Cloud adoption and EY-Microsoft Alliance

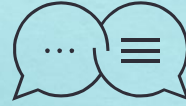## EY helps you realize your business value with Microsoft cloud

We offer a comprehensive suite of services for Microsoft Cloud technology, encompassing Strategy Advisory, Technology Implementation, and Human-centric Adoption.

Using our experience, we optimize investments, minimize risks, and expedite data and application modernization - prioritizing efficiency, security, and your business agility.

KEY DIFFERENTIATORS

Business-First Cloud Strategy — Delivering business value beyond cost-savings

With a proven track record in digital transformation, boasting over **12,000** engagements and **4,000** clients, we specialize in cloud investment optimization.

We tackle cost constraints and regulatory demands head-on, keeping your Microsoft initiatives on track with smart financial insights and efficient compliance structures.

Simplifying Complexity — The power of the EY-Microsoft Alliance

▸ The alliance delivers business value by synchronizing capabilities in AI, data, architecture, risk management, governance, compliance, security, and sector processes.

▸ With integrated, cross-functional teams, EY, in partnership with Microsoft, ensures that a company's strategy is implemented and significant ROI is delivered.

▸ We work with clients to simplify the complexities of data deployment and cloud environment management by leveraging AI and automation technologies.

Proven Know-How — The combined power of EY and Microsoft

- 2023 Global Advisory Partner of the Year for the fourth consecutive year
- 2023 Global Cloud-native App Development Partner of the Year award
- Global finalist in multiple categories including Financial Services, AI, Intelligent Automation, and more

- Specializations in AI, Machine Learning, Analytics, Infrastructure migration to Microsoft cloud, and more
- 10,000+ certified Microsoft implementation services professionals
- Notable specializations across all solution partner designations

- Recognized as Microsoft solutions partner in Data and AI, Digital and App Innovation, Infrastructure
- Acknowledged as a leader in Microsoft Business Application Services by the Forrester Wave™, 2021
- Named leader in IDC Marketscape Worldwide Microsoft Implementation Services 2021

Business strategy as the catalyst for cloud investments

Our advisory services combine EY's sector, risk management, financial management and technical capabilities with Microsoft's cloud platform and technical prowess to help companies set a course for cloud transformation that supports financial operation cost controls and strategic business growth and profitability objectives.

- Business-led strategy and assessment for Cloud and AI
- Unlock the power of data with AI analytic tools that improve accuracy and efficiency
- Build cloud modernization factory framework – automation/tooling
- Process-driven optimized approach for Application Analysis/Dispositioning & Migration
- Dedicated staffing model
- A predictable, incremental migration path that is tailored to your specific requirements.
- A security-by-design mindset consistent with the company's strategic vision and risk appetite
- Cloud transformation office
- Multi-cloud strategy / decision framework

Innovation at scale

Our managed services capabilities enable organization to take full advantage of the elasticity, innovation and operational efficiency of the cloud. Operational governance and cost efficiency are table stakes as EY delivers operations at scale. EY supports clients through the complexities of managing their operating environment and changing customer expectations.

- Cloud Modernization End-to-End Framework
- Fully-managed Services – across infrastructure and applications
- Blended Resource Staffing
- Dedicated Opportunity and Delivery Orchestration
- Developer Productivity and Experience
- Responsible AI

Modernized business operations

Our deep Microsoft experience enables us to help clients optimize their cloud spend, modernize legacy applications and enhance cloud governance & operational agility—reliably and predictably. EY's proven AI and automation accelerators power modernization efficiently and cost-effectively.

- Optimize Cloud Modernization Factory Framework - Scale
- Copilot enablement and adoption
- App Studio Modernization
- Third-Party Tools Integration
- Managed Services Analysis Integration
- Optimize Cost/Resource Models
- Agile Cloud Native Development & Platform Engineering
- FinOps-as-a-Service

Advise Transform

HOW EY CAN HELP

Operate

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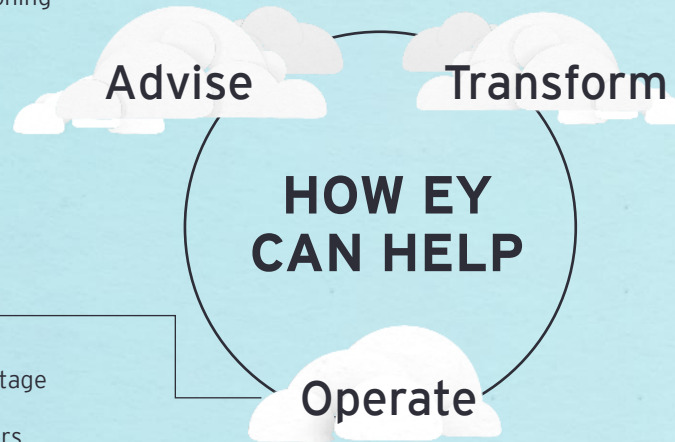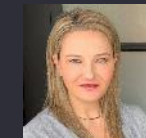**Sherif Barrad**
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EY Fabric, our global technology platform built on Microsoft Cloud:

- Accelerates development & deployment - Integrated architecture and 500+ reusable technology and data assets accelerates the time for solutions to deliver value.
- Enables trust and security - Unifies trust and security with robust policies and controls, aligned with industry standards and complying with regional regulatory requirements.
- Empowers scalable infrastructure - Manages use cases from proof of concept to production, ensuring that innovations align and evolve with business strategy.
- Cultivates innovation & competence - Fosters innovation by leveraging advanced technologies such as AI/ML and RPA to empower developers