

**INVISIO**

Better Solutions,  
Better Business



Inviso is a premier consulting firm that delivers enterprise solutions through **Azure Infrastructure & Data Services, Modern App Dev & Power Platform, and Cloud Cost & License Optimization.**

**Inviso has had a deep, well-established relationship with Microsoft for almost 20 years. We are a top-rated supplier and are proud to be a Gold Partner.**

#### **Deep experience across Azure Infrastructure and Data & Analytics**

- 4x Gold Microsoft Partner
- Azure Virtual Desktop Advanced Specialization
- Members of the WW Intelligent Platform Leadership Roundtable and Enterprise Voice of Partner (EVOP)
- Showcase member of Power BI Red Carpet partner program + DIADs
- BI@Microsoft Preferred Supplier
- Long-standing partnership with Solution Assessment program

#### **Cloud Solution Provider (CSP)**

- Since 2018



Gold Cloud Platform  
Gold Data Platform  
Gold Data Analytics  
Gold Application Development

# INVISO Worldwide

- United States\*
- Canada\*
- United Kingdom
- India
- Japan
- **APAC:**  
Singapore\*, Korea, Malaysia, Philippines, Indonesia, Thailand, Vietnam, Sri Lanka
- **ANZ:**  
Australia \* and New Zealand\*
- **LATAM:**  
Chile, Colombia, Costa Rica, Dominican Republic, Guatemala, Mexico\*, Peru



\*Incorporated Inviso Subsidiary





# Key Differentiators

## **Long-standing Microsoft relationship as both Partner and Vendor**

- Thought leadership via Partner Councils, Roundtables, Early-Adoption Programs
- We maintain expertise in Programs and Funding Mechanisms to maximize resources available

## **100% alignment with Microsoft sales teams**

- Co-sell with Microsoft field sellers in every deal we can
- Pure-play MS cloud partner, no services on compete platforms
- Services Partner, as a prime focus on educating customers
- Dollar-for-Dollar Match – we put the same skin in the game as Microsoft to win customers

## **Gold Partner Competencies and Advanced Specializations**



# Microsoft loves working with INVISO

I can always count on Inviso to keep engagements running smoothly, the team is prompt, efficient and the attention to detail is impeccable. One key differentiator is their deep-rooted knowledge of Microsoft – this provides an advantage in helping customers better understand not only their existing licensing position but also cost optimization in Azure. Always professional, always on point, a true class act.

**– Kristi Verma, Solution Assessment Specialist**

“It has been an absolute joy working with Inviso in growing our business in the regulated industries space. The folks at Inviso spend the time to truly understand customer goals and ask the difficult questions to uncover hidden constraints and challenges. Then, they work diligently with customers and assist them in their cloud journey. I am always amazed at the level of professionalism they bring to the table; whether it is a business consultancy engagement or a project implementation. They are truly a premier consulting firm.”

**– Okan Tanrikulu, Azure SSP**



# Inviso Dollar for Dollar Match



**Increase customer impact with our offerings.**

Simplify the Decision, Accelerate Adoption.

Inviso will match Microsoft's Investment in a customer to support their immediate next steps to adopt and consume Azure.



# Inviso Azure Services address the end-to-end customer journey

No matter where your customers are in their cloud transformation, our team of Microsoft-certified Azure experts will partner with them to accelerate and achieve their business goals across all stages of cloud adoption.

## Azure Customer Journey | Cloud Adoption Framework

### Strategize | Plan | Ready

Assess the current state, lay the foundation for a seamless migration, and build a long-term strategy and roadmap.

- Assessment & Planning
- CAF & Governance
- Architecture Design
- Data Governance
- Power BI Adoption Framework

### Adopt | Migrate | Innovate

Jumpstart the process with established frameworks and accelerate adoption, migration, and innovation.

