



# Microsoft & Azure

Centre of Excellence



# Agenda



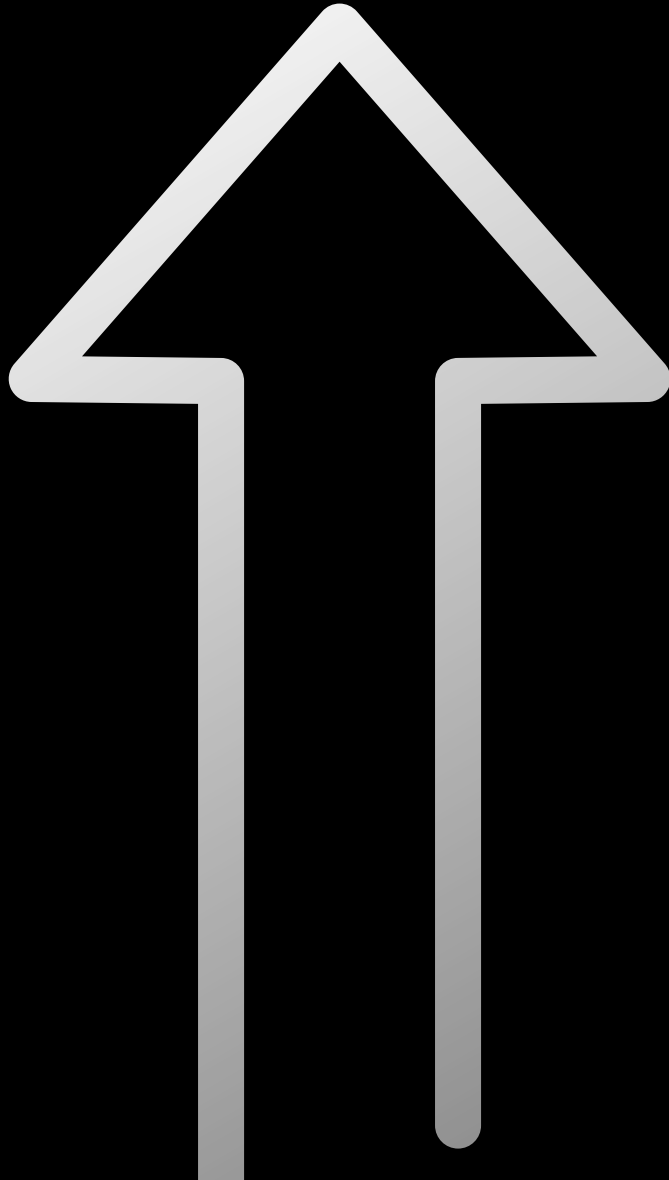
- SORINT.lab @ a Glance
- Overview
  - Sorint's Microsoft activities
- Sorint's Tailored Journey
  - The make it model
  - Instantiated from
  - Experts Involved
- Success Stories
- Bonus slide - Related by Sorintains
- Going Forward



Is behind many prominent entities  
leading their industry. Assured!

