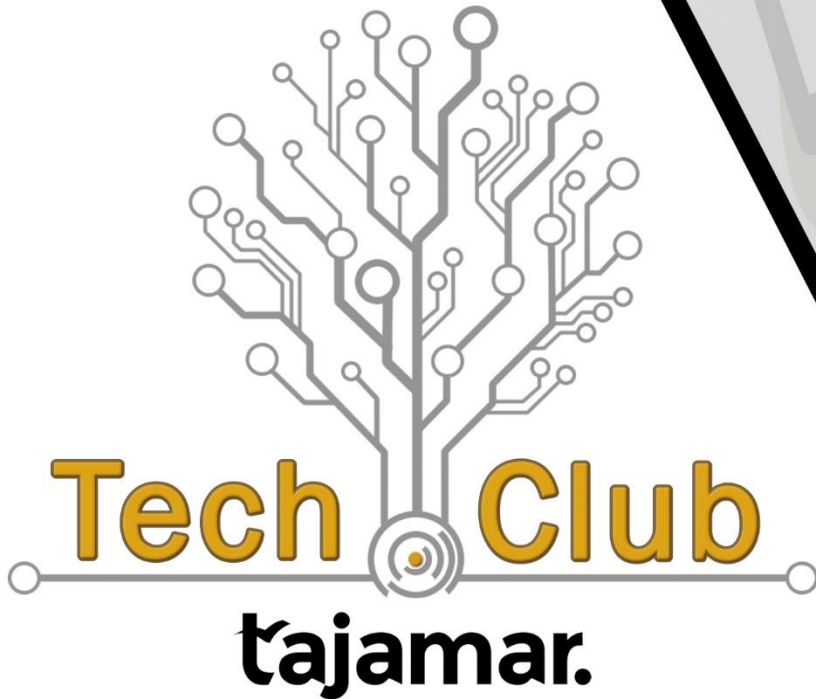


# FP + PROFESSIONAL EDUCATION



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# Cloud comparison

## Which one do you prefer?

16 Junio, 2018





**Antonio Pico Llano**

[@antoniopl](#)

Microsoft Infrastructure Architect  
en [@SoftwareONE\\_ES](#)



**Javier González Tejada**

[@gontejjav](#)

Technology Services Consultant  
en [@SoftwareONE\\_ES](#) - Staff [@TechClubTajamar](#)

**About us**

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**Who we are?**

# Do you know us?



## A globally active Swiss Company:

- Privately owned since 1985
- Globally headquartered in Stans, Switzerland
- 30 years of experience in IT World
- Local footprint in 115 countries, our more than 2.500+ certified expert consultants
- Strong Cloud solutions such as Office365 Services Migration (acceleration programs for Exchange Online, S4B Online, Sharepoint Online, etc), EMS integration services, Azure Advisory & Readiness, Office 365 Business Productivity Advisories

**SoftwareONE helps IT leaders deliver their vision with greater confidence and clarity**

# SoftwareONE

We are the leading global Software Portfolio Management company. We enable our customers to be proactive with integrated commercial, compliance, and technology services while enabling transparency over the cost of solutions. We are the fastest growing multibillion dollar company in our industry. We achieve closeness and trust with best quality and working experience. With our passion we work smarter, laser focused, and take ownership and overachieve customer expectations.

**softwareONE**  
**7**  
CORE VALUES

- Employee Satisfaction**  
Our greatest asset. We love and support our colleagues and operate without hierarchy.
- Passionate**  
We strive for excellence, go the extra mile, and have fun in what we do.
- Speed**  
Fast is better than slow but we will not compromise on quality.
- Customer Focused**  
We exceed expectations through great discipline and ensure a world class customer service.
- Integrity**  
We are consistent, honest, and fair and always do what is right.
- Discipline**  
In everything we do. We accept responsibility and deliver on all our commitments.
- Humble**  
We constantly look to improve and never forget the importance of our customers and colleagues.



