

Mid-Atlantic CIO Summit

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Satya Nadella



“Our industry does not respect tradition – it only respects innovation.”



The Innovation Imperative

“

Innovation is no longer the province of a few leading-edge companies; it is the lifeblood required for any organization to survive.

“Key Issues for Business Innovation and Emerging Trends, 2011,” Gartner, Inc., March 30, 2011

”



Forbes 100

- 61 (of 100) companies from the 1917 list ceased to exist by 1987
- 2 outperformed the market

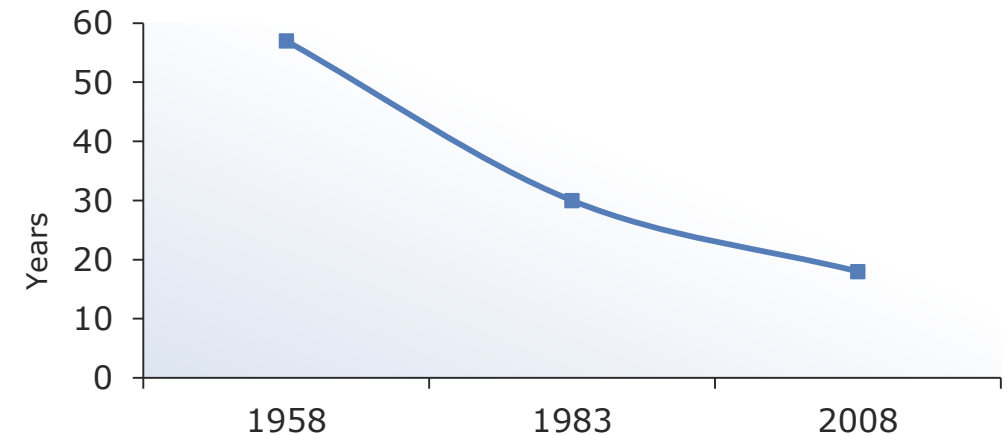


S&P 500

- Only 74 (of 500) companies from 1957 remained on the list in 1997
- 12 outperformed the market

Creative Destruction: Why Companies That Are Built to Last Underperform the Market, 2001

A company's success today does not guarantee success tomorrow



BusinessWeek, 2010

By 2008, companies only spent an average of 18 years on the S&P 500

*"Our job is to ensure
Microsoft will thrive in a
mobile and cloud-first
world."*





BENEFITS OF MOBILE PRODUCTIVITY

**WORK ANYTIME,
ANYWHERE, ACROSS
DEVICES**

**IMPROVE OPERATIONAL
EFFICIENCIES**

**DELIVER REAL-TIME
COMMUNICATION**

**ENSURE SECURITY &
COMPLIANCE**

MICROSOFT'S PRODUCTIVITY PLATFORM

The new Office.
Takes the work out of
working together.



**BUILT FOR
TEAMWORK**



**PERFECT WITH
WINDOWS 10**



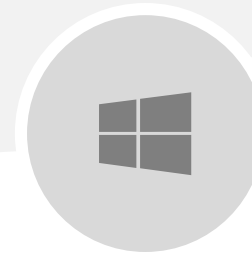
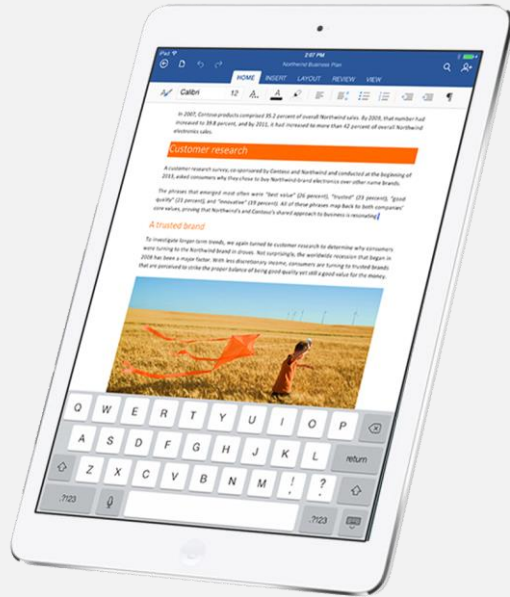
**WORKS FOR
YOU**



