

# MODERN DATA PLATFORMS WITH MICROSOFT FABRIC

# CLUSTER REPLY CORPORATE INTRODUCTION



**Our experts actively shape our common future  
in partnership with our customers and Microsoft**



# MICROSOFT PARTNER

## SKILLS | PROGRAMS | AWARDS

### PARTNERSHIP

- **Global Services Provider** for Microsoft Corp and managed partner in 6 countries
- **2,000+ consultants** on Microsoft technologies, 1500+ Microsoft certifications
- **Partner programs:** Azure Expert MSP (renewal pending), Azure IoT Elite, Mixed Reality, M365 Fast Track Ready, SLATE (Teams aaP), Solution Assessment, AAAP, Viva Jumpstart
- **Cloud Solution Provider Direct** in EMEA, LATAM, USA
- **Premier Support for Partners** global agreement

**20+ YEARS OF MICROSOFT PARTNERSHIP**

### AWARDS

- 2021** Best Azure Partner
- 2021** Best Corporate Partner
- 2020** Partner of the Year (IT)
- 2020** Best Azure Adoption Partner
- 2020** Best Corporate Partner
- 2019** Digital Transformation Champ Award
- 2019** Partner Award for Modern Workplace (US)
- 2018** Best Azure Solution Provider
- 2018** Worldwide Partner of the Year – Health (UK)
- 2013** Worldwide Partner of the Year – Cloud (UK)

**Winner**  
Microsoft Partner  
of the Year



**10+ MICROSOFT AWARDS**

 **Microsoft**  
Partner Advanced Specialization

### DESIGNATIONS

- **Infrastructure**
- **Application Innovation**
- **Data & AI**
- **Security**
- **Modern Work**
- **Business Applications**

