



The better the question. The better the answer.  
The better the world works.

Together, EY and Microsoft deliver extraordinary transformations to realize exponential results.

EY and Microsoft bring a compelling formula to spark the potential of the cloud and unlock the power of data. We solve our clients' most challenging issues by blending trusted industry expertise with innovative cloud technology. Our strategic relationship draws on decades of success developing visionary solutions that provide lasting value. Together, we empower organizations to create exceptional experiences that help the world work better and achieve more.

EY awarded five 2021 Microsoft Partner of the Year Awards and was named a 2021 Leader in IDC Worldwide Microsoft Implementation Services and 2021 Leader for Microsoft Business Application Services by The Forrester Wave™. We have also received 5 Microsoft Advanced Specializations and are Gold competency partner across Azure, Dynamics 365 and Microsoft 365 clouds focused on the following technology domains:

- ▶ Azure Cloud Strategy and Transformation
- ▶ Data and AI
- ▶ Dynamics 365 and Power Platform
- ▶ Microsoft 365
- ▶ Cybersecurity
- ▶ Internet of Things



With constant change, it is important to have flexible technology to quickly react and support stakeholder expectations. CIOs are turning to cloud based as-a-service models and adopting a “cloud first” mentality for applications and workloads. However, modernization of an organization’s IT infrastructure does not necessitate a full move to the cloud. This balance of cloud first and existing technology requires a thoughtful and strategic approach to infrastructure modernization.

#### **Sector-led solutions and platforms**

Industry cloud solutions and platforms that bring new business models to bear and accelerate innovation with trust embedded.

#### **Repeatable enterprise solutions**

Client proven, repeatable solutions that reimagine enterprise functions to be agile, resilient and better equipped to respond to market disruption.

#### **Issue-led digital transformation**

Reimagining our client’s businesses through custom, human-centered cloud solutions powered by Microsoft technologies.

The EY - Microsoft Alliance combines the deep insights and experience of EY in disruptive industry trends, new business models and evolving processes with the scalable, enterprise cloud platform and digital technologies of Microsoft. These complementary capabilities offer a rich and proven foundation to help our clients move faster and create sustainable value by amplifying business performance – targeting both top- and bottom-line results. Together, our solutions provide rapid speed-to-value mapped to each client’s specific business objectives. We can help accelerate digital strategy and make it a reality to thrive in a digital world.



## Client-realized Benefits

- ▶ Bring industry expertise and global experience
- ▶ Enable business and IT to self-transform and better anticipate and react to risks
- ▶ Modernise IT architecture and digitalize enterprise strategy
- ▶ Transform customer and workforce experiences
- ▶ Create data-driven business processes and draw insights from data to enable on-time decision making, predictive actions and self-adaption
- ▶ Build intelligent, automated operations

## Delivery Capability

- ▶ Technology domain expertise across Data and artificial intelligence, Internet of Things, Cybersecurity, Blockchain, Dynamic 365 and Office 365
- ▶ 22 solutions actively delivered with Microsoft
- ▶ Technology Experience Center (TEC) to accelerate EY's business growth through adoption of Microsoft's technologies and R&D, grow Microsoft deep-skilled professionals at EY and design exceptional products and solutions
- ▶ Operating in 23 countries with the Microsoft Alliance with global footprint across Americas, EMEA and APAC



# Solutions

Microsoft platforms provide the deep technical capabilities that power EY solutions. EY leverages these technology domains to create transformative solutions across EY Service Lines – Assurance, Tax, Transactions and Advisory. These unique solutions help clients achieve transformational outcomes and to become more agile, more innovative and better equipped to respond to disruptive change.