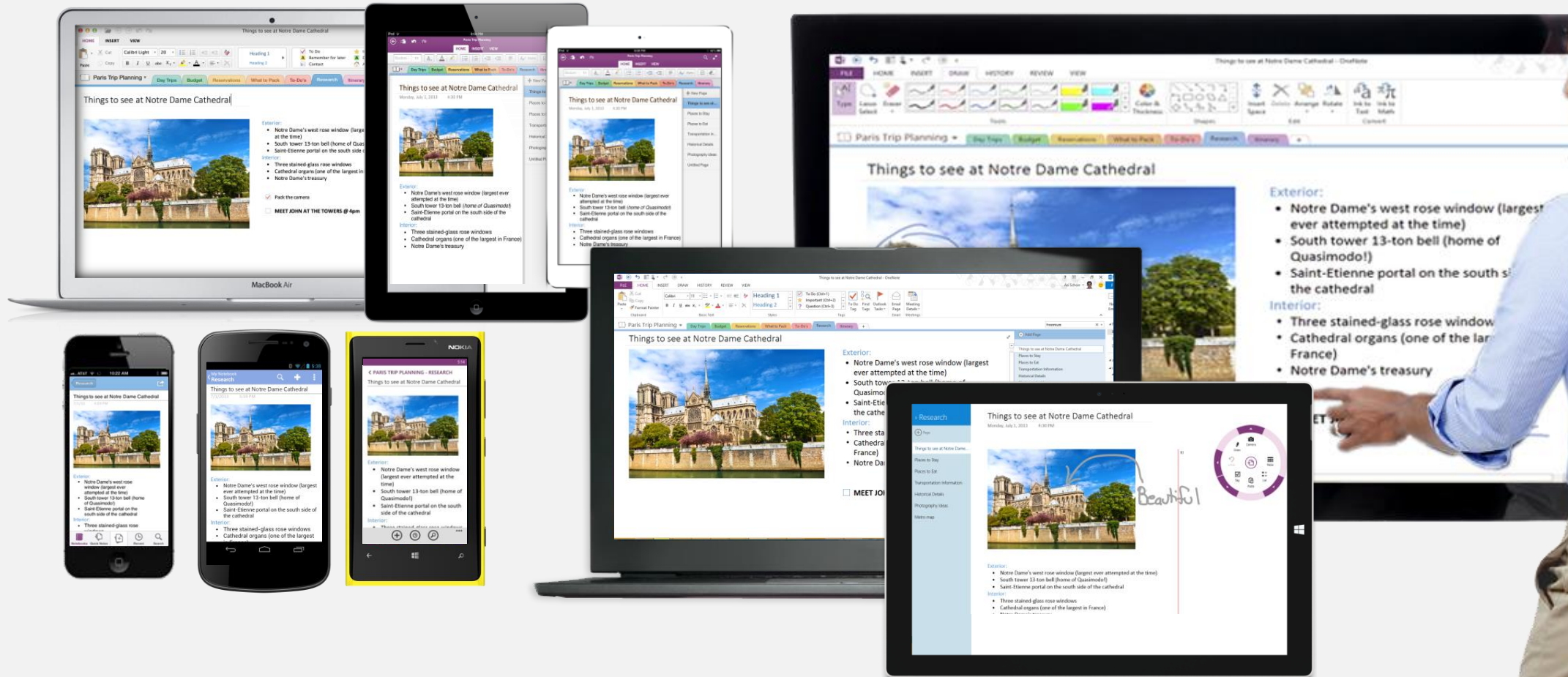
**THE MOST
SECURE OFFICE**



MODERN PRODUCTIVITY ACROSS DEVICES



GREAT EXPERIENCES ACROSS DEVICES



Upcoming product moments

Universal App for Windows Embedded OneNote in Dynamics CRM

Office 2016

Modern Apps for Android Cortana integration with Dynamics CRM

SharePoint 2016

Cloud PBX, PSTN calling
& conferencing

Exchange 2016

Expanded DLP, Archiving &
Security

Intuitive Delve Org Analytics

Customer Lockbox

Delve & Office Graph

Expanded Dlp

PowerBI connectors for Dynamics CRM and Marketing

*“Over the next 10 years,
we’ll reach a point where
nearly everything has
become digitized.”*