  
Microsoft Cloud

**6/6 Designations**

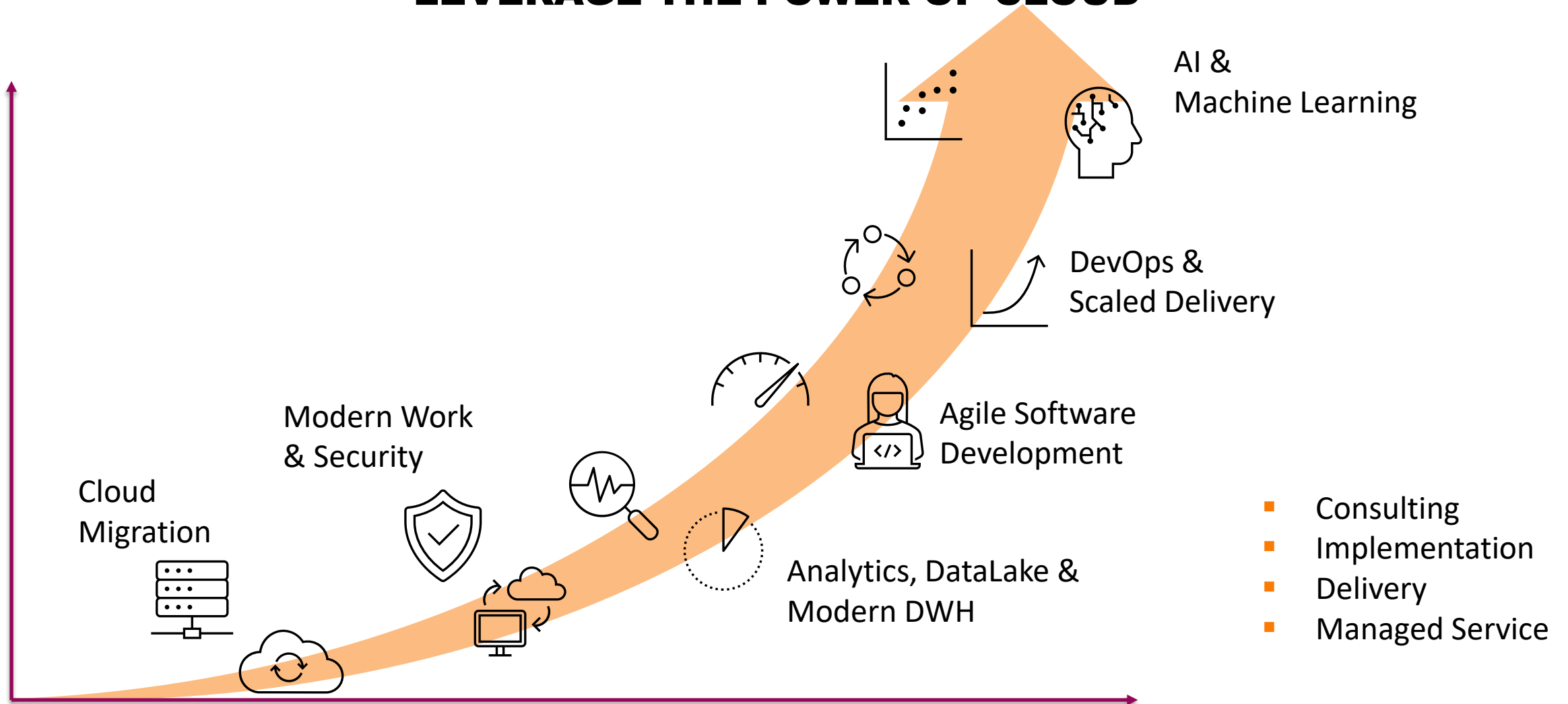
### SPECIALIZATIONS

- Analytics on Microsoft Azure
- Kubernetes on Microsoft Azure
- Microsoft Windows Virtual Desktop
- Modernization of Web App to Microsoft Azure
- Windows Server and SQL Server Migration to Microsoft Azure
- Low Code Application Development
- Cloud Security
- Id & Access Management
- Information Protection & Governance
- Threat Protection
- Adoption and Change Management
- Calling for Microsoft Teams
- Custom Solutions for Microsoft Teams



# DIGITAL TRANSFORMATION

## LEVERAGE THE POWER OF CLOUD



# A CLOUD JOURNEY

## REALIZE THE VALUE OF DIGITAL TRANSFORMATION



### Business Applications

- › ERP & CRM
- › Sales
- › Customer Service
- › Marketing
- › Field Service
- › Project Service Automation
- › Customer Insights

### Artificial Intelligence

- › Image Processing
- › Natural Language Processing
- › Smart Apps using cognitive services
- › Recommender systems
- › Bots
- › Time series & regression models

### Cloud Infrastructure

- › Cloud Transition
- › Cloud & Hybrid Network
- › Data Security and privacy
- › Cloud Modern Workplace
- › Governance
- › Adoption and Change Management

### Data

- › Business Intelligence
- › Modern Datawarehouse
- › Big Data & Analytics
- › Internet of Things
- › Modern Reporting
- › Data Governance

