

Microsoft Commercial Marketplace for Utilities

Peter Dedrij

Partner Development Manager ISV

@pdedrij

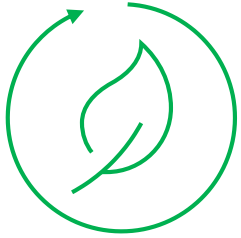
Peter.Dedrij@Microsoft.com



[linkedin.com/in/pdedrij](https://www.linkedin.com/in/pdedrij)



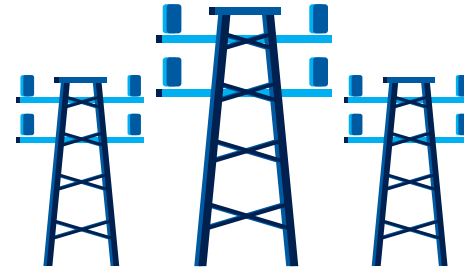
Energy Transition



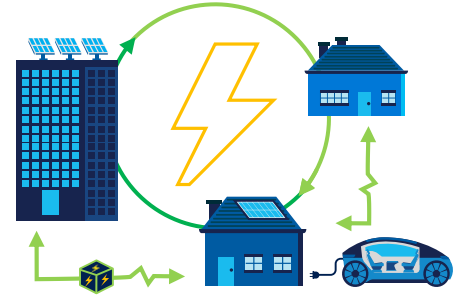
Minimize
Emissions



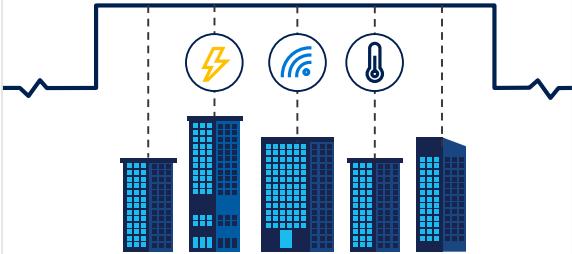
Increase Renewable
Generation



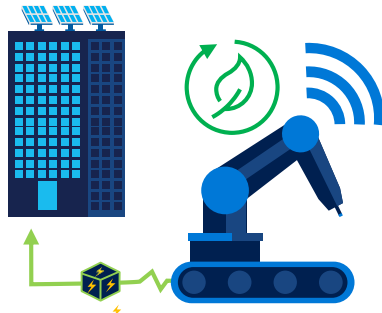
Enable Smart
Grid



Connect
Prosumers



Smart
Cities



Smart Buildings and
Factories



Consumers & Smart
Homes



E-Mobility

Microsoft for Energy: *Powering a sustainable future*

Operate for the future



Transform your workforce



Transition to clean



Reimagine energy



Azure • Microsoft 365 • Microsoft Dynamics 365 • Microsoft Power Platform • LinkedIn • Partners

Capabilities: AI • IoT • Cyber Security • Cognitive services • Digital Twin • Edge • HPC • Hybrid cloud • Blockchain • Mixed reality • Devices



Trust



Scale



Security

Microsoft for Energy: *Powering a sustainable future*

Operate for the future	Transform your workforce	Transition to clean	Reimagine energy
<ul style="list-style-type: none">• Health & safety• Intelligent supply chain• Connected operations• Physics-based models• Adaptive control center	<ul style="list-style-type: none">• Digital field worker• Skills enhancement• Knowledge management & collaboration• Productivity & process improvement	<ul style="list-style-type: none">• Minimize emissions• Increase renewables generation• Enable smart grid• Connect prosumers	<ul style="list-style-type: none">• Smart cities• Smart buildings & factories• Consumers & smart homes• E-mobility

Azure • Microsoft 365 • Microsoft Dynamics 365 • Microsoft Power Platform • LinkedIn • Partners

Capabilities: AI • IoT • Cyber Security • Cognitive services • Digital Twin • Edge • HPC • Hybrid cloud • Blockchain • Mixed reality • Devices



