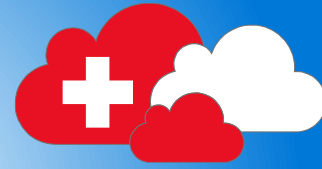


We will start very soon – stay tuned 😊

Partner Q&A Call – Sept 24
Primo Amrein – Cloud Lead



CH DC Updates under NDA

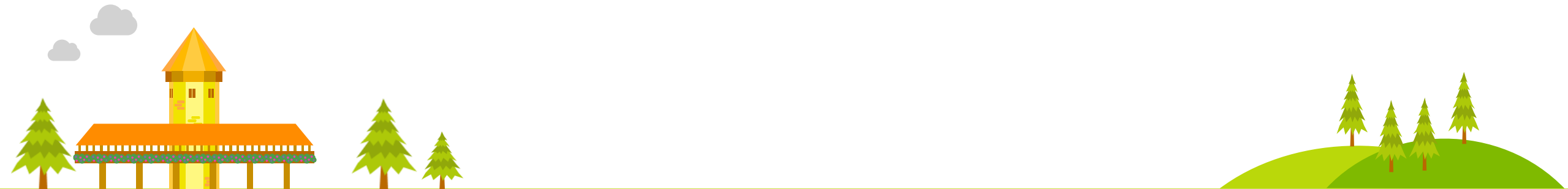
Call is recorded and shared on Partner Community

Partner Q&A Call – Sept 24
Primo Amrein – Cloud Lead

Additional Azure Workloads Launched in CH



- **Azure Stream Analytics launched in Switzerland North**
- PostgreSQL Flexible Server launched in Switzerland North (as public preview like everywhere globally)
- Sentinel full data residency, despite being marked “non-regional” in availability page, see also updated Sentinel [documentation](#)
- App Service Premium v3 now available in Switzerland North (enables Web App for Windows Containers)
- Azure Key Vault Managed HSM now GA in Switzerland North (was available as preview before)
- Azure API for FHIR now GA in Switzerland North (was available as private preview before)



Azure Services Roadmap



The official Azure Roadmap

is published under [this link](#)



→ Heads-up under NDA: Azure NetApp Files and Mv2 VMs (up to 11.4 TB memory) planned to launch in next 1-2 months
Azure Archive planned in winter

TABLE KEY: Generally Available In Preview In Preview (hover to view expected timeframe) Future availability (hover to view expected timeframe)

SWITZERLAND			
Products	Non-regional	Switzerland North	Switzerland West

(mouse-over "Future availability" icons for target GA date; subject to change)



Build Further Azure Services Roadmap



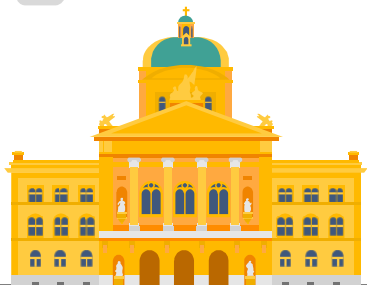
Please approach me if you have any Swiss DCs leads for:

- Industry clouds
- Purview
- Azure Confidential Computing
- Azure Arc (enabled services)
- Machine Learning
- Spring Cloud
- IoT Hub



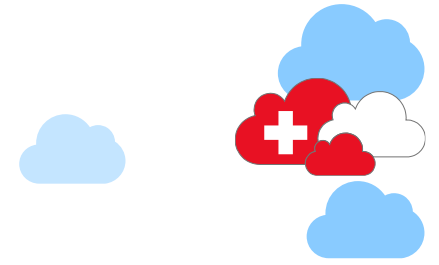
NDA Heads-up: Azure Price Drop for Swiss DCs

- Average Switzerland North premium vs EU West now at 19% - adjustment to align with other regions premium / not related to M365 price increase, only Swiss drop
- In the future, the average premium will be 8.5% with biggest price drops for backup, premium files and SAP-on-Azure / M-series (depending on exact VM type)
- Not all prices lower: higher premiums are reduced but also average VMs / storage
- Switzerland West will keep the same premium over Switzerland North
- Updates will be rolled out in the beginning of October



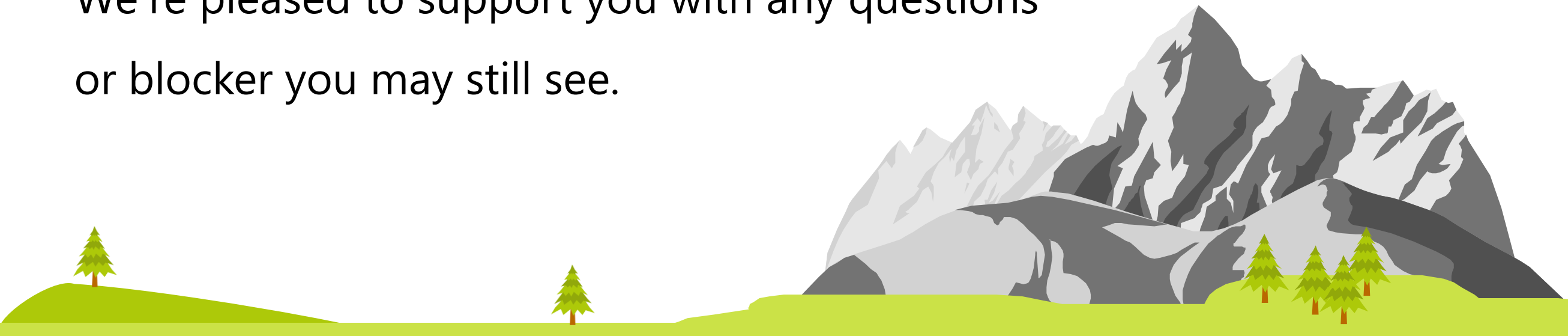
Do not share with clients until the price change is posted on the [Partner Zone](#) beginning of October

„Swiss DCs Main Message to the Market“



Swiss DCs have tremendously progressed over two years, now with a broad range of locally available services and even local Azure price reduction. Use Swiss DCs as your default deployment region.

We're pleased to support you with any questions or blocker you may still see.



„Swiss DCs as Default“ Positioning



- Use the price drop as a compelling event: please have a discussion with your clients to (re-) position Swiss DCs capabilities, remove potential myths & better understand Swiss regions blockers
 - Land main message per previous slide
 - What else needs to be done to enable Swiss DCs as default region? Report blockers back to Msft
- Use this conversation to inform about recent additions (such as GPUs, Sentinel, DB Migration Service) and upcoming workloads (such as ANF & Mv2)
- Include main message in upcoming Azure workshops, events and further channels