# Aligning People and Capabilities: SoftwareONE's Global Reach

AMERICAS	
Argentina	Dominican
Bolivia	Jamaica
Brazil	Mexico
Canada	Nicaragua
Chile	Panama
Colombia	Peru
Costa Rica	Puerto Rico
Ecuador	Trinidad &
El Salvador	Tobago
Guatemala	Uruguay
Honduras	US
	West Indies

EMEA	
Austria	Norway
Belgium	Poland
Czech Republic	Portugal*
Denmark	Romania
Dubai	Russia
Finland	Saudi Arabia*
France	Slovakia
Germany	South Africa**
Hungary	Spain
Ireland	Sweden
Israel*	Switzerland
Italy	Turkey*
Luxembourg	UAE
Netherlands	UK

APAC
Australia
China
Hong Kong
India
Indonesia
Japan
Malaysia
New Zealand
Philippines
Singapore
South Korea
Taiwan
Thailand
Vietnam



\* Currently establishing operations | \*\*Middle & West Africa served out of South Africa  
 Multinational corporates, listed companies, SMEs, governmental and academic institutions, and NGOs  
 Wide sector agnostic customer landscape



# Microsoft Certified Provider

SoftwareONE Technology Services provide all the gold cloud certifications and expertise.

## *Our certifications*

- Gold Cloud Platform
- Gold Cloud Productivity
- AWS Certified Solutions Architect – Associate
- Gold Enterprise Mobility Management
- Gold Certification for Desktop Management
- Gold Certification for Software Asset Management
- Gold Certification for Server and Desktop Virtualization
- Gold Certification for Volume Licensing
- Gold Certification for Identity and Security
- Gold Certification for Business Solutions
- Gold Certification for Advanced Infrastructure
- Gold Certification for Business Solutions
- Silver Certification for Application Lifecycle Management
- Silver Certification for Data Platform Management
- Silver Certification for Unified Communications
- Gold Hosting
- Gold Small and Midmarket Cloud Solutions
- Gold Messaging
- Gold Learning
- Silver Midmarket Solution Provider



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# Service Catalog



# Infrastructure Services

Priority	Description	Examples
<b>Office365</b>	Productivity solutions	Exchange Online, Sharepoint Online, S4B Online, TEAMS, Stream, SSO and MFA, Yammer, etc
<b>Azure &amp; AWS</b>	Cloud Platform	IaaS, PaaS and SaaS (Citrix, SAP, Bongar, etc) BC/DR & Cloud Storage DevOps – using ARM templates, PowerShell, Azure Automation, Visual Studio Team Services and other third party CI/DC tooling Governance Azure & AWS with logic admin, structure, policies, RBAC, permissions, etc. Operations Management Suite (OMS) on Azure Microsoft Hybrid Cloud Migration between clouds
<b>EMS</b>	Enterprise Mobility Suite	Enterprise Mobility + Security including Windows Intune, Information protection, ATA, INTUNE, Azure Active directory Premium, Remote Desktop Services 2016, etc
<b>Active Directory</b>	CORE	A.D health analysis, consolidations, policies, etc
<b>System Center</b>	System Center Suite	SCCM 2016 + EPM, SCOM 2016, SCSM 1026, SCVMM 2016, SCORCH 2016, SCDPM 2016, etc Windows 10 deployments Comanagement SCCM + INTUNE
<b>Windows Server Roles</b>	CORE	Active Directory Domain Services (AD DS), Active Directory Lightweight Directory Services (AD LDS), DHCP, DNS, File Services, Hyper-V, Print Services, Streaming Media Services, Web Server (IIS), Active Directory Certificate Services, Windows Server Update Server (WSUS), Active Directory Rights Management Server
<b>Microsoft Vendors</b>	Strategic Vendors	Barracuda, Veeam, KEMP, Citrix, TALON, SoftNAS, ARC Server, Fortinet, PaloAlto, Jabra, etc



# Technology Services Division



# Technology Services Division - Introduction

SoftwareONE Technology Services is the third pillar of the company. Licensing and SAM are also pillars.

SoftwareONE Technology Services is a premier provider of professional and managed services and solutions that deliver rapid time to value and enhance our customers' businesses. The SoftwareONE culture ensures that innovation and creativity is at the heart of everything we do.

