

La tecnologia é oggi parte di ogni processo di business trasformando ogni azienda in una digital company





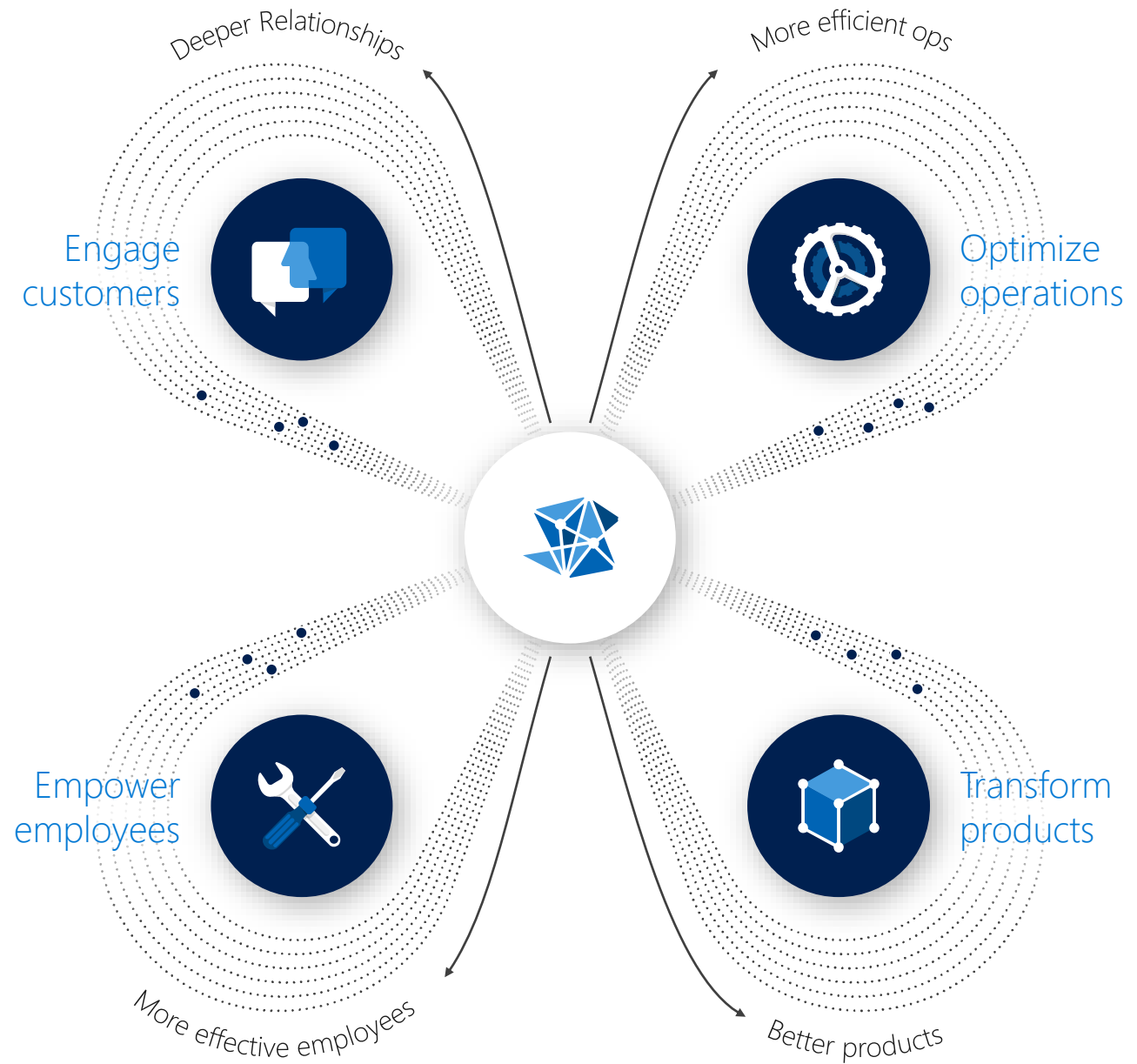
Azure Cloud – Vantaggi e novità

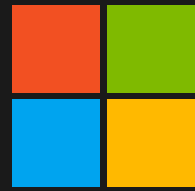
19 settembre 2019



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Sales Solution Specialist Modern Workplace
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Digital Transformation Microsoft