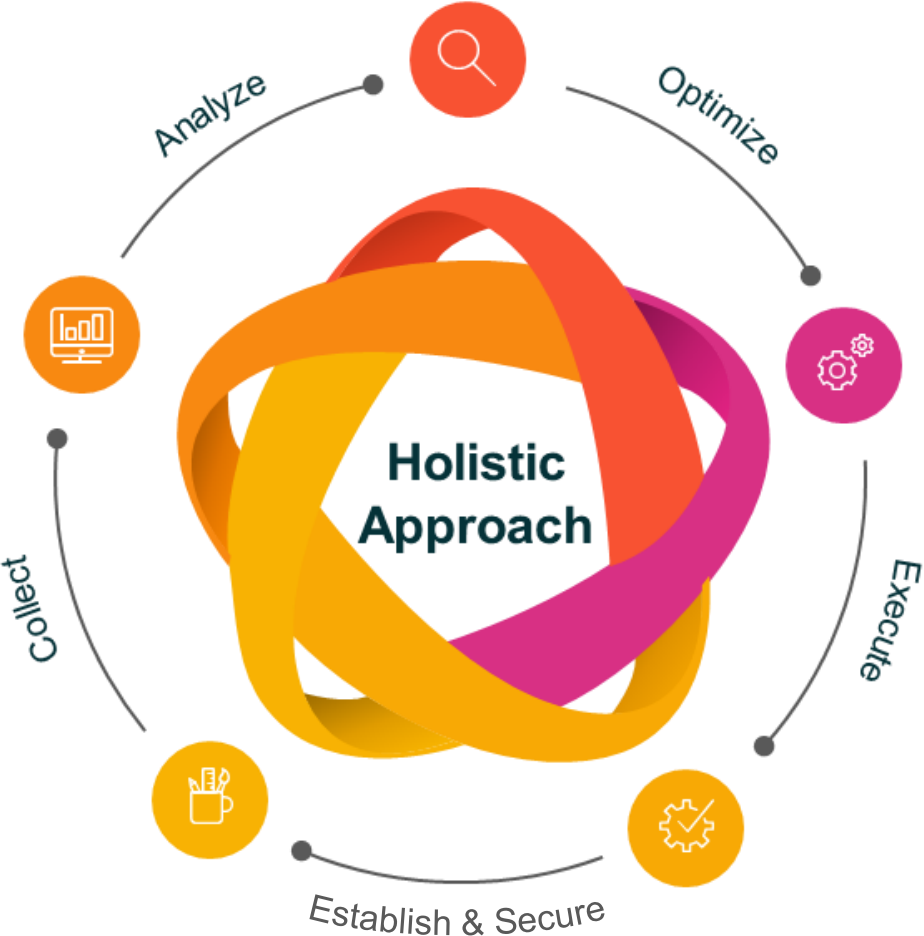
### Cloud Applications

- › Application Development
- › Azure Integration
- › Agile Transformation
- › DevOps
- › Industry Cloud
- › Cloud IoT



# A CLOUD JOURNEY

## TECHNOLOGY LANDSCAPE



### Cloud Applications

- › App Service
- › Service Fabric
- › Azure Kubernetes Services
- › Azure Functions
- › Logic Apps
- › API Management
- › DevOps

### Cloud Infrastructure

- › VM scale sets
- › Virtual Network
- › Express Route
- › Firewall
- › SAP Azure Monitor
- › Application Insights
- › Azure Sentinel
- › Azure Defender
- › Intune
- › Azure Active Directory
- › AzureAD B2C
- › Azure Virtual Desktop

- › Microsoft 365

### Artificial Intelligence

- › Azure Machine Learning
- › Cognitive Services
- › Databricks
- › OpenAI

### Data

- › Synapse
- › Purview
- › HDInsight
- › Data Lake
- › Data Factory
- › Azure SQL
- › IoT Hub
- › Power BI
- › Fabric

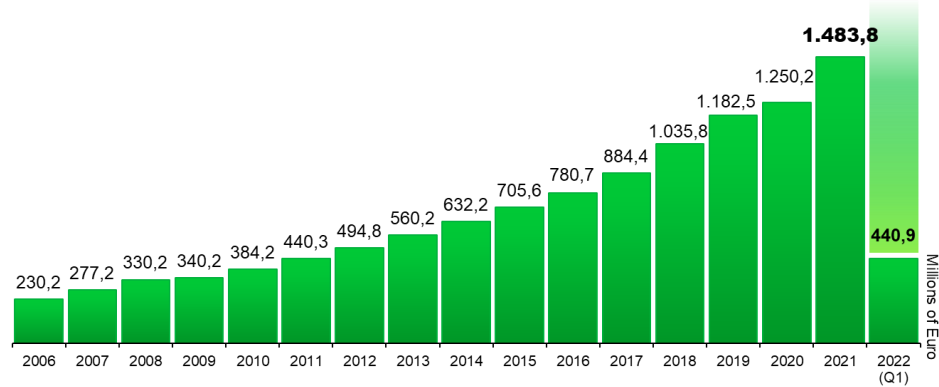
### Business Applications

- › Sales
- › Customer Service
- › Marketing
- › Field Service
- › Project Service Automation
- › Customer Insights
- › Finance & Operations



# REPLY AT A GLANCE

## REVENUE & PEOPLE



## WHERE WE ARE



## REPLY SERVICES

INTERNET OF THINGS	AUTONOMOUS VEHICLES	INDUSTRY PLATFORMS	RETAIL & CPG	CUSTOMER EXPERIENCE	IMMERSIVE EXPERIENCE
	INDUSTRIAL SYSTEMS		ENERGY		DESIGN & UX
	CONNECTED PRODUCTS		HEALTHCARE		VIDEO
	ENERGY ECOSYSTEMS		TELECOM & MEDIA		SOCIAL MEDIA & STORYTELLING
	HEALTHCARE		MANUFACTURING & LOGISTICS		DIGITAL ECOSYSTEM
INTELLIGENT AUTOMATION	ARTIFICIAL INTELLIGENCE			MACHINE LEARNING	
DEVELOPMENT & OPERATIONS	CLOUD PLATFORMS			DATA	
SECURITY OPERATION CENTER	CYBERSECURITY			SECURITY CONSULTING	

