

# Microsoft & Azure

Center of Excellence

# Agenda



- Who are we
- Overview
  - Sorint's Microsoft activities
- Sorint's Tailored Journey
  - The make it model
  - Instantiated from
  - Experts Involved
- Success Stories
- Bonus slide - Related by Sorintains
- Going Forward

**17** Offices  
**3** Continents

## EUROPE

Milan, Rome, Bergamo, Turin, Padova,  
London, Madrid, Frankfurt, Paris,  
Wroclaw, Brasov, Bologna, Lecce

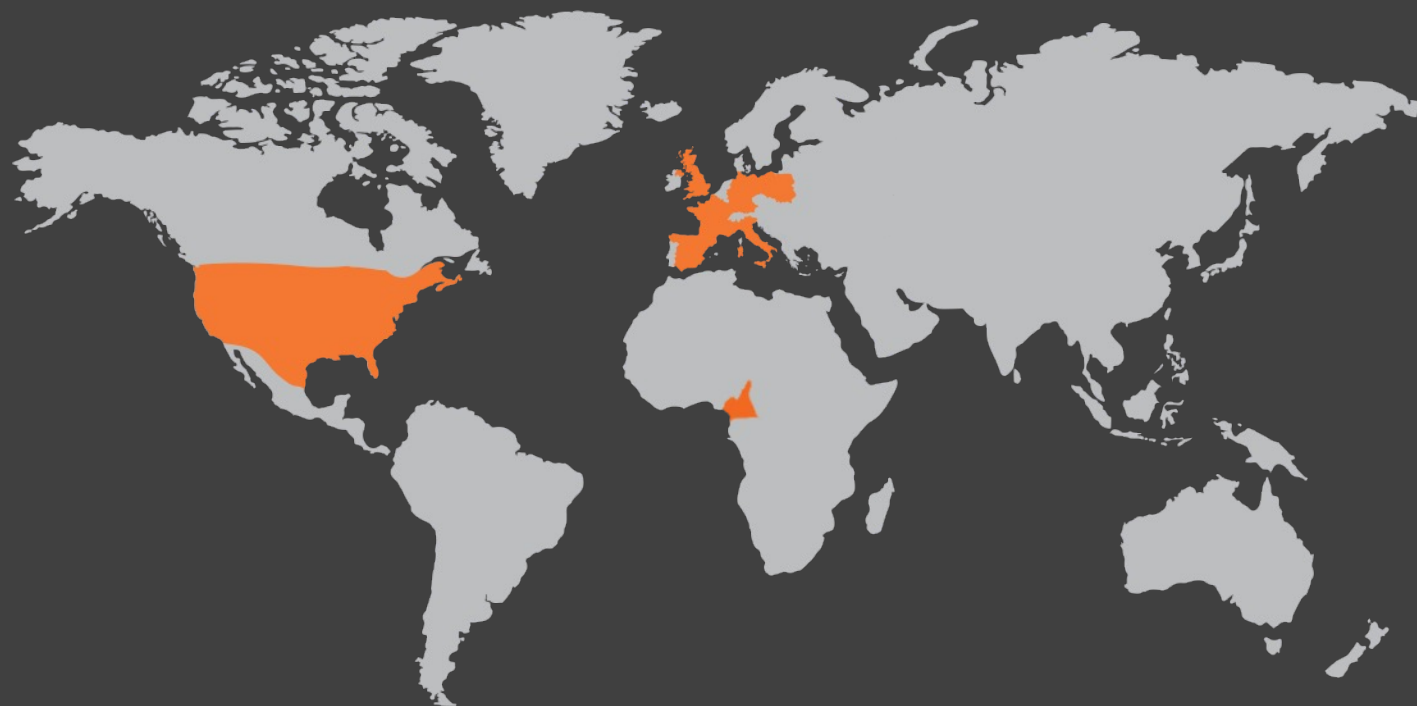
## USA

San Diego

## AFRICA

Douala

## Other Business Units



# Overview Facts

**900+**

## Tech-Savvy

Cloud Engineers  
SREs  
DevOps Engineers  
Full Stack Developers



**+40000**

Training  
hours  
per year



**50+**

Technical  
Sircles



## Methodology

ISO 27001  
ISO 20000  
ISO 9001  
ISO 14001



## PM Methodology

Prince2  
PMI  
Agile  
SCRUM/UX



**35+**

Years of  
experience  
with a  
Startup mindset



**250+**

Large Enterprise  
Customers



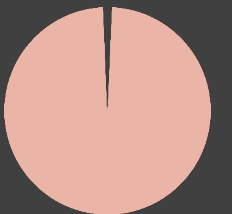
## Market

Finance & Insurance,  
Utility & Telco,  
Industry & Services,  
Transport,  
Public Administration



**98%**

Customer  
Retention  
Rate



INTESA  SANPAOLO



Clients



Technology Partners

