IDC Cloud Leadership Forum 2016
Sofia
May 17, 2016

AGENDA

Short View of Topics

Global Trends

What About Us?

Our Challenges

Who Are We?

OneMobile – EMM in cloud

OneCloud and Samsung

OneCloud and Qlik

OneQlik – BI in cloud

500 000 Startups in Silicon Valley every year

180 000 000 000 Mobile App downloads 2015

1028 GBs of Data will be generated weekly by every person by 2020

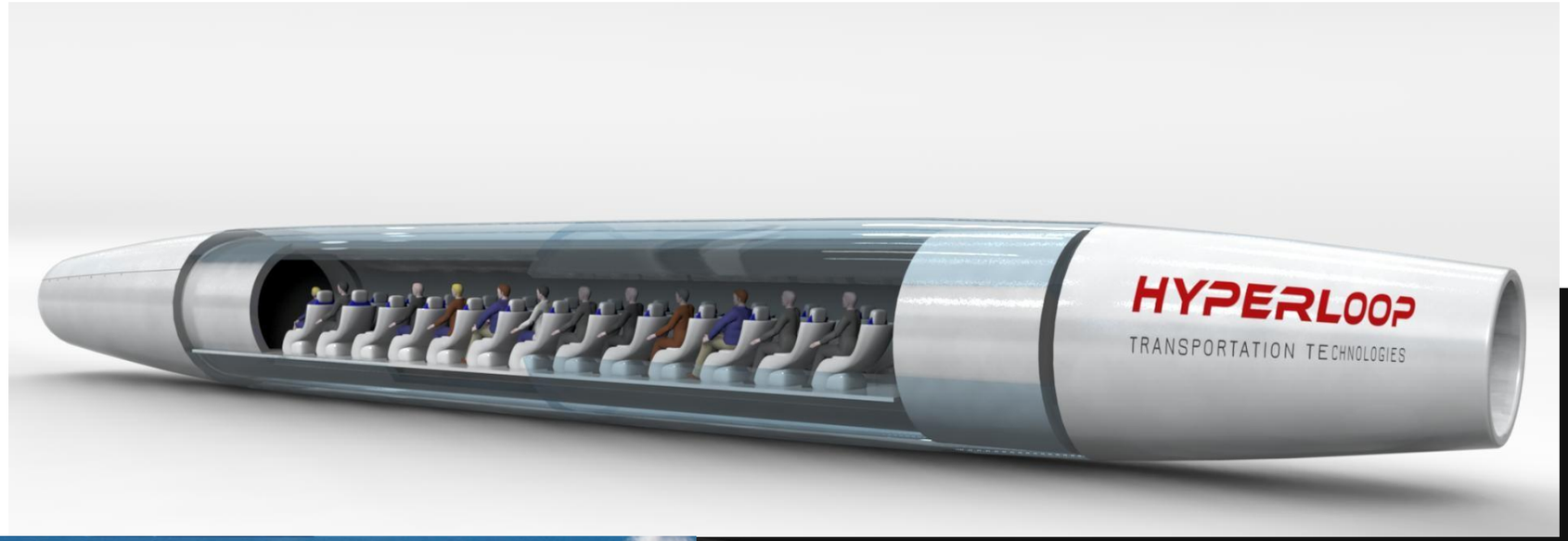
World is Changing…Every second

"Half of the services that we sell did not exist 15 years ago"