We offer:

- ▶ Horizontal solutions that enable key business functions
- ▶ Sector-specific solutions that address industry challenges
- ▶ Technology-based capabilities that enable us to build bespoke solutions to address unique client challenges

EY designs and delivers transformative cloud solutions to help our clients solve their toughest issues. We generate long-term value by unlocking the power of data and combining business ingenuity, industry expertise and intelligent technology. Together, we empower organizations to create exceptional experiences that help the world work better and achieve more. Our areas of expertise include:

- ▶ Azure Cloud Strategy and Transformation
- ▶ Data and AI
- ▶ Dynamics 365 and Power Platform
- ▶ Microsoft 365
- ▶ PowerPlatform
- ▶ PowerBI
- ▶ Endpoint Management
- ▶ Security
- ▶ Internet of Things

## How EY Can Help

The EY Microsoft Services Group was named a 2021 Leader in IDC Worldwide Microsoft Implementation Services and 2021 Leader for Microsoft Business Application Services by The Forrester Wave™. We have also received 5 Microsoft Advanced Specializations and are Gold competency partner across Azure, Dynamics 365 and Microsoft 365. To-date, we have supported 4,000+ clients and executed 16,000+ projects globally to support organizations' digital transformations.

## Technology & Cloud Strategy

### Cloud Strategy & Economics

Establishes the Why, What and How of the Cloud journey; documents the overall roadmap for change and the underlying business case for doing so.

- ▶ Cloud Strategy development and socialization
  - ▶ Multi-Cloud vs. Single Partner
  - ▶ Cloud Native vs. Agnostic
- ▶ Cloud Transformation roadmap
- ▶ Cloud Decision Framework creation and execution support
- ▶ Document the business case supporting Cloud Transformation
- ▶ Cloud Cost Optimization

### Cloud Migration

Provides cost and technical debt reduction from VM refactor to containers; leverages geo-distributed hosting for high availability and disaster recovery; offers cloud automation.

- ▶ Cloud architecture definition
- ▶ Application Discovery & Disposition (Rehost, Refactor, Rearchitect, etc.)
- ▶ Cloud migration strategy and execution
- ▶ Cloud modernization strategy and execution
- ▶ IaaS and PaaS solution development

### Cloud Operating Model

Defines the appropriate IT operating model for Cloud; executes Cloud transformation.

- ▶ Operating model Transformation tuned to support:
  - ▶ Agile & DevSecOps
  - ▶ Cloud
- ▶ Define metrics and KPIs
- ▶ Create Cloud CoE
- ▶ Build Cloud governance model
- ▶ Set up and run Cloud Program/Cloud Transformation Office

### Cloud Infrastructure

Creates zones for specific workloads/use cases; Builds Cloud automation building blocks/automated patterns.

- ▶ Establish core foundation(s)
- ▶ Pattern-based automation/self service capability
- ▶ Environment(s) readiness
- ▶ Multi-Cloud management strategy
- ▶ Automation strategy/capabilities
- ▶ Data gravity/integration strategy
- ▶ Security and GRC
- ▶ Monitoring

# Azure Intelligent Cloud

## Cloud Development

Utilizes innovative products/apps on next-gen cloud; increases developer velocity per sprint by approx. 60-70%; improves time to market.

- ▶ Legacy application modernization
- ▶ Legacy application migration
- ▶ Cloud native app development
- ▶ Mobile, web and quality engineering
- ▶ Internet of Things (IOT) implementation

## Cloud Integration

Provides cost and technical debt reduction from VM refactor to containers; leverages geo-distributed hosting for high availability and disaster recovery; offers cloud automation.

- ▶ Implements modern microservices
- ▶ Develops event-driven architecture
- ▶ Builds integration and data pipelines
- ▶ Integrates with key business platforms (O365, MS Dynamics, PowerApps etc.)

## DevSecOps

Leverages auto-scaling to meet demand; reduces cost of operations; provides continuous improvement enablement.

- ▶ DevSecOps maturity assessment and roadmap development
- ▶ DevOps architecture definition and execution
- ▶ E2E continuous delivery enablement
- ▶ Testing automation Shift left on security

## Cloud Modernization

Establishes landing zones for specific workloads/use cases; creates Cloud automation building blocks/automated patterns.