- Landing Zone Deployment or Review
- Azure Adoption & Migration
  - Data & Analytics
  - Infrastructure
- Azure Modernization
- Power BI Adoption & Migration

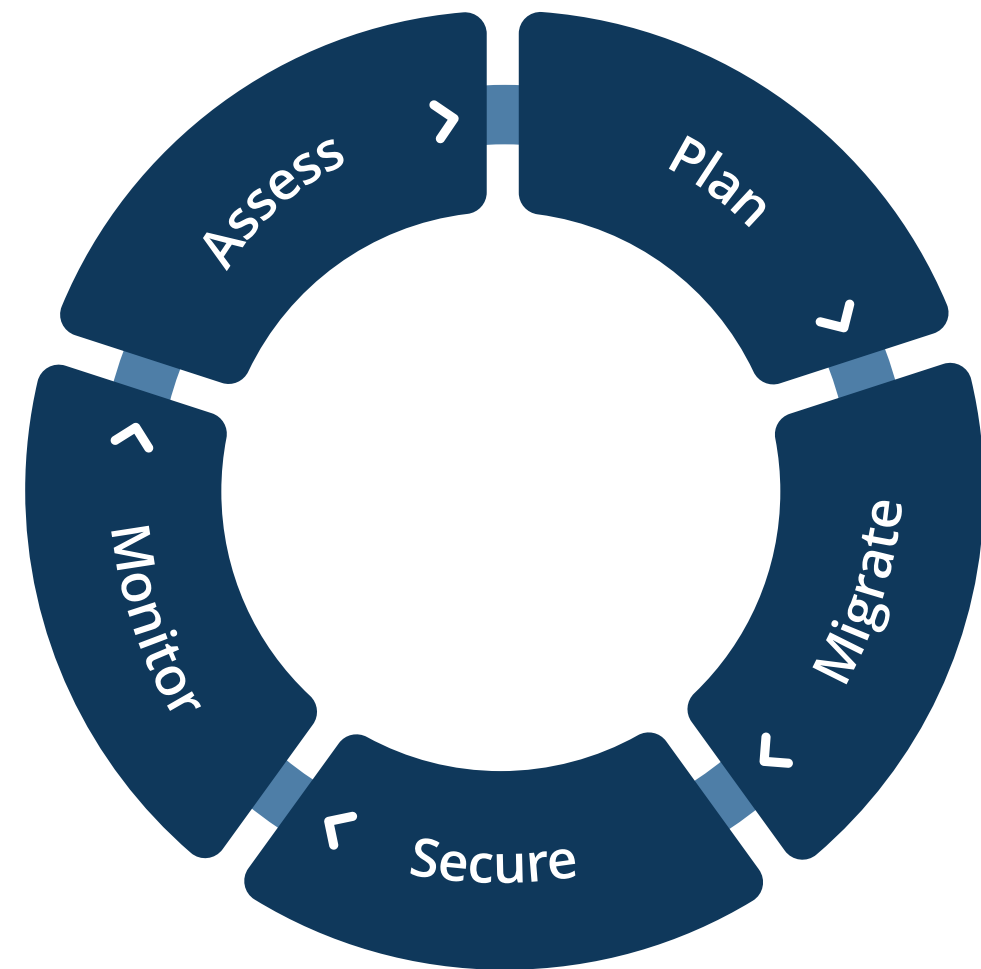
### Govern | Manage | Optimize

Implement a cloud operating model aligned to the five disciplines of cloud governance.

- Azure Governance & Cost Management
- Contract & License Optimization
- Outsourced Monitoring
- Managed Services

# Cloud Delivery Framework

- Strategy & Planning
- Landing Zone
- Pilot Or Proof of Concept
- Ready & Adopt (Migrate)
- Manage & Governance





# Inviso Offerings



Cloud  
Migrations



Data  
Analytics & BI



Security &  
Compliance



Modern  
Workplace



Quarterly  
Assessment



Managed  
Services



Advisory  
Support



# Cloud Migration

- Assess, Plan & Design
- Digital transformation; DC to Azure, AWS to Azure
- Right sizing & Cost optimization
- Forecasting
- Backup & Disaster Recovery
- Performance Analysis
- Application dependency