**98%**

customer retention rate



# Customers

By industry



## Banking & Finance



## Energy & Utilities



## Telecommunication



## Government & Public Services



## Transportation & Automotive



## Healthcare



## Technology & Services



## Industrial & Manufacturing



## Entertainment

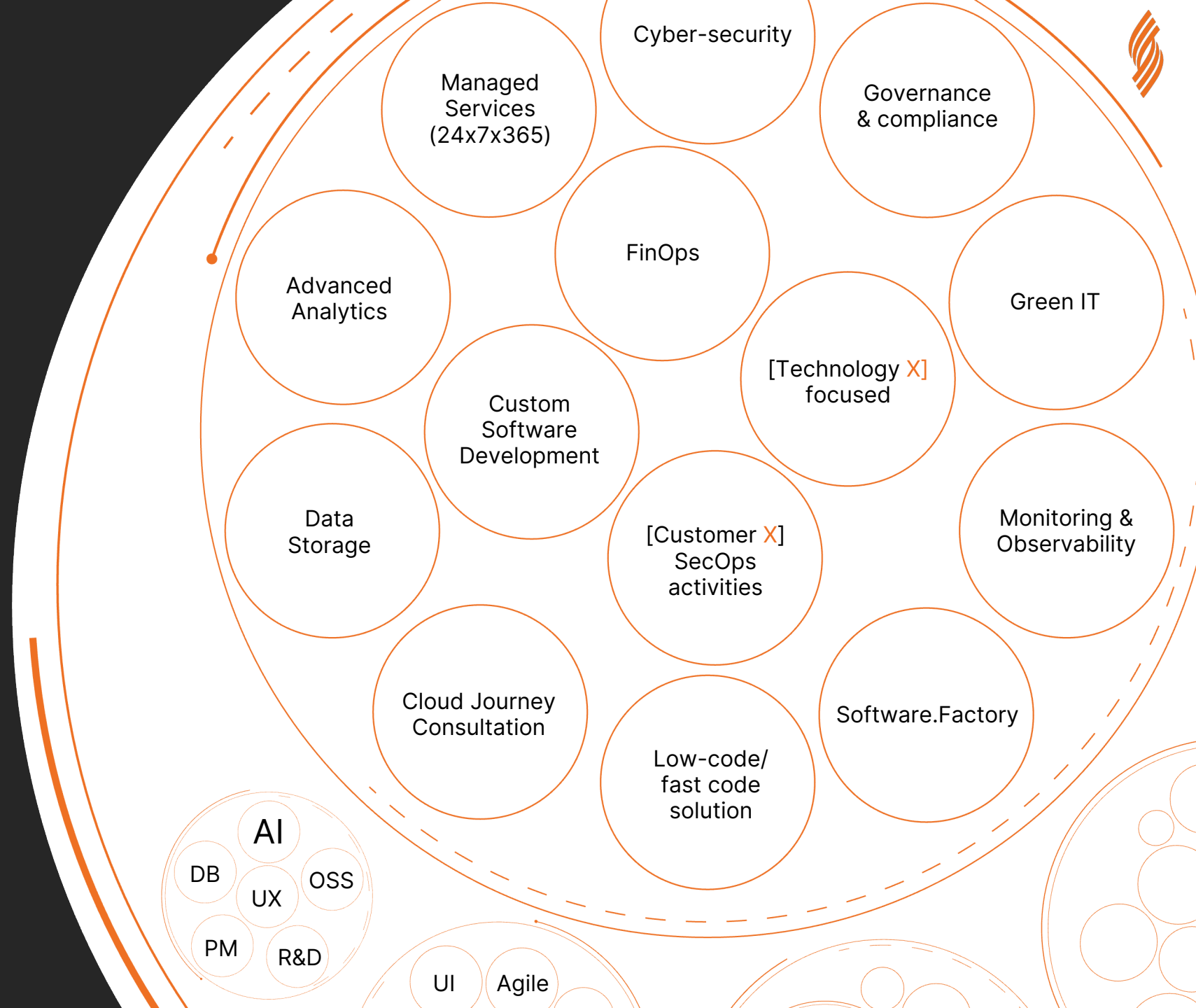


# Tackling Challenges Together

## A journey characterized by:

- Enabling customers to focus on core business.
- Secured solutions built upon best fitting technologies, practices, & latest findings.
- Quality, & cost optimization.

We harmonize passions!