- ▶ Creates transformative change plan and metrics
- ▶ Advances transformation support structures:
  - ▶ Cloud CoE
  - ▶ Migration Factory
  - ▶ Automation team
  - ▶ DevOps/NoOps team(s)



## Data & Artificial Intelligence (AI)

### Data and AI Strategy

Helping business define and execute a Data and AI purpose.

- ▶ Data platform modernization/migration strategy and roadmap
- ▶ Data governance, talent, org and op model design
- ▶ How to scale and maintain Trust in AI

### Analytics and Business Intelligence

Enabling insights for business teams.

- ▶ Dashboard and self-service analytics build
- ▶ PowerBI dev and migration
- ▶ Data pipelines and modelling
- ▶ Analytics migration

### DataOps and MLOps

Supporting quality data engineering and data science.

- ▶ ML Design, Development and Deployment
- ▶ CI/CD
- ▶ Op Model Design
- ▶ Data pipeline configuration/management
- ▶ ML ops/deployment/management

### Big Data and Data Mesh

Enabling the building blocks of data and AI.

- ▶ Data Engineering for AI, Data Science and Modern Apps
- ▶ Value realization framework
- ▶ Big data capability map
- ▶ Agile analytics process

### Data Science and ML Co-sourcing

Delivering new insights that matter with our clients.

- ▶ Specialized teams to jointly deliver ML solutions with our clients, providing key skillsets and bandwidth where demand for the service often outpaces capacity of resources

### AI Solution Delivery

Applying AI into client ecosystems.

- ▶ Document Intelligence
- ▶ Recommendation engine
- ▶ Intelligent Forecasting and Scenario Modeling
- ▶ Virtual agents
- ▶ Pricing Guidance and Optimization

## Dynamics 365 & Power Platform

### Strategic Road Mapping

Envision your business application program.

- ▶ Define strategic goals of your business application program
- ▶ Develop long-term roadmap with buy-in from key stakeholders
- ▶ Identify key metrics to evaluate program success
- ▶ Determine the organizational readiness for the program

### Power Platform CoE

Enabling business to securely enable citizen developers.

- ▶ Change enablement to support the community
- ▶ Business enablement for business leaders and product owners
- ▶ DevOps and architecture to support developers
- ▶ User technology support for operational stability

### Implementation Services

Assisting customers with complex deployments.

- ▶ Proven methodology to quickly show value of business application deployments
- ▶ Extensive platform experience to ensure proper deployment of the technology
- ▶ Complex data migration and integration experience

### Dynamics in a Box

Helping organizations accelerate M&A ERP deployments.

- ▶ Pre-configured solution with standardized processes and leading practices
- ▶ Desktop procedures and user documentation
- ▶ Implementation methodology and change management guidance
- ▶ Ongoing support model

# Microsoft 365

## Architecture & Engineering

Platform:

- ▶ Workplace Transformation
- ▶ M365 Managed Services
- ▶ Modern End Point Management
- ▶ Custom Application Development

## Employee Experience

Experiences:

- ▶ Workplace Experience Strategy
- ▶ Collaboration Tools
- ▶ Knowledge & Content Services
- ▶ Adoption & Engagement

## Governance, Compliance & Security

Services:

- ▶ Security & Risk Management
- ▶ Governance & Compliance
- ▶ eDiscovery
- ▶ Business Case & Cost Rationalization

# Cybersecurity

## Security Simplification

Strategy, architecture design, and transformation plan.

- ▶ Technology Rationalization and Cost Takeout
- ▶ Transformation Plans
- ▶ Adoption Roadmaps
- ▶ Compliance Blueprints for Common Industry and Regional Standards and Regulations, or custom assessments to meet your unique compliance needs

## Modern Workplace Security

Technical implementation and enablement.

- ▶ Risk and Governance
- ▶ Identity & Access Management
- ▶ Threat Protection
- ▶ Information Protection
- ▶ Trusted Cloud

## Managed Services

Long-term support to maximize security posture and optimization.

- ▶ Governance and Reporting
- ▶ Security Administrators & Analysts
- ▶ Identity & Access Management
- ▶ Security Operations
- ▶ Information Protection
- ▶ Privacy

## IoT & Intelligent Edge

### Edge & IoT Strategy

Helping business define & execute an Edge & IoT purpose.