# Microsoft & Azure

## Center of Excellence



- Sorint is a longstanding solution partner.
- Where we offer the finest technical expertise for Microsoft Solutions and Azure.
- A distinctiveness shines through the breadth of our project experience and the diversity of activities we've undertaken through the years.
- From investigation and enhancement, solution choice, architecting, to implementation, utilization, and maintenance.



# Sorint's Microsoft Activities

## Most Common



### Microsoft Solutions

Legacy/on-premises

Active Directory  
Exchange, SharePoint, SCCM,  
RDS, AD FS  
Hyper-V & Failover Cluster, etc

### Cloud Solutions

Architect new Infrastructure  
Enhancing/upgrading current  
existing  
Implementing architected  
infrastructure

### Azure Cloud Services

Azure AD/Microsoft Entra ID  
Infrastructure as a Service (IaaS)  
Platform as a service (PaaS)  
Software as a service (SaaS)  
Backup as service (BaaS)  
Azure Virtual Desktop (DaaS)

### Microsoft 365 Suite

Microsoft Exchange  
Microsoft Defender  
Microsoft Intune  
Microsoft Teams

### Infrastructure as Code (IaC)

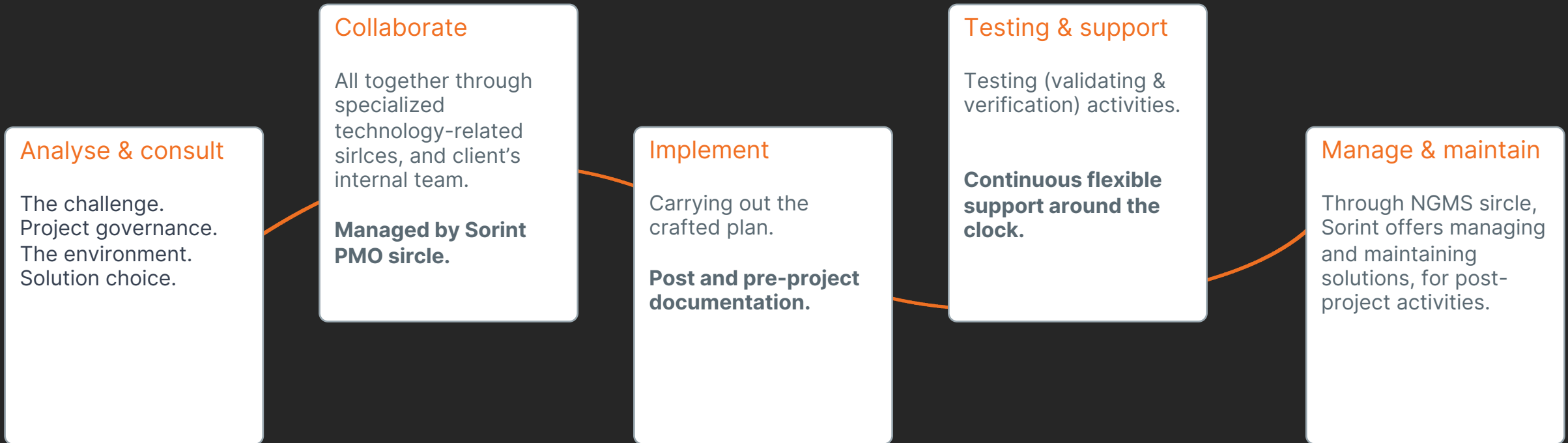
Azure DevOps Suite  
Pipeline building  
Gitlab related-service  
HashiCorp Terraform