## MAIN AWARDS & ACHIEVEMENTS

<b>2022</b>  PREMIER PARTNER GOOGLE 2022 Like Reply	<b>2022</b>  IBEXA NATIONAL PARTNER OF THE YEAR 2022 IN THE DACH REGION Comwrap Reply	<b>2022</b>  SAP RECOGNIZED EXPERTISE DESIGNATION FOR UTILITIES, CONSUMER PRODUCTS AND RETAIL Syskoplan Reply, 4brands Reply, Power Reply, Portaltelch Reply	<b>2022</b>  INNOVATOR IN THE AVASANT RETAIL DIGITAL SERVICES 2022-2023 RADARVIEW™ Reply	<b>2022</b>  "BEST IN CLASS" PROVIDER IN PAC INNOVATION RADAR "SAP-RELATED SERVICES IN GERMANY 2022" Reply	<b>2022</b>  PLATINUM PARTNER Open Reply	<b>2022</b>  SALESFORCE CONSULTING PARTNER AND EXPERT IN SALES & SERVICE CLOUD, AUTOMOTIVE & MANUFACTURING Atlanis Reply
<b>2022</b>  PREMIER CLOUD SOLUTION PARTNER Blue Reply	<b>2021</b>  GREAT PLACE TO WORK CERTIFIED™ Airwalk Reply	<b>2021</b>  6 MICROSOFT ADVANCED SPECIALIZATIONS STATUS Cluster Reply, Solidsoft Reply, Valorem Reply, WM Reply, Business Elements	<b>2021</b>  FRAUNHOFER VALIDATION FOR MATERIAL FLOW AND LOGISTICS (ILM) Click Reply, LEA Reply	<b>2021</b>  ADOBE EXPERIENCE MANAGER - FORMS SPECIALIZED PARTNER Active Reply	<b>2021</b>  AWS COMPETENCY IN SECURITY, FINANCIAL SERVICES, RETAIL, ENERGY Airwalk Reply, Data Reply, Retail Reply, Sense Reply, Spike Reply, Storm Reply	
<b>2021</b>  SAP QUALITY AWARD - RAPID TIME TO VALUE Syskoplan Reply	<b>2021</b>  NIELSEN NORMAN INTRANET DESIGN ANNUAL AWARD 2021 Bitnama Reply, Cluster Reply	<b>2021</b>  ORACLE NETSUITE NETSUITE FY21 TOP INNOVATION AWARD Air Reply	<b>2021</b>  BEST GROWTH STRATEGY Threepipe Reply	<b>2021</b>  LEADER IN MAGIC QUADRANT FOR CRM AND CX IMPLEMENTATION SERVICES WORLDWIDE Reply	<b>2021</b>  INTERACTIVE KEY AWARD Triplesense Reply	
<b>2021</b>  14 ORACLE SERVICE EXPERTISE CERTIFICATIONS Reply	<b>2021</b>  ENGINEERING EXCELLENCE AWARD Go Reply	<b>2021</b>  BVDW INTERNET AGENCY RANKING 1st PLACE Reply Digital Experience	<b>2021</b>  FINALIST OF THE EMPLOYEE EXPERIENCE 2021 MICROSOFT PARTNER OF THE YEAR AWARD WM Reply	<b>2021</b>  VISIONARY IN MAGIC QUADRANT FOR WMS, VENDOR IN CRITICAL CAPABILITIES FOR WMS Reply	<b>2021</b>  DIAMOND LEVEL PARTNER Reply	