- ▶ Edge & IoT strategy including where and how to leverage, business growth through technology, future proofing, and industry trend guidance

### Solution Architecture

Designing greenfield or building on your enterprise.

- ▶ Enterprise perspective on how to integrate and enable Edge & IoT
- ▶ Architectural principle guidance

### Engineering & Development

Enable your vision today.

- ▶ On-prem, local, near-shore, and off-shore development teams

### Accelerated Prototyping

Leverage our IoT Accelerator.

- ▶ Build on existing infrastructure and teams to quickly turn your idea into reality

### Vendor Management

Navigate an opaque marketplace and heterogenous offerings.

- ▶ Market scan and guidance on the best vendor for your enterprise
- ▶ Vendor, third-party, and client team collaboration for successful delivery

### Solution Delivery

Application of Edge & IoT into client ecosystems.

- ▶ Delivering the vision to your users
- ▶ Guidance on continued success with CI/CD, support, maintenance, security, and change management

## Recognized Market Leader

- ▶ Microsoft 2021 Global Advisory Partner of the Year
- ▶ Microsoft 2021 Global Power Apps and Power Automate Partner of the Year
- ▶ Microsoft 2021 Country Partner of the Year - US, Chile and Lithuania
- ▶ 2021 Leader for Microsoft Business Application Services by The Forrester Wave™
- ▶ 2021 Leader of Worldwide Microsoft Implementation Services by IDC MarketScape
- ▶ Microsoft 2021 Global Energy Partner of the Year Finalist
- ▶ Microsoft 2021 Global Education Partner of the Year Finalist
- ▶ Microsoft 2021 Global Modern Work and Security for Apps & Solutions for Microsoft Teams Partner of the Year Finalist
- ▶ Microsoft 2021 Area Award, Game Changer of the year - India
- ▶ Microsoft 2021 Area Award, Industry Innovation Impact Award - Canada
- ▶ Microsoft 2021 Area Award, Advisory Partner of the Year - Ireland
- ▶ Microsoft 2021 Area Award, Azure Analytics Partner of the Year - Ireland
- ▶ Microsoft Dynamics Inner Circle Member for Business Applications: 2020/2021
- ▶ 15 MVPs and Fast Track D365 Solution Arch
- ▶ Microsoft Dynamics Inner Circle Member for Business Applications: 2020/2021
- ▶ Microsoft 2020 US Partner of the Year - Modern Workplace for Firstline Workers
- ▶ Microsoft 2020 Ireland Partner of the Year - AI & Machine Learning
- ▶ Microsoft 2020 Advisory Services Global Partner of the Year
- ▶ Microsoft 2020 Global Energy Partner of the Year
- ▶ Microsoft 2020 Global Financial Services Partner of the Year
- ▶ Microsoft 2020 LATAM Partner of the Year in the AI & Machine Learning category



Kevin Mallia  
Consulting Partner  
EY Malta  
kevin.mallia@mt.ey.com



Michael Azzopardi  
Senior Manager,  
Technology Consulting Lead  
EY Malta  
michael.azzopardi@mt.ey.com

## Building a better working world

EY exists to build a better working world, helping create long-term value for clients, people and society and build trust in the capital markets.

Enabled by data and technology, diverse EY teams in over 150 countries provide trust through assurance and help clients grow, transform and operate.

Working across assurance, consulting, law, strategy, tax and transactions, EY teams ask better questions to find new answers for the complex issues facing our world today.

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In Consulting, we are building a better working world by transforming businesses through the power of people, technology and innovation. It's our ambition to become the world's leading transformation consultants.

The diversity and skills of 70,000+ people will help clients realize transformation by putting humans at the center, delivering technology at speed and leveraging innovation at scale. These core drivers of "Transformation Realized" will create long-term value for people, clients and society.

For more information about our Consulting organization, please visit [ey.com/consulting](https://ey.com/consulting).

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