Docker – Aks Cluster  
Configuration



# Sorint's Tailored Journey

The make it model



Striving for nothing short of a perfect solution and a well-defined roadmap

# Sorint's Tailored Journey

Instantiated from



Every journey is a unique challenge, but our know-how:



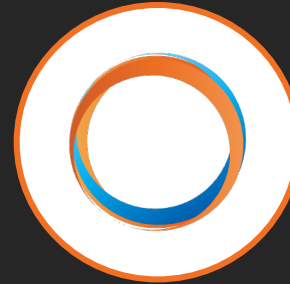
Executed countless projects in the field to prominent entities in Europe, US, and Africa.



For various industries



Customer retention rate



Dedicated sircles specialized in given fields and technologies



Highest certification in various fields and "Training Partner" to some vendors



Expert PM with technical background ensuring project's objectives are met

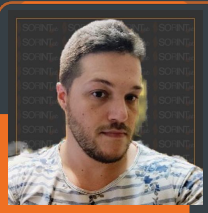
Day x ————— Continues support ————— Continues support ————— Continues support ————— Day y

# Experts Involved



## Senior masterminds

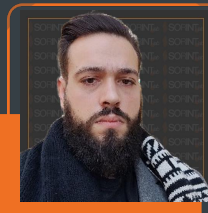
Denis Dal Molin



Head of Microsoft & Azure | Azure Architect

+10 years of experience in Microsoft Solutions

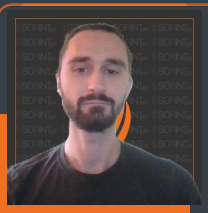
Vincenzo Vocale



Azure Architect

+10 years of experience in Microsoft Solutions

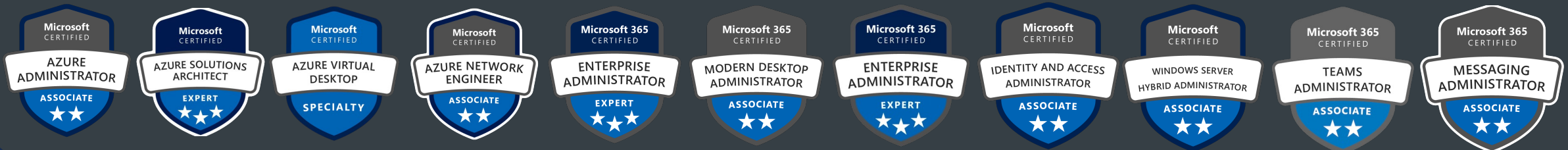
Matteo Verza



Microsoft 365 Expert

+10 years of experience in Microsoft Solution

## Some prestigious certifications



# Closer Look

Areas and field of focus



## Project-based

Analysis, architect,  
consultant, and  
implement.

Tailored proposals.  
Based on project and  
client's needs.

## Consultancy

On current  
architectural solution,  
tools selections,  
utilization of current  
solutions,  
posture/status  
reports, and much  
more.

## Staff Augmentation

Experts in a given  
field, tool, technology.

# Success stories



Delivered by: Sorintians



## Cassa Depositi e Prestiti CDP Implementation of Azure Virtual Desktop

### Challenge

Migrating towards a VPN-less solution by adapting an Azure Virtual Desktop solution.

- Design and implement.

### Going forward

Analysing and understanding client's needs, environment, and challenges.

### Accepting the challenge - Solution and Implementation

A proposal was drafted and approved by the client. Covering:

- Areas of improvements. E.g., security and performance.
- Phases of carrying out the project's implementation.
- A design based on the principle of zero-trust. E.g. approach to protect sensitive data from internal & external threats.
- Effective implementation plan utilizing all in-hands resources.
- Along with all the business and technical take aways.