We work closely with customers to align business and IT strategy, to support the organisational goals through IT solutions. Based on the business strategy and IT investments we provide IT strategy, define roadmaps and design and implement solutions to save customers time and money.

## Our credentials:

As a Microsoft Cloud Partner, SoftwareONE is growing far faster than the world-wide market

- Benchmark is 6.9% growth
- SoftwareONE is performing at 23.5%

SoftwareONE has helped over **6.3M** users leverage the benefits of Office 365 across the world.

SoftwareONE are authorised by Microsoft in **42** countries across the world for Cloud Solution Provider for Microsoft Office 365 and Azure.



# Technology Services Division - Capabilities

SoftwareONE Technology Services key strengths

Trusted by Microsoft and its key customers across the world, SoftwareONE is the premier Microsoft Cloud Solutions Provider to migrate and maintain a customer's Office 365 environment.

- No other company is authorised in more markets than SoftwareONE, testament to our capabilities to provide qualified Office 365 support professionals to handle Office 365 Incidents and Service. Requests provided in English, Spanish, German, Portuguese and French languages.
- SoftwareONE holds the Microsoft Gold Cloud Competency status amongst 12 other Gold competencies, an elite level in the Microsoft Partner Program, attained by only the top 1% of partner organizations.
- The methodology is also important for the best Projects quality. We are committed to achieving this as a priority. Our phases are focus on giving a clear perspective.



## Strategy & Scoping

Define your ideal technical landscape by understanding the business and IT priorities.



## Assessment

Discover the gaps and capabilities in your current environment.



## Alignment

Work with your team to find the right solution for your business objectives.



## Design

Identify the tools and expertise, and plan your ideal environment in detail.



## Transition

Implement the technical solution with minimal disruption to your business.



## Management

Support you with skills and expertise to improve your IT infrastructure.

# OUR CUSTOMERS Global



**Schindler**



**Panasonic**

GRUPOCORTEFIEL



**BMW GROUP**



Rolls-Royce  
Motor Cars Limited

A low-angle, upward-looking photograph of the Golden Gate Bridge's tower, showing its intricate steel structure and suspension cables against a hazy, greenish sky. The image is partially obscured by a white diagonal shape on the left and a red diagonal shape on the bottom right.

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# Clouds



### What is Azure?

Microsoft Azure is an ever-expanding set of cloud services to help your organization meet your business challenges.



### What is AWS?

AWS is a secure cloud services platform, offering compute power, database storage, content delivery and other functionality to help businesses scale and grow.




































## Alibaba Cloud





























### What is Alibaba Cloud?

Experience the latest in Cloud Computing, Storage, Networking, Security, Big Data and Artificial Intelligence







































Service	amazon webservices™	Azure	Google Cloud Platform	IBM Cloud	Alibaba Cloud
<b>Virtual Server</b>	 Amazon EC2 <a href="#">↗</a>	 Azure Virtual Machine <a href="#">↗</a>	 Compute Engine <a href="#">↗</a>	 Virtual Server <a href="#">↗</a>	 Alibaba ECS <a href="#">↗</a>
<b>Bare Metal Server</b>	 Amazon EC2 Bare Metal Instance (Preview) <a href="#">↗</a>	 Azure Bare Metal Servers (Large Instance Only for SAP Hana) <a href="#">↗</a>	 None	 Bare Metal Servers <a href="#">↗</a>	 None
<b>Virtual Dedicated Host</b>	 Amazon EC2 Dedicated Hosts <a href="#">↗</a>	 None	 None	 Dedicated Virtual Servers <a href="#">↗</a>	 None
<b>Container Registration Service</b>	 Amazon EC2 Container Registry <a href="#">↗</a>	 Azure Container Registry <a href="#">↗</a>	 Container Registry <a href="#">↗</a>	 IBM Cloud Container Registry <a href="#">↗</a>	 Container Registry <a href="#">↗</a>
<b>Container Management Service</b>	 Amazon EC2 Container Service <a href="#">↗</a>  Amazon Elastic Container Service for Kubernetes (EKS) <a href="#">↗</a>	 Azure Container Service (AKS) <a href="#">↗</a>  Azure Container Instances <a href="#">↗</a>	 Kubernetes Engine <a href="#">↗</a>	 IBM Cloud Container Service <a href="#">↗</a>	 Container Service <a href="#">↗</a>  Container Service for Kubernetes <a href="#">↗</a>
<b>Micro Services App Development</b>	 AWS Lambda <a href="#">↗</a>	 Azure Service Fabric <a href="#">↗</a>	 Google Cloud Functions <a href="#">↗</a>	 IBM Cloud Functions <a href="#">↗</a>	 Function Compute <a href="#">↗</a>