# REPLY NETWORK



**>12000**  
Consultants



**>140**  
Boutiques



**>1 Bn €**  
Revenue



Industry  
Partnerships

 **Microsoft**  
Certified Gold Partner

  
Platinum Partner

  
SAP Alliance Service Partner

**ORACLE**<sup>®</sup>  
Platinum Partner

  
World Wide Premier Partner

 **amazon**  
web services  
Premier Partner



# USE CASE & SUCCESS STORY





# SUCCESS STORY

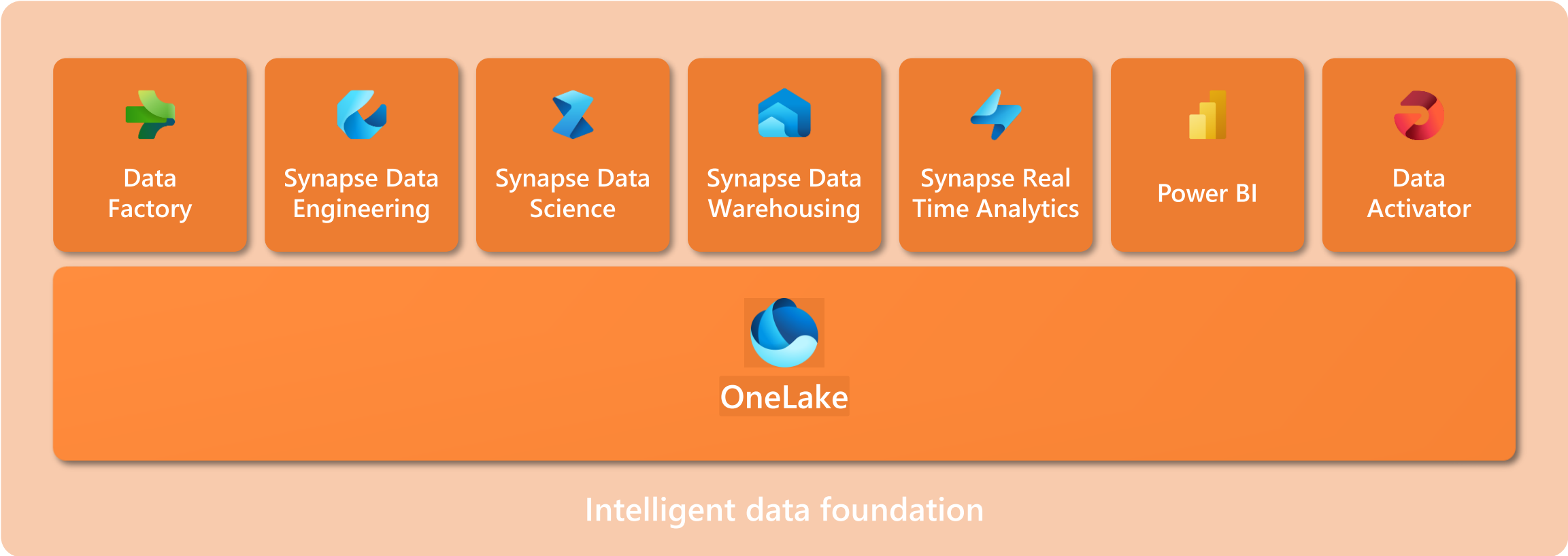
## MODERN ANALYTICS PLATFORM

Client	Manufacturing
Challenge	In the past, the customer's analytics environment was a collection of domain-specific solutions. The non-existent "single point of data & analytics" landscape extremely increases the time to make decisions. The customer is looking for a way to deploy a solution that simplifies and accelerates development cycles and the merging of analysis results.
Solution	Based on the Microsoft Azure Stack an SaaS all-in-one analytics solution is needed. During the evaluation of Microsoft Fabric the customers understand their own needs and decided to start the way into the new area of AI. In Partnership with reply the customer will be ready for further challenges in analytics and data sector.
Benefit	Gaining customer knowledge Fact based decisions Budget alloaction due to performance Future ready analytics solution
Technologies	Azure Synapse MS Fabric Power BI Dynamics 365



