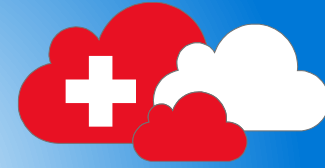


We will start very soon – stay tuned 😊

Partner Q&A Call – Dec 16
Primo Amrein – Cloud Lead



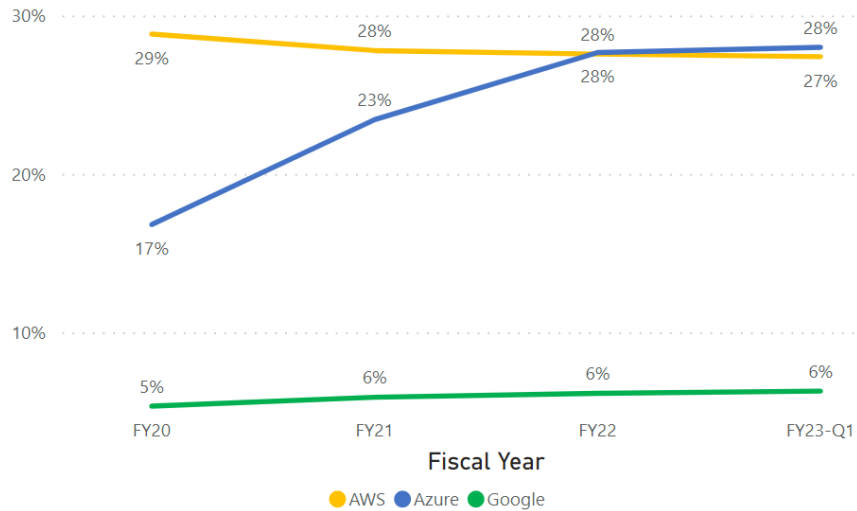
CH DC Updates under NDA

Call is recorded and shared on Partner Community

Partner Q&A Call – Dec 16
Primo Amrein – Cloud Lead

Market Development: Market Share and Market Growth

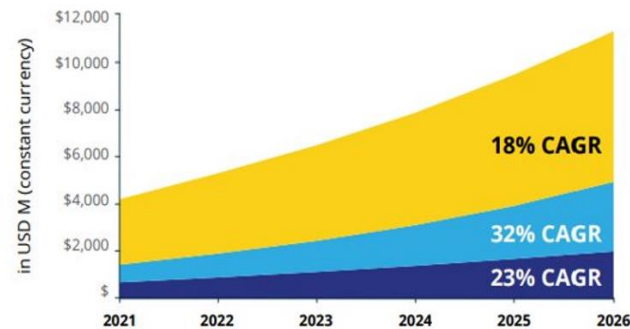
PaaS/IaaS Market Share Switzerland



SaaS/PaaS/IaaS Market Development Switzerland

Public Cloud Services Market in Switzerland, 2021-2026

- SaaS
- PaaS
- IaaS



- The cloud market in Switzerland will more than double in size between 2022 and 2026, growing at a 5-year CAGR of 22%.
- SaaS remains the largest cloud services category (accounting for 56% of the cloud market by 2026) while PaaS is seeing the fastest growth at a 32% CAGR.
- Partners in Switzerland stand to benefit from this growth if they align their portfolio to the evolving cloud services market and help customers derive business value from their cloud investments.

Total Public Cloud Services Growth in Switzerland:

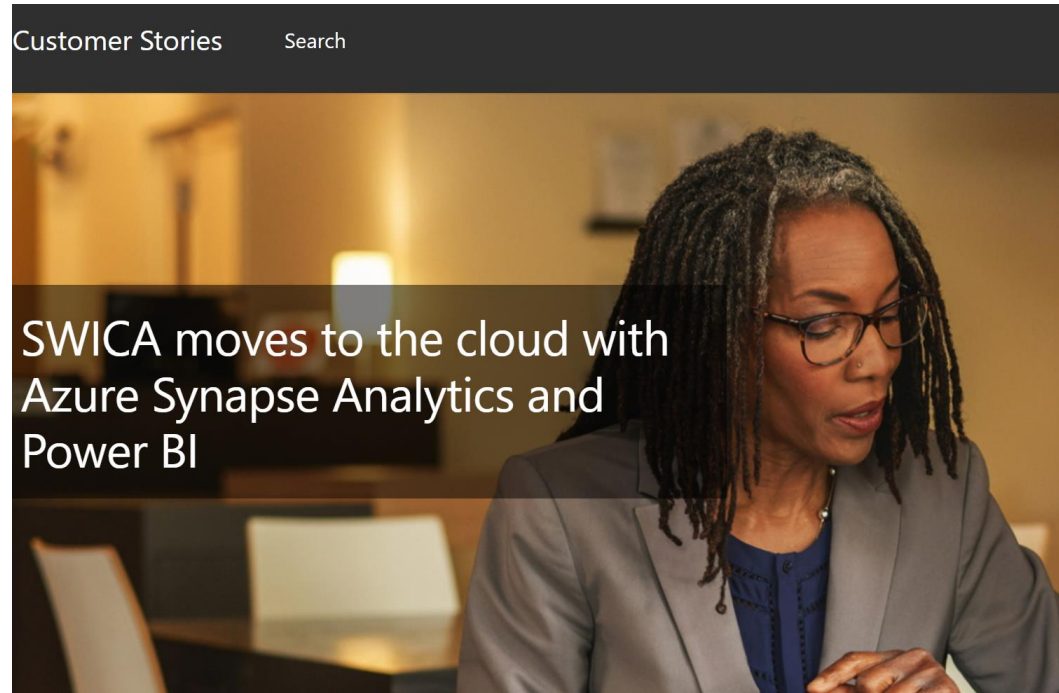
22%


Cloud growth across key industries in Switzerland (%CAGR 2021-2026)





New Customer Stories



- [English](#)
- [German](#) 
- [LinkedIn](#)

Alpian, Switzerland's First Digital Private Bank, Goes Live on Temenos Banking Cloud

December 8, 2022 | Microsoft Switzerland



Temenos today announced that [Alpian SA](#), Switzerland's first digital private bank, has gone live with core banking and payments services on [Temenos Banking Cloud](#).

