



Macquarie Flex from Macquarie Cloud Services (MCS).

Drive the right business outcomes
with hybrid cloud.

Presenter Name
Presenter Title
Date



We help you address your cloud challenges.



"We're spending too much on cloud technology and management."



"Our static workloads are running up costs unproductively."



"We don't have good visibility into who uses any of our cloud tools for what purpose."



"We don't have the right team skills to manage our hybrid cloud effectively."



"Massive data at the hybrid edge gets expensive and complicated."



"We sometimes purchase cloud capabilities at great cost to address specific issues, not strategically."

How organisations tackle their cloud concerns.



1. Barclays CIO Survey

MACQUARIE FLEX

Hybrid cloud that makes sense for your business.

**First-of-its-kind
managed service for the
Australian market**

Joins public and private cloud
in a hybrid cloud infrastructure
built on:

- Microsoft Azure Stack HCI.
- Dell APEX Cloud Platform
for Microsoft Azure.



Macquarie Flex is...

Simple.

Control your hybrid cloud in one Azure interface.

Flexible.

Run workloads in the best-fit cloud environment.

Efficient.

Streamline operations with automatic
monitoring, maintenance, security, software
updates and compliance measures.

Secure.

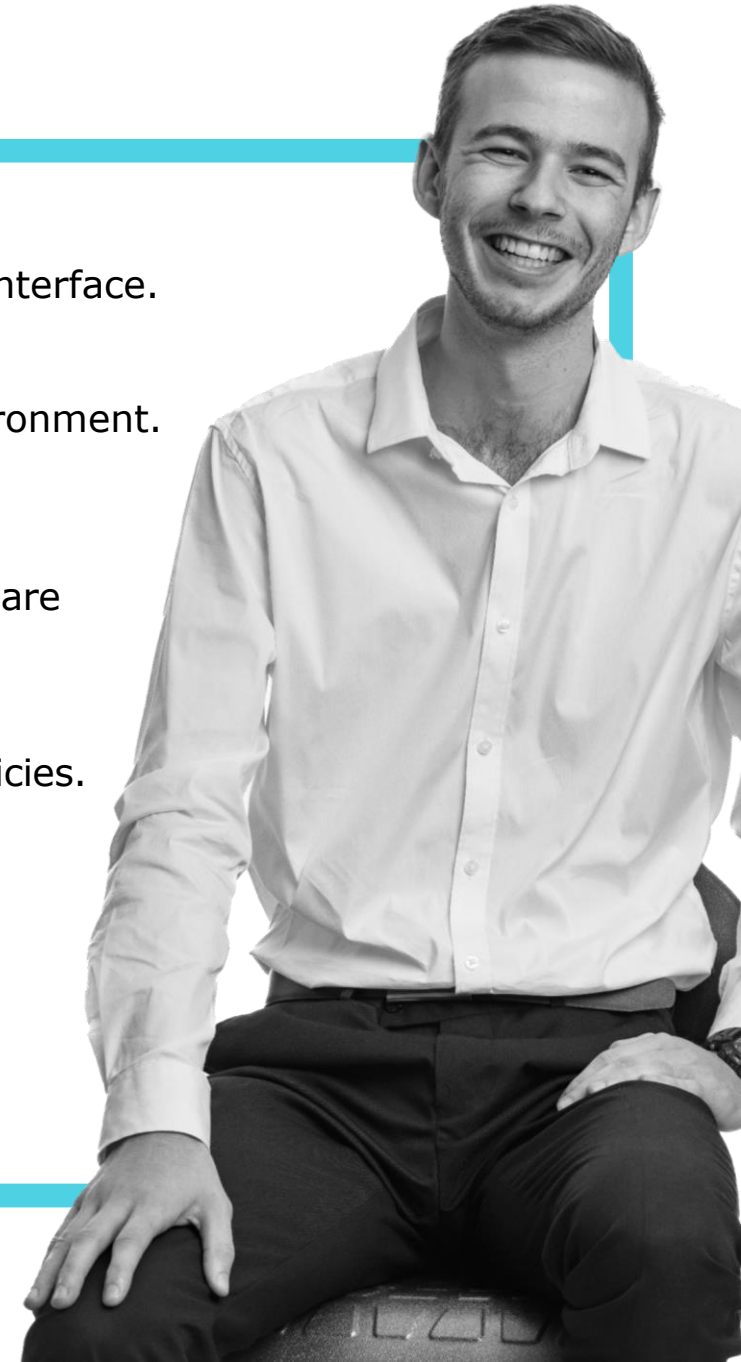
Enforce your compliance and security policies.