# Azure Offerings

Cloud Adoption  
Framework

Getting started  
in Azure

Cloud Journey  
Roadmap Planning

How do we  
get started

Azure  
Virtual Desktop

Secure desktops/apps  
for remote working

Azure  
Migrations

Lift & Shift  
Workloads to Azure

Azure  
Sentinel

Getting started  
with Sentinel

ASR / Azure  
Backup

Business Continuity &  
Disaster Recovery

Azure  
Automation

Automate  
Operational Tasks

ADFS to  
Azure AD

Enable Seamless  
Single Sign on

Azure  
Managed Services

Operations and  
Strategic Guidance

# Modern Workplace Offerings



Secure Hybrid Work

Intune / Autopilot



Secure Hybrid Work

Defender for Endpoint



Identity & Access  
Management

Conditional Access / PIM /  
MFA / Hello for Business



# Modern Workplace

- Migrate to M365
- MS VOIP enablement
- SharePoint
- Security & Governance



# Modern Workplace Security

Tasks	Sub-tasks
Microsoft 365 defender	DLP, Endpoint DLP, Security policies like anti-malware, anti-phishing, spam, alerts, device onboarding etc.
Azure Active Directory Identity protection	SSPR, MFA, Admin account control, Risk access policy, auditing, Global admin count etc., conditional access, identity protection etc.
Cloud App Security	Policy creation for suspicious emails, logins, tickets etc., alerts, investigations, secure score etc.
Azure Information Protection / Microsoft Information Protection	AIP/MIP Policy and labels, conditions, actions, sensitive info labels, rétention labels etc.



# Data Analytics & BI

- Data Governance
- Intelligent Dashboards with Power BI
- Data Lake & Data Warehousing
- Data Optimization & Automation
- Application via Power Platform
- Reduced TCO



# Managed Services



Monitoring



Security



Helpdesk



Advisory



Business  
Review





# Quarterly Assessment



## Cost

Cost estimates & Optimization



## Performance

Right sizing, capacity planning,  
infrastructure review



## Security

Threat protection, Security readiness,  
Compliance & Best practices



# Advisory Support



Assessment



Readiness



Costing



Training



**INVISIO**

Customers

# Customers





**Partner**



**Customer Country**

Singapore



**Customer Industry**

Information Technology and Services



**Customer Segment**

SMB



**Project Duration**

## Solution Summary

**Workshops** – we ran Cloud adoption framework and governance workshops to uncover the customers objectives;

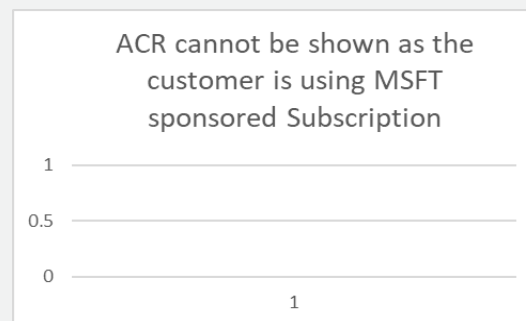
- ✓ Create landing zone catering to the business needs of SHOW (EPMS) POC on Azure
- ✓ Adopt best practices for RBAC, cost, governance & compliance.
- ✓ Adopt best practices of resource tagging, naming and policies.

### Background

- Entomo is currently working in multi-cloud model (AWS, GCP and Alibaba) with the vision of moving everything into the Azure.
- Key drivers of this initiative was to evaluate if the Azure is best fit for their key inhouse product 'Skylark' by executing the POC of the product

Project Size: ~20 VM's on Azure

## Customer Overview & Objectives



### Collaborators

**Customer:** Entomo

**Partner:** none

### Solution Assessment Team:

Snehanshu Bhaisare, Casey Shiels

**MSFT Account Team:** Timothy Beng Guan, Chun Siong Tan

**Fast Track:** None

## What did we do?

### Deliverables

- We have established a Landing Zone to support Proof of concept of SHOW (EPMS) POC on Azure
- We provided a live demo of Azure monitor, Alerting, Policies, tagging, cost analysis, Azure ARC, Security Center and DevOps
- Demo CI/CD pipeline using AzOps which discovers and represents the Azure platform into git repo which can be used for operationalizing Azure
- Created governance spreadsheet, reference architecture and solution insight report which can serve as cloud adoption live documents

