



Unboxing the Future

Panagiotis Kouris
CEO @ OFFICE LINE SA
pkouris@officeline.gr

Winner
Microsoft Partner
2019 Partner of the Year
Greece



Gold Cloud Platform
Gold Small and Midmarket Cloud Solutions
Gold Midmarket Solution Provider
Gold Hosting
Gold Datacenter
Gold Cloud Productivity







The dynamic profile and business strategy of the company have been reflected by various awards and distinctions **won**:



2019 Microsoft Partner of The Year for Greece

At **Microsoft Inspire '19**, we were recognized as **2019 Microsoft Partner of The Year** for Greece for our innovative cloud - based solutions and services as well as our spectacular performance as a Microsoft Partner.



7 Microsoft Gold Certifications

As Microsoft's Gold Partner, Office Line holds **7 Microsoft Gold Certifications**: Gold Cloud Platform, Gold Small and Midmarket Cloud Solutions, Gold Midmarket Solutions Provider, Gold Hosting, Gold Datacenter, Gold Cloud Productivity and Gold Windows Devices.



30 Business Excellence Awards 2019

CIO Bulletin magazine at issue '19 enlisted Office Line in **"30 Business Excellence Awards 2019"** for the spectacular growth rates of the company and its transformation from a local System Integrator to Global Service Provider.



"Gold" Cloud Provider

At Impact Bite Awards 2018, we were named as **"Gold" Cloud Provider** for delivering innovative cloud solutions. Office Line was the only company in the "cloud" category to receive this distinguished recognition.



Top 25 European Cloud Solution Provider

CIO Applications Europe magazine at issue '18 recognized our company amongst the **Top 25 European Cloud Solution Provider** helping organizations drive innovations and transform their business models.



Lifetime Customer Value in Azure

At Microsoft Summit '17, Microsoft recognized Office Line as **"Lifetime Customer Value in Azure"** for its outstanding performance and catalyst influence on implementing Azure based solutions.



Enabler of Digital Transformation

At InfoCom Awards '17 our company was recognized as **"Enabler of Digital Transformation"** for its technological innovation and strategic leadership in Digital era.

OUR HIGHLY QUALIFIED STAFF 1



Microsoft Azure



OUR EXPERTS TEAM



OFFICE LINE MAIN PILLARS

MODERN
WORKPLACE

CLOUD,
INFRA &
APPS

CYBER
SECURITY

DATA & AI

“Companies in **every industry** need to assume that a technology revolution is coming”

Technology is changing the world

Changes traditional businesses

Bookstores

Ads

Music

Telecom

Recruiting

Financial

Amazon

Google

iTunes, Spotify, Pandora

Skype

LinkedIn

PayPal, Square

Changes the value chain

Car

Engine/safety control

Entertain passengers

Guidance

Connectivity (OnStar)