Trust



Scale



Security

Smart Cities

Scenario Technologies



Devices



IoT / ML



Digital Twin



AI/Cognitive Services



Satellites & Maps

Capabilities

Devices

Digital Twin

Mapping of Locations

Visualization

80%

The world's cities occupy just 3 per cent of the Earth's land, but account for 60-80 per cent of energy consumption and 75 per cent of carbon emissions - UN

60% Of the world's population will live in urban areas by 2025

"An additional challenge awaits urban areas: according to a recent WHO report¹, 92% of urban populations lack clean air to breathe" - WHO

Smart Cities



2+ Mil

kilometers
intra-datacenter fiber

72+

Tb per second
backbone

62

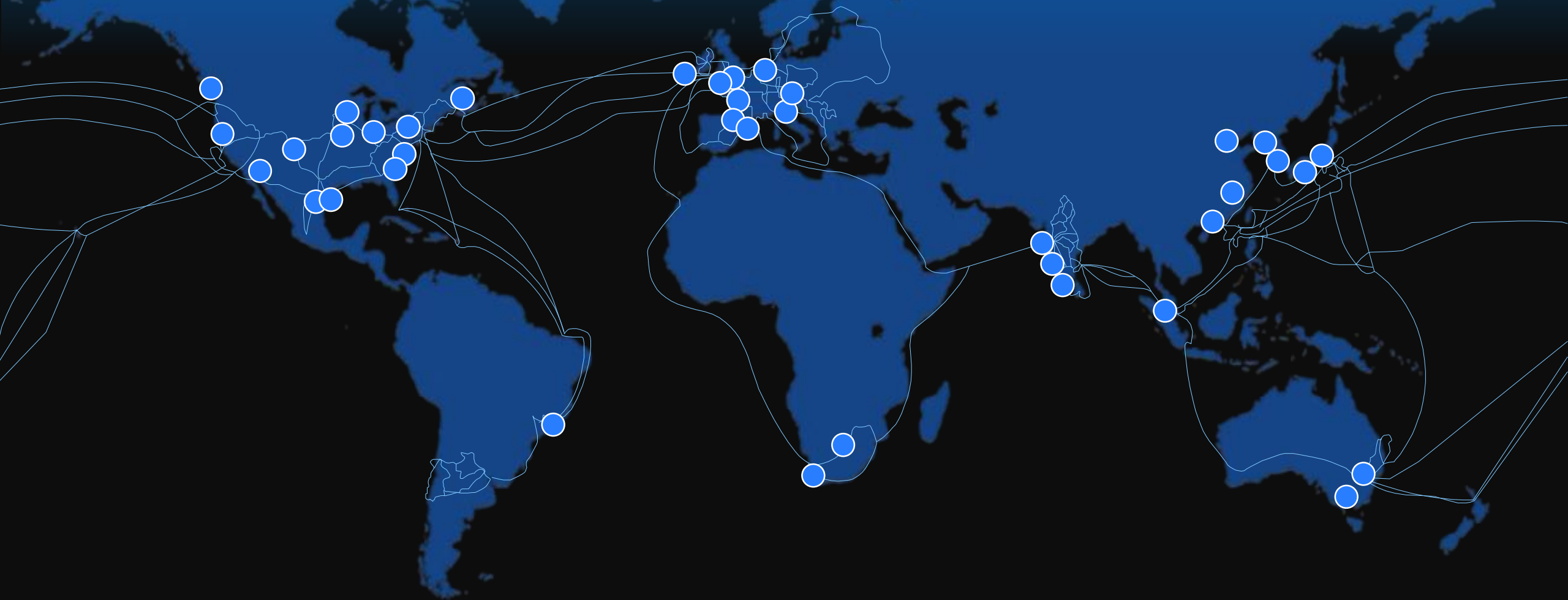
Azure regions

100+

datacenters

Millions

of servers





Global



Secure



Compliant

Microsoft Azure

91 Compliance offerings

GLOBAL

- ISO 27001:2013
- ISO 27017:2015
- ISO 27018:2014
- ISO 22301:2012
- ISO 9001:2015
- ISO 20000-1:2011
- SOC 1 Type 2
- SOC 2 Type 2
- SOC 3
- CIS Benchmark
- CSA STAR Certification
- CSA STAR Attestation
- CSA STAR Self-Assessment
- WCAG 2.0 (ISO 40500:2012)