# SUCCESS STORY

## MODERN ANALYTICS PLATFORM

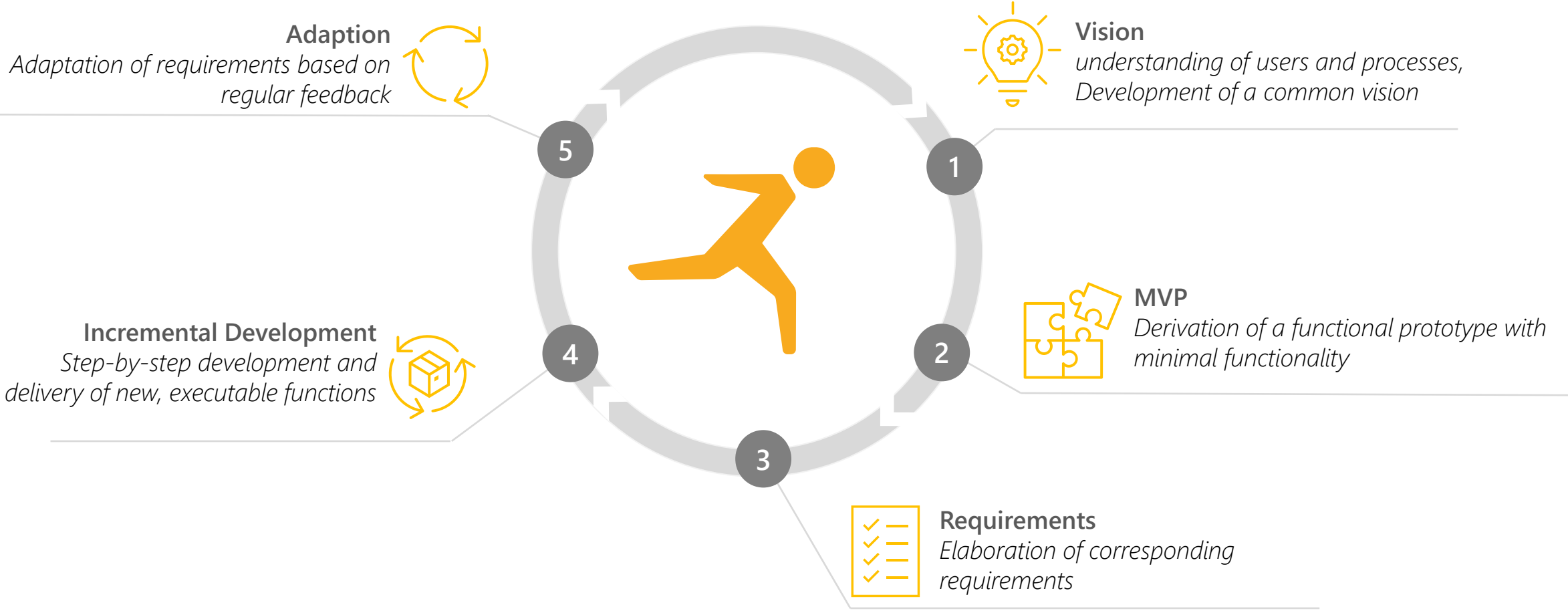


# METHOD



# METHOD

## AGILE IMPLEMENTATION



# METHOD

## PROJECT PRINCIPLES



### Use Case oriented thinking

*Development of new functionalities based on use cases*



### Incremental approach

*Development of small, functional components (end-to-end)*



### Regular exchange

*Regular planning, prioritization and acceptance of requirements*



### Fast Feedback

*Early involvement of users and their feedback*



### Transparency

*Regular communication of progress and challenges*



# EVALUATION OF MICROSOFT FABRIC





# DELIVERABLE

## WORKSHOP

### Preliminary talk

1  
hour

Getting know each other

Collect general information about customer processes and existing IT infrastructure

Collect information about existing data landscapes and reporting environments

### Big Picture

3  
hours

Investigation of existing data sources and IT infrastructure

Select fields of application to be covered by the Data Analytics Platform

Definition of use case for each field

Development of a common vision based on use cases

Demo of MS Fabric

### Deep Dive

3  
hours

Requirement engineering for use case  
Specify technical prerequisites  
Describe implementation strategy

Definition of roadmap based on use case

Create architectural design of the data analytics platform based on the requirements of the use case(s)

