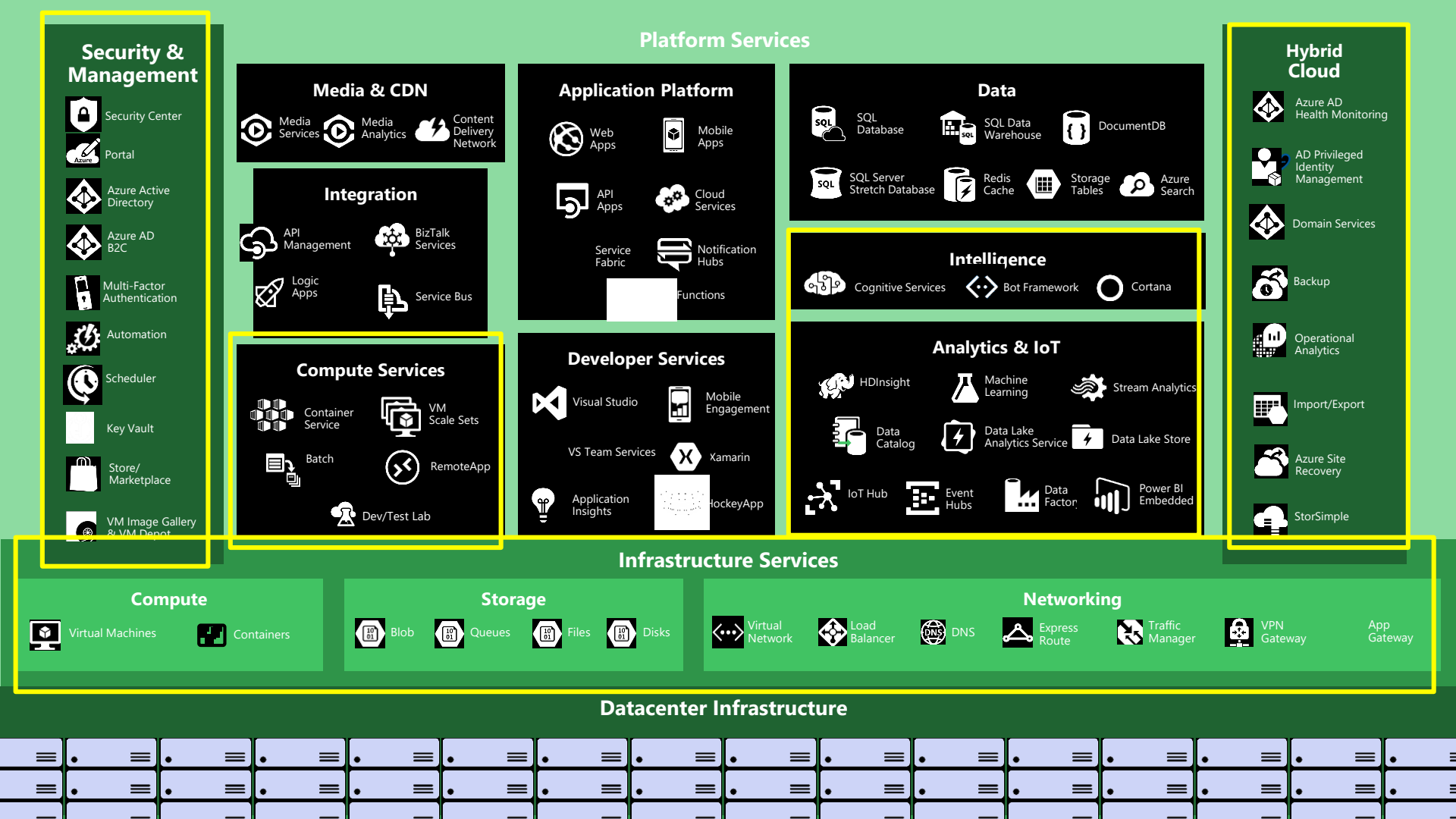
54

Azure regions

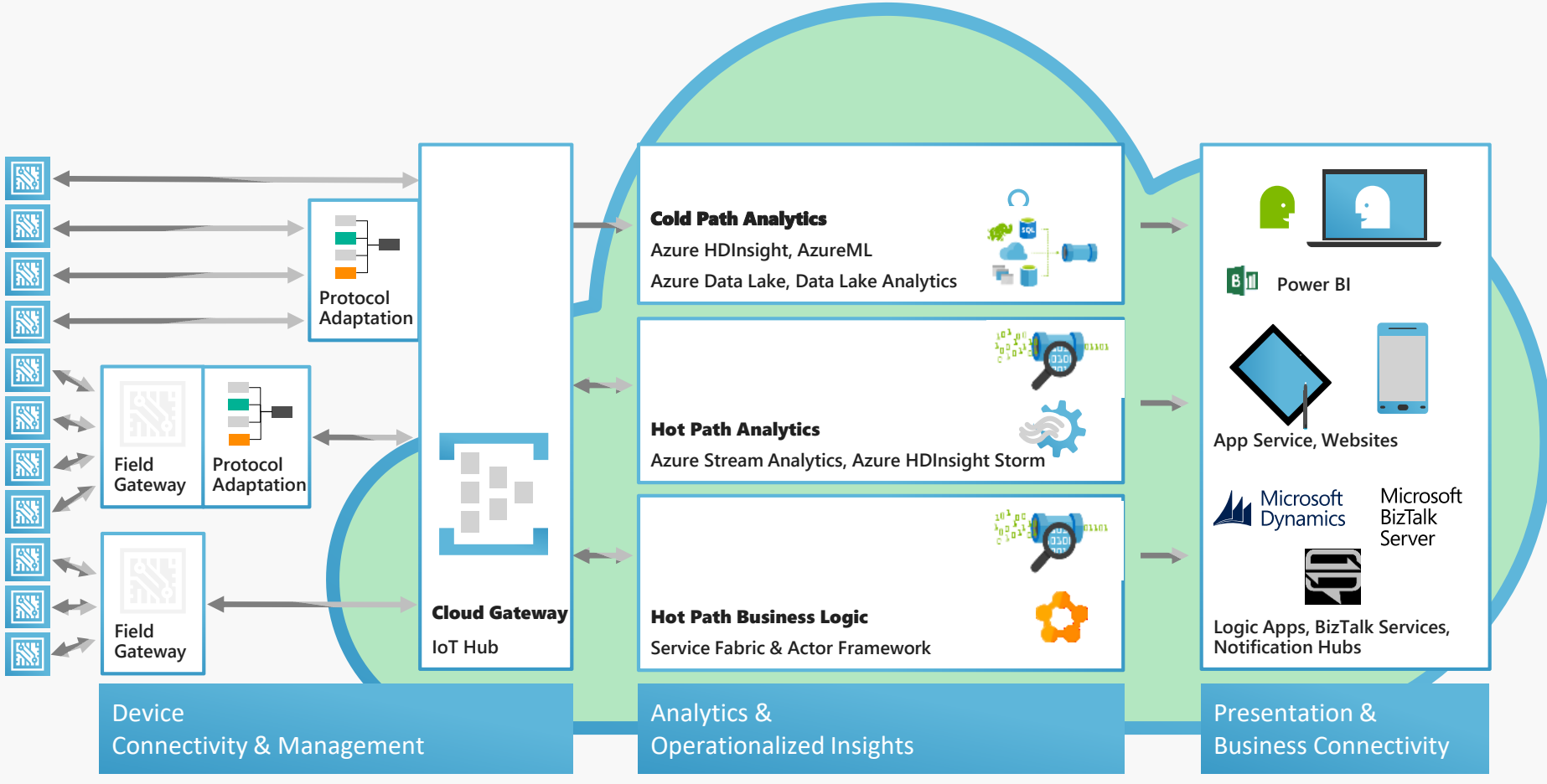
More than AWS &
Google combined

Cloud service models




Platform Services
Security & Management
Security Center
Portal
Azure Active Directory
Azure AD B2C
Multi-Factor Authentication
Automation
Scheduler
Key Vault
Store/ Marketplace
VM Image Gallery & VM Depot
Media & CDN
Media Services
Media Analytics
Content Delivery Network
Integration
API Management
BizTalk Services
Logic Apps
Service Bus
Compute Services
Container Service
VM Scale Sets
Batch
RemoteApp
Dev/Test Lab
Application Platform
Web Apps
Mobile Apps
API Apps
Cloud Services
Service Fabric
Notification Hubs
Functions
Developer Services
Visual Studio
Mobile Engagement
VS Team Services
Xamarin
Application Insights
HockeyApp
Data
SQL Database
SQL Data Warehouse
DocumentDB
SQL Server Stretch Database
Redis Cache
Storage Tables
Azure Search
Intelligence
Cognitive Services
Bot Framework
Cortana
Analytics & IoT
HDInsight
Machine Learning
Stream Analytics
Data Catalog
Data Lake Analytics Service
Data Lake Store
IoT Hub
Event Hubs
Data Factory
Power BI Embedded
Hybrid Cloud
Azure AD Health Monitoring
AD Privileged Identity Management
Domain Services
Backup
Operational Analytics
Import/Export
Azure Site Recovery
StorSimple
Infrastructure Services
Compute
Virtual Machines
Containers
Storage
Blob
Queues
Files
Disks
Networking
Virtual Network
Load Balancer
DNS
Express Route
Traffic Manager
VPN Gateway
App Gateway
Datacenter Infrastructure

