

# Walking Deck

## Agenda :

- Introduction
- Quadrant Resource Company Overview
- Quadrant Resource Capability and Competencies
- Quadrant Resource Sales Alignment
- Go To Marketing

## Quadrant Walking Deck:

- Presenting to Microsoft Sellers, Leadership, Technical.

## About Us:

### ➤ **17+ Years as Industry Experience:**

Premium Cloud and Data service organization and one of the preferred partners to Microsoft and global industry leaders to support their initiatives.

### ➤ **40+ Clients:**

Clients of all size from mid-market to Fortune 100 to innovate and realize their vision.

### ➤ **120+ Projects:**

Successful project delivery and helping customers by operating with improved efficiency and productivity.

### ➤ **100% Managed Services:**

All the projects are implemented in managed services model by adhering to customer's KPI and SLA.

### ➤ **1800+ Professionals:**

Across the globe for our client in various domains to meet customer objectives and exceeding their expectations.

## ➤ 24/7 Project and Support Services:

Round the clock service to execute projects and support engagements from offshore, nearshore and onsite centers to meet client SLA's.

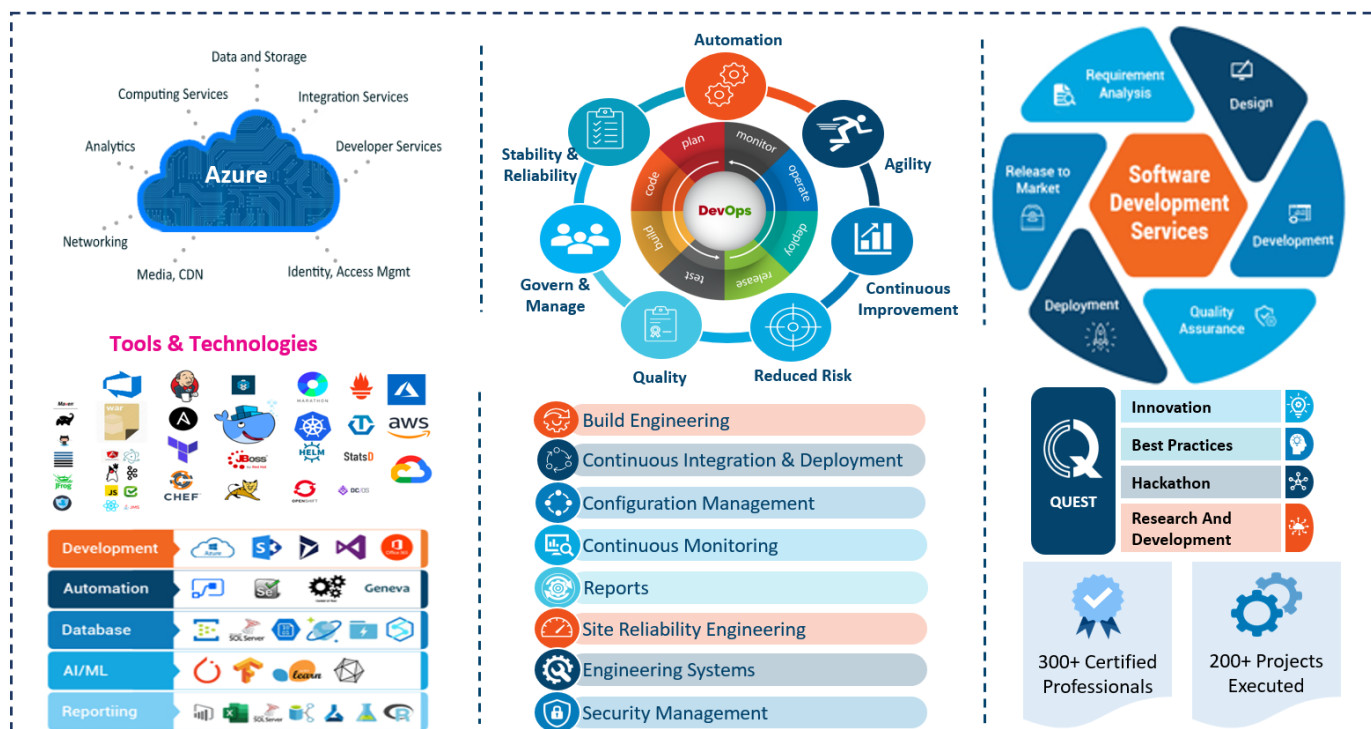
## ➤ 11 Global Delivery Centers:

**Headquartered** in Redmond, WA. US Other US locations - San Jose, Charlotte, Dallas, Edison

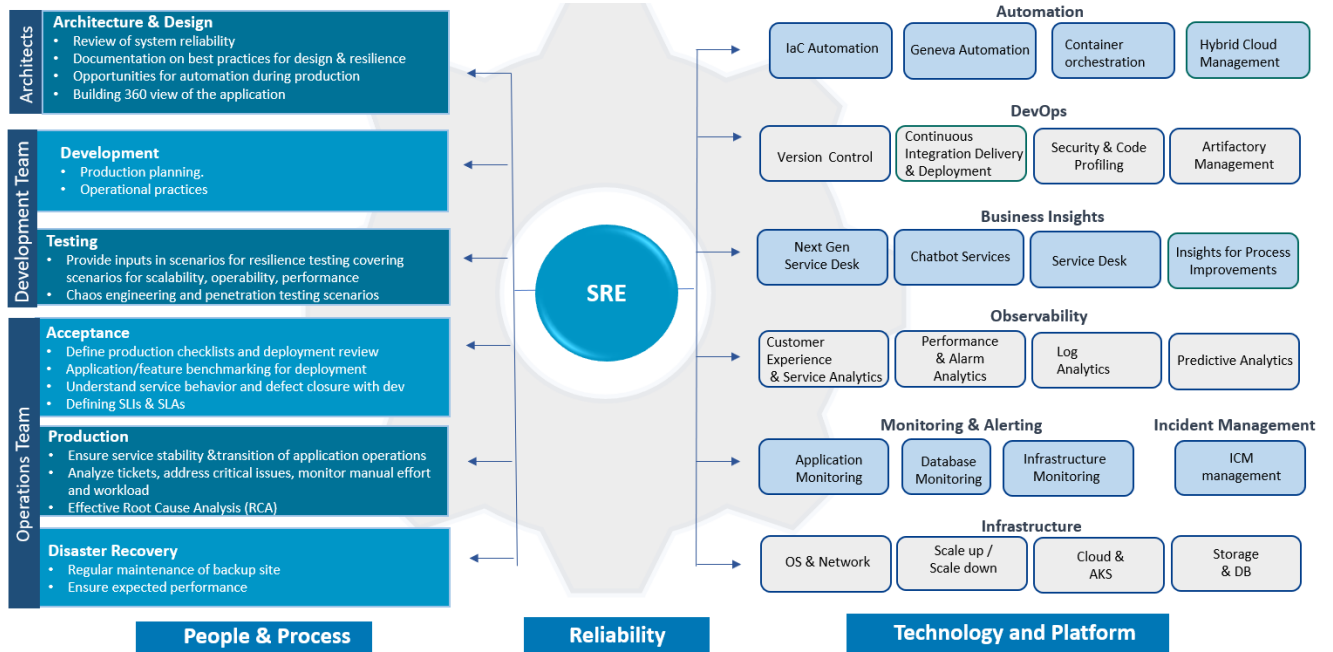
**Nearshore** Vancouver B.C.-Canada, Guadalajara–Mexico & Ireland-Dublin **Offshore-India** Hyderabad, Warangal & Bangalore.