Licensing and Pricing

### Summary Call

1  
hour

Management summary

Workshop Recap

Solution Design

Roadmap & Next Steps



# DELIVERABLE

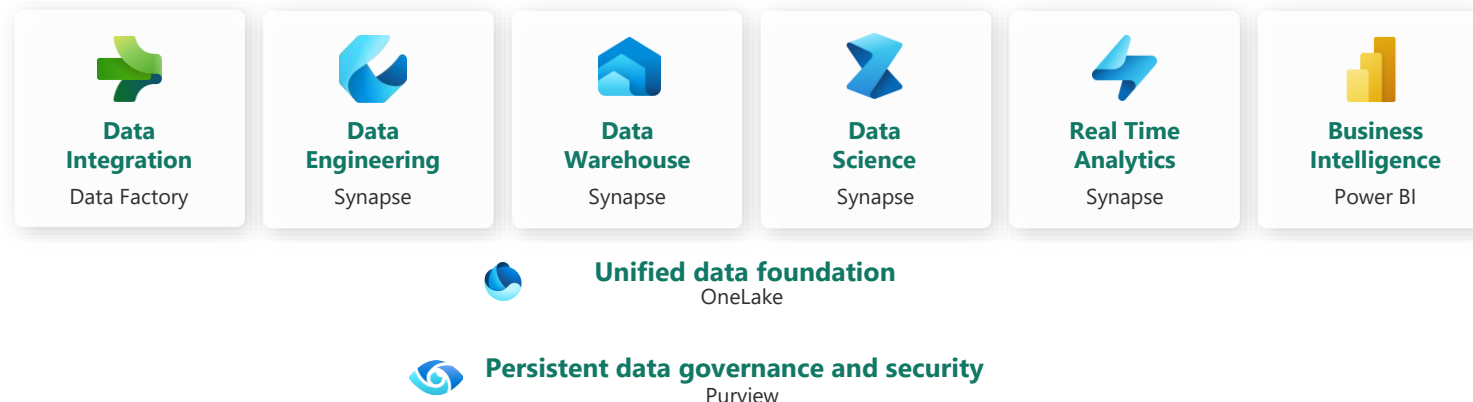
## FIND ANSWERS ABOUT MS FABRIC

### Getting know about MS Fabric

- How do my Azure services and Microsoft Fabric fit together?
- What does Microsoft Fabric mean for our business?
- Who are the users of Microsoft Fabric?
- How can I use Microsoft Fabric?
- Who does it look like in our environment?
- What costs and licenses do we need for Microsoft Fabric?
- What do I need for using Microsoft Fabric?



Lake-centric and open | Role-specific tools | Empower every Microsoft 365 user | Persistent governance and security



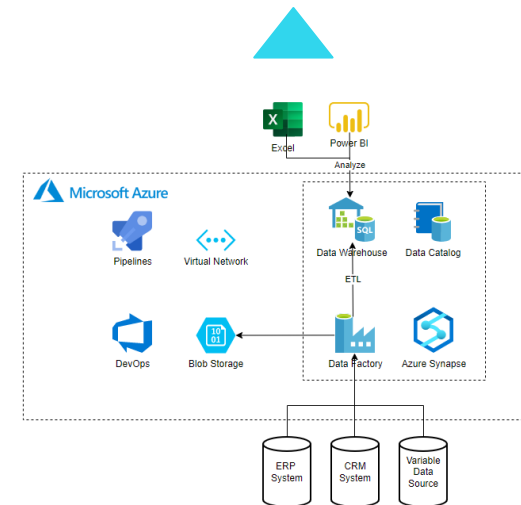
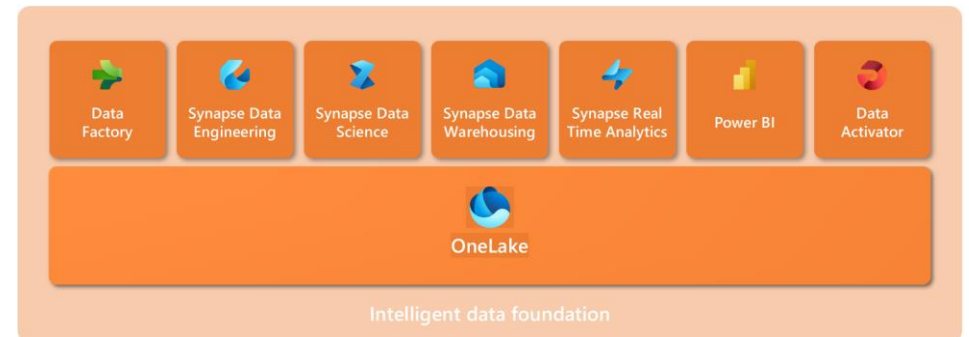
# DELIVERABLE

## SOLUTION DESIGN

### Solution Design

Our architects build technical design solutions according to established best practices in coordination with your requirements. We focus on the customer's specific needs and challenges in order to find the most optimal solution.

The source systems are treated agnostically, and the solution is optimally adapted to their use.