Azure momentum

~100,000

New Azure customer subscriptions/month

20 Million

SQL database hours used every day

> 50 Trillion

Storage objects in Azure

> 5 Trillion

Storage transactions every month

425 Million

Azure Active Directory Users

60 Billion

Hits to Websites run on Azure Web App Service

57%

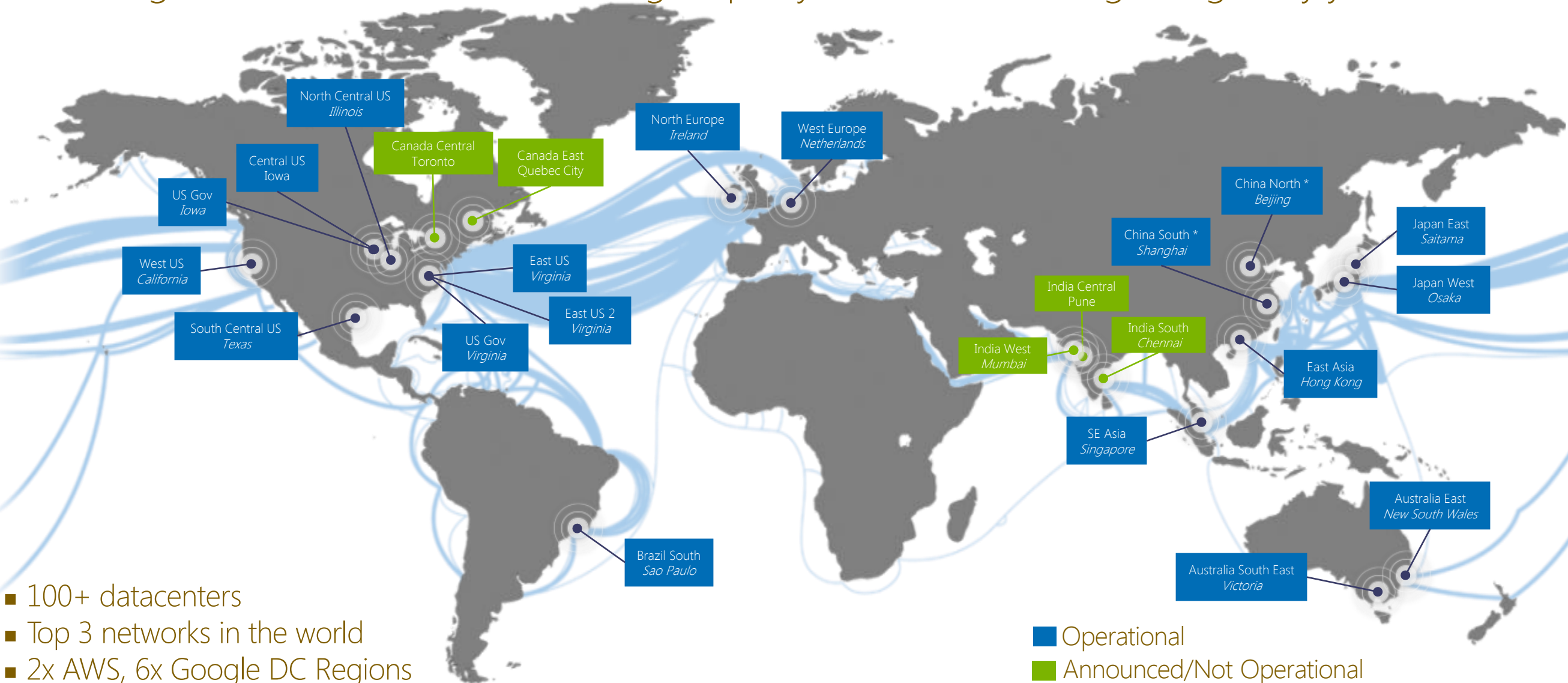
Of Fortune 500 Companies use Microsoft Azure

1 Trillion

Messages delivered every month with Event Hubs

Huge infrastructure scale is the enabler

24 Regions Worldwide, 19 ONLINE...huge capacity around the world...growing every year



- 100+ datacenters
- Top 3 networks in the world
- 2x AWS, 6x Google DC Regions
- GS Series VMs – Largest VM in World, 32 cores, 448GB Ram, 80,000 IOPS