## Business Impact & Learnings

### Business Impact

- Client can perform the POC of SHOW (EPMS) POC on Azure Landing zone
- Can operationalize the Azure using CI/CD and AzOps

### Learnings

- This engagement can put an end to client's multiple cloud evaluation journey

### What's Next

- Entomo will continue to migrate all its resources into Azure cloud

### Customer Feedback

#### Overall, how did we do?

**How confident are you and your team with Azure now?**

Feeling Very Confident

**How satisfied are you with the Landing Zone that was implemented?**

Feedback from Customer:

#### General Comments;

"Excellent engagement, Great to have such experience on Azure. This gave us lot of information and insight to the future or the product"

"This will help us in Smooth transition"



**Partner**



**Customer Country**

New Zealand,



**Customer Industry**

Health



**Customer Segment**

ENT Public Sector



**Project Duration**

## Solution Summary

**Workshops** – we ran Cloud adoption framework and governance workshops to uncover the customers objectives;

- ✓ Adopt best practices for RBAC, cost, governance & compliance.
- ✓ Evaluate current Azure environment and receive recommendations on alignment to best practices
- ✓ Migrate their data warehouse solution into Azure
- ✓ Enable HBDHB to successfully use align to resource organization best practices of Azure
- ✓ Adopt best practices of resource tagging, naming and policies.
- ✓ Future goal – HBDHB would also like to leverage Azure as an off-site backup as a replacement for their current tape backup solution

# Hawkes Bay District Health Board

## Background

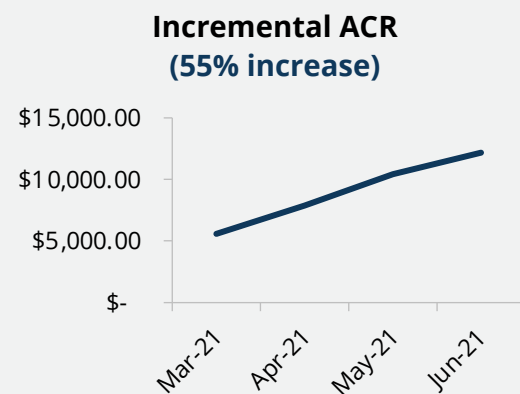
MS field has requested the Solution Assessment Desk to help Hawkes Bay DHB remediate their current landing zone

Key drivers of this initiative were

1. Having their Azure environment aligned more closely to CAF best practices
2. Having LZ ready for piloting WINSCRIBE, DWH migration and future proofing backup solution

Project Size: ~10 VM's on Azure

## Customer Overview & Objectives



### Collaborators

**Customer:** Hawkes Bay District Health Board

**Partner:** none

**Solution Assessment Team:** Casey Shiels, Snehanshu Bhaisare

**MSFT Account Team:** Cliff Bateman, Lynn Stephens

**Fast Track:** Michael Frank

## What did we do?

### Deliverables

- We have conducted a review of the current Azure tenant and made recommendations to assist in achieving a more organized and scalable environment.
- Reviewed the current progress of the DWH migration effort for HBDHB and made recommendations to enhance the landing zone
- We discussed a potential solution including a tiered blob storage account that is connected to their on-premise Commvault solution and where it would be deployed in the landing zone we have created
- Demo and Created a CI/CD pipeline using AzOps which discovers and represents the Azure platform into git repo.