# SORINT.lab – IT Consultancy

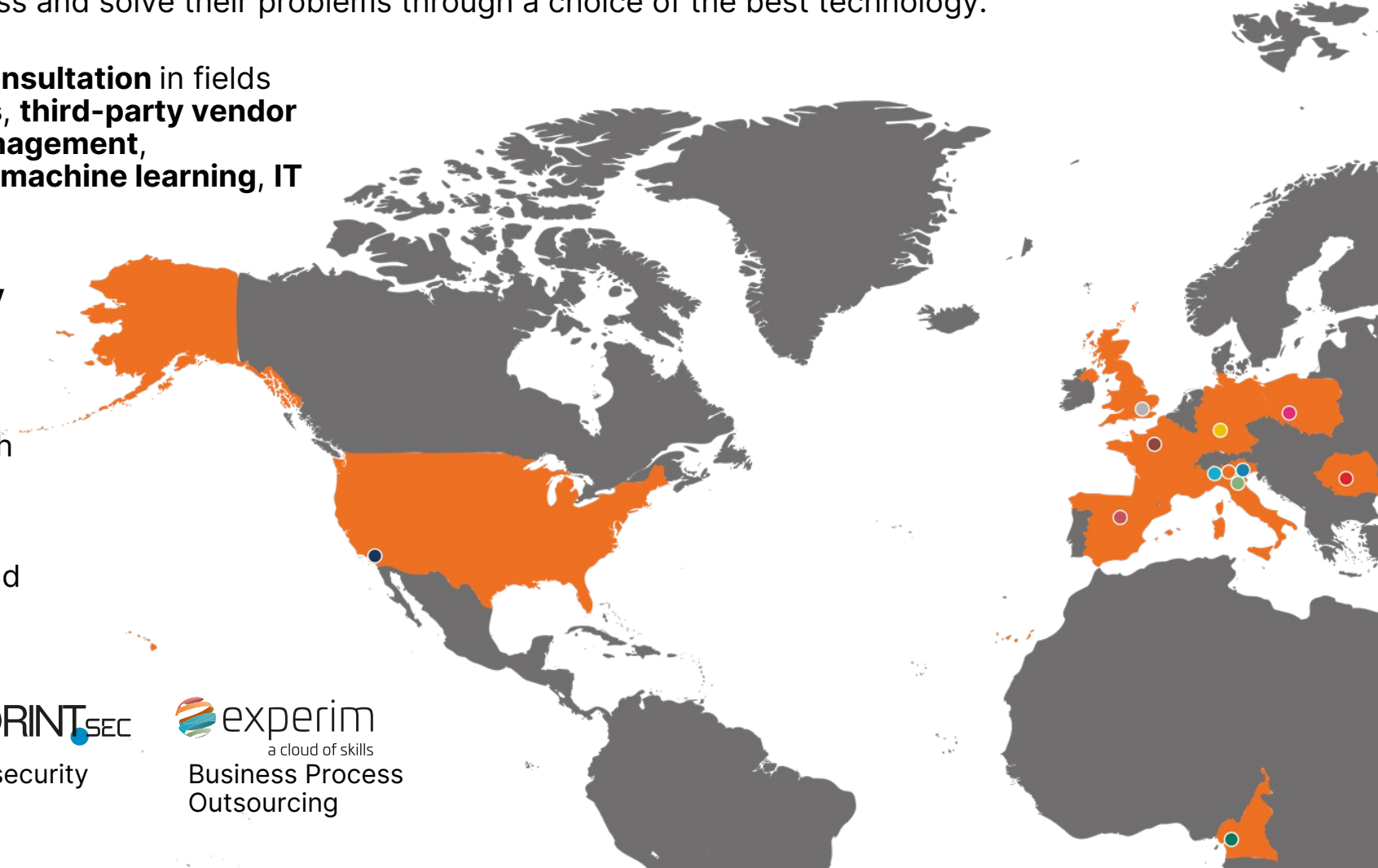


We believe in technology that fosters **innovation and human wellness**. Our commitment towards every company, institution or community is to help them run their business and solve their problems through a choice of the best technology.

Providing **digital technology services & consultation** in fields of **software development, cloud solutions, third-party vendor solutions, cybersecurity, data centre management, management of daily IT operations, data, machine learning, IT recruitment** and **professional education**.

Delivering services ranging from **discovery and implementation** to **full support**.

SORINT provides IT services to prominent entities in Europe, USA, and Africa. Through a workforce of **1.5K professionals** and a presence spanning **17 offices** located in Italy, Spain, United Kingdom, Germany, France, Romania, Poland, United States, and Cameroon.



  
IT Consultancy

  
Advanced Analytics  
Solutions

  
Cybersecurity

  
a cloud of skills  
Business Process  
Outsourcing

# Let's Tackle Your Next Challenge Together

“SORINT.lab is a company that's easy to do business with....”