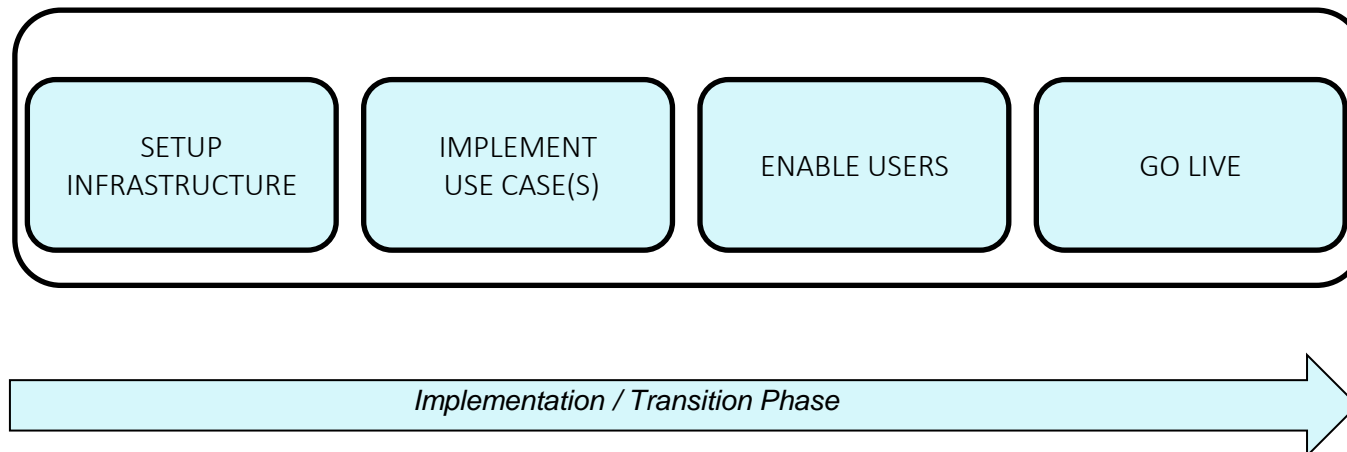
# DELIVERABLE

## ROADMAP & NEXT STEPS



### Roadmap

A roadmap is a high-level strategic plan that outlines the goals, priorities, and intended features or improvements for a Implementation of a modern data analytics platform over a certain period of time. It provides a visual and structured overview of the development direction and helps stakeholders understand the product's evolution.



# ONE PAGER

## Costs for the Workshop

<i>Services</i>	
Workshop:	+5.999€
<i>Possible Deductions</i>	
Workshop with subsequent project:	-5.999€
Discount on first 60.000€ project costs:	-10% ~ 6.000€

## Workshop Format

### Preliminary Talk – 1h 1

Introduction of customer processes, contexts and data strategy. Discussing the pain points and Use Cases.

### Big Picture – 3h 2

Overview of the existing data sources and IT infrastructure, with the selection and definition of application use cases.

### Deep Dive – 3h 3

Identify the main technical prerequisites and architectural design for the definition of a roadmap.

### Summary Call – 1h 4

Mgmt. summary for stakeholders to support a decision and presentation of solution design and roadmap for next steps.

## Business Problems and Added Value

*Unification:* Turn consolidated view across multiple systems into a single Point of Truth for the entire Enterprise.

*Harmonization:* Turn not harmonized and error-prone data, with too many different KPI definitions into harmonized KPI definitions with little to no error probability.

*Reporting:* Turn necessary manual post-processing and manually created reports into automated procedures.

*Time-to-Market:* Turn time intensive development of new use cases into short termed solutions.

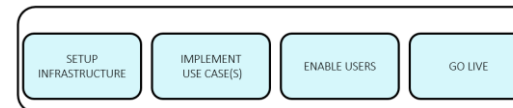
*Lack of Know-How:* Turn knowledge gaps into knowledge bases.

*Time Delay:* Eradicate time delays of current data and the business transactions to become visible.

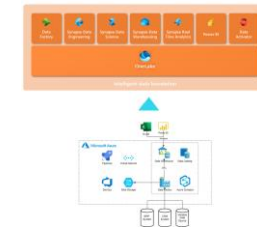
Achievable by

## Deliverable: Solution Design and Roadmap

Our architects build technical design solutions according to established best practices in coordination with your requirements. We focus on the customer's specific needs and challenges in order to find the most optimal solution. Using the best tailored technology solution based on the Azure Stack, we combine data from all possible data sources and visualize it for further utilization. We use agile methods to deliver successful projects of various forms.



Implementation / Transition Phase



# CONTACT





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