U.S. GOVT

- FedRAMP High
- FedRAMP Moderate
- EAR
- ITAR
- DoD DISA SRG Level 5
- DoD DISA SRG Level 4
- DoD DISA SRG Level 2
- DFARS
- DoE 10 CFR Part 810
- NIST SP 800-171
- NIST CSF
- Section 508 VPATs
- FIPS 140-2
- CJIS
- IRS 1075
- CNSSI 1253

INDUSTRY

- PCI DSS Level 1
- GLBA (US)
- FFIEC (US)
- Shared Assessments (US)
- SEC 17a-4 (US)
- CFTC 1.31 (US)
- FINRA 4511 (US)
- SOX (US)
- 23 NYCRR 500 (US)
- OSFI (Canada)
- FCA + PRA (UK)
- APRA (Australia)
- FINMA (Switzerland)
- FSA (Denmark)
- RBI + IRDAI (India)
- MAS + ABS (Singapore)
- NBB + FSMA (Belgium)
- AFM + DNB (Netherlands)
- AMF + ACPR (France)
- KNF (Poland)
- European Banking Authority (EBA)
- FISC (Japan)
- HIPAA BAA (US)
- HITRUST Certification
- GxP (FDA 21 CFR Part 11)
- MARS-E (US)
- NHS IG Toolkit (UK)
- NEN 7510:2011 (Netherlands)
- FERPA (US)
- CDSA
- MPAA (US)
- FACT (UK)
- DPP (UK)

REGIONAL

- Argentina PDPA
- Australia IRAP Unclassified
- Australia IRAP PROTECTED
- Canada Privacy Laws
- China GB 18030:2005
- China DJCP (MLPS) Level 3
- China TRUCS / CCCPPF
- EU EN 301 549
- EU ENISA IAF
- EU Model Clauses
- EU – US Privacy Shield
- GDPR
- Germany CS
- Germany IT-Grundschutz workbook
- India MeitY
- Japan CS Mark Gold
- Japan My Number Act
- Netherlands BIR 2012
- New Zealand Gov CIO Framework
- Singapore MTCS Level 3
- Spain ENS High
- Spain DPA
- UK Cyber Essentials Plus
- UK G-Cloud
- UK PASF



Microsoft Cyber Defense Operations Center

>3,500 full-time security professionals

6.5 trillion global signals daily

\$1 billion annual cybersecurity investment

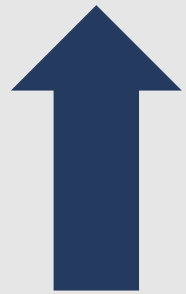




The way we all do business is changing...

67% of business buyers
would prefer to gather their
own information online and
not interact with a sales rep

Business-to-business
eCommerce is forecasted
to compound by
10% annually through 2023