A well-known testimonial from a customer



## Education

**>40K**

Training hours per year

**130+ entities**

Certification. Foundation to trainer level

## Methodology

**Vendor independent**

Unbiased transparent consultancy

**Project management**

Prince2, PMI, Agile, SCRUM/UX

**ISO compliance**

27001, 20000, 9001, 14001

## Experience

**250+ large enterprises**

Prominent entities in Europe, US, and Africa

**>1K case studies**

Tailored journeys documented

 **ELITE**  
A EURONEXT COMPANY

Euronext Group's ELITE SME network

**The Make IT Model**

Our philosophy towards journeys

# 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.lab'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  
Microsoft SharePoint  
Microsoft Copilot

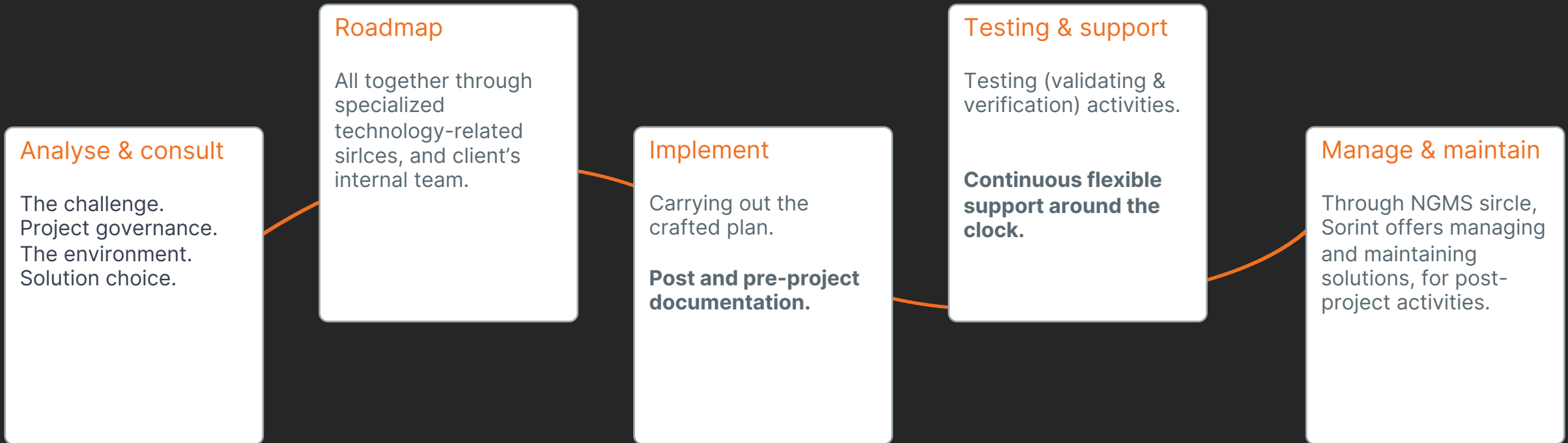
### Infrastructure as Code (IaC)

Azure DevOps Suite  
Pipeline building  
Gitlab related-service  
HashiCorp Terraform

Docker – Aks Cluster  
Configuration

# SORINT.lab's Tailored Journey

The make it model



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

# SORINT.lab's Tailored Journey



Instantiated from

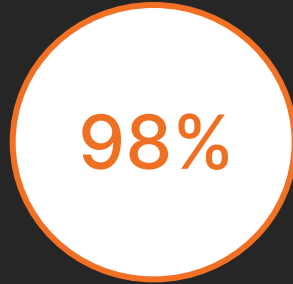
Every journey is a unique challenge, but our know-how:



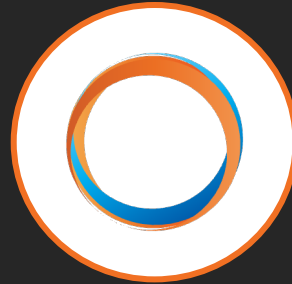
Executed countless projects in the field to prominent entities in Europe, US, and Africa.