### Result & delivery

- Implementation went 100% according to proposal and time frame.
- The solution offered a more convenient cost to client.
- Ease-of-use. Less complex component to manage.
- Highly scalable. Users & resources usages.
- AVD advantages likes identity management, backups, database security, etc..
- Submitted a post activity report.

[Floatingpoint.sorint.com](https://floatingpoint.sorint.com)

# Success stories



Delivered by: Sorintians



Confidential

## CELL-DATA

### From Private to Public Cloud

#### Challenge

Client came with a clear objectives but without an in-hand solution. Objectives include:

- Reduce and optimize cost.
- While, improving scalability, agility/performance.
- Client's environment is currently managed by Sorint (sircle NGMS).
- Entire infrastructure is on a private cloud.
- Tight deadlines due to private cloud contract expiration.

#### Going forward

In-dept of specifics needs and requirements. A series of meetings with client's team, sircle NGMS, & at later stages sircle Microsoft and Azure.

#### Accepting the challenge - Solution and Implementation

A conclusion that the legacy infrastructure will no longer meeting expectations. Sorint offered an alternative proposal that included.

- Migrating to a public cloud. Microsoft Azure.
- Architecting a parallel environment to avoid potentials errors and provide intensive testing activities before the new environment is switched into production.
- An estimated future costs by applying FinOps methodologies. In collaboration with sircle FinOps.

#### Result & delivery

- A smooth migration within the specified timelines.
- Validating and testing activities. No rollbacks or any significant changes.
- 30% cost saving due to the new solution.
- Reduced IT team's workload and allowed more visibility and control of cost.
- Along with various added values.
- Submitted a post activity report.

# Bonus Slide

## Related Solutions and Tools by Sorintians



### **NGMS** Core IT Service

Remotely manages IT infrastructures ensuring the correct functionality, support for vendor and Open-source products. Reducing response times to new problems. Speed, flexibility, method and technical preparation are part of our DNA.

[Inquire](#)



### **PMO – Project Management** Center of Excellence

Project management as a service (PMaaS) focuses on coordinating IT projects. On both Infrastructure level, and Application software level.

[inquire](#)



### **DevOps Engineering** Technology Consultant Service

Advanced set of practices, tools, and technologies that power automation throughout the development, testing, and deployment phases.

[inquire](#)



### **Cloud Native Security** Center of Excellence

Strategies, practices, & tools to safeguard the containerized applications and the underlying environment from potential cybersecurity threats and vulnerabilities. Plus, continuous monitoring.

[Inquire](#)

# Going Forward

How we can move forward from here

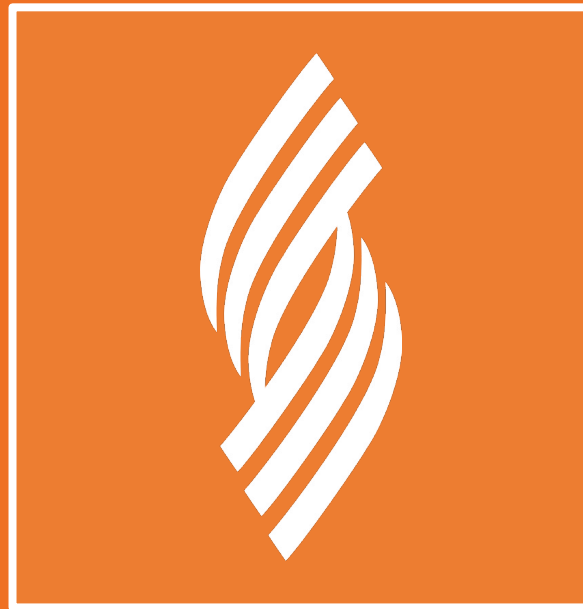
One hour  
workshop

Read more on  
[/sorintlab](#)



Alternative  
approach





BUILDING GREAT  
TECHNOLOGY



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IT | ES | UK | DE | US | FR | PL | CMR | RO