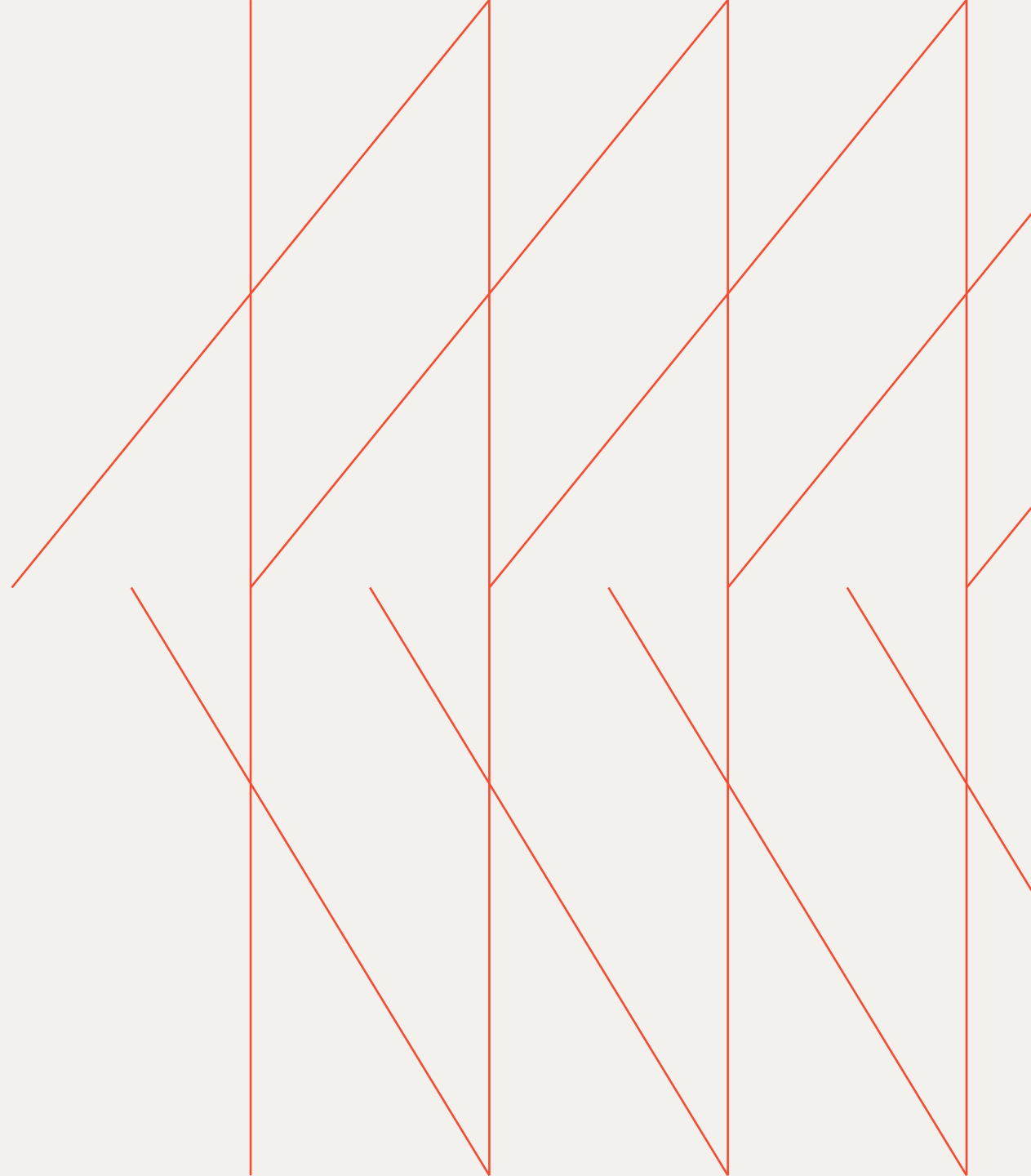# kyndryl.

# Data estate modernization, governance, analytics and AI

# Kyndryl /Microsoft Partnership

We help businesses accelerate the modernization of applications, infrastructure and hybrid work to drive operational excellence and achieve rapid business outcomes.



**kyndryl**   **Microsoft**

**Modernizing and managing the world's mission critical IT**

Trusted integrator and innovator with the scale and expertise to advance vital systems and power progress with responsible enterprise-grade GenAI.