For various industries



Customer retention rate



Dedicated circles specialized in given fields and technologies



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



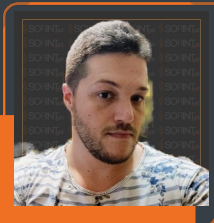
Expert PM with technical background ensuring project's objectives are met

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

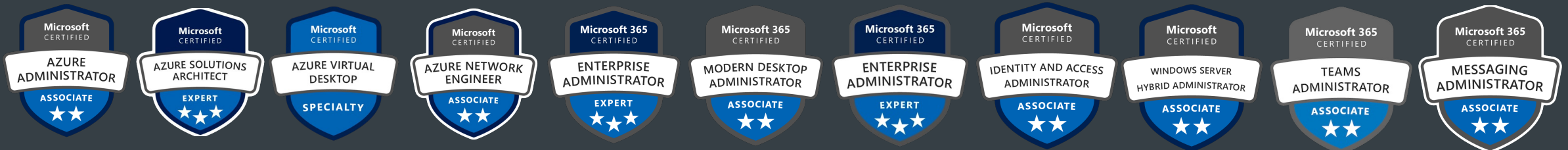


Matteo Verza

Microsoft 365 Expert

+10 years of experience in Microsoft Solution

## Some prestigious certifications



# Closer Look

Areas and field of focus



Project-based	Consultancy	Staff Augmentation
<p>Analysis, architect, consultant, and implement.</p> <p>Tailored proposals. Based on project and client's needs.</p>	<p>On current architectural solution, tools selections, utilization of current solutions, posture/status reports, and much more.</p>	<p>Experts in a given field, tool, technology.</p>

# Success stories



Delivered by: SORINTians



Confidential

## A Prominent Italian Development Bank 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.

# Success stories



Delivered by: SORINTians



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## Metal Manufacturing Industry 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.lab 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.
- 25% 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.

# Success stories



Delivered by: SORINTians



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## Healthcare Industry Design & Implement a Hybrid Infrastructure

### Challenge

Introduce cloud native technologies:

- Well-structured and effective strategy for migrating to the cloud.
- Scalable architecture. Could support new needs. In relation to CRM/ERP applications that integrates services such as Azure Data Factory, Data Bricks, and Dynamics.
- Improve operational efficiency, increase flexibility, and enhance security.
- Best practice and detailed documentation of all activities.

### Going forward

In-depth assessment to identify priorities, constraints, needs, and opportunities.

### Accepting the challenge - Solution and Implementation

- An architecture that outlines the best practices and guidelines for implementing and managing the cloud resources.
- Designed a network topology in compliance with Cloud Adoption Framework.
- Hub and Spoke network architecture approach to act as an aggregation point for all resources.
- A well-defined naming convention for all resources.
- Multi-subscription approach with landing zone and management group for cost optimization and better separation of environments, identity management, network and other resources

### Result & delivery

- A clear hierarchical organizational structure which improves governance and simplifies managing the operations.
- Complied with best practices. Following CAF.
- Customization to meet security and customer's internal regulation requirements.
- IP addressing planning to manage and scale the network.
- Domain controllers implemented as windows server core.
- VPN gateway in the Hub to connect on-prem location.
- Privileged Identity Management. e.g. of the security measures.
- A reference architecture. Submitted a post activity report & documentation.





# 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](#)



### **Cloud Native Security** Cloud Journey

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

[Inquire](#)



### **Project Management** PMOs

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

[inquire](#)



### **DevOps Engineering** Digital Technology Services

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

[inquire](#)

# Going Forward

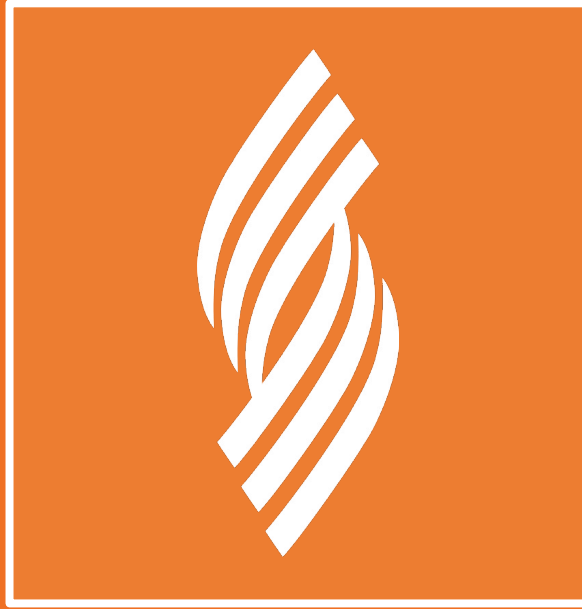
How we can move forward from here

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