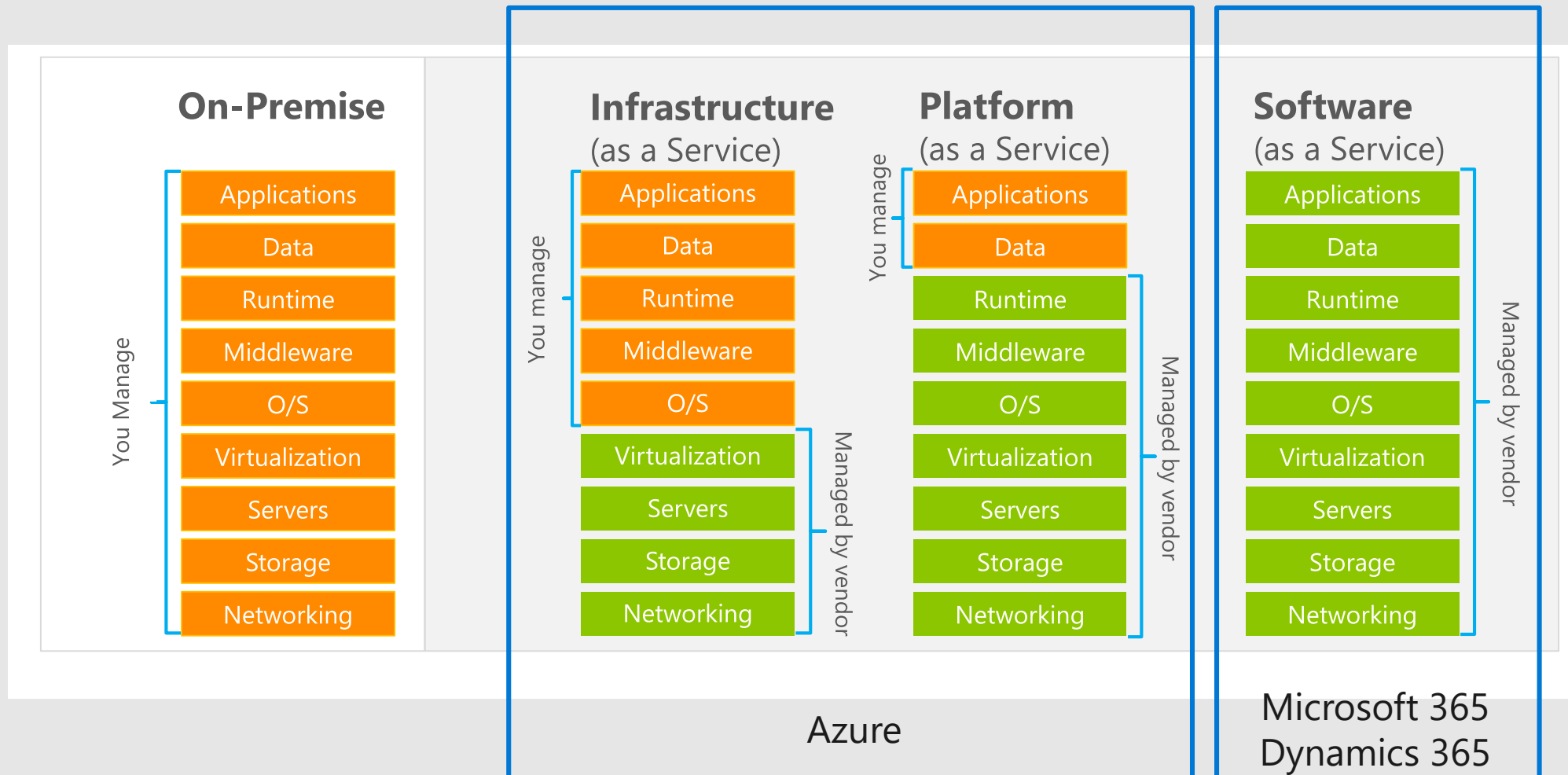






















































Microsoft Azure

Panoramica e vantaggi

Azure: la piattaforma di Cloud Computing



Azure: I servizi

<p>Virtual Machines</p>  <p>Provision Windows and Linux Virtual Machines in minutes</p>	<p>App Service</p>  <p>Create web and mobile apps for any platform and any device</p>	<p>SQL Database</p>  <p>Managed relational SQL Database-as-a-service</p>	<p>Storage</p>  <p>Durable, highly available and massively scalable cloud storage</p>	<p>Search</p>  <p>Fully managed search-as-a-service</p>	<p>Data Lake Store</p>  <p>Hyper-scale repository for big data analytics workloads</p>	<p>Traffic Manager</p>  <p>Route incoming traffic for high performance and availability</p>	<p>Application gateway</p>  <p>Highly scalable websites with HTTP load balancing and delivery control</p>	<p>HDInsight</p>  <p>Provision-managed Hadoop clusters</p>	<p>RemoteApp</p>  <p>Deploy Windows client apps in the cloud run on any device</p>
<p>Cloud Services</p>  <p>Create highly available, infinitely scalable cloud applications and APIs</p>	<p>DocumentDB</p>  <p>Managed NoSQL document database-as-a-service</p>	<p>Virtual Network</p>  <p>Provision private networks, optionally connect to on-premises data centres</p>	<p>Backup</p>  <p>Simple and reliable server backup to the cloud</p>	<p>BizTalk Services</p>  <p>Seamlessly integrate the enterprise and the cloud</p>	<p>Data Catalog</p>  <p>Data source discovery to get more value from existing enterprise data assets</p>	<p>Security Center</p>  <p>Prevent, detect and respond to threats with increased visibility</p>	<p>VPN Gateway</p>  <p>Establish secure, cross-premises connectivity</p>	<p>Visual Studio Team Services</p>  <p>Services for teams to share code, track work and ship software</p>	<p>API Management</p>  <p>Publish APIs to developers, partners and employees securely and at scale</p>
<p>ExpressRoute</p>  <p>Dedicated private-network fibre connections to Azure</p>	<p>Operational Insights</p>  <p>Collect, search and visualise machine data from on-premises and cloud</p>	<p>Azure DNS</p>  <p>Host your DNS domain in Azure</p>	<p>Machine Learning</p>  <p>Powerful cloud-based predictive analytics</p>	<p>Cache</p>  <p>High-throughput, low-latency data access to build fast and scalable applications</p>	<p>Azure Active Directory B2C</p>  <p>Consumer identity and access management in the cloud</p>	<p>Scheduler</p>  <p>Run your jobs on simple or complex recurring schedules</p>	<p>Azure Active Directory</p>  <p>Synchronise on-premises directories and enable single sign-on</p>	<p>Azure DevTest Labs</p>  <p>Quickly create environments to deploy and test applications</p>	<p>Media Services</p>  <p>Encode, store and stream video and audio at scale</p>