## Business Impact & Learnings

### Business Impact

- Very confident in using Azure platform

### Learnings

- Many companies in New Zealand might be keen on engagement where consultant can review their existing environment and make the recommendations accordingly

### What's Next

- HBDHB IT is migrating DWH into Azure followed by WINSCRIBE migration

### Customer Feedback

#### Overall, how did we do?

**How confident are you and your team with Azure now?**

Feeling Very Confident

**How satisfied are you with the Landing Zone that was implemented?**

Feedback from Customer:

#### General Comments;

“Very useful, long way to go in Azure and we are fully comfortable”



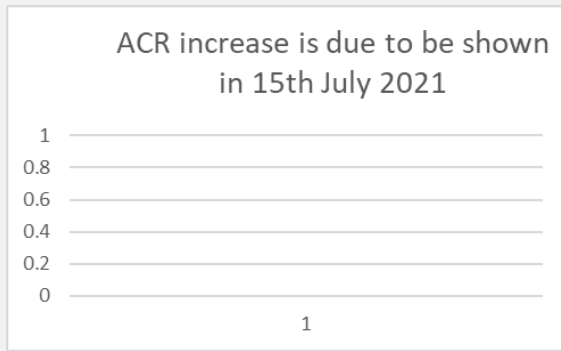
# U Mobile

## Background

- U Mobile were evaluating the different cloud platform's for modernizing their current Data warehouse service.
- MS field has requested the Solution Assessment Desk to help U Mobile build a landing zone in Azure so that Customer can execute a POC centered on modernizing their current Data warehousing service.
- This has allowed the MS Field to prove how Azure is the best fit for U Mobile.

Project Size: ~50 VM's on On-premise

## Customer Overview & Objectives



### Collaborators

**Customer:** U Mobile

**Partner:** none

**Solution Assessment Team:** Snehanshu Bhaisare

**MSFT Account Team:** Rahul S Kariyal, Kathleen Lim

**Fast Track:** None

## What did we do?

### Deliverables

- We have established a Landing Zone to support Proof of concept of modernizing their current data warehousing.
- We provided a live demo of Azure monitor, Alerting, Policies, tagging and cost analysis
- We have co-created required subscriptions from EA portal along with DEV/Test benefits to support POC of DWH
- Created a central logging repository for U mobile which fetches the diagnostic level logs from all subscriptions
- Created governance spreadsheet, reference architecture and solution insight report which can serve as cloud adoption live documents



**Partner**



**Customer Country**

Malaysia, APAC



**Customer Industry**

Telecommunication



**Customer Segment**

ENT Commercial



**Project Duration**

## Solution Summary

### Solution Summary

**Workshops** – we ran Cloud adoption framework and governance workshops to uncover the customers objectives;

- ✓ Create landing zone catering to the business needs of DWH POC on Azure
- ✓ Adopt best practices for RBAC, cost, governance & compliance.
- ✓ Adopt best practices of resource tagging, naming and policies.

## Business Impact & Learnings

### Business Impact

- Completely sold on using Azure platform for the DWH
- Very confident in using Azure platform
- Landing zone in Azure has enabled U Mobile to do POC of DWH

### Learnings

- Good opportunity for MSFT to tap into such companies WW which are in their journey of evaluation of different cloud's.

### What's Next

- U-mobile is working with their partner to do POC of DWH

### Customer Feedback

**Overall, how did we do?** ★★★★★

**How confident are you and your team with Azure now?**  
Feeling Very Confident

**How satisfied are you with the Landing Zone that was implemented?**  
Feedback from Customer:

**General Comments;** ★★★★★

“Sneh did a fabulous job with the overall program. Much appreciated.”

“Good, very plan and explain.”

“This is a fantastic program, please keep this going.”