**Leading secure cloud technologies in the GenAI era**

Most trusted and secure cloud provider offering market-leading core technologies with a tailored industry focus, empowering the world to achieve more with AI.

## Together we power progress

# Customer concerns in data management



How do I unify disparate data sources cost-effectively?



How do I improve analytical agility for my organization?



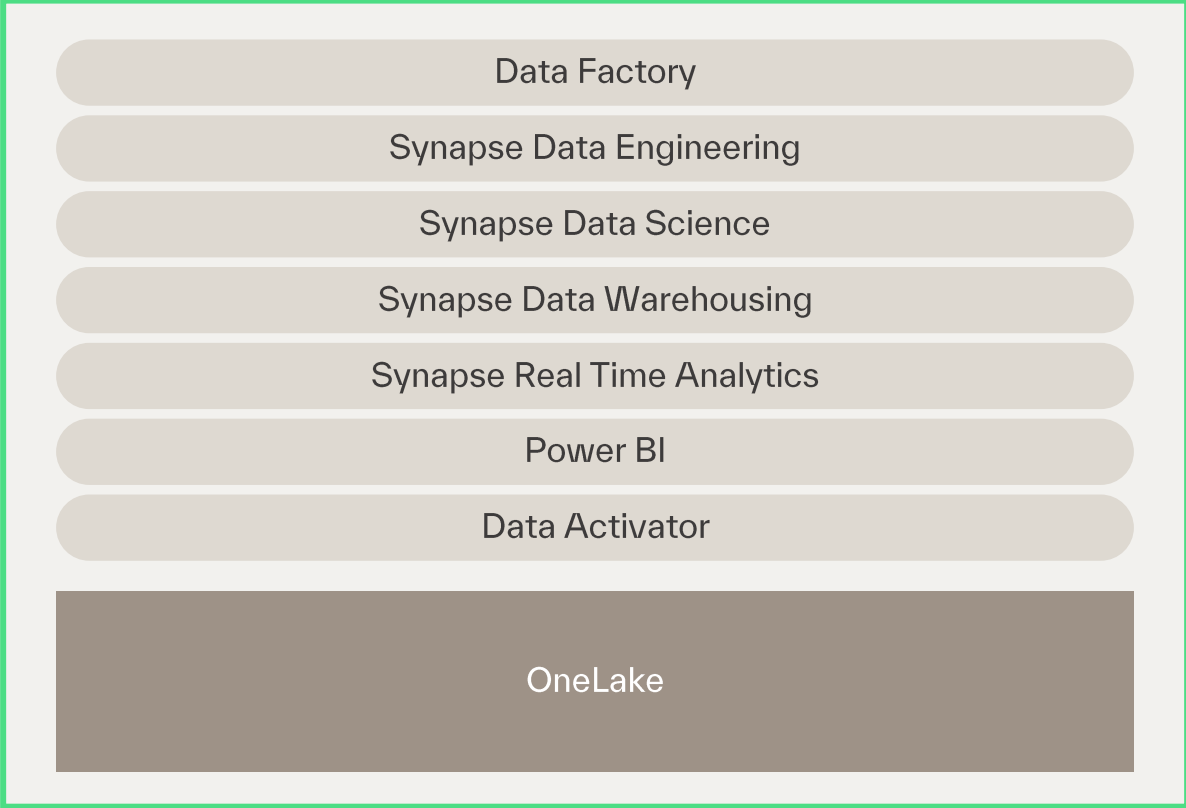How do I ensure business users get valuable insights from my technology investments?



How do I minimize security breaches and risks?

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# Accelerate your data potential with Microsoft Fabric

From data integration and engineering to business intelligence and real-time analytics, Microsoft Fabric enables data professionals to host all their analytics workloads within a SaaS-based, lake-first solution—eliminating organizational silos.
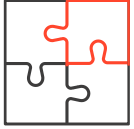
- One unified SaaS platform
- One data copy
- Well-integrated system
- Copilot-accelerated functionality
- Empowerment for every business user
- Shortcuts that enable no data movement
- Governance and security

Data Factory

Synapse Data Engineering

Synapse Data Science

Synapse Data Warehousing

Synapse Real Time Analytics

Power BI

Data Activator

OneLake

Azure

Amazon

Google

Databricks

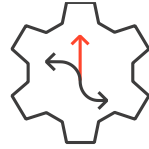*External Systems not part of fabric

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# Why Microsoft Fabric?