# Compute & Containers

















Service	amazon web services™	Azure	Google Cloud Platform	IBM Cloud	Alibaba Cloud
<b>Object Storage</b> <a href="#">↗</a>	 Amazon Simple Storage Service (S3) <a href="#">↗</a>	 Azure Blob Storage <a href="#">↗</a>	 Cloud Storage <a href="#">↗</a>	 Object Storage	 Object Storage Service <a href="#">↗</a>
<b>Virtual Machine Disk Storage</b> <a href="#">↗</a>	 Amazon Elastic Block Storage (EBS) <a href="#">↗</a>	 Azure Page Blobs / Premium Storage <a href="#">↗</a>  Managed Disks <a href="#">↗</a>	 Persistent Disk <a href="#">↗</a>	 Block Storage <a href="#">↗</a>	 Block Storage
<b>File Storage (SMB Compatible)</b> <a href="#">↗</a>	 Amazon Elastic File System (EFS) <a href="#">↗</a>	 Azure File Storage <a href="#">↗</a>		 File Storage <a href="#">↗</a>	 NAS File Storage <a href="#">↗</a>
<b>Long Term Cold Storage</b> <a href="#">↗</a>	 Amazon Glacier <a href="#">↗</a>	 Azure Archive Storage <a href="#">↗</a>  Azure Cool Storage <a href="#">↗</a>	 Cloud Storage <a href="#">↗</a>  Archival Storage (NEARLINE & COLDLINE) <a href="#">↗</a>	 Object Storage-ColdVault <a href="#">↗</a>	 Object Storage Archive <a href="#">↗</a>
<b>Hybrid Storage/Storage Gateway</b> <a href="#">↗</a>	 AWS Storage Gateway <a href="#">↗</a>	 Azure StorSimple <a href="#">↗</a>			 Hybrid Cloud Storage Array <a href="#">↗</a>

# Storage

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Service	amazon web services™	Azure	Google Cloud Platform	IBM Cloud	Alibaba Cloud
<b>Virtual Networking</b>	 Amazon VPC <a href="#">↗</a>	 Azure VNet <a href="#">↗</a>	 Cloud Virtual Network <a href="#">↗</a>		 Virtual Private Cloud <a href="#">↗</a>
<b>Network Gateway</b>	 Amazon VPN <a href="#">↗</a>	 Azure VPN Gateway <a href="#">↗</a>	 Cloud VPN <a href="#">↗</a>	 VPN <a href="#">↗</a>	
<b>Content Delivery Network</b>	 Amazon CloudFront <a href="#">↗</a>	 Azure CDN <a href="#">↗</a>	 Cloud CDN <a href="#">↗</a>	 Content Delivery Network <a href="#">↗</a>	 Alibaba Content Delivery Network <a href="#">↗</a>
<b>Networking &amp; Content Delivery</b>	 Amazon Route 53 <a href="#">↗</a>	 Azure DNS <a href="#">↗</a>	 Cloud DNS <a href="#">↗</a>	 Internet Services <a href="#">↗</a>	 Alibaba Cloud DNS <a href="#">↗</a>
<b>Global Traffic Management</b>	 Amazon Route 53 Traffic Flow <a href="#">↗</a>	 Azure Traffic Manager <a href="#">↗</a>		 Internet Services <a href="#">↗</a>	
<b>Private Connectivity</b> <a href="#">↗</a>	 AWS Direct Connect <a href="#">↗</a>	 Azure Express Route <a href="#">↗</a>	 Cloud InterConnect <a href="#">↗</a>	 Direct Link <a href="#">↗</a>	 Express Connect <a href="#">↗</a>
<b>Load Balancers</b> <a href="#">↗</a>	 Elastic Load Balancing <a href="#">↗</a>	 Azure Load Balancer <a href="#">↗</a>	 Cloud Load Balancing <a href="#">↗</a>	 Local Load Balancing <a href="#">↗</a>  IBM Cloud Load Balancing <a href="#">↗</a>	 Server Load Balancer <a href="#">↗</a>