■ Operational
■ Announced/Not Operational
* Operated by 21Vianet

Platform Services

Security & Management

- Portal
- Active Directory
- Multi-Factor Authentication
- Automation
- Key Vault
- Store / Marketplace
- VM Image Gallery & VM Depot

Compute

- Cloud Services
- Service Fabric
- Batch
- Remote App

Web and Mobile

- Web Apps
- API Apps
- API Management
- Mobile Apps
- Logic Apps
- Notification Hubs

Developer Services

- Visual Studio
- Azure SDK
- Team Project
- Application Insights

Hybrid Operations

- Azure AD Connect Health
- AD Privileged Identity Management
- Backup
- Operational Insights
- Import/Export
- Site Recovery
- StorSimple

Integration

- Storage Queues
- Biztalk Services
- Hybrid Connections
- Service Bus

Analytics & IoT

- HDInsight
- Machine Learning
- Data Factory
- Event Hubs
- Stream Analytics
- Mobile Engagement

Data

- SQL Database
- SQL Data Warehouse
- Redis Cache
- Search
- DocumentDB
- Tables

Media & CDN

- Media Services
- Content Delivery Network (CDN)

Infrastructure Services

Compute

- Virtual Machines
- Containers

Storage

- BLOB Storage
- Azure Files
- Premium Storage

Networking

- Virtual Network
- Load Balancer
- DNS
- Express Route
- Traffic Manager
- VPN Gateway
- Application Gateway

Datacenter Infrastructure (24 Regions, 19 Online)



500+

New releases in
the last 12 months

Azure Site Recovery: Protect VMWare and Physical Servers in Public Preview

Azure Backup Generally Available

Azure API Management Premium simplifies high availability and massive scale for APIs