Fabric platform capabilities

## Unified integrated platform

– Streamline organization's data journey from ingestion to insights with a single, integrated environment. No more juggling multiple disparate tools.
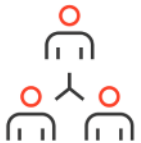
## Boosted agility, performance and efficiency

– Accelerate delivery of data products with Microsoft's Copilots, enabling faster time to value and improved ROI.
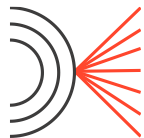
## Multi-cloud support

– Expand data coverage by accessing Google and AWS storage through Fabric Shortcuts.

## Empowerment of every analyst

– Cater to all skill levels, from data scientists to business users, with intuitive tools and seamless collaboration.

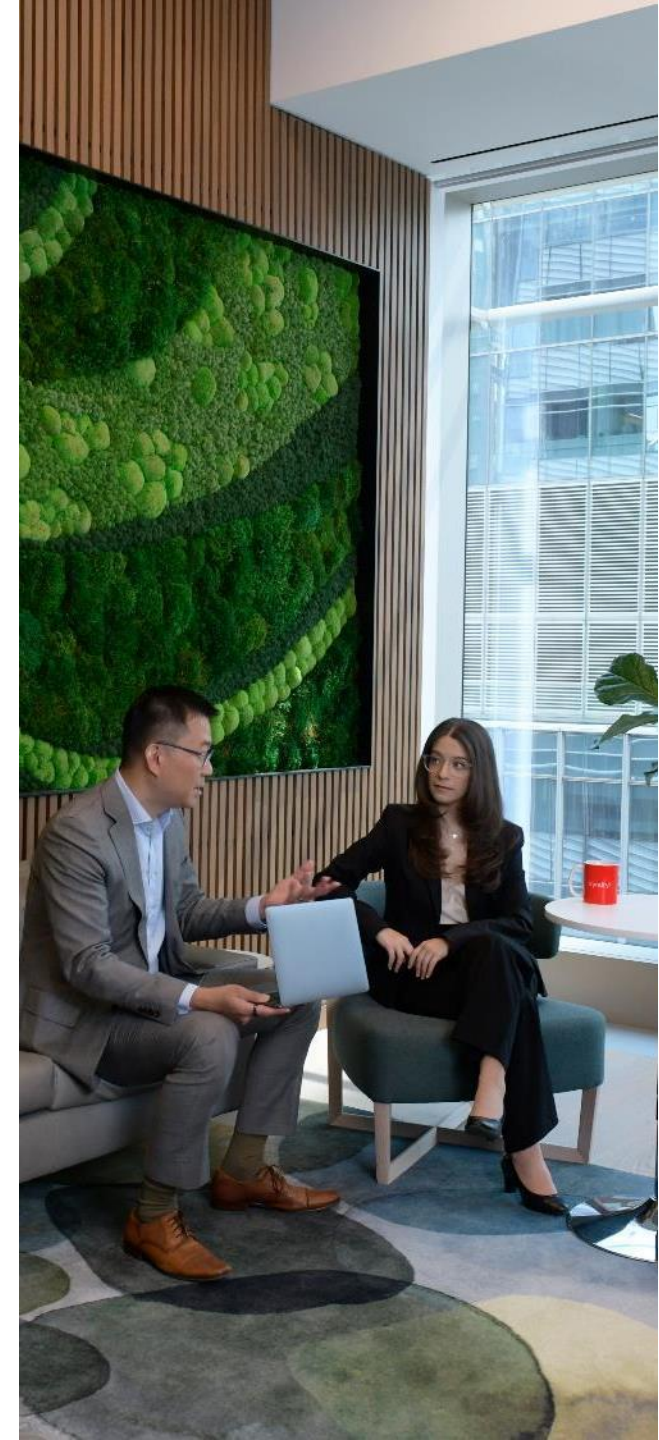## Multiple services under one roof

– Adapt to ever evolving data needs with a flexible and secure platform built for the cloud.

## Centralized data governance

– Single copy of data in OneLake reduces complexity around data governance.