Smart.

Reap the value of investments in Azure
skills and solutions.

Future-proof.

Evolve with cloud innovations from
Dell Technologies and Microsoft.



What you can expect from Macquarie Flex.

MCS customers on average **reduce cloud spending by**

20% with Macquarie Flex.²

Save costs and control your spending

- Eliminate the costs of static workloads and unproductive use of cloud resources.
- Freely move workloads between public and private platforms without disruption with a partner you can trust.
- Reduce the cost and effort to build, configure, connect and manage cloud infrastructures.

Power your business strategy

- Gain agility to respond to changing business challenges.
- Fuel greater uncapped performance than native Azure alone.
- Manage hybrid cloud transparently.

Drive transformations

- Focus on maintaining a competitive edge and creating value, not on managing cloud technology.
- Overcome organisational skills gaps with 24x7 management and support from MCS.
- Modernise existing infrastructure on Azure Stack HCI at no additional cost.

Count on us as you move your business forward.



You're in good hands with MCS

Consistently deliver **outstanding customer experiences**.

Maintain data sovereignty with all operations and company-owned data centres based in Australia.

Australia's **most recommended** cloud provider.³

Host mission-critical applications for **over 18 years**.

Enjoy **vital partnerships** with Dell Technologies and Microsoft.

- First to market with Premier Solutions for Microsoft Azure Stack HCI.
- Collaborate with Dell to build on premium Azure Stack HCI.
- Pursue ongoing innovation with Dell software-defined storage.
- MCS continues to be the #1 Tier 1 Direct CSP for Microsoft across Australia, bringing more customers to Azure than any other partner.

The **only Australian-owned business** with both Microsoft Intelligent Security Association (MISA) membership and Microsoft Azure Expert MSP accreditation.

MCS offerings: Cloud done right.

How we help businesses thrive



Tailored solutions for cloud deployment, security, disaster recovery and business continuity planning.



Proven expertise in optimising cloud and IT environments for best possible performance.



Provides 24/7 monitoring through a top-tier Security Operations Center (SOC), advanced threat detection with SIEM, and proactive defense via Managed Detection and Response (MDR).



Award-winning services by more than 200 NV1-cleared experts based in Australia.

Hybrid cloud on the best-fit infrastructure

- Macquarie Flex deploys and scales workloads to achieve best possible performance, cost-efficiency, security and manageability.
- Encompasses public and private cloud, colocation, dedicated hosting and on-premises resources.

Private cloud powered by tier-1 technology

- Launch® Cloud infrastructure provides a secure, compliant, cost-effective solution for custom needs.
- Offers advanced, flexible disaster avoidance and recovery capabilities.

Public cloud running on Microsoft Azure

- Close partnership with Microsoft allows visibility of Azure roadmaps and directions.
- Follows a proven adoption approach that can adapt to individual business needs.
- Azure Expert MSP certified with the most extensive managed service capabilities in Australia.

MCS in Macquarie Technology Group: An Australian success story.

Our purpose is to make a difference in markets that are underserved and overcharged



For business customers we are the specialists in hybrid IT. We integrate data centre, cloud and dedicated servers. Different applications need different types of hosting. We manage it.



We are the Australian specialists in cyber security, secure cloud and data centres for Federal Government. We deliver this for 42% of Federal Government agencies. The expertise you need.



We are the full service provider of data, voice, mobile and colocation services. We are the telecom that does everything refreshingly different. We are where the Macquarie story started.



Macquarie Data Centres delivers an unrivalled portfolio of certified colocation, connectivity and engineering services, ranging from a single rack to multi-megawatt hyperscale requirements.

// Our passion and commitment for delivering excellent customer experience has been captured in the best seller **Customer Magic.**"



Today's most innovative technologies power Macquarie Flex

Five key tech takeaways:

1

Deploying workloads flexibly on Azure and MCS private cloud **saves costs and improves performance.**

2

Dell APEX Cloud Platform for Microsoft Azure was the first available Premier Solution for Azure Stack HCI to **enable a turnkey Azure Stack HCI experience.**⁴

3

Microsoft and Dell Technologies together have created a **logical extension of the Microsoft public cloud** that runs on Dell APEX Cloud Platform for Microsoft Azure.