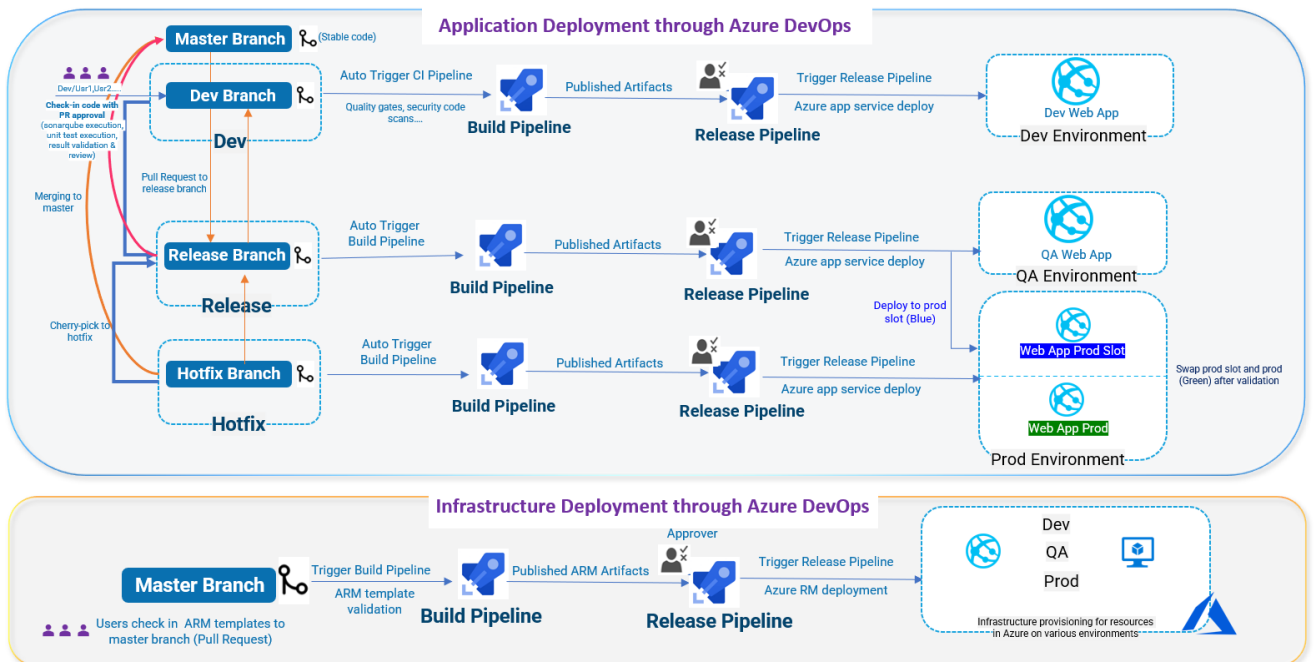
## Azure-Center of Excellence:



# DLITES (DevOps Livesite Engineering & Support Framework)



## Overall DevOps Approach



## Solution Highlights

### DevOps

- **Migrating existing classic pipelines to YAML pipelines (The modern way)**  
Flexibility across platforms/projects, version control for pipelines, Single pipeline model for CI/CD, Reusability, multistage pipeline
- **Linking Azure Key vaults along with variable groups**  
Accessing secrets dynamically related to any sensitive information in pipelines in more secure & standard manner.
- **Dynamic pipelines instead of static pipelines**  
Avoiding hardcoded values, accessing environment related configurations, Application specific configurations etc.. via variables and variable groups in centralized location.
- **Implementing Branching & Security policies**  
Enforcing proper branching and security policies for users
- **Implementing Quality gates using Sonar Cloud**  
Measuring & analyzing the source code quality. Reduces the risk of software development.
- **Implementing Security code scan**  
Helps in detecting various security vulnerability patterns, SQL injections, Cross-Site Scripting etc. in application.
- **Infrastructure provisioning (Iac)**  
Creating pipelines for setting up and configuring infrastructure for different environments with minimal manual intervention using ARM template, terraform etc.
- **Addressing Security issues from Software Composition Analysis (SCA)**  
Identifying the security concerns from packages in code like related artifacts, registry, licenses, compliance data using tools like OWASP & others.
- **Validating code changes using Deployment slots**  
Validate webapp changes in staging deployment slot before swapping it with production slot
- **Automating custom test cases through Azure test plan**  
Automating required custom test cases to validate the application after deployment or release process.