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# Benefits of a modern data estate

## Become a data-driven organization

- Fabric unlocks actionable insights across every level, fueling smarter decisions and strategic agility.

## Achieve agility and operational excellence

- Increase efficiency with streamlined data pipelines, Copilot capabilities, real-time intelligence and predictive analytics.

## Reduce risk and enhance data governance

- Minimizing multiple copies of data lowers risks and compliance exposure while simplifying data governance.

## Unlock potential and create new value

- Open data lake and advanced analytics tools empower teams to unlock hidden value and propel growth.

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# Data professionals can collaborate faster and unlock more value from data

| | Goals | Needs | Fabric Tools |
|---|---|---|---|
| **Data Engineer** | Build and manage data pipelines rapidly | Tools for data ingestion, transformation and orchestration | Data Factory, Data Engineering, Data Warehouse, Copilot |
| **Data Scientist** | Accelerate developing and deploying ML models | Access to large datasets, ability to write and execute complex ML code | Data science, Azure ML, Copilot |
| **Business Analyst** | Create interactive reports and dashboards | Tools for data exploration and visualization, connectors to various data sources | PowerBI, data warehouse, realtime analytics, Copilot |
| **Data Citizen** | Automate routine tasks and workflows from your preferred applications | Low-code, no-code tools, easy integration with existing business applications | PowerBI, Copilot |

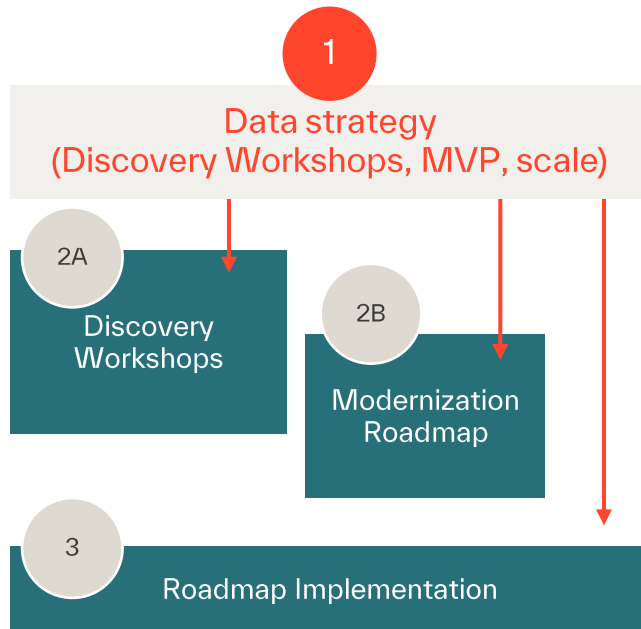Serve data via warehouse or Lakehouse

Serve data via warehouse or Lakehouse

Serve transformed data

Serve Insights via Embedding

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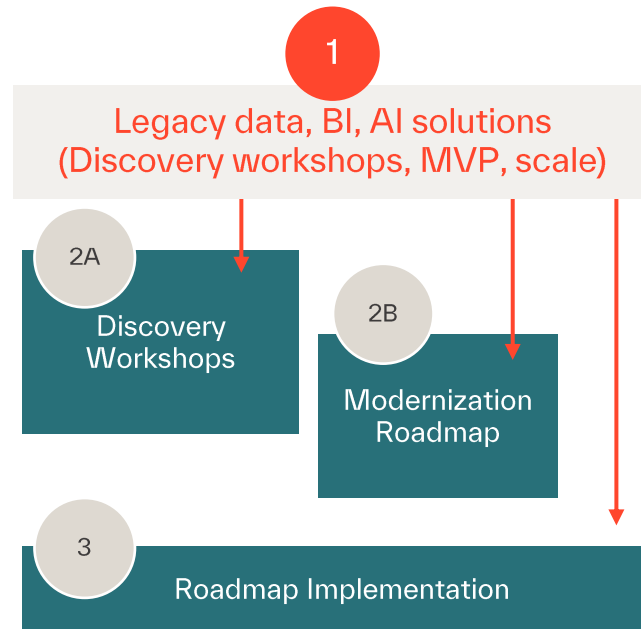# Key benefits of adopting Microsoft Fabric