Defense

Satellite imagery

Smart weapons

Communications
and logistics

Retailers

Logistics and distribution

Price optimization

Route optimization

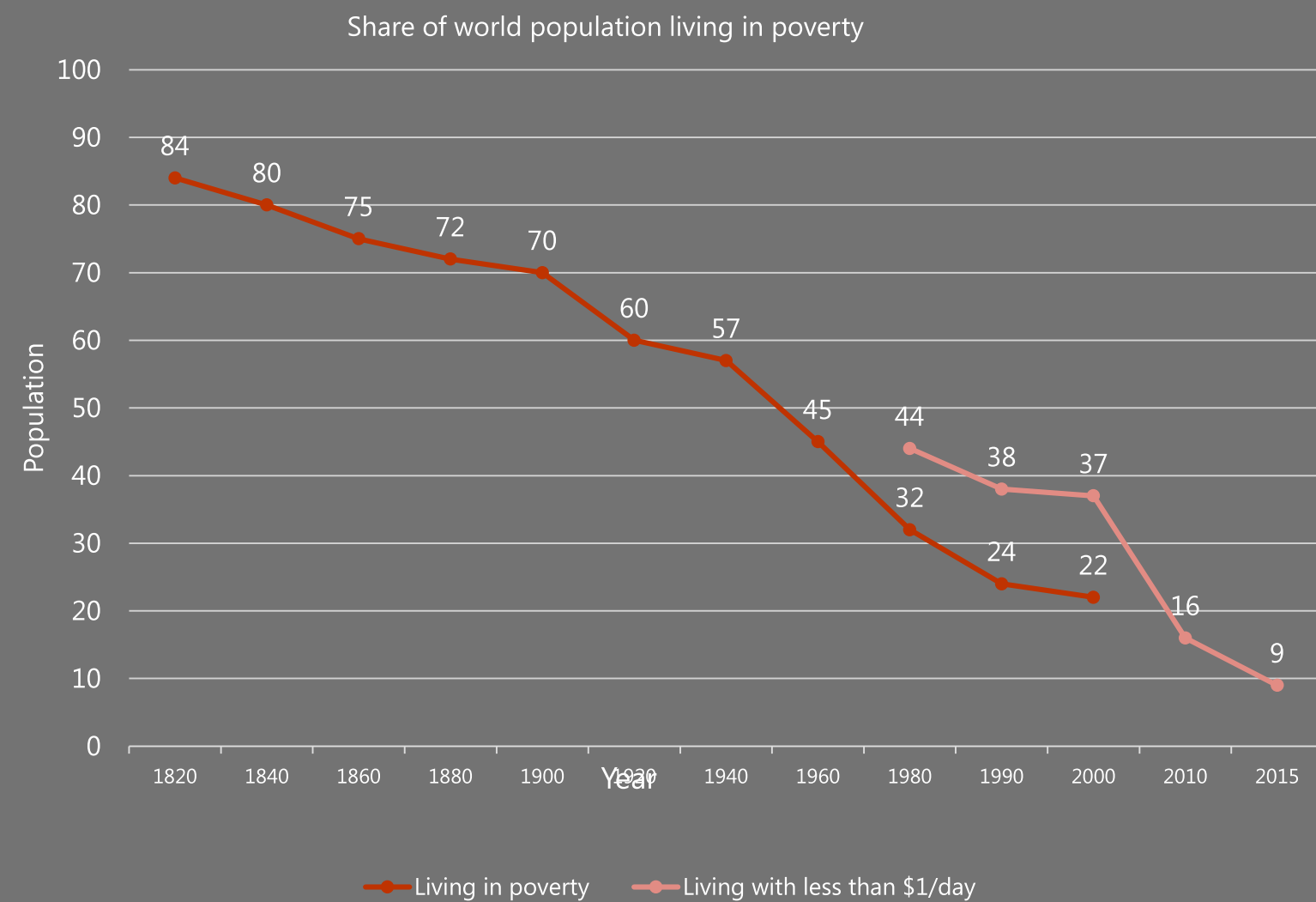


The world has changed

The future presents both
opportunities and **challenges**

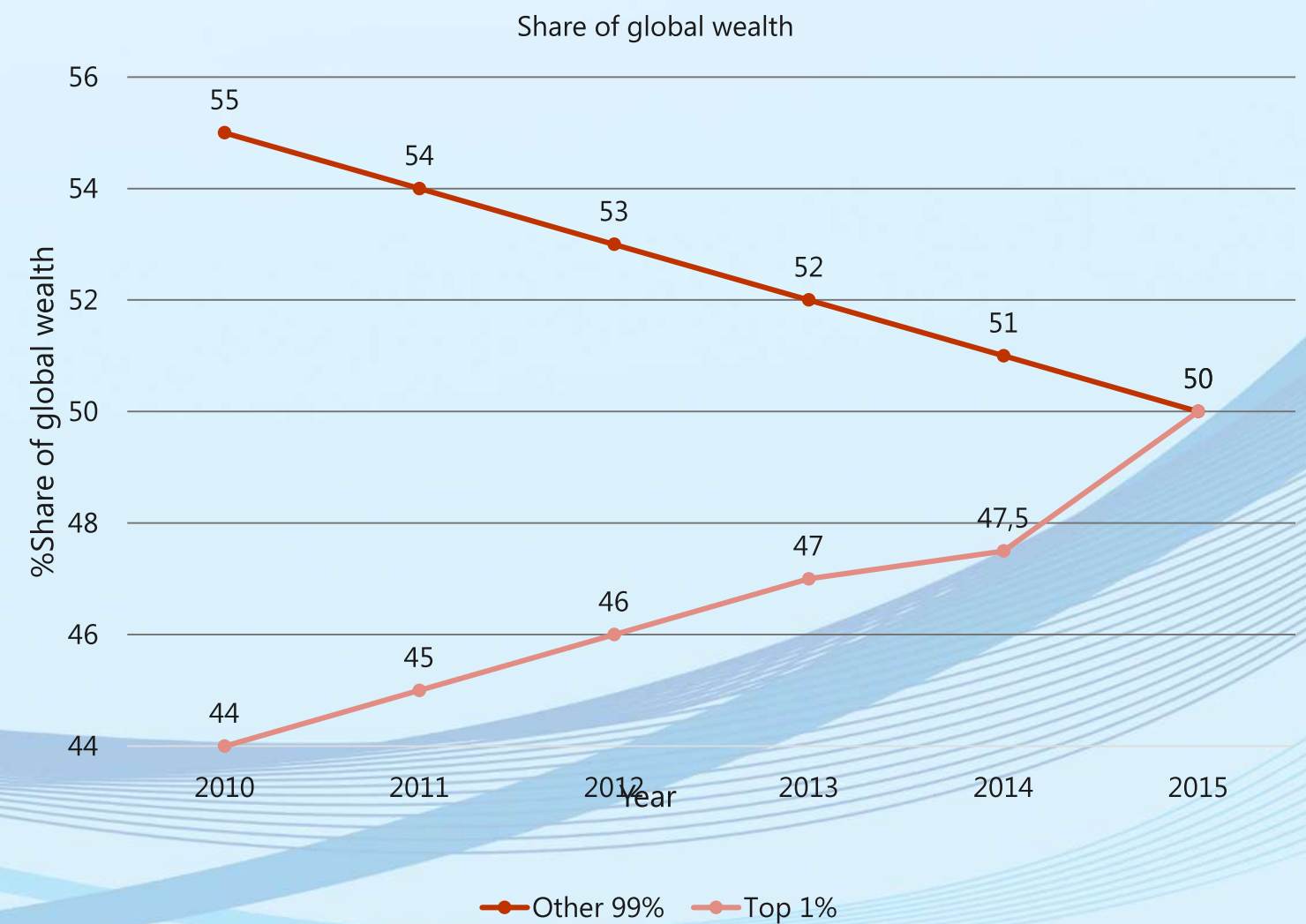
Opportunities

Millions lifted out of poverty



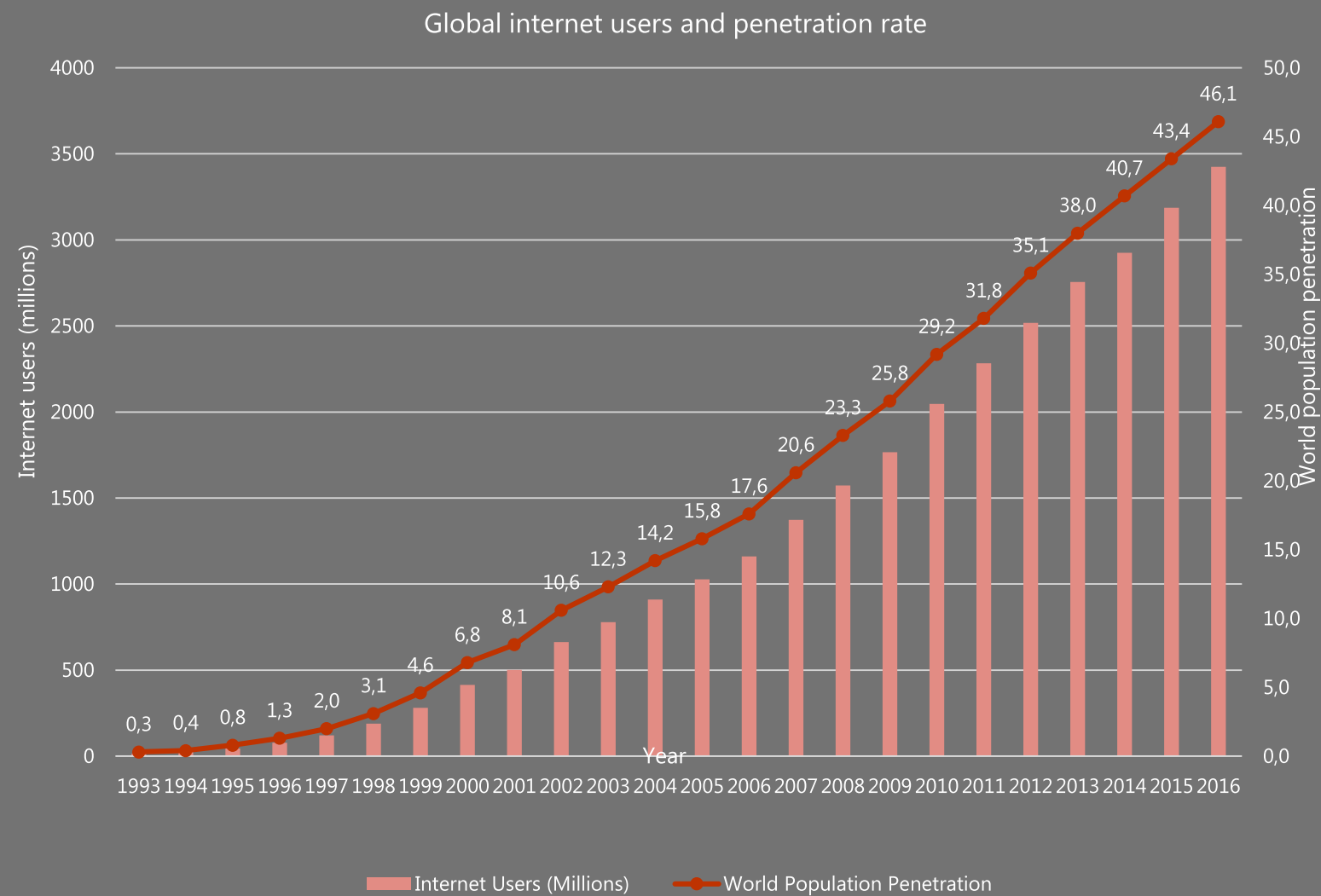
Challenges

But income inequality is on the rise



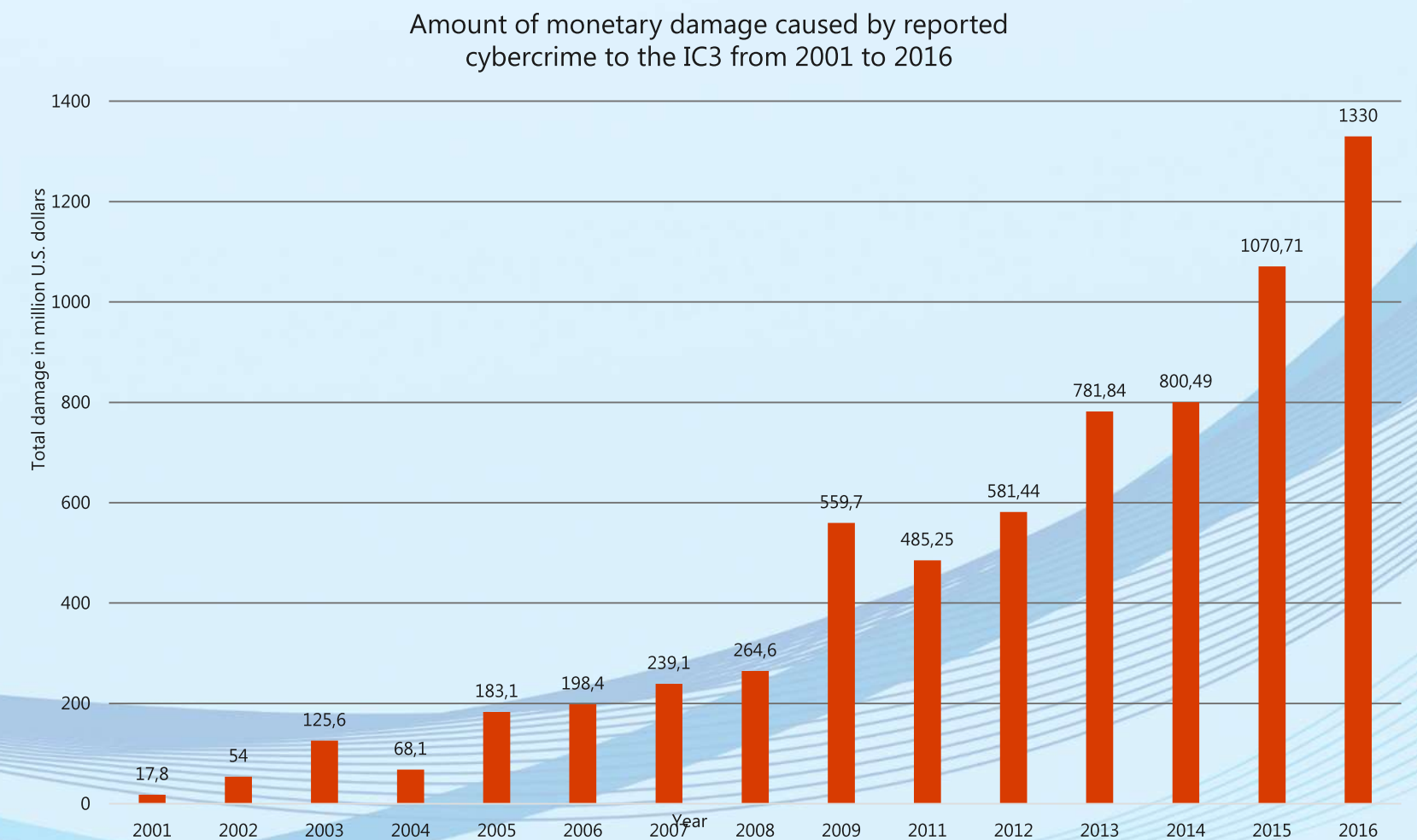
Opportunities

The internet has expanded access to information



Challenges

But it has fueled cyberattacks and cybercrime



Defining readiness and maturity



People

Structure

Roles

Skills

Values



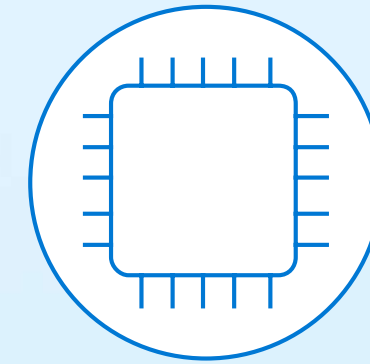
Process

Consistency

Repeatability

Automation

Output



Technology

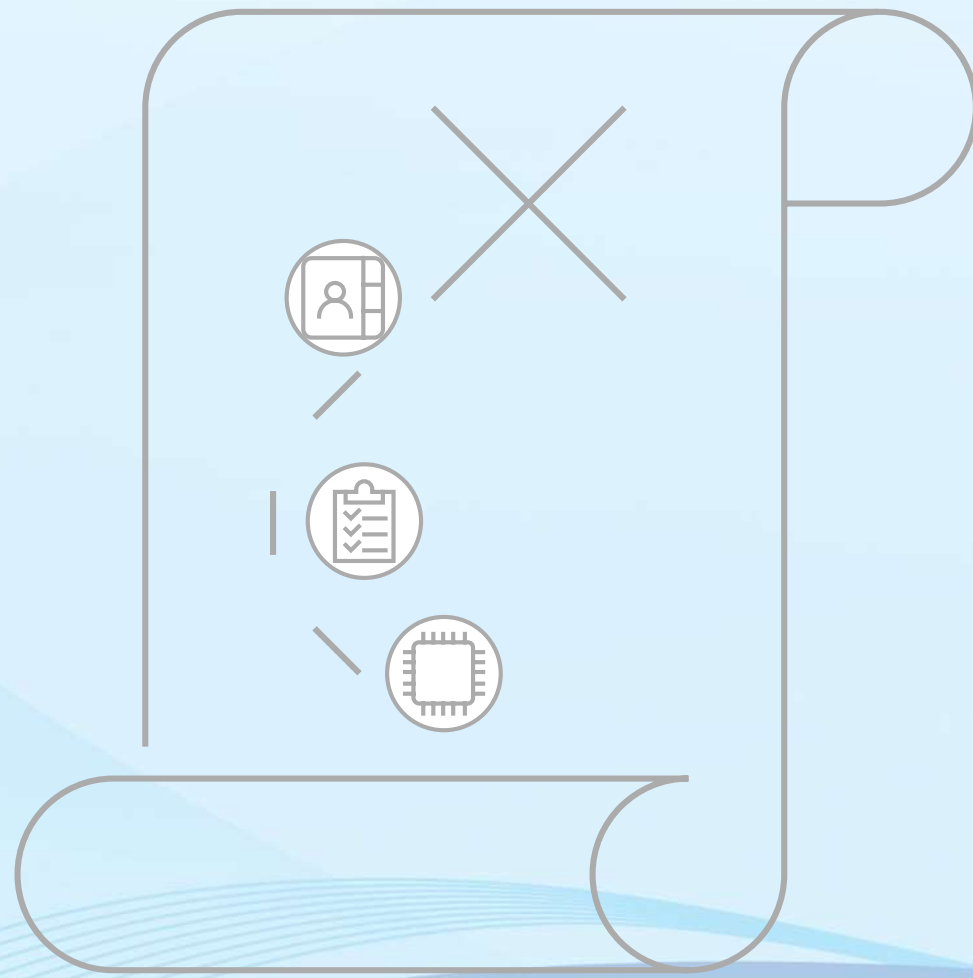
Enable

