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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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

<table>
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<th>Name</th>
<th>Position</th>
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<tr>
<td>Patrick Winter</td>
<td>CEO</td>
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<tr>
<td>Hans Grüter</td>
<td>CFO</td>
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<tr>
<td>Dieter Schlosser</td>
<td>COO &amp; Transformation Leader</td>
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<tr>
<td>Neil Lomax</td>
<td>Sales Strategy and Execution</td>
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<tr>
<td>Mike Gersten</td>
<td>Innovation &amp; Platforms</td>
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<tr>
<td>Alex Alexandrov</td>
<td>M&amp;A &amp; Business Management</td>
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## Publisher Reach and Client base

- **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**

## Global Presence

### Employees
- Over 3’200 Customer Service Oriented Licensing Specialists, 900+ MCP Licensing / 450+ MCP SAM

### Total Sales 2016
- Over 6.8 billion USD – more than 30% growth year over year for the last decade

### Office Locations
- 65 subsidiaries, local presence in 82 countries, covering 145 countries

### Organization
- Established Management and Board of Directors for the last decade, additional power added by KKR in 2015
We have been awarded for 16 GEANT Countries

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<tr>
<th>America</th>
<th>EMEA</th>
<th>APAC</th>
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<tbody>
<tr>
<td>Argentina, Bolivia,</td>
<td>Austria, Belgium,</td>
<td>Australia, China,</td>
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<td>Brazil, Canada, Chile,</td>
<td>Czech Republic,</td>
<td>Hong Kong, India</td>
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<td>Colombia, Costa Rica,</td>
<td>Denmark, Dubai,</td>
<td>Indonesia, Japan</td>
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<td>Dominican Republic,</td>
<td>Finland, France,</td>
<td>Malaysia, New Zealand*</td>
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<td>Ecuador, El Salvador,</td>
<td>Germany, Hungary,</td>
<td>Philippines, Singapore,</td>
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<td>Ireland, Israel*,</td>
<td>South Korea, Taiwan,</td>
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<td>Jamaica, Mexico</td>
<td>Italy, Luxembourg,</td>
<td>Thailand, Vietnam</td>
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<td>Netherlands, US, West</td>
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<td>Indies, Nicaragua,</td>
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<td>Panama, Peru, Puerto Rico,</td>
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<td>Trinidad &amp; Tobago,</td>
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<td>Uruguay</td>
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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**
- **Universities**
- **University Network**
- **Top Universities**
- **Northwestern University**
- **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

1. Azure Advisory Services
   - Hybrid Cloud Advisory
   - Administrative Setup

2. Azure Licensing
   - Pay-as-you-Consumes
   - Commitment Consume
   - Single Contract Vehicle

3. Azure Cloud Support
   - Azure Cloud Support
   - Billing enquiries

4. PyraCloud Azure Consumption
   - Azure Consumption Analytics

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
PyraCloud Azure Consumption Services

- Consumption Progress
- Monthly Spend View
- Trend Estimations
- 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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