## Data strategy

- Get on the path toward comprehensive data analytics strategy and roadmap

- Speed up delivery while cutting costs

## Brownfield migrations

- Move away from costly and complex legacy platforms

- Enhance business agility and gain deeper insights

- Tackle data silos and integration challenges

## Greenfield implementations

- Embrace a modern data and analytics platform to accelerate solution delivery

- Identify practical use cases tailored to your needs

**1**

Data strategy
(Discovery Workshops, MVP, scale)

**1**

Legacy data, BI, AI solutions
(Discovery workshops, MVP, scale)

**1**

Greenfield implementation
(Discovery, use cases, MVP, scale)

**2A** Discovery Workshops

**2B** Modernization Roadmap

**3** Roadmap Implementation

**2A** Discovery Workshops

**2B** Modernization Roadmap

**3** Roadmap Implementation

**2A** Use case identification workshop

**2B** Modernization Roadmap

**3** Roadmap Implementation

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# Kyndryl services to modernize and govern data estates with Microsoft Fabric

| | | Fabric Discovery Workshop | | |
|---|---|---|---|---|
| | | **Data Modernization Services** | **BI Services** | **AI/ML Services** | **Data Governance Services** |
| **Advise** | | Fabric data readiness assessment and roadmap | Fabric BI readiness assessment and roadmap | AI Fabric readiness assessment and roadmap | Data governance strategy and roadmap |
| **Implement** | | – Data warehouse/lakehouse design and implementation<br>– Data integration solution implementation | – Design and build BI dashboards<br>– BI dashboards consolidation to Power BI | – Design and build AI/ML business use cases<br>– Integrate AI/ML insights into enterprise apps | – Implementation of data governance features like:<br>  • Data discovery and classification rules<br>  • Tagging and glossaries<br>  • Data maps |
| **Operate** | | – Workspace and user management<br>– Performance and capacity monitoring | – Report availability and maintenance<br>– Data observability and reliability | – Model monitoring and release management<br>– Model and data drifts |   • Monitor and report issues with DQ, discovery and classification jobs |
| **Tools** | | – Data Factory<br>Data Warehouse<br>– Data Engineering<br>– Copilot | – Power BI<br>– Real Time Analytics<br>– Copilot | – Data Science<br>– Copilot | **Supporting core Fabric components**<br>– Microsoft Purview |

# Kyndryl's approach to modernize data and AI estates with Microsoft Fabric

## Discovery
- Explore the opportunity
- Understand customer pain points and objectives
- Share industry trends for a modern data platform
- Share a POV on Fabric
- Kyndryl Services & value prop

## Modernization strategy and plan
- Current state use cases, usage and pain points
- Current state technology ecosystem assessment
- Technology evaluation & selection
- Future state architecture & operating model
- Modernization roadmap