**Partner**



**Customer Country**

New Zealand, APAC



**Customer Industry**

Local Govt



**Customer Segment**

ENT Public Sector



**Project Duration**

Azure ARC and Sentinel

## Solution Summary

### Solution Summary

**Workshops** – we ran Cloud adoption framework and governance workshops to uncover the customers objectives;

- ✓ Adopt best practices for RBAC, cost, governance & compliance.
- ✓ Extend working capabilities in multi-cloud by leveraging Azure ARC.
- ✓ Have centralized logging repository which can be used for Azure Sentinel.
- ✓ Adopt best practices of resource tagging, naming and policies.
- ✓ Future goal – operationalize the Azure platform using CI/CD pipeline



# Wellington City Council

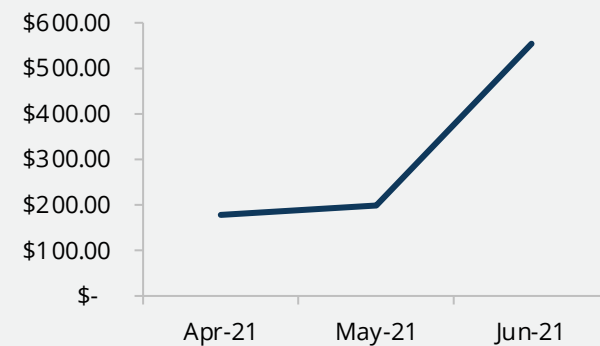
## Background

- MS field has requested the Solution Assessment Desk to help WCC build a landing zone in Azure so that they can on-board Azure ARC and Azure Sentinel.
- Key drivers of this initiative are on-boarding Azure ARC and Azure Sentinel, so that WCC can manage and implement best security practices across their multi-cloud environment

Project Size: ~160 VM's on AWS and 5 VM's On-premise

## Customer Overview & Objectives

**Incremental ACR (211% increase)**



### Collaborators

**Customer:** Wellington City Council

**Partner:** none

**Solution Assessment Team:** Snehanshu Bhisare, Casey Shiels

**MSFT Account Team:** Will Jury, Dan Walker

**Fast Track:** Michael Frank

## What did we do?

### Deliverables

- We have established a Landing Zone to support Azure ARC.
- We provided a live demo of Azure Sentinel and created a central logging repository for WCC to tune it further.
- Demo and Created a CI/CD pipeline using AzOps which discovers and represents the Azure platform into git repo.
- Governance spreadsheet, reference architecture and solution insight report

## Business Impact & Learnings

### Business Impact

- Very confident in using Azure platform
- Landing zone in Azure has enabled WCC to on-board Azure ARC and Azure sentinel to manage their AWS environment

### Learnings

- Many companies in New Zealand are running multi-cloud and keen on centralizing and managing their infrastructure using Azure ARC

### What's Next

- Onboard Azure ARC and Sentinel along with partners/MS/inhouse

### Customer Feedback

**Overall, how did we do?** ★★★★★

**How confident are you and your team with Azure now?**

Feeling Very Confident

**How satisfied are you with the Landing Zone that was implemented?**

Feedback from Customer: ★★★★★

### General Comments;

“Coming from AWS background I can certainly say security, auditing, logging is way easier to use.”

“I was more focused on AWS until this engagement, Azure is way more comfortable with everything with what we have done.”





# Wellington City Council

MS field has requested the Solution Assessment Desk to help WCC build a landing zone in Azure so that they can on-board Azure ARC and Azure Sentinel.

## Highlights

Workshops – we ran Cloud adoption framework and governance workshops to uncover the customers objectives:



Adopt best practices for RBAC, cost, governance & compliance.



Extend working capabilities in multi-cloud by leveraging Azure ARC.



Have centralized logging repository which can be used for Azure Sentinel.



Adopt best practices of resource tagging, naming and policies.



Future goal – operationalize the Azure platform using CI/CD pipeline

## The challenge

Key drivers of this initiative are on-boarding Azure ARC and Azure Sentinel, so that WCC can manage and implement best security practices across their multi-cloud environment

Project Size: ~160 VM's on AWS and 5 VM's On-premise

## The solution

Established a Landing Zone to support Azure ARC.

Provided a live demo of Azure Sentinel and created a central logging repository for WCC to tune it further.

Demo and Created a CI/CD pipeline using AzOps which discovers and represents the Azure platform into git repo.