<p>Service Fabric</p>  <p>Simplifies microservice-based application development</p>	<p>Multi-Factor Authentication</p>  <p>Safeguard access to your data and apps with an extra level of authentication</p>	<p>Visual Studio Application Insights</p>  <p>Diagnose problems and track usage to improve web and mobile apps</p>	<p>SQL Data Warehouse</p>  <p>Elastic data warehouse-as-a-service with enterprise-class features</p>	<p>Notification Hubs</p>  <p>Scalable, cross-platform push notification infrastructure</p>	<p>Automation</p>  <p>Simplify cloud management with process automation</p>	<p>Site Recovery</p>  <p>Orchestrate protection and recovery of private clouds</p>	<p>Data Lake Analytics</p>  <p>Distributed analytics service that makes big data easy</p>	<p>Event Hubs</p>  <p>Ingest, persist and process millions of events per second</p>	<p>Data Factory</p>  <p>Orchestrate and manage data transformation and movement</p>
<p>Batch</p>  <p>Run large-scale parallel and batch compute jobs</p>	<p>StorSimple</p>  <p>Hybrid cloud storage for enterprises, reduces costs and improves data security</p>	<p>Azure IoT Hub</p>  <p>Connect, monitor and control millions of IoT assets</p>	<p>CDN</p>  <p>Deliver content to end users through a robust network of global data centres</p>	<p>Load Balancer</p>  <p>Deliver high availability and network performance to your applications</p>	<p>Mobile Engagement</p>  <p>Maximise app usage, retention and monetisation</p>	<p>Stream Analytics</p>  <p>Real-time stream processing</p>	<p>Azure Active Directory Domain Services</p>  <p>Your domain controller as a service</p>	<p>Key Vault</p>  <p>Safeguard and maintain control of keys and other secrets</p>	<p>Service Bus</p>  <p>Connect across private and public cloud environments</p>

Monitoring Location-based Authentication

Serverless Event driven Compute Orchestrators

Machine Learning Compliance Mixed Reality

Haptics Containers Edge GPU

NoSQL Automation DevOps

Quorum

Quantum computing Microservices Log telemetry

Data privacy IoT Digital Twin Blockchain

Big data Bots

Hybrid cloud Beacons

Threat Intelligence

Artificial Intelligence

Ambient UX

Azure Cloud fornisce le migliori prestazioni



Compute
performance

960
CPUs

Largest in public cloud



Memory

24
TB RAM

Largest in public cloud



Remote Storage
(single disk)