## Implement MVP
- Technology foundation
- Architecture patterns
- MVP requirements
- Copilot acceleration

## Production cut over decommission
- Parallel runs on legacy and Fabric environments
- Decommission legacy solutions
- Technical and business cut-over
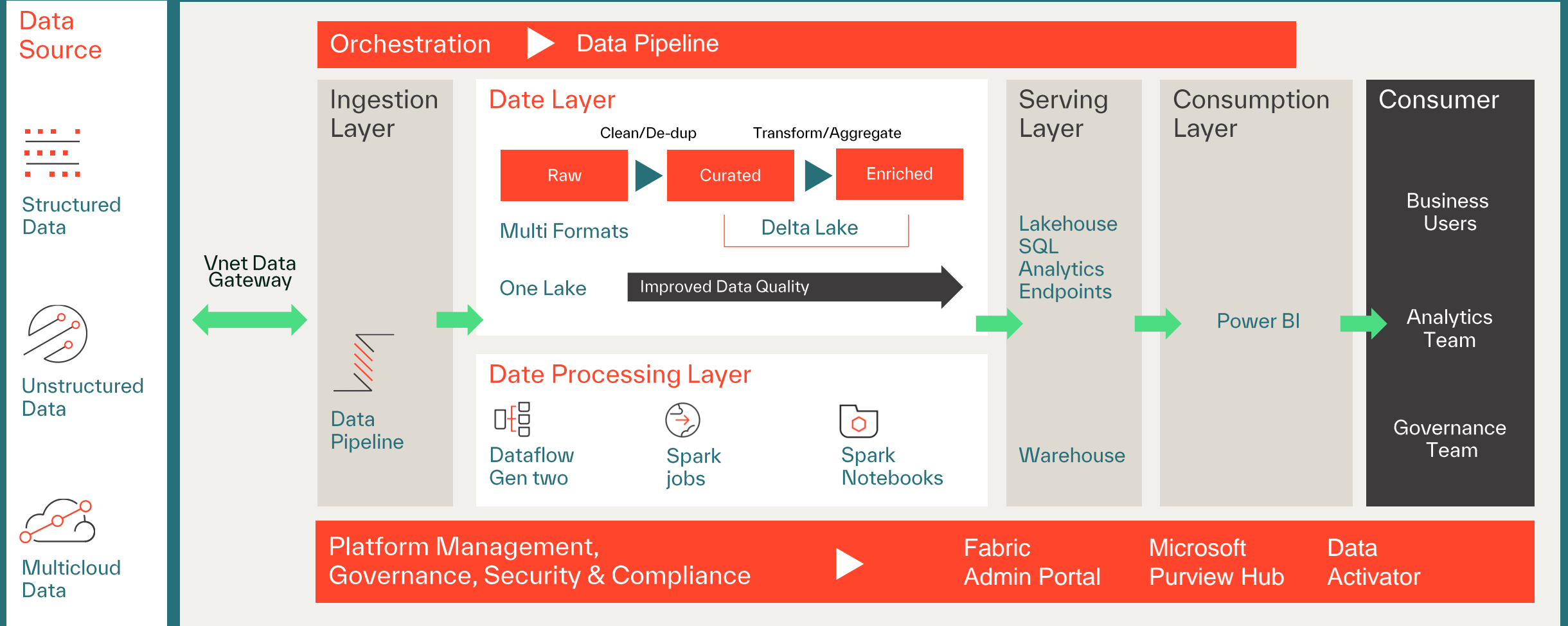- Complete knowledge transfer and handover to managed services team

## Scale out MVP
- Automation frameworks
- Data modernization
- AI/ML modernization
- BI/report modernization
- Security guardrails

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# Microsoft Fabric reference architecture

**Azure Cloud**

**Microsoft Fabric**

## Data Source

Structured Data

Unstructured Data

Multicloud Data

**Orchestration** ▶ **Data Pipeline**

### Ingestion Layer

Vnet Data Gateway

Data Pipeline

### Date Layer

Clean/De-dup          Transform/Aggregate

Raw ▶ Curated ▶ Enriched

Multi Formats

Delta Lake

One Lake          Improved Data Quality

### Date Processing Layer

Dataflow Gen two

Spark jobs

Spark Notebooks

### Serving Layer

Lakehouse
SQL
Analytics
Endpoints

Warehouse

### Consumption Layer

Power BI

### Consumer

Business Users

Analytics Team

Governance Team

**Platform Management, Governance, Security & Compliance** ▶ Fabric Admin Portal | Microsoft Purview Hub | Data Activator

**Enterprise Identity Management**

Entra ID

**Capacity Subscription, Change, Pause/Resume**

Fabric Portal

# A leading global beverage company

## Data warehouse modernization and migration to Microsoft Azure

A large beverage company with an extensive SAP footprint faced performance and data integration issues.

As part of its global technology strategy, the customer was migrating its entire data infrastructure to Microsoft Azure.

### Business Challenge

The customer sought to address several challenges:

- Execute on a customer-first strategy to improve the user experience by bringing in speed and agility to meet current and future stakeholder demands

- Adopt a cloud strategy and consolidate workloads to improve operational efficiency

- Establish a foundation for cloud data analytics with Azure Synapse Analytics

- Bring ERP data into a cloud environment to enable efficient and effective business analytics

### Transformation

A strong customer relationship enabled Kyndryl to take a leading role in the project, which included:

- Full-stack multi-cloud SAP services, specifically Microsoft Azure

- Data lake creation in Azure cloud with Azure Synapse Analytics

- SAP data migration to Azure Synapse Analytics and integration with Microsoft Power BI

- ETL/ELT script and dashboard development for business reporting

### Results

– Overcame post-migration integration challenges with Azure data lake, which led the customer to prefer partnering with Kyndryl for multiple phases of the migration

– Provided full-scope migration support in subsequent project phases and worked with the customer to develop AI and analytical models in Azure Synapse Analytics

# Multinational food processing organization

## Robust data framework for self-service business intelligence

The client, a leading food and beverage organization, was struggling with outdated data management systems that hindered efficient decision-making and operational agility.