4

MCS contributes world-class **data centre resources, Azure management skills, workload optimisation and cyber security.**

5

Macquarie Flex **adjusts the logical management layer.** All customer investments in Microsoft and Azure solutions remain relevant and valuable.

4. Microsoft, [Accelerating Azure's edge capabilities through collaborative partnerships](#), September 26, 2023.



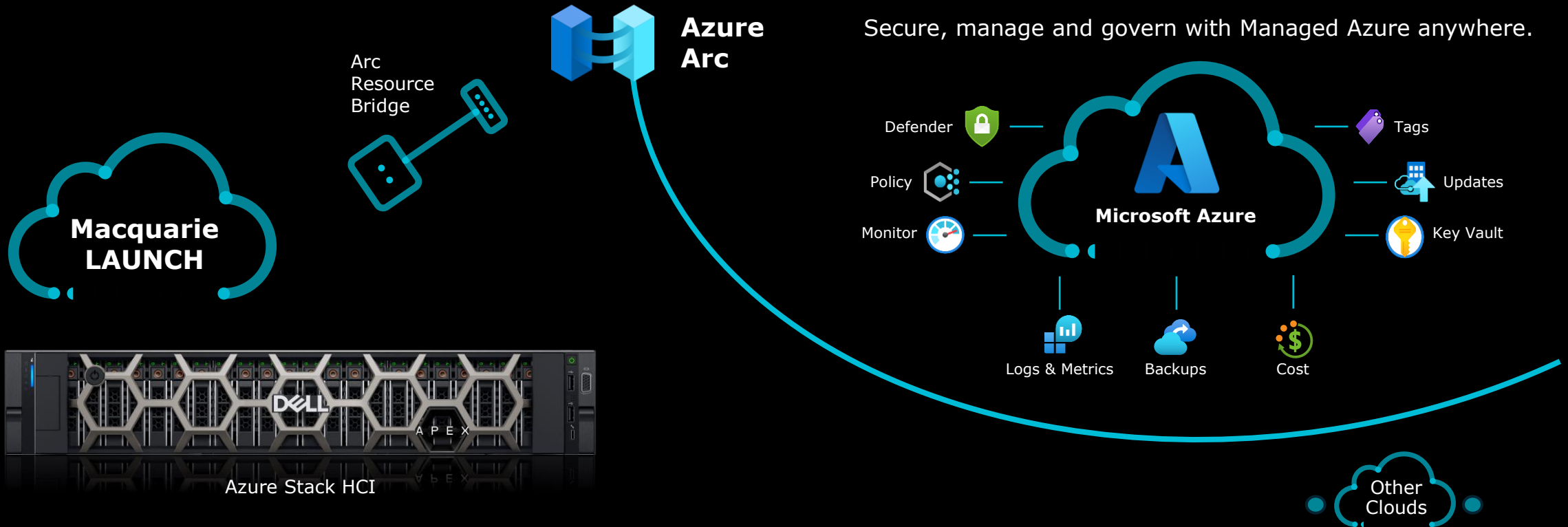
Macquarie Flex in depth.

Powered by Microsoft Azure Stack HCI and Dell Technologies APEX Cloud Platform for Microsoft Azure

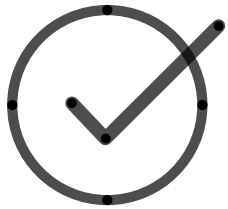


Managed Azure

24x7 evergreen operations and automated guardrails.



How does Macquarie Flex pay off for Dell Technologies?



Booked using Sell-Out Dedicated, all Dell sellers will get paid like they do with any other deal automatically on PO placement to Dell.



Every Dell seller is eligible for the Partner First accelerator as well as any applicable APEX Cloud Platform accelerators (and they stack too!).



Any subsequent APEX Cloud Platform for Azure node growth, will be paid the same way as the original deal, so you never miss any incremental growth.



Macquarie Cloud Services priority is to ensure that all Dell sellers get paid, and as we can expand this offering, this will always be front & center.

Your best, next steps.

Ready to transform your hybrid cloud journey with continuing innovation, cost savings, and service from some of the best people in the industry?

- Macquarie Flex engagements typically start with a proof of concept or pilot project.
- We can help you project possible cost savings and map a successful deployment path.

To set up a pilot or have questions answered:

→ Call [1800 004 943](tel:1800004943)

→ Email enquiries@macquariecloudservices.com

For news, visit: macquariecloudservices.com/hybrid-cloud/