160K
IOPs

Fastest in public cloud



Local
storage

3.7M
IOPs

Fastest in public cloud



File storage

100K
IOPs

Fastest in public cloud



VM-VM Networking

30
Gbps Ethernet

Fastest in public cloud

100
Gbps InfiniBand



Hybrid Networking

100
Gbps Connectivity

Fastest in public cloud

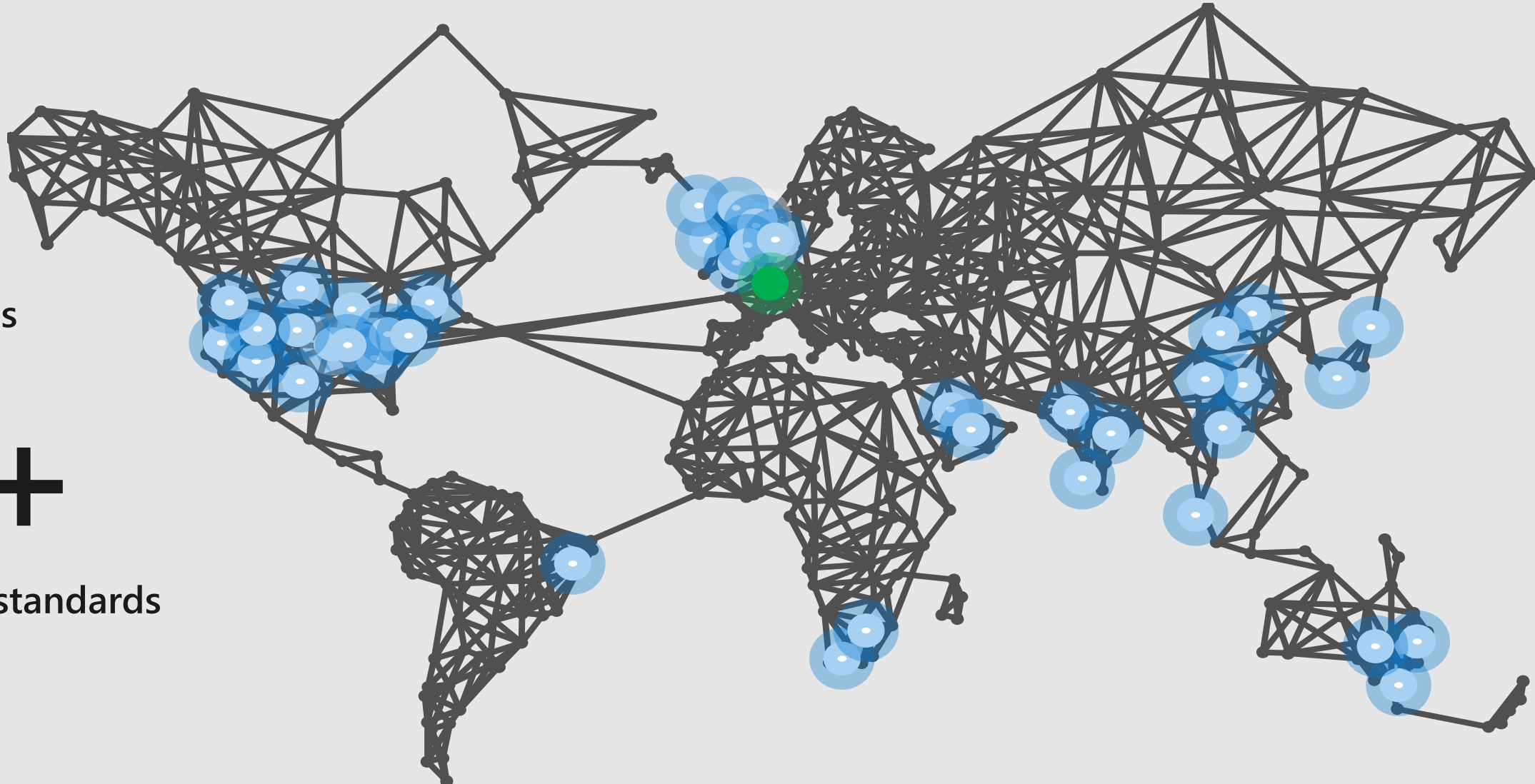
I Data center Microsoft

56

Azure regions

90+

Compliance standards



Azure: Piu di 90 certificazioni

Global



ISO 27001



ISO 27018



ISO 27017



ISO 22301



SOC 1 Type 2



SOC 2 Type 2



SOC 3



CSA STAR
Self-Assessment



CSA STAR
Certification



CSA STAR
Attestation

Regional



Argentina
PDPA



EU
Model
Clauses



UK
G-Cloud



China
DJCP



China
GB 18030



China
TRUCS



Singapore
MTCS



Australia
IRAP/CCSL



New
Zealand
GCIO



Japan My
Number Act



ENISA
IAF



Japan CS
Mark Gold



Spain
ENS



Spain
DPA



India
MeitY



Canada
Privacy Laws



Privacy
Shield



Germany IT
Grundschutz
workbook

Industry



PCI DSS
Level 1



CDSA



MPAA



FACT UK



Shared
Assessments



FISC Japan



HIPAA/
HITECH Act



HITRUST



GxP
21 CFR Part 11



MARS-E



IG Toolkit UK



FERPA



GLBA



FFIEC

Us Gov



Moderate
JAB P-ATO



High
JAB P-ATO



DoD DISA
SRG Level 2



DoD DISA
SRG Level 4



DoD DISA
SRG Level 5



SP 800-171



FIPS 140-2



Section 508 VPAT



ITAR



CJIS



IRS 1075

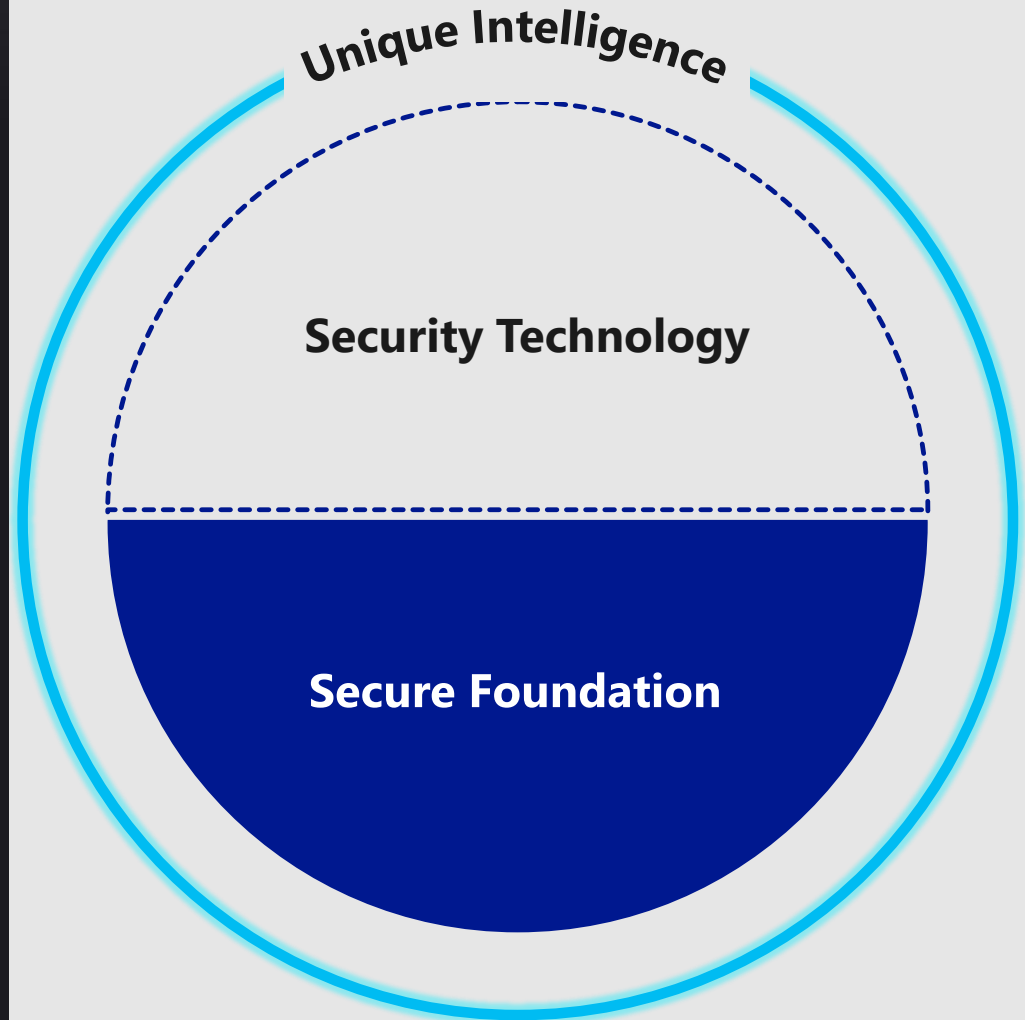
Azure: Fidati del tuo cloud



Fidati del tuo cloud