They needed a robust, scalable cloud data platform to address increasing costs and to support the shift towards more autonomous, secure reporting environments.

### Business Challenge

The customer sought to address the following challenges:

- Make data and essential reports more accessible to support sales and daily operations decisions

- Use self-service and secure reporting and lower IT reliance

- Reduce costs and create a cost-efficient, future-proof cloud data platform

### Transformation

A strong customer relationship enabled Kyndryl to take a leading role in the project, which included:

- Developed and deployed a data lake architecture on Azure and migrated the SAP analytical data residing in SAP ECC and SAP BW into ADLS

- Developed new data pipelines to extract, load and transform the data from SAP into Azure data lake

- Developed reusable, metadata-driven frameworks for data ingestion and processing, enabling quick implementation, easy configuration, and real-time monitoring

### Results

- Reduced cloud costs by as much as 80%

- Accelerated new development by 30%

- Ingested over 2TB of SAP data from about 100 tables

- Provided reports for 7 Service lines with essential data access for finance and supply chain
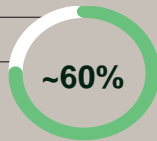
# Why customers choose Kyndryl with Microsoft

## Our Customers

We work in partnership with thousands of customers, dedicated to ensuring that each achieves its peak digital performance

**>4,000** global customers

Including of the Fortune 100; more than half of the Fortune 500

**~60%**

### Providing undisputed leadership

- **6.1M** mainframe installed MIPS
- **3.5M** LAN ports managed
- **300K** network devices managed
- **5,200+** WAN devices managed
- **67K+** VMware systems managed
- **14K+** SAP instances managed
- **3.5+** exabytes of customer data backed up annually

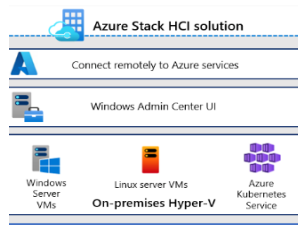## Modernizing and managing the world's mission-critical systems

### Enterprise AI Services

vmware | Microsoft Azure

Azure VMware Solution (AVS)

Mainframe Modernization

Azure Stack HCI solution
- Connect remotely to Azure services
- Windows Admin Center UI
- Windows Server VMs
- Linux server VMs / On-premises Hyper-V
- Azure Kubernetes Service

Azure Stack HCI + ARC

### SAP on Azure

SAP + Microsoft

Digital Workplace Services (DWS)

Copilot

Skytap — A Kyndryl Company

Cyber Incident Recovery

RECOVERY

## Kyndryl Services

**Cloud**
Delivering seamless advisory, migration, modernization, and management services integrated with Microsoft Cloud

**Core Enterprise & zCloud**
Manage mission-critical workloads seamlessly by modernizing mainframes to handle high-volume, always-on computing with Microsoft AI Cloud

**Digital Workplace**
Accelerate hybrid work and enable collaboration from anywhere with strategy, design, architecture and implementation of Copilot for M365

**Application, Data & AI**
Providing full application platform hosting and expert assistance for application modernization and GenAI on Microsoft Azure

**Network & Edge**
Provides unified Network Services for Microsoft Cloud and data center connectivity

**Security & Resiliency**
Providing full application platform hosting and expert assistance for application modernization

## Kyndryl advances the vital systems that power progress

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# Our go-to-market approach

Wherever customers are on their journey, we help them achieve mission-critical outcomes accelerated by platform-enabled services and solutions, tailored to their needs

## Modernize
for efficiency and growth

## Innovate
for differentiated experiences

## Secure
for resilient business

Modernize apps and infrastructure to be more efficient, agile, and responsive to business needs

Unlock the value of data and emerging technologies to deliver distinctive employee and customer experiences

Integrate security and resiliency to protect more and recover fast

**Consult assessments**

**Industry use cases**

**Capability Area Patterns** - composable, replicable Kyndryl IP, offerings , and services components and partner offerings

| Applications and Infrastructure Modernization | Mainframe Modernization | Digital Agility for Employees | Next Gen Network Transformation | Cyber Incident Recovery |

**kyndryl bridge**

Transformational services enabled by an open platform for *continuous innovation*

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# Thank You