Governance spreadsheet, reference architecture and solution insight report

## The results

### Business Impact

- Very confident in using Azure platform
- Landing zone in Azure has enabled WCC to on-board Azure ARC and Azure sentinel to manage their AWS environment

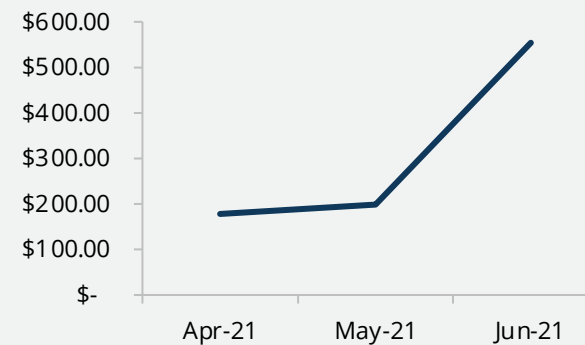
### Learnings

- Many companies in New Zealand are running multi-cloud and keen on centralizing and managing their infrastructure using Azure ARC

### What's Next

- Onboard Azure ARC and Sentinel along with partners/MS/inhouse

Incremental ACR (211% increase)



“ Coming from AWS background I can certainly say security, auditing, logging is way easier to use. ”

— Customer Quote

Customer Country: New Zealand, APAC

Customer Industry: Local Govt

Customer Segment: ENT Public Sector

Solution Assessment Team: Snehanstu Bhaishare, Casey Shiels

MSFT Account Team: Will Jury, Dan Walker

Fast Track: Michael Frank





# Mezzetta leverages Azure to run critical production workloads, provide disaster recovery & business continuity, and access advanced analytics

Mezzetta is an iconic specialty foods company who, for over seventy years, has brought delicious and healthful foods from the Mediterranean to the American table. To address the challenge of increasingly-frequent power outages in Northern California, they looked to Inviso to help them with a quick-turn Azure migration to maintain business continuity across natural disasters.

## Highlights



Inviso helped Mezzetta complete migration of critical workloads ahead of devastating fires



Increased resiliency by moving Mezzetta to Azure as primary data center



Provided hands-on deployment to accelerate and manage the process



Reduced capital expenses and faster time to value

### The challenge

Mother Nature gives...and takes. **Mezzetta had 12 days to migrate critical workloads** to Azure to avoid downtime due to mandated power outages during the California wildfire season. Complicating this effort was a host of competing demands and limited Azure experience internally.

### The solution

Inviso took a hands-on approach to help Mezzetta expedite the migration process and implement tools provided by Microsoft:

- **CAF and Governance workshops** to produce a production-ready, customized Landing Zone
- **Azure Migrate** to assess, plan and migrate workloads
- **WVD** to access and test in an isolated environment
- **Zero-downtime migration** of production workloads to Azure
- **Primary data center in Azure** – Azure VMs, Storage, VPN, Azure Backup, Azure AD, App Service, Automation, Azure Monitor, Azure Analysis Services

### The results

With Inviso's help, Mezzetta **successfully migrated to Azure** just ahead of the first wildfires and outages of the season and **was able to keep critical systems operational and the business running uninterrupted.**

Following the critical migration, a migration backlog was defined for Mezzetta's cloud-first strategy with further **Azure migration, WVD expansion, data re-platforming & app innovation, M365 consolidation, Skype to Teams migration, and Intune deployment.**

### Industry: Solution type:

Manufacturing, Food Processing      Azure Migration

### Top integrations leveraged:

Azure VMs, Storage, VPN, Azure Backup, Azure AD, App Service, Automation, Azure Monitor, Azure Analysis Services.



This document is for informational purposes only. Inviso makes no warranties, express or implied, in this summary.





# Leveraging Microsoft Technology: A case study Microsoft Solution Assessment Sidekick leverages Power Platform to streamline business processes and automate workflows

Sidekick is an application architected to be a supplementary tool enhancing productivity of 40+ US Solution Assessment team members by unifying critical operations processes to meet the selling priorities set by both US & WW Leadership. Sidekick enables SASs, SMs, Operations, and the Technology & Services Center (TaSC) team to work together, enforcing proper behaviors and compliant deal progression.