Protect

Control

Support

Creating the conditions for change



Create awareness of what is changing

Find out what individuals care about

Give them knowledge and support

Clearly communicate benefits to create desire to change

Most influential domains for business optimization



Security and compliance

Protecting the organisation



Artificial intelligence

Enabling greater human productivity through technology



Cloud computing

Providing the engine for digital transformation



IT workforce

Growing a targeted skillset to evolve how IT works



Modern workplace

Adapting to how people work best



Alignment with the business

Ensuring partnership and cross-collaboration



Innovation

Shaping the future



Change enablement and readiness

Preparing to move from the current to the future state



Technology engagement means playing the long game

For the sake of technology

Am I using the right tool for the job?
Is this something new or are we reinventing the wheel?
Am I incurring undue technical debt?

For the sake of society

Does this improve peoples lives?
Could this be misused for harm?
What users have been excluded?
Is this ethical?
Is this legal?

For the sake of business

What is the business strategy?
Does it reduce our flexibility to pivot our strategy?

If technology changes the world,
where did this technology come from?

People!

If you and I are building our future world....

We need to ask ourselves:

What kind of world do **we** want to build?

Technology for global good

Trusted

Protecting personal privacy

Limiting government access to data

Creating a digital Geneva convention

Promoting the free flow of data

Establishing data security standards and frameworks

Preventing cybercrime