Ottieni **sicurezza completa**—supportata da un team di esperti, oltre a una conformità proattiva considerata attendibile da aziende, enti pubblici e startup.

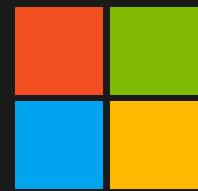
€0,9 Più di 1 miliardo di dollari investiti in ricerca e sviluppo sulla sicurezza e 3.500 esperti in cybersecurity





>95%

delle Fortune 500
usano Microsoft
Azure



Microsoft Azure

Vantaggi – Pagamento in base al consumo
Pay as you go (PAYG)

Azure – Il Pricing Calculator

Calcolatore prezzi

Configura e stima i costi per i prodotti di Azure

00000007734

Prodotti

Scenari di esempio

Stime salvate

Domande frequenti

Seleziona un prodotto da includere nella stima.

Search products

Featured

Compute

Networking

Storage

Web

Mobile

Containers

Databases

Analytics



Virtual Machines

Provision Windows and Linux virtual machines in seconds



Storage Accounts

Durable, highly available, and massively scalable cloud storage



Azure SQL Database

Managed, intelligent SQL in the cloud



App Service

Quickly create powerful cloud apps for web and mobile



Azure Cosmos DB

Globally distributed, multi-model database for any scale



Azure Kubernetes Service (AKS)

Simplify the deployment, management, and operations of Kubernetes



Azure Functions

Process events with serverless code



Cognitive Services

Add smart API capabilities to enable contextual interactions



Cost Management

Optimize what you spend on the cloud, while maximizing cloud potential

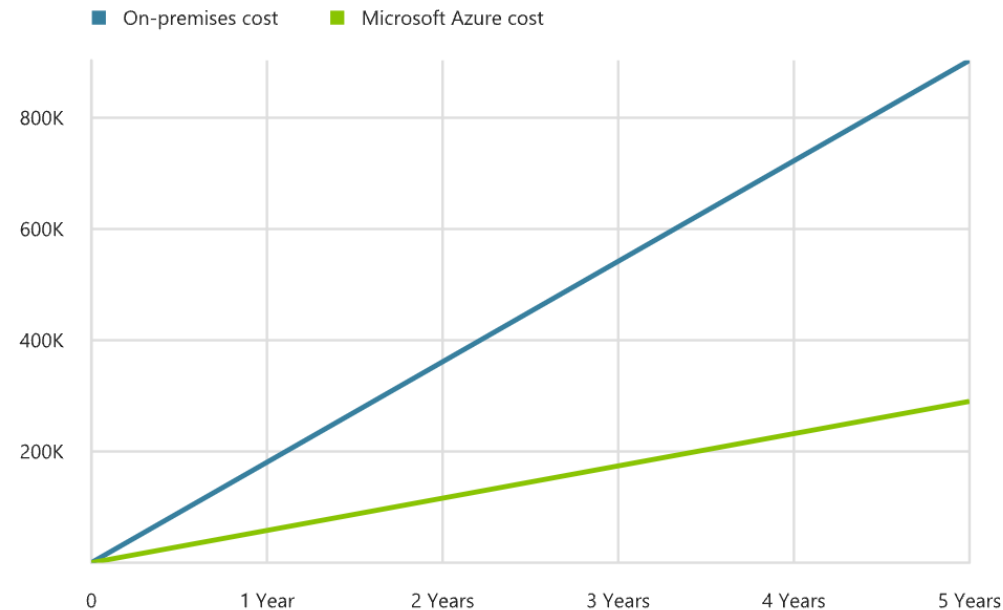
<http://tco.microsoft.com/Home/Calculator>