ExpressRoute for Office 365

Azure Active Directory Dynamic Membership For Groups

Automatic Password Change for Social Media Shared Accounts

Compute-Intensive A10 and A11 Virtual Machine Instances

Remote Desktop app for Windows Phone support for Gateway and Remote Resources

Informatica Cloud Agent availability in Linux and Windows Virtual Machines

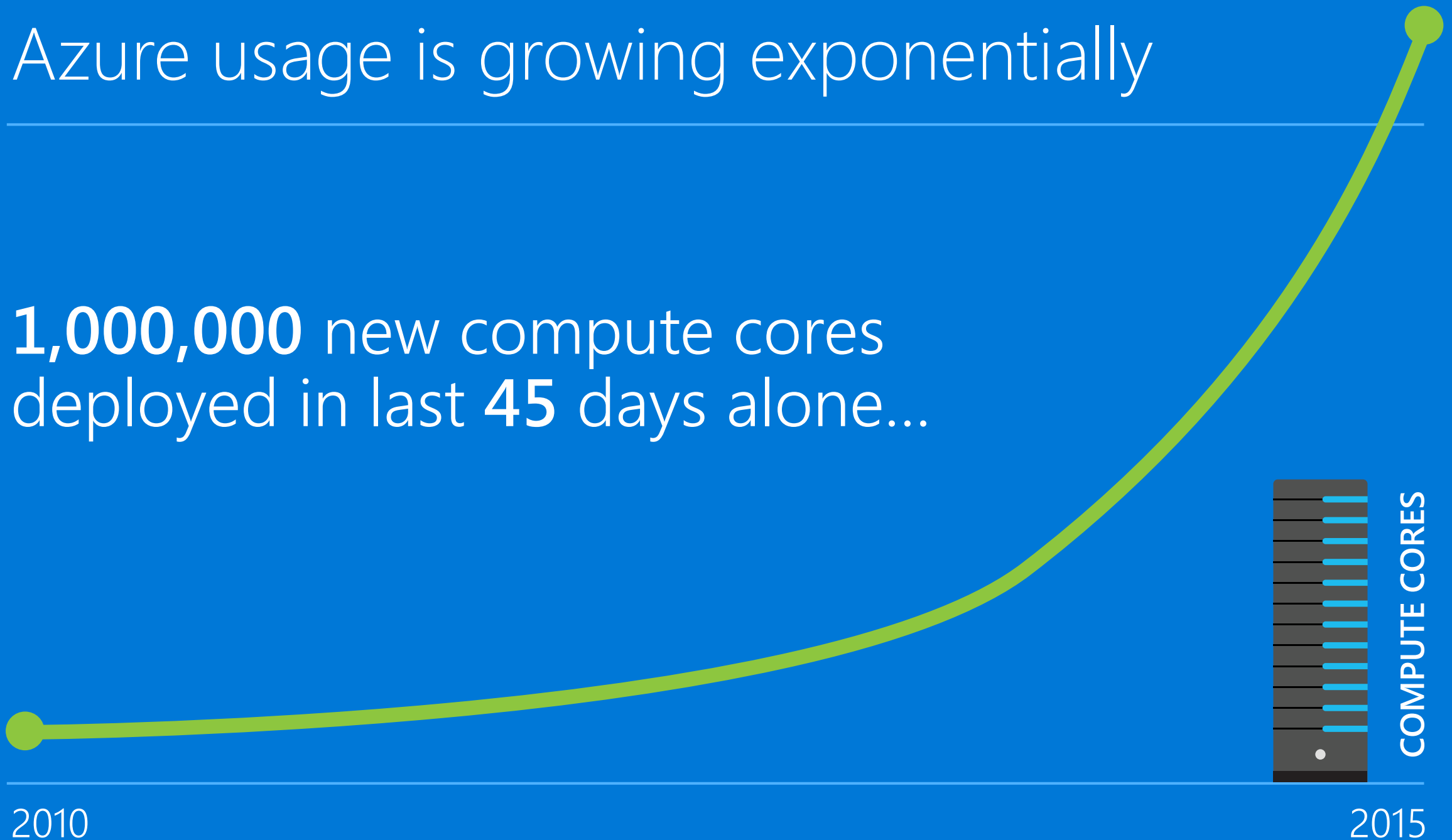
Azure DocumentDB Hadoop Connector

Azure HDInsight support for more VM sizes

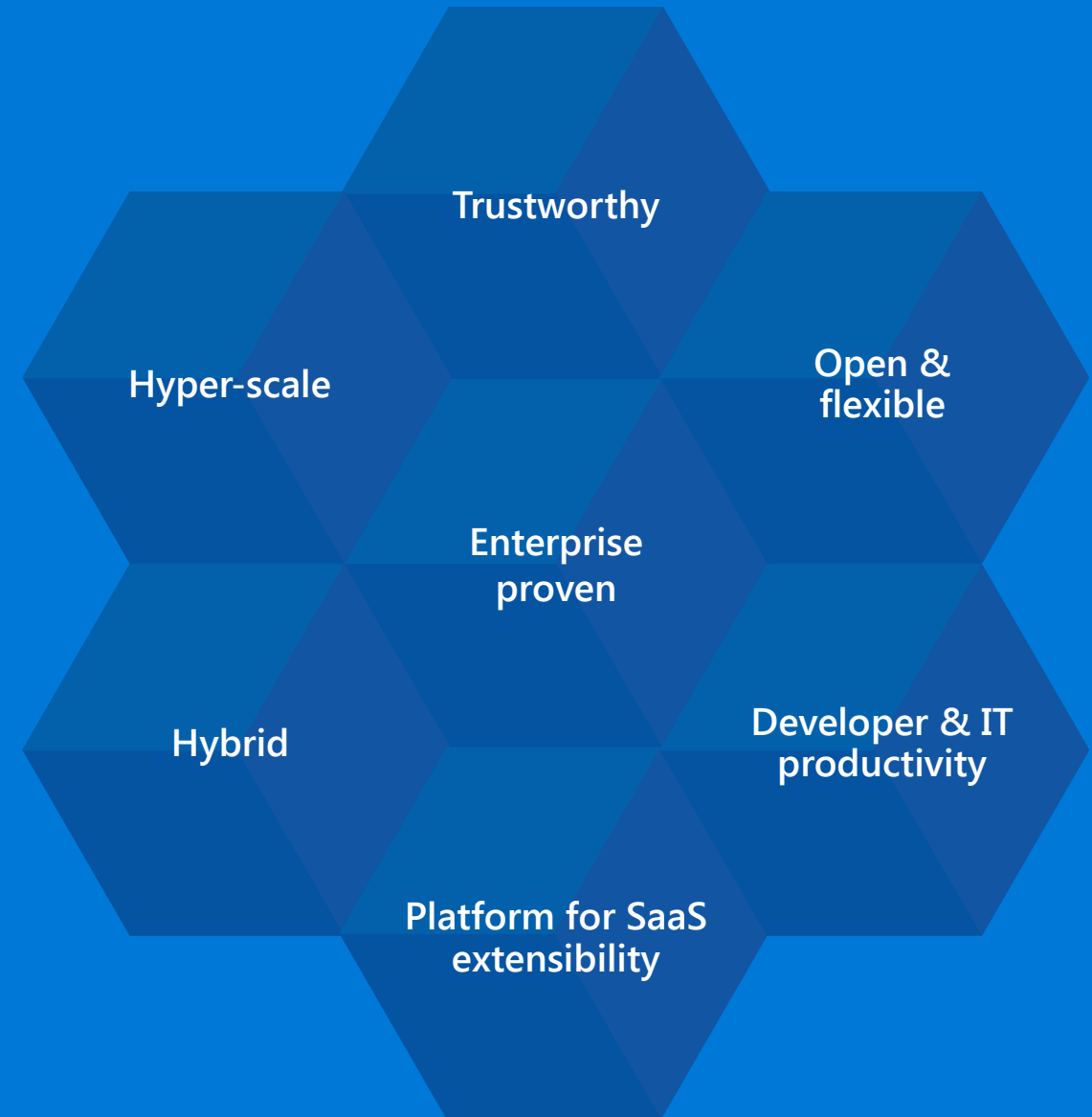
Enterprise-Grade Array-Based Replication and Disaster Recovery with ACR and System Center CA