Responsible

Expanding access to clean energy and increasing energy and resource efficiency

Reducing technology fraud and online exploitation

Balancing human rights and public safety

Amplifying human ingenuity through artificial intelligence

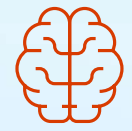
Inclusive

Including people with disabilities

Providing affordable and ubiquitous broadband access

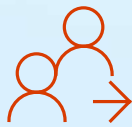
Preparing people for the new world of work

How do we move forward?



Acknowledge

- We have an evolving dilemma (vs a “problem”)
- We are responsible for the moral acts of ourselves and our products
- Shift focus from shareholder to stakeholder



Lean in

- Educate yourself on the issues
- Participate in the industry, social, and business discussions



Engineer

- Incrementally improve yourself, your team, and your product
- Build systems which will find and address problems

How do I move forward?

When	Then
Setting up CI/CD pipelines	Add business checkpoints
Designing software or products	Ensure inclusion and diversity considerations
Buying products	Pick vendors committed to cybersecurity
Hanging with co-workers	Raise awareness of these issues
Improve your skills	Pick a company aligned with your vision

Most importantly

When

This journey ends

Then

Leave the world a better place

THANK YOU

**Microsoft
Partner**
 Microsoft

Gold Cloud Platform
Gold Small and Midmarket Cloud Solutions
Gold Midmarket Solution Provider
Gold Hosting
Gold Datacenter
Gold Cloud Productivity
Gold Windows and Devices



Awarded for excellence
by Microsoft



CIOApplications TOP 25
CLOUD
SOLUTION PROVIDERS - 2018

Digital Transformation
enabler 2017



Digital Transformation
AWARD
InfoCom World 2017