Azure – II TCO Calculator

Over 5 year(s) with Microsoft Azure, your estimated cost savings could be as much as **\$613,135**

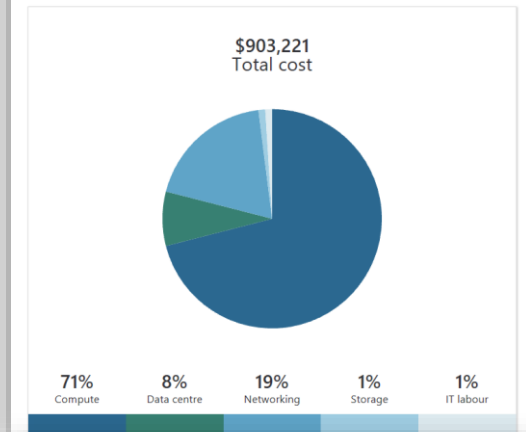
Total on-premises vs Azure cost over time

Savings from running workloads in Azure accrue over time. The following shows how those savings add up over years.



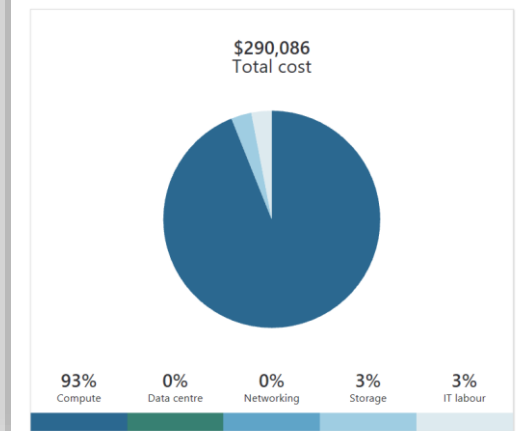
Total on-premises over 5 year(s)

TCO of on-premises environments tends to be driven by compute and data centre costs.



Total Azure cost over 5 year(s)

In Azure, certain cost categories decrease or go away completely.



Modalità di acquisto

Attraverso il contratto Cloud Solution Provider



Direttamente dal Sito Web Microsoft



Con un contratto Volume Licensing

- Open
- Open Value
- EA
- SCE

Come cominciare con Azure



Step 1: Join the Microsoft Partner Network (MPN)

Join the MPN and get an ID number you'll use to enroll in CSP.



Step 2: Sign up

Enroll your business in the CSP program.

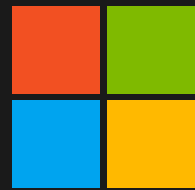


Step 3: Find an indirect provider

Connect with an indirect provider who can also help you with support and billing.

First point of contact:

[MPN Support](#) > [Distributor](#) > [Cloud Enablement Desk](#)



Microsoft Azure

Novità - Azure Data center Svizzera

Microsoft Cloud in Switzerland



Compliance



Data
Residency



Performance



Rollout Sequence



- Azure IaaS and some PaaS (Azure SQL DB, Cosmos DB) launched in August 2019
- Further Azure services will be deployed in Switzerland step-by-step
- Office 365 follows roughly 3-6 months after the launch of the Swiss region
- Dynamics 365 and Power Platform follow in 2020



Azure Launch Services



Application Gateway	Key Vault
Azure Cosmos DB	Load Balancer
Azure Data Lake Storage Gen2	Service Bus
Azure Resource Manager	Service Fabric
Azure SQL Database	Storage
Azure SQL Database/Managed Instance	Storage/Disk Storage
Azure SQL Database/SQL Data Sync	Storage/Hot/Cool Blob Storage Tiers
Azure Service Manager (RDFE)	Storage/Managed Disks
Backup	VPN Gateway
Cloud Services/Av2-Series/Dv2-Series/Dv3-Series/Ev3-Series/M-Series	VPN Gateway/Virtual WAN
Cloud Services/Instance Level IPs	Virtual Machine Scale Sets
Cloud Services/Reserved IP	Virtual Machines Av2-Series/B-Series/DS-Series/DSv2-Series/DSv3-Series/Dv2-Series/Dv3-Series/ESv3-Series/Ev3-Series/F-Series/FS-Series/M-Series
Event Hubs	Virtual Machines/Instance Level IPs
ExpressRoute	Virtual Machines/Reserved IP
ExpressRoute/ExpressRoute Circuits	Virtual Network
ExpressRoute/Gateways	Site Recovery
Redis Cache	



Azure Services Roadmap



- Azure Firewall
- Log Analytics and Application Insights
- Web Apps / App Services / ASE
- Azure Kubernetes Services
- SQL Data Warehouse
- Media Services
- Azure DB for PostgreSQL / MySQL
- Automation
- Power BI