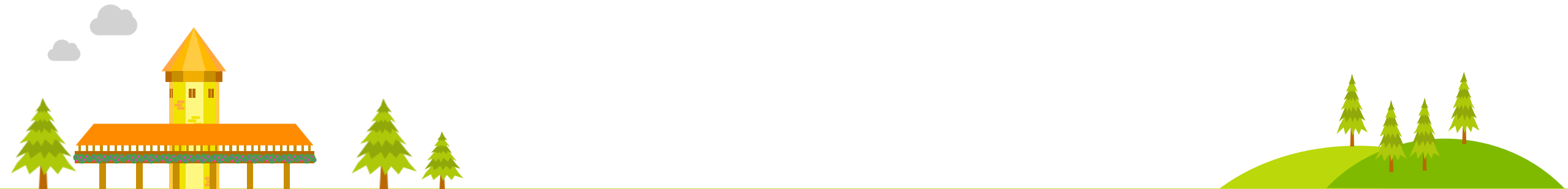
- [English](#)
- [LinkedIn](#)



Azure Workloads Launched in Recent Weeks



- Ultra Disks in Switzerland North
- New AMD-based series in Switzerland North
 - Dasv5 and Dadsv5-series
 - Easv5 and Eadsv5-series
- NDA updates on AVS, Container Apps and IoT Hub



Take Action Now for Last Free M365 Move Opt-in

- From Nov 2022 – April 30, 2023, there is a [new and the final opt-in window](#) to have specific M365 data moved to Swiss DCs within 24 months starting May 2023 (ExO / SPO / ODfB / Teams – see [here](#)).
- **If a customer misses this last free opt-in window and wants to get specific M365 data moved to Swiss DCs later, there will be NO further move exceptions and a fee applies** (see next slide).
- Education Tenants do not receive another free move opt-in.
- Eligible tenants will see the move opt-in (again) in the M365 Admin Center: in the navigation pane on the left, expand Settings, and then click Org Settings. Select the tab Organization profile, then select the option Data residency, mark the checkbox and click "Save".



Advanced Data Residency Add-on

- See the [information on the add-on here](#)
- The add-on has a list price of 2 USD per user per month as an ongoing license (not only a one-time move fee). Reduced pricing for Education Tenants.
- In the future, local data residency for certain M365 workloads (e.g. some Defender solutions) may only be guaranteed if customers purchase the add-on: see [here](#)

Service Name	Product Terms	Multi-Geo	ADR
Exchange Online	X ¹	X ²	X ³
SharePoint Online / OneDrive for Business	X ¹	X ²	X ²
Microsoft Teams	X ¹	X ²	X ²
Microsoft Defender for Office P1	-	-	X ²
Office for the Web	-	-	X ²
Viva Connections	-	-	X ²
Viva Topics	-	-	X ²
Microsoft Purview	-	-	X ²

A19: The Advanced Data Residency add-on will be available for purchase upon GA (scheduled for November 2022) through these licensing programs and channels:

- Enterprise Agreement (EA) / Enterprise Subscription (EAS)
- Buy Online (NCE/Modern: Customer-led)

Microsoft 365 ADR add-on purchase via the CSP program (Partner led) is currently unavailable. Availability through CSP is on the roadmap with a target GA in CY2023.

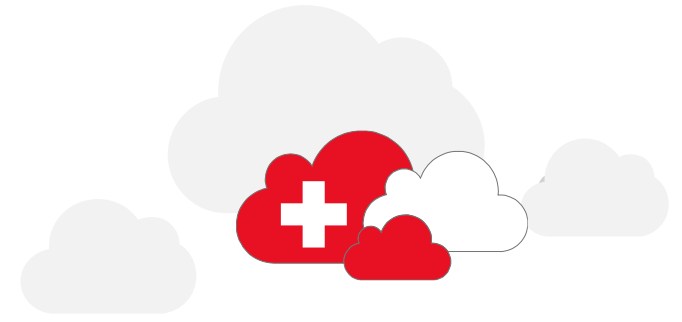


Call to Action

- Prevent a potentially negative experience: have the move conversation with your customers as soon as possible (except Education tenants)
- Take an active and informed decision on opting in (the opt-in cannot be reversed)
- Opt-in BEFORE April 30st 2023 (either customers themselves in M365 Admin Center or eligible partners in Partner Center)



Dynamics 365 Update



- Real-Time Marketing / Customer Journey Onboarding now available with local data residency in Switzerland
- Project Operations also available in Swiss DCs
- Locally deployed F&SCM microservices: **Planning Optimization**, Export to Data Lake, Tax Calculation, Electronic Invoicing and Dual Write