In March 2020 alone,

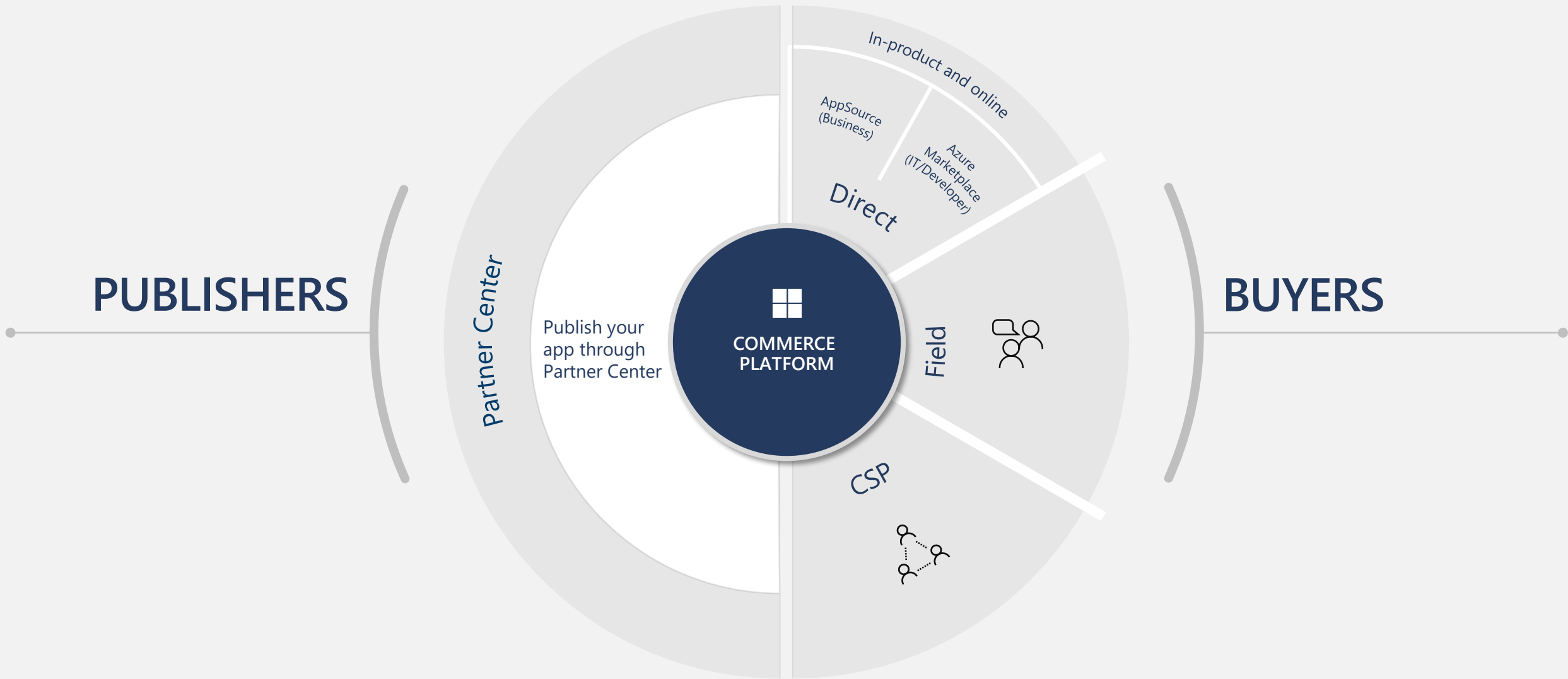
E-commerce experienced an average revenue
weekly growth rate increase of

52% and an **8.8%** increase in conversion rates

*Sources: [Forrester, May 2019](#)
[Quantum Metric, March 2020](#)*

The commercial marketplace ecosystem

A simple and trusted way to get your product to market with Microsoft



Expand your reach, grow your business, and reduce costs with a transactable offer



Increase customer awareness
and promotion opportunities

- Reach **4+ million** monthly active users
- Sell in **140+** countries
- **Generate hundreds** of leads per year



Unlock and monetize growth
opportunities

- Sell through **90K+** Cloud Solution Provider (CSP) Partners
- Scale your salesforce leveraging **15K+** Microsoft sellers
- Earn GTM benefits by participating in **Marketplace Rewards**



Reduce cost and time
to market

- **Accelerate app innovation** with technologies like AI and ML in a few clicks
- **Grow your revenue** by creating free trials that automatically convert to paid subscriptions
- Offer **flexible deals and custom pricing** through private offers