Azure usage is growing exponentially



1,000,000 new compute cores
deployed in last **45** days alone...

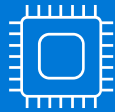


Intelligent Cloud Platform



Leading the journey to the Intelligent Cloud

SAAS SOLUTIONS	 Office 365 Microsoft Dynamics  Power BI
ENTERPRISE MOBILITY	Microsoft Enterprise Mobility Suite
CLOUD INFRASTRUCTURE	Azure + Azure Stack System Center + Operations Management Suite
DEVELOPER + APP PLATFORM	Visual Studio Family + Azure App Service
DATA + ANALYTICS	SQL Server + Cortana Analytics Suite
INTERNET OF THINGS	Azure IoT Suite



Intelligent action

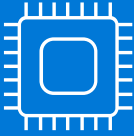
What happened?

Why did it happen?

What will happen?

Wh

Cortana Analytics Suite



Dashboards & visualizations

Personal digital assistant "Cortana"

Perceptual intelligence

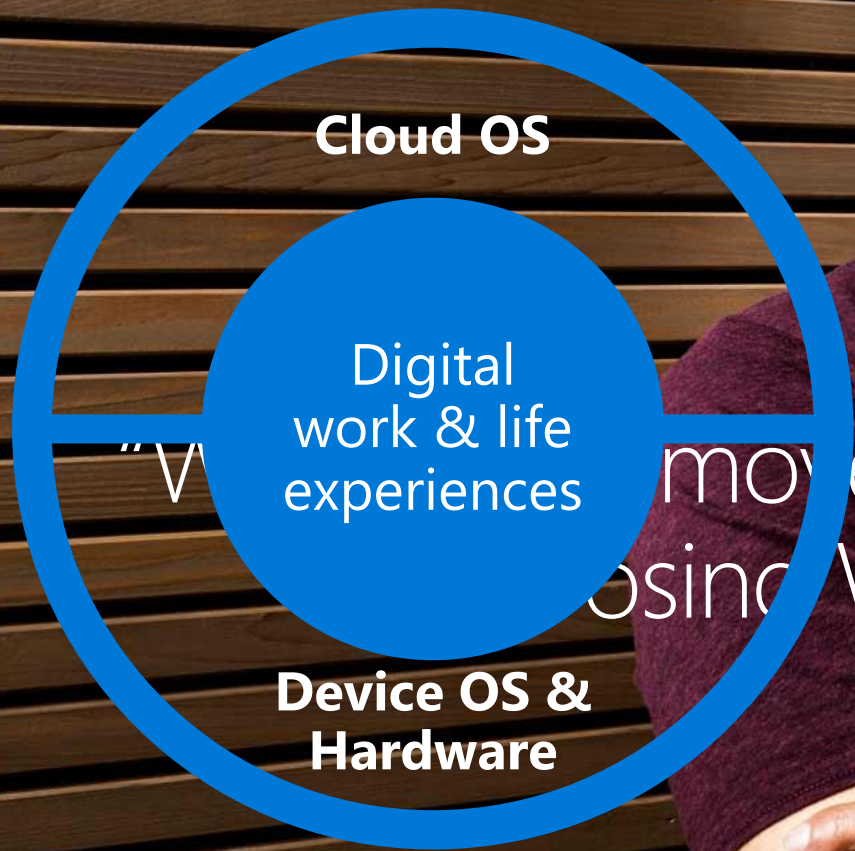
Preconfigured solutions



People



Automated systems



Microsoft will **empower** people to achieve more
move from people needing Windows,
using Windows, to loving Windows.
do great things

– Satya Nadella

Why Windows is familiar and better than ever

Fast, smooth,
more secure,
and friendly

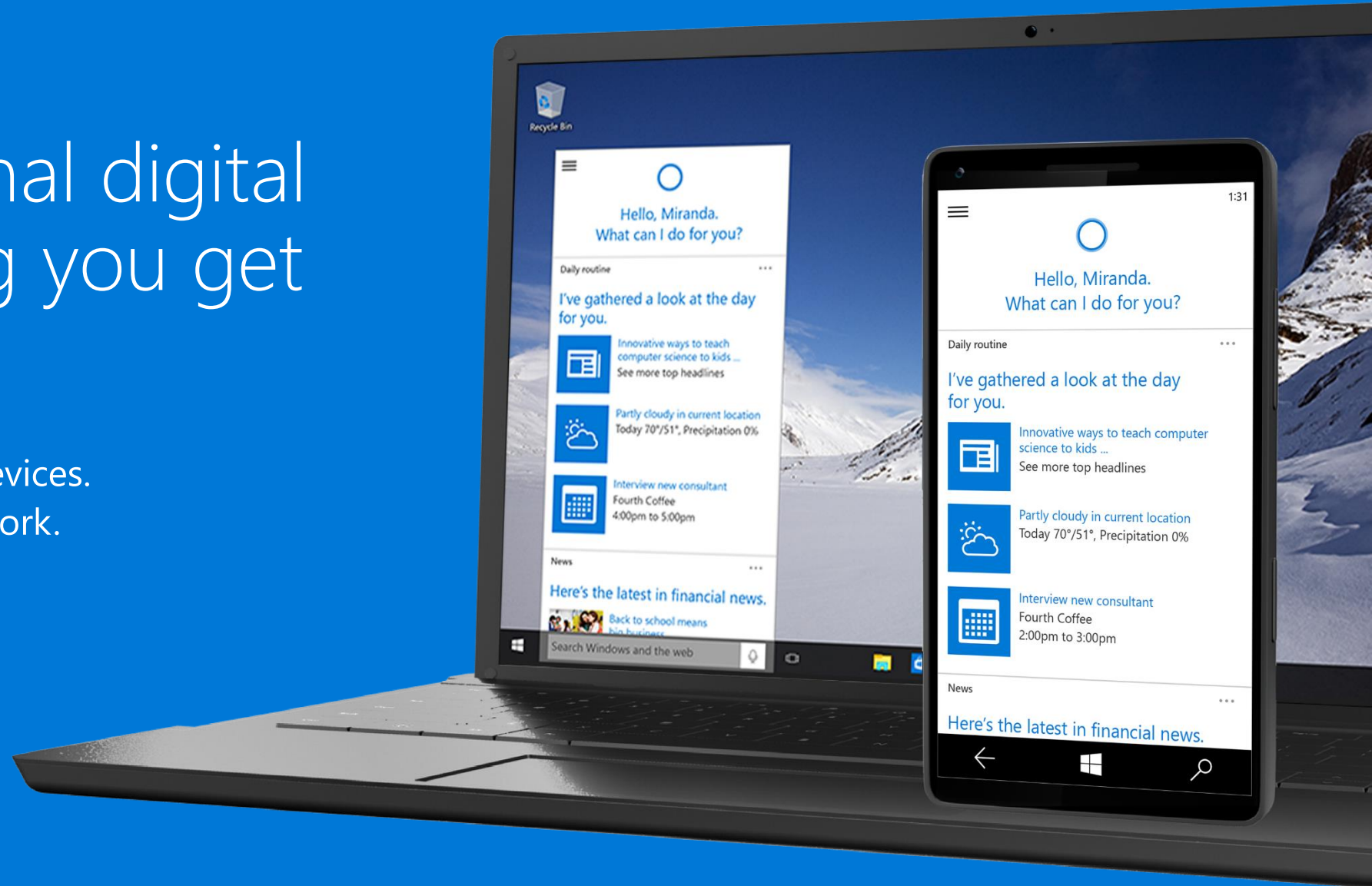
1. Instantly familiar.
2. Fast and responsive.
3. Designed for a better battery life.
4. More protection. Helping you stay current.