# Networking

Service					
<b>Cloud Management Tools</b>	<ul style="list-style-type: none"> <li> AWS Command Line Interface</li> <li> AWS Management Console</li> </ul>	<ul style="list-style-type: none"> <li> Azure Command Line Interface</li> <li> Azure Powershell</li> <li> Azure Management Console</li> <li> Azure Cloud Shell</li> </ul>	<ul style="list-style-type: none"> <li> Cloud Shell</li> <li> Cloud Console</li> <li> Billing API</li> <li> Cloud APIs</li> </ul>	<p style="text-align: center;">⊘</p>	<p style="text-align: center;">⊘</p>
<b>Automated Infra Management Services</b>	<ul style="list-style-type: none"> <li> AWS Managed Services</li> </ul>	<p style="text-align: center;">⊘</p>	<p style="text-align: center;">⊘</p>	<p style="text-align: center;">⊘</p>	<p style="text-align: center;">⊘</p>

# Management tools

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A low-angle, upward-looking photograph of the Golden Gate Bridge's tower, showing its intricate steel structure and suspension cables against a clear blue sky. The image is partially obscured by a white diagonal shape on the left and a red diagonal shape on the bottom right.

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# Agenda

## What are we going to create on IaaS?

Crear Grupo de Recursos

Crear VNet / VPC

Crear Subnet

Crear Security Group

Crear Instancia de Máquina

Crear Storage Account / S3

Portal | With PowerShell

<https://github.com/jgtejada>

Where is the code?

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# THANK YOU!

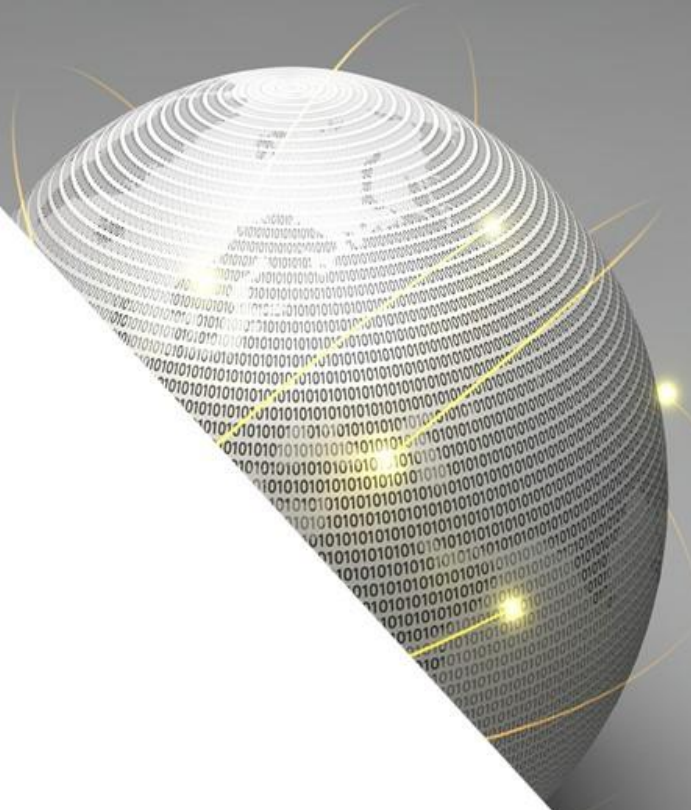
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