Devices - Azure IoT Suite - Connectivity



Cloud Impacts

- Scale your business – meet peek demand - unlimited
- Reduced costs - Pay only for what you use
- Global, consistent experience
- Move from CapEx to OpEx financing
- Hyper-compute capability (Advanced Analytics, AI)
- Faster time to market
- Higher security / compliance benefits
- Latest innovation

They use Microsoft Azure

Avnet as Cloud Solution Provider

- Designed for OEM customers
- Consolidated invoicing
- Customized invoicing
- No upfront commitment
- Value-added services from CSP provider
- Trusted & reliable partner
- Consultancy & trainings
- One point of contact

Microsoft

Cloud Solution Provider (CSP)

	Enterprise agreement	Avnet CSP
Terms	3-year commitment	Pay as you go
Payment	Up front, in full	Month to Month
Products	All Microsoft Products	Specialized in Azure
Channel	Enterprise reseller	Avnet
Support cost	$$$$	Premium included

Why partner with Avnet?

Ready-to-go tools to start your IoT project

- Get your data in the cloud in 1-day workshop

Microsoft Embedded partner for 10-years+

- Strong relationship, access to technical and commercial experts, CSP provider, Certified professionals

Avnet is a Microsoft CSP provider

- Design for OEMs

Strong hardware offering from sensor to Enterprise Solutions

- Azure certified hardware

OS agnostic

- Linux & android are the OS of choice for 50%+ of our customer base

Strong Eco-System

- Data Scientist, System integrators, Azure architecture

Reach Further™