### DevSecOps

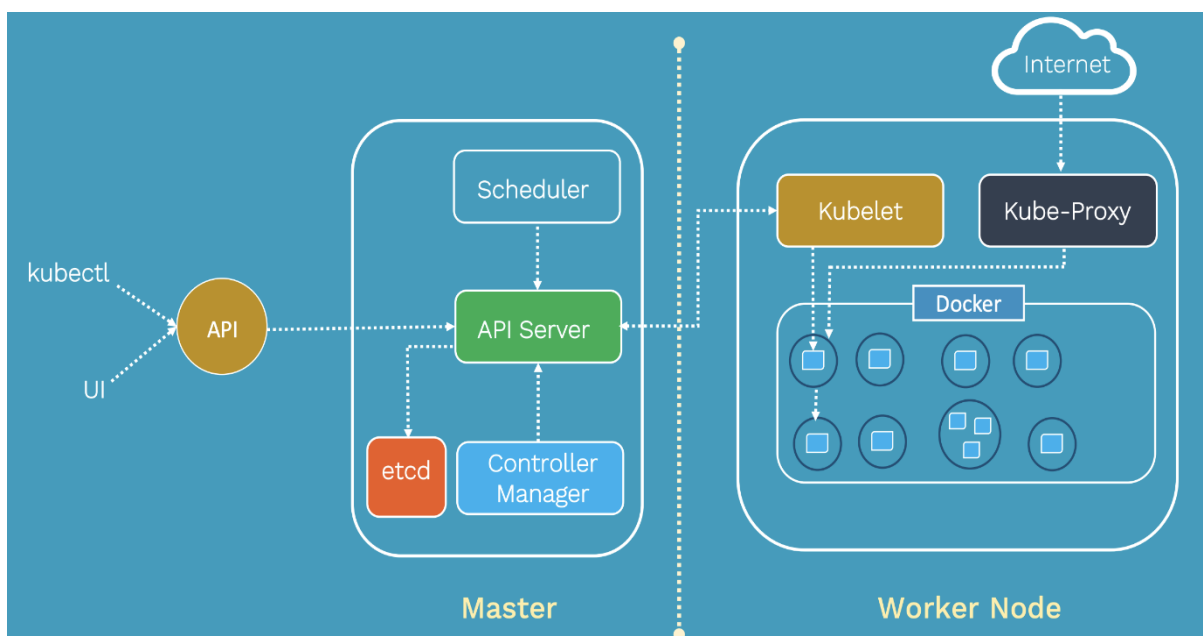
- **Shift left for security during the SDLC of the project**  
Security reviews to be performed hand in every stage of development, testing, operation right from the SDLC process.

# Kubernetes Understanding

The master-node based architecture of Kubernetes lends it to rapid, horizontal scaling. Networking features help facilitate rapid communication between, to, and from the various elements of Kubernetes.

Core components of the Kubernetes architecture:

- **Pod:** The smallest deployable unit created and managed by Kubernetes, a Pod is a group of one or more containers. Containers within a Pod share an IP address and can access each other via localhost as well as enjoy shared access to volumes.
- **Node:** A worker machine in Kubernetes. Maybe a VM or a physical machine and comes with services necessary to run Pods.
- **Service:** An abstraction which defines a logical set of Pods and a policy for accessing them. Assigns a fixed IP address to Pod replicas, allowing other Pods or Services to communicate with them.
- **Replica Set:** Ensures that a specified number of Pod replicas are running at any given time. K8s recommend using Deployments instead of directly manipulating ReplicaSet objects unless you require custom update orchestration or don't require updates at all.
- **Deployment:** A controller that provides declarative updates for Pods and ReplicaSets.
- **Namespace:** Virtual cluster backed by the same physical cluster. A way to divide cluster resources between multiple users, and a mechanism to attach authorization and policy to a subsection of a given cluster.



## Key Design Principles

1. Scale-in and scale-out workload
2. High Availability

3. Self-healing
4. Portability
5. Security

## **Customer case study 1: Chemical – Cloud Modernization of Web platform**

### **Business problem:**

- Modernize DevOps processes across all the verticals within the enterprise.
- Introduce industry standards with respect to Branching strategy, DevOps pipelines and releases across environments using Azure DevOps.
- Accelerate and train teams with modern build and release processes in the organization.

### **Solution:**

- Quadrant DevOps experts analyzed the existing processes, manual touchpoints and designed a detailed DevOps and branching strategy to accelerate deployments across the organization.
- Created **50+** repositories to baseline code by working with engineering teams.
- Developed **200+ CI/CD pipelines** across **6 verticals** enterprise wide within a span of 6mons.
- Implemented containerization using Kubernetes for **3 service repositories**.
- **Quadrant** team centralized the data from Azure DevOps and created a organization wide dashboard to generate DevOps reports, analytics and insights

### **Outcome:**

- A **streamlined DevOps process** was established, and respective teams have been trained to follow them effectively.
- **Reduced time taken** to build and deploy the code by **> 90%**.
- Developed self-intuitive organization wide centralized **dashboard** to track all DevOps and SRE activities.