Martin Sorrell - CEO of WPP – largest advertising agency worldwide

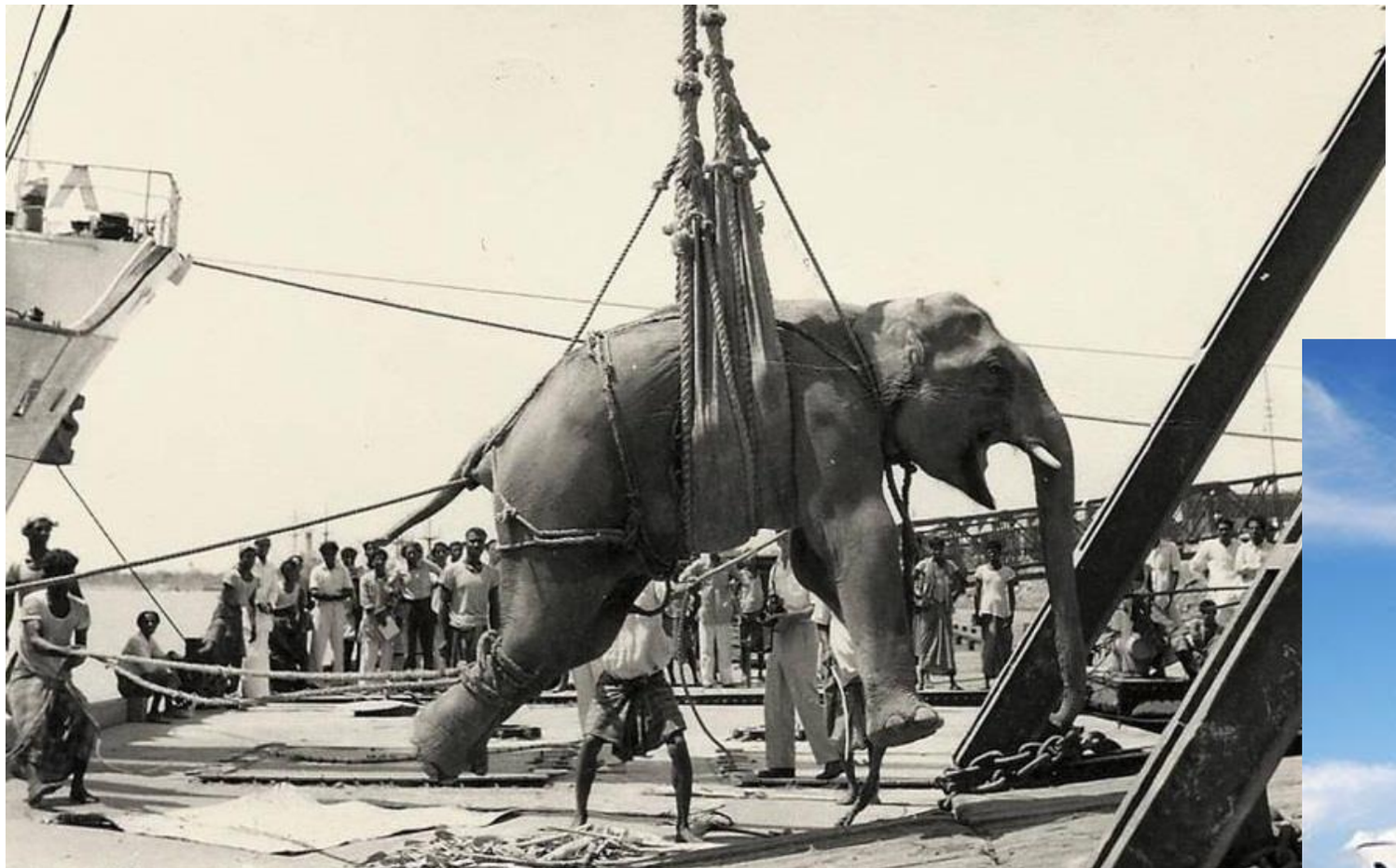
Disruptive Innovation Models

Rise of Crowdsourcing and Crowdfunding



Technology Start-ups as Foundations

APIs – Standardized Approach to Everything



Does it Mean Something?

- Bulgaria is catching up
- Relationship is crucial
- Companies do not invent, people do
- “Millennials” are coming

"If I had asked my customers what they wanted,
they would have said a faster horse."
Henry Ford

Our Challenges

- Think Globally, Act Locally
- Exciting Trends - IoT, SDSec, Digital Dexterity, Digital Health
- Big Data and Mobile Usage
- Cloud is Social
- Focus on Corporate, Stay Cool

ONECLOUD FACTS

2007

CloudIT – Stone's first Brand for Cloud Solutions

2008

Google App Engine was released

2008

Our first cloud deal was signed

2008

Microsoft Azure Became available

2010

We certified our cloud Offerings for IT security

2011

March 1, IBM announced the IBM SmartCloud framework

2014

We signed with our first Banking customer

2010

July, Rackspace Hosting + NASA launched OpenStack

2012

We signed with our first Insurance customer

2015

We launched OneCloud

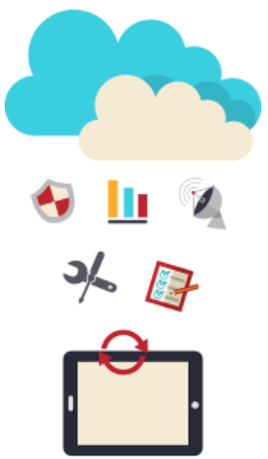
OneCloud

Flexible. Secure. Yours

- **Local Player -** Custom Targeted Solutions
- **Personal Touch –** Sales and Onboarding
- **Two Data Centers -** Production & DR clouds
- **IaaS -** License rental, Backup and DR
- **Check out our new web site:** onecloud.bg

OneMobile – EMM Solution in Cloud

Integrated. Innovative. Solid Secure.



- Devices, applications, content
- Secure Mail and Web
- Integrate and Support

You do not browse the Internet, the Internet is browsing you

- Security is everything

- Technology motivates

- Separate Corporate from Personal

OneCloud and Samsung Knox

- Hardware-based built in security platform for mobile usage
- Containers for applications
- Customizing tools and services

Get our Prize at our Stand

Leave Your Contacts

Win a Tablet!!!

- Early Phase of Partnership
- EMM & IoT

OneCloud and Qlik

- **First type** of this partnership for Qlik in the region

- Worldwide leader in BI solutions
- Qlik Sense – top product for self service BI

"Business Intelligence that isn't fundamentally self-service driven is not intelligence at all."

Frank Kozurek, Head of Business Intelligence at National Express – public transportation company

OneQlik – Self Service Business Analytics in Cloud

Cloud-based. Intuitive. Self Service.

Answers are in cloud, but

what are the questions?

- Your Money, Your Vision

- Pre-defined solutions
- Upload Files or Connect Data
- Integrate and Support

- Finding the Unexpected

- Secure Your Data

THANK YOU

i.nikolov@stone.bg

Ivaylo Nikolov
Head of Cloud & Mobile Development