With continuing momentum



Monthly
active users

4M+



Contacts
generated
in FY20

5M+



Top Azure
customers

99%

*Using Azure
Marketplace today*



Total publishers

9,000+



49%



Total offers

20,000+



56%
YoY

Co-selling is better with the commercial marketplace

Achieve Azure IP co-sell status



Solution is discoverable
by Microsoft sellers



Microsoft sellers are
incentivized to sell
your solution



Access sell-with and
GTM benefits



One place to onboard
and manage your offer and
access to bi-directional
pipeline sharing

+ transact through commercial marketplace



Save time with
simplified Co-sell deal
registration for
marketplace wins



Additional benefits
and rewards through
Marketplace Rewards



Path to IP Co-sell and Partner
Reported ACR by driving
marketplace revenue

Find the right app for your business needs

Get solutions tailored to your industry that work with the products you already use



Refine by category

- ☐ Analytics 26
- ☐ AI + Machine Learning
- ☐ Collaboration 1
- ☐ Compliance & Legal 2
- ☐ Customer Service 1
- ☐ Finance 2
- ☐ Geolocation
- ☐ Human Resources
- ☐ Internet of Things
- ☐ IT & Management Tools 3
- ☐ Marketing
- ☐ Operations & Supply Chain 4
- ☐ Productivity 1
- ☐ Sales

Refine by industry

- ☐ Automotive
- ☐ Agriculture
- ☐ Architecture & Construction
- ☐ Distribution 4
- ☐ Education
- ☐ Financial Services 2
- ☐ Government 1
- ☐ Healthcare 2
- ☐ Hospitality & Travel
- ☐ Manufacturing & Resources 5
- ☐ Retail & Consumer Goods 4
- ☐ Media & Communications
- ☐ Professional Services 2
- ☐ Real Estate

Refine by product

- ☐ Web Apps 3
- ☐ Dynamics 365 5
- ☐ Microsoft 365
- ☐ Power BI apps
- ☐ Power Apps

Top app results

[See all \(6\)](#)

CAS, a customs compliance solution
By Customs4trade NV
Web apps

customs compliance solutions e.g. filing customs declarations, special procedures & tariff

[Contact me](#)

ABM CustomsWare – eCustoms Declaration Filing
By WiseTech Global
Web apps

CustomsWare enables filing of customs declarations directly with European Customs

[Contact me](#)

Commercial Invoice
By Createch
Dynamics 365

The Commercial Invoice report displays the necessary information on cross-border

★★★★★ (1)

[Free trial](#)

Trade Facilitation Platform
By CrimsonLogic
Web apps

Trade Facilitation Solutions for Government & Business.

[Contact me](#)

Advania VAT Reporting
By Advania
Dynamics 365

VAT Reporting to Iceland Revenue and Customs Office

[Free trial](#)

3PL Dynamics
By Boltrics
Dynamics 365

All-in-one software for logistics service providers: WMS, TMS, Customs, Air & Ocean Freight.

[Contact me](#)

Apps > **CAS, a customs compliance solution**

CAS, a customs compliance solution

[save for later](#)

Customs4trade NV

★★★★★ (0) [Write a review](#)[Preferred solution](#)[Overview](#)[Reviews](#)[CONTACT ME](#)**Products**[Web Apps](#)**Publisher**

Customs4trade NV

Acquire Using

Work or school account

Categories[Compliance & Legal](#)[IT & Management Tools](#)[Operations & Supply Chain](#)**Industries**[Manufacturing & Resources](#)[Retail & Consumer Goods](#)**Support**[Support](#)[Help](#)**Legal**[License Agreement](#)[Privacy Policy](#)

customs compliance solutions e.g. filing customs declarations, special procedures & tariff measures

The Customs Accounting System (CAS) is a comprehensive customs and trade compliance platform for companies that aim at centralizing, managing and automating customs & trade compliance processes.

CAS is developed with the vision of a centralized collaborative hub to manage regional or worldwide customs and trade compliance within one single platform.

Learn more[Customs4trade, your partner for innovative customs solutions](#)[ProductSheet CAS](#)[ProductSheet CAS Declarations](#)[Inspire](#)**Dashboard example**



Thank you!