The official Azure Roadmap is published here:

<https://azure.microsoft.com/en-us/global-infrastructure/services/>



Microsoft Cloud in Switzerland

Extract of Early Adopters and Commitments

Clients



Solutions



Public Cloud in Swiss Financial Sector



• **SwissBanking** Swiss Bankers Association

Secure cloud banking: SBA guidelines pave way towards future

Basel, 26th March 2019 – Swiss banks are very interested in the subject of cloud computing, but they have so far been reluctant to migrate their data to the cloud. This is because certain questions regarding the legal and regulatory frameworks remain unanswered. The SBA has therefore worked with member institutions, audit firms and cloud providers to draw up a set of guidelines containing recommendations intended to make it easier to move to the cloud. The guidelines, together with a video explaining cloud banking, are being published on 26 March 2019.


[Article from March 2019](#)



Taking Swiss private banking to the cloud

21 Dec 2018



by **Dr. Marcel Tschanz** 
Partner Advisory, PwC Switzerland

In general, from a legal and regulatory perspective, there is no 'showstopper' regarding the use of cloud business models by banks. However, specific risk considerations and contractual agreements may influence individual bank's cloud strategies.

[Link to Publication](#)













Trust Center



New and Archived Audit Reports

Use these reports to stay current on the latest privacy, security, and compliance-related information.

Archived Compliance Reports FedRAMP Reports GRC Assessment Reports

Document	Description
 Azure - ISO 27001 and 27018 Assessment Report - 11.2.2017	Third party independent audit assessment report for fiscal year 2018.
 Azure - ISO 27001 Certificate - 11.2.2017	This documents details scope of ISO 27001 audit.
 Azure - ISO 27001 and ISO 27018 - Statement of Applicability - 11.2.2017	This documents details scope of ISO 27001 and ISO 27018 Operations.
 Azure - ISO 27018 Certificate - 11.2.2017	Certificate demonstrating Azure's compliance with ISO 27018.
 Office 365 - Germany ISO 27001, ISO 27018, and ISO 27017 Audit Assessment Report Year 2018.pdf	Third party independent audit assessment report for fiscal year 2018 - Code of Practice for Protecting Personal Data in the Cloud.
 Azure - CSA STAR Certificate - 2.12.2018	Certificate demonstrating Azure's compliance with CSA STAR.
 Office 365 - Information Security Management System (ISMS) manual 2017.docx	The Office 365 Information Security Management System (ISMS) manual 2017.docx. The Office 365 Information Security Management System (ISMS) manual 2017.docx. The Office 365 Information Security Management System (ISMS) manual 2017.docx. The Office 365 Information Security Management System (ISMS) manual 2017.docx.
 Office 365 - ISO 27001, 27017, and 27018 ISMS Statement of Applicability (SOA) 2017.xlsx	ISMS Statement of Applicability (SOA) for Office 365 Information Security Management Standard, ISO 27017 - Code of Practice for Protecting Personal Data in the Cloud.
 Office 365 - ISO 27001, ISO 27018, and ISO 27017 Audit Assessment Report Year 2017.pdf	Third party independent audit assessment report for fiscal year 2017 - Code of Practice for Protecting Personal Data in the Cloud.
 Visual Studio Team Service (VSTS) ISO 27018 Certificate of Registration 2017.pdf	Visual Studio Team Service (VSTS)'s achievement in demonstrating that its security and privacy procedures are robust and in line with its high standards.

-  [Azure - ISO 27018 Certificate of Registration](#)
-  [Azure - ISO Assessment Residual Risk Statement v5.0](#)
-  [Azure - FY17 ISO 27017 Assessment Report](#)
-  [Azure - Microsoft FY17 ISO 20000-1 Assessment Report](#)
-  [Azure - FY17 - ISO 20000-1 Certificate](#)
-  [Azure - FY17 ISO 27017 Statement of Applicability](#)
-  [Azure - FY17 ISO 20000-1 Statement of Applicability](#)
-  [Azure - FY17 ISO 27017 Certificate](#)
-  [Azure - CY17 ISO 27001 Certificate - IS 577753](#)



Local/Regional SIs



Global SIs



Channel Partners



Service Providers



Advisories

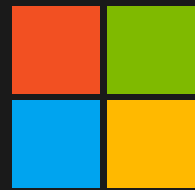




Azure Cloud – Vantaggi e novità

19 settembre 2019

Grazie



Microsoft Azure

Ulteriori informazioni

Risorse per i Partner

- [Cloud Solution Provider Microsoft](#)
 - [Scarica il case Study Microsoft](#)
- [Il partner training calendar](#): tutti i training disponibili per i partner, on demand oppure in Microsoft House
- Servizio di Supporto Partner Microsoft:
<https://partner.microsoft.com/it-IT/support>



GDPR documents

- GDPR on the Microsoft Trust Center
<https://microsoft.com/gdpr>
- Microsoft white paper "How Microsoft Azure can help organizations become compliant with the EU GDPR"
<https://aka.ms/gdpr-azure-whitepaper>
- Azure GDPR Page
<https://www.microsoft.com/en-us/TrustCenter/CloudServices/Azure/GDPR>
- Microsoft white paper "An Overview of the General Data Protection Regulation (GDPR)"
<https://aka.ms/gdproverview>
- Create your free Azure account today
<https://azure.microsoft.com/free>