## **Customer case study 2: Utility – Application Modernization using Azure Cloud**

### **Business problem:**

- Migrate customer facing web application form on-premise CMS to Azure PaaS CMS
- Build new CMS PaaS infrastructure to support the Dev, Stg, QA and Prod environments including DR
- Migrate ~1.5 M users from legacy AD system to Azure AD, and should be scalable for future
- Common login for Residential Customers, Business Customers, CRM users and Support center executives.
- Leverage maximum Azure services and build world class website.

### **Solution:**

- Build new PaaS environment covering all environments and live sync DR environment.
- Azure B2C is used for AD authentication and migrated users to new system.
- Implemented common brand login page for all the applications, with respective user groups and redirected users as per group policies.

- Leveraged Azure features B2C, Redis cache, Key vault etc., for a scalable and secure website.
- Personalized content sections and alert mechanisms based on customer persona.
- Implemented blue-green deployment strategy for zero downtime deployment.
- Leveraged App Insights for application log monitoring and created reports and alerts for application failures.
- Implemented GUI based error / failure log tracking between cross applications.

**Outcome:**

- **Reduced infra cost by 30%**
- **Improved overall website performance by 40%**
- **Zero downtime** deployments with blue-green deployment strategy
- **OOTB Analytics** for Successful & Failed logins, devices, browsers and operating systems
- Built **Centralized logging** for Auditing

**Best way to engage:** [partnernetwork@quadrantresource.com](mailto:partnernetwork@quadrantresource.com)

**By territory:**

- APAC: Amar
- USA: Preeti/Robert
- Canada/Ireland: Preeti/Robert

**By Scenario:**

- Assessment and Evaluation: 2 Week POC Steps
- Assess and evaluate the repository and code base.
- Prioritize scope and build a plan that addresses value, impact, and risk.
- Prototype build, deploy, and migrate work patterns.


**By workload:**

- 98% of Deployment Automation
- 75% of Infrastructure cost reduction
- **Zero downtime** deployments with blue-green deployment strategy
- Built **Centralized logging** for Auditing.

## Quadrant Competencies:


- Data Migration
- Telemetry Data Curation
- DWH Architecture
- Data Pipeline Development
- Building Analytical Data Models
- Reporting
- Data Mining

**Data & Analytics**



- Design and Development of Azure Services
- Design and Implementation of monitoring services
- Security Implementation
- BOTs
- Migrations

**Cloud Computing**



- Virtual agents and bots
- Predictive Analytics through ML
- Deep Learning to process audio, images and videos
- Cognitive Process Automation

## AI & ML



- Quality Driven Development
- Continuous Integration
- Test Automation
- Big Data & Analytics Validation
- SOA Testing & Service Virtualization
- E2E Customer Experience Testing

## Quality Assurance



- Web Accessibility
- Mobile Accessibility
- Document Accessibility
- VPAT Compliance
- Braille Testing

## Accessibility



- 24\*7 Support
- Site Reliability Engineering
- Migrations
- Engineering Systems
- Buildouts & Deployments
- Development & Automation

## DevOps



- Power BI
- Power Apps
- Power Automate
- Power Virtual agents

## Power Platform



- Customer Service
- Sales
- Automate and Secure Supply
- Chain Management
- Service order management
- Payment Gateway
- CRM
- SAP FICO, FICA, HANA

## ERP Solutions





## Our Data Products and Service Offerings:

**In-House Products:** QMigrator, ACI Tool, DevOps Reports, QMagnet, Employee360

**Analytics & Architecture:** Data Modelling, Data Architecture, Data Science & ML Models, Data Analysis, Technology POCs, Azure solutions & Architecture, Analytical Models, BI, System Integration, Prod Roadmap, Micro Services.

**Cloud:** Cloud Assessment Solutions, Cloud Database Migrations, DAAS (Data as a Service), Azure Purview, Synapse Analytics, Customer Insights, SAP.

**Data Engineering:** Data Onboarding Patterns/Templatization, Big & Unstructured Data, Visualization,

Code Automation, Data Analysis, Data Quality, Power BI Reporting, Data Curation – E2E Data onboarding,

Data Categorization, Data Processing, Monitoring/Insights, Testing, Dev Ops/CI/CD, ITSM Suite.

**Privacy, Security & Governance:** Privacy Requests, Data Security, Data Governance & Audit, Compliance  
GDPR, NGP, Data Authorization / Access Controls.