## Highlights



This was a great example of cross-BU collaboration at Inviso. We leveraged a hybrid team from both MSG Tech Services and our SA Operations Team.



2X operational efficiency gains.  
30% increase in average deal velocity.  
91% SAS satisfaction rating.



Sidekick explores the limits of what is possible with Power Platform technology. In addition to achieving our tactical goals, Sidekick is a showcase product that we hope will generate additional interest in similar solutions at Microsoft and beyond.

### The challenge

Historically, critical business processes have been executed in silos, making it very difficult for SASs to manage each process & increase their focus on selling.

For leadership, historically difficult to track & enforce a single standard for accountability & compliance.

### The solution

Inviso designed and developed a Microsoft Power Platform business process automation app to streamline business critical operations thru logical consolidation of disparate & disconnected business process flows. The solution includes:

- Deep CRUD integrations with MSX
- Event-triggered, dynamic email generation
- Automated workflow approval management
- Document management
- Detailed audit-trail of all events

### The results

Sidekick provides a central source US Leadership can count on to ensure accountability, compliance, empowerment, & cross team collaboration to meet both US & WW objectives and priorities.

Sidekick provides a single pane of glass for end-to-end management of Solution Assessments, enforces consistency across the SAS community, and delivers significant efficiency gains to the US Solution Assessment Operations team (Kelly Day's team).

**Industry:**      **Solution type:**

Technology      Power Platform

### Top integrations leveraged:

Power Apps, Power BI, Power Automate, Azure SQL, Azure Blob Storage





# Microsoft Global Demand Center leverages advanced Azure Data Services and machine learning to improve lead generation & conversion

Improvements in technology are revolutionizing the lead generation process, which is a key part of effective selling. The Microsoft GDC wanted a modern and elastic marketing analytics platform that supported ad-hoc analysis and advanced statistics, without rebuilding their existing solution from scratch. With the help of Inviso, they can now take advantage of a solution that intelligently routes marketing leads and improves sales conversions, all driving increased revenue.

## Highlights



Inviso designed and implemented a phased hybrid to pure PaaS Azure Data Services solution



GDC now has higher quality leads, improved conversion rates, increased revenue



Easy to use, scalable platform provides a solid foundation for next generation analytics

### The challenge

Microsoft's Global Demand Center had a vision of a collaborative, agile analytics platform enabling their Analyst Led Incubation process **to take millions of leads from a wide variety of sources and use marketing expertise and data science algorithms to route them to the channel with the highest likelihood to close.**

### The solution

Microsoft brought in Inviso to provide expertise in Azure Data Services. Combined with Inviso's deep knowledge of the Microsoft BI product stack, the GDC was able to take advantage of:

- **Hybrid platform** of Azure data services built around some existing privately-hosted Microsoft analytics infrastructure
- Modern data services like **Azure Data Lake, Azure Databricks, Azure Data Factory, and Azure Machine Learning** to add scalability
- Traditional data platform components like SQL Server, Azure SQL, SSIS, Analysis Services, and Power BI to retain existing processes

### The results

**The result has been a more effective lead generation process and much higher conversion rates**, with marketing analysts and data scientists collaborating in a powerful and easy-to-use platform.

**Inviso is now developing the next-generation platform, exclusively using Azure PaaS services built on a combination of Azure Synapse and Azure Databricks.** The solution provides a versatile and user-friendly environment for analysts and the complete scalability and breadth of advanced analytic capabilities required by data scientists.

**Industry:**      **Solution type:**

Technology      Azure Data Services

### Top integrations leveraged:

Azure Data Lake, Azure SQL, SQL Server, Azure Databricks, SSIS, Azure Data Factory, Azure Machine Learning, Azure Analysis Services, and Power BI



This document is for informational purposes only. Inviso makes no warranties, express or implied, in this summary.



**INVISIO**

Thank You