Microsoft Trust Center

All compliance information in one place

- Compliance backgrounders
- GDPR information
- Cloud privacy policies
- Resources

<https://www.microsoft.com/trustcenter>

Microsoft Trust Center Security and privacy Compliance Products Evaluation and guidance Resources About

Trust Center Compliance Security Privacy Products Services Industry Resources

Federal Risk and Authorization Management Program (FedRAMP)

The US Federal Risk and Authorization Management Program (FedRAMP) was established to provide a standardized approach for assessing, monitoring, and authorizing cloud computing products and services under the Federal Information Security Management Act (FISMA), and to accelerate the adoption of secure cloud solutions by federal agencies.

The Office of Management and Budget now requires all executive federal agencies to use FedRAMP to validate the security of cloud services. (Other agencies have also adopted it, so it is useful in other areas of the public sector as well.) The National Institute of Standards and Technology (NIST) 800-53 sets the standard, and FedRAMP is the program that certifies that a cloud service provider (CSP) meets that standard.

CSPs desiring to sell services to a federal agency can take three paths to demonstrate FedRAMP compliance: earn a Provisional Authority to Operate (P-ATO) from the Joint Authorization Board (JAB); receive an Authority to Operate (ATO) from a federal agency; or work independently to develop a CSP Supplied Package that meets program requirements. Each of these paths requires a stringent technical review by the FedRAMP Program Management Office (PMO) and an assessment by an independent third-party organization that is accredited by the program.

FedRAMP authorizations are granted at three impact levels based on NIST guidelines—low, medium, and high. These rank the impact that the loss of confidentiality, integrity, or availability could have on an organization—low (limited effect), medium (serious adverse effect), and high (severe or catastrophic effect).

Audit cycle and authorizations

Audit cycle

Microsoft is required to re-certify its cloud services each year to maintain its P-ATO and ATOs. To do so, Microsoft must monitor and assess its security controls continuously, and demonstrate that the security of its services remains in compliance.

Microsoft cloud services authorizations

Microsoft FedRAMP Audit Reports >

Microsoft in-scope cloud services

Covered services include:

- Azure and Azure Government [detailed list*](#)

*Note: The use of Azure Active Directory within Azure Government requires the use of components that are deployed outside of Azure Government on the Azure public cloud.

Compliance update

Microsoft on trust, privacy, and the GDPR

Join Brad Smith, President, and Brendon Lynch, Chief Privacy Officer, to learn about Microsoft's commitments and approach to privacy and the GDPR.

[Watch the webinar now >](#)

Security

[We build...](#)

Privacy

[Our policy...](#)

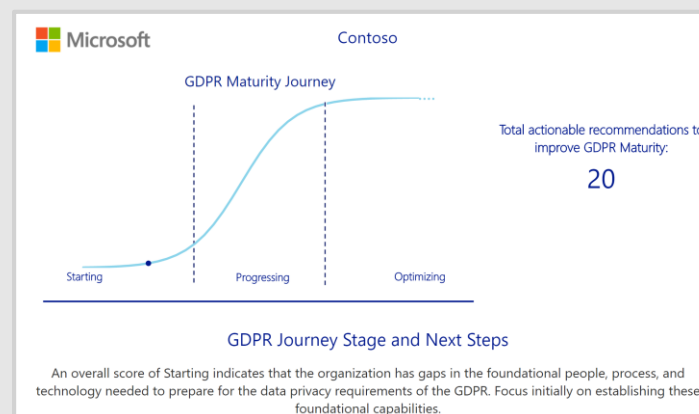
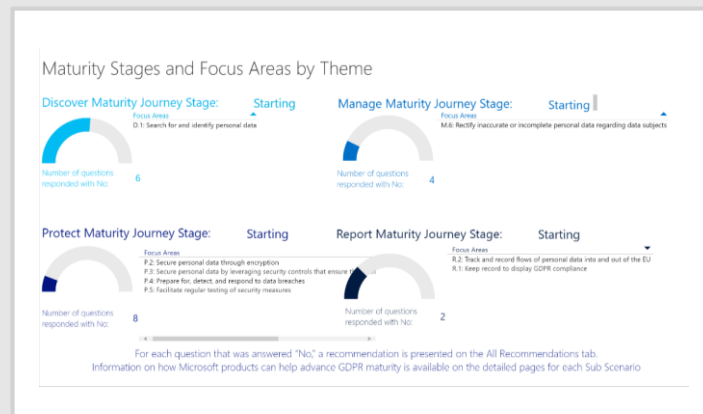
Compliance

[We provide industry-verified conformity with global standards >](#)

GDPR assessment tools

The [GDPR Assessment](#) is an online interactive tool that will help you structure your conversations with customers. It's a conversation starter that can be useful for the initial part of your presales efforts.

The [Detailed GDPR Assessment](#) is an offline tool containing approximately 150 questions to help you assess a customer's readiness and maturity across technology, people, and processes. It will help you structure your paid assessment offerings and scope out subsequent managed services offerings with an appropriate SOW.



Find both at
aka.ms/GDPRPartners