**Key Technology Stacks:** Synapse Analytics, Power Platform, ADF/ADB/Spark, ADLS/Cosmos/Kusto, Power BI, ML Studio, SSAS Cubes, SQL Technologies, Dynamics & CI, Python/R, Kensho.

## FY22 Solution Area Taxonomy- Alignment with Quadrant Resource

### Modern Work:

Sales Play	Technical Capability
Hybrid Meetings	Teams Meeting Rooms
	Teams Meetings
	Virtual Events
Modernize Communications	Teams Phone - Services Partners
	Teams Phone - Telcos
Transition to Cloud	Teamwork Deployment
	Adoption & Change Management

Employee Experience	Teams Store Apps
	Power Platform for Teams
	Custom Solutions for Teams
	Viva Connections
	Viva Learning
	Viva Topics
	Viva Insights
Enable Frontline	Frontline Worker Solutions
Modernize Endpoints	Windows and Productivity
	Endpoint Management
	Cloud PC
Refresh your devices	Refresh your devices

## Business Applications:

Sales Play	Technical Capability
Hybrid Meetings	Teams Meeting Rooms
	Teams Meetings
	Virtual Events
Modernize Communications	Teams Phone - Services Partners
	Teams Phone - Telcos
Transition to Cloud	Teamwork Deployment
	Adoption & Change Management
Employee Experience	Teams Store Apps
	Power Platform for Teams
	Custom Solutions for Teams

	Viva Connections
	Viva Learning
	Viva Topics
	Viva Insights
Enable Frontline	Frontline Worker Solutions
Modernize Endpoints	Windows and Productivity
	Endpoint Management
	Cloud PC
Refresh your devices	Refresh your devices

## Infrastructure:

Sales Play	Technical Capability
Migrate Windows and SQL Server	Windows & SQL Server Migration to Azure
Migrate Linux and OSS DBs	Linux & OSS DB Migration to Azure
Migrate SAP	SAP on Azure
Modernize VDI to Azure Virtual Desktop	WVD Native
	Citrix Cloud on Azure
	VMware Horizon Cloud Service for Azure
Win hybrid with Arc and Stack HCI	Azure Stack Hub
	Azure Stack HCI
	Azure Stack Edge
	Azure Arc
	Azure Arc Data Services
Migrate to Azure VMware Solution	Azure VMware Solutions
Well Architected	Well Architected

HPC	High Performance Compute
Advanced Networking	Advanced Networking
<i>Storage &amp; File Systems</i>	<i>Storage &amp; File Systems</i>
<i>Mainframe Migration</i>	<i>Mainframe Migration</i>
<i>Cloud to Cloud Migration</i>	<i>Cloud to Cloud Migration</i>
<i>Business Continuity &amp; Disaster Recovery</i>	<i>Business Continuity &amp; Disaster Recovery</i>
<i>Cloud Adoption Framework</i>	<i>Cloud Adoption Framework</i>

## Digital Application and Innovation:

Sales Play	Technical Capability
Modernize .NET and Java apps with PaaS, low code and managed databases	Modernize .NET and Java apps with PaaS, low code and managed databases
Build cloud native apps with Kubernetes, Serverless and managed databases	Build cloud native apps with Kubernetes, Serverless and managed databases
Drive DevOps adoption with GitHub and Visual Studio	Drive DevOps adoption with GitHub and Visual Studio
Well Architected	Well Architected
IoT	IoT
Mixed Reality	Mixed Reality
Gaming	Gaming
<i>Blockchain</i>	<i>Blockchain</i>

## Security:

Sales Play	Technical Capability
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<b>Modernize security and defend against threats</b>	Threat Protection and modern SOC
<b>Secure Azure, hybrid and multi cloud</b>	Azure Hybrid and Multi-Cloud Security
<b>Protect and govern sensitive data</b>	Information Protection & Governance
<b>Manage and investigate risks</b>	Insider Risk Management
<b>Build Zero Trust foundations</b>	Identity & Access Management

## Data and AI:

Sales Play	Technical Capability
Migrate Windows and SQL Server	SQL Server Migration to Azure SQL MI
Migrate Linux and OSS DBs	OSS DB Migration to Azure OSS DB
Win with analytics	Appliance Migration to Azure Synapse
	New Analytics with Synapse & PowerBI
	Cloud Scale Analytics
Innovate with AI	Azure AI and ML
Well Architected	Well Architected

## Go To Marketing:

- Webinars
- Demand Generation
- Social Media
- Events