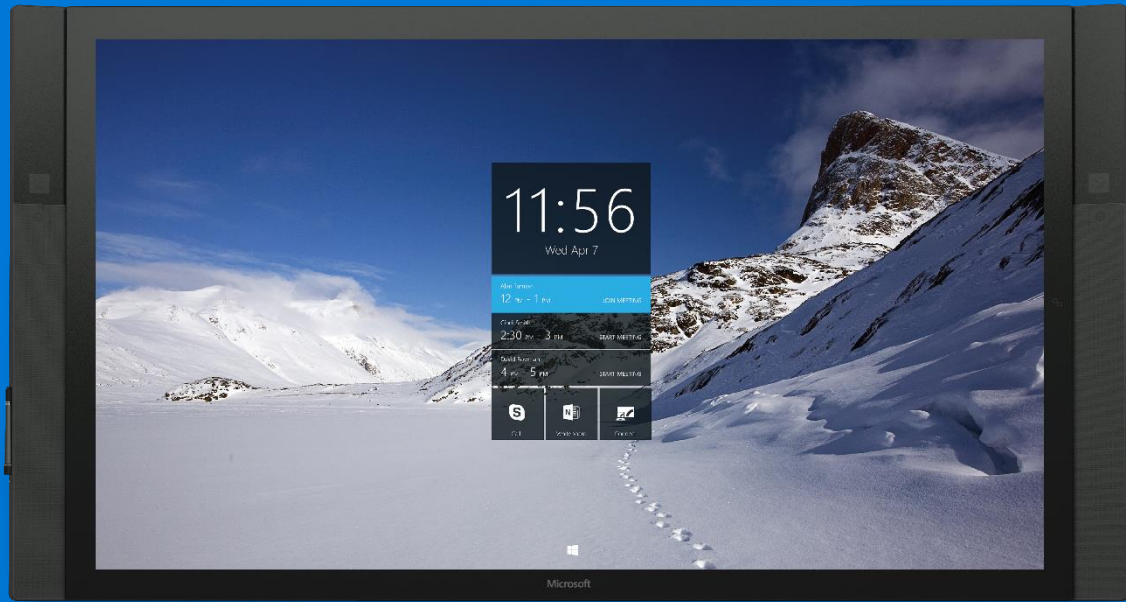
Cortana

Your truly personal digital assistant, helping you get things done

1. More useful every day.
2. Here on all your Windows 10 devices.
3. Get things done at home and work.
4. Best at reminders.



One platform
One store
One experience



The right devices for making things happen.

New Surface lineup

The most productive devices on the planet



Surface 3

Perfect for those who prioritize thin, light and ultra-portable at a great price.

Beats iPad because: it runs desktop software, has many ports, plus type, mouse, and pen functionality.



Surface Pro 4

Perfect for those who want a larger 12.3" screen and extra processing power.

Beats notebooks because: it's thinner, lighter, and more versatile, with instant on and touch and pen functionality.



Surface Book

Perfect for those who want the ultimate laptop with discrete graphics.

Beats laptops because: it works in clipboard mode, works with touch and pen, and integrates Windows Hello and Cortana.

Dominate them all.



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