



AWS v. Microsoft Azure

Is There a Winner in Cloud Hosting Supremacy?



Bill Fistori

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Co-Founder & CEO
Pantek



About Bill Fistori & Pantek



Decades of Experience

25 years maintaining and servicing cloud environments



Invested in the Cloud. Literally.

Investor & operator of an AWS consulting company (sold to Mission Cloud)

Investor & Advisor to four start-up SaaS companies



Track Record of Success

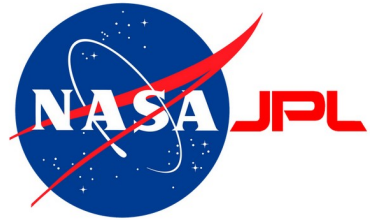
Owner/operator of three technology services companies (one purchased by Konica Minolta)



Pantek

Currently Investor, Advisor, Managing Partner at Pantek

Pantek's clients are prominent companies and industry leaders.



Dave Todaro

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Founder & CEO
Ascendle



We are a world-class software delivery firm.



Web Development

Web Applications • Angular • React

We build contemporary web applications that delight users, including a modern user interface and responsive design.



Product Strategy

Technology Strategy • MVP Feature Prioritization

We dive deep to understand your company's business drivers, customer needs, and your vision to ensure your product excels, and help form the plan for your minimum viable product (MVP).



App Development

Mobile • Watch • Desktop • TV • Xamarin

Whether it's Android, iOS, watchOS, tvOS, or the desktop, our applications can reach your users wherever they are—with a rich, platform-specific experience.



Product Design

UI/UX • Visual Design • User Testing

UX architecture ensures the right structure to deliver on user expectations, while UI and visual design make your product beautiful.



Platform Development

APIs • Data • Microservices • AI

By leveraging the latest cloud computing, business analytics, microservice, and artificial intelligence technology, we ensure the highest levels of performance, security, and scalability.

Microsoft
Partner

Silver Application Development

Our clients are market leaders and innovative pioneers.

Honeywell

MONSTER

amadeus

 **tmpworldwide**
THE DIGITAL BRAND AUTHORITY


PerkinElmer


wex

 **kaleidacare**

 **Connecting Point**
MARKETING GROUP


LIMRA

 **TRADEPORT**
RETURNS, MANAGED.

 **SENSITECH**
United Technologies
SUPPLY CHAIN VISIBILITY

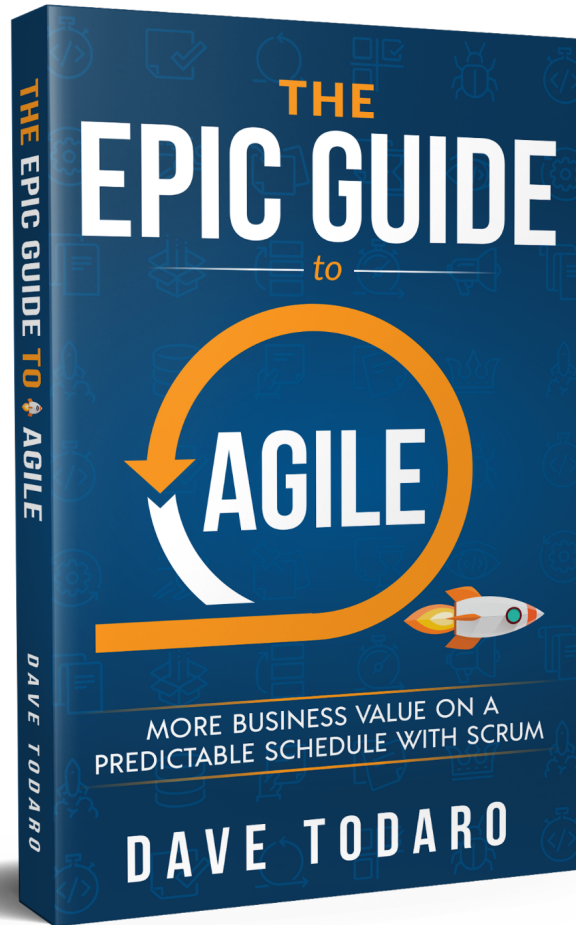
 **EPILEPSY**
FOUNDATION
New England

CREATIVE  **iINFO**
SYSTEMS


FLORATINE

Pxl

 **ASCENDLE**



And we wrote
the book.

Agenda

- Market Share
- Pricing
- Open-Source
- Compliance
- Hybrid Cloud Capabilities
- Container Services
- Portability
- DevOps
- Q & A

The Google logo, featuring the word "Google" in its multi-colored sans-serif font, is centered within a white circle that has a light gray border.The Azure logo, consisting of a blue stylized mountain icon followed by the word "Azure" in a blue sans-serif font, is centered within a white circle that has a light gray border.The AWS logo, featuring the lowercase letters "aws" in a dark blue sans-serif font with the orange Amazon smile arrow underneath, is centered within a white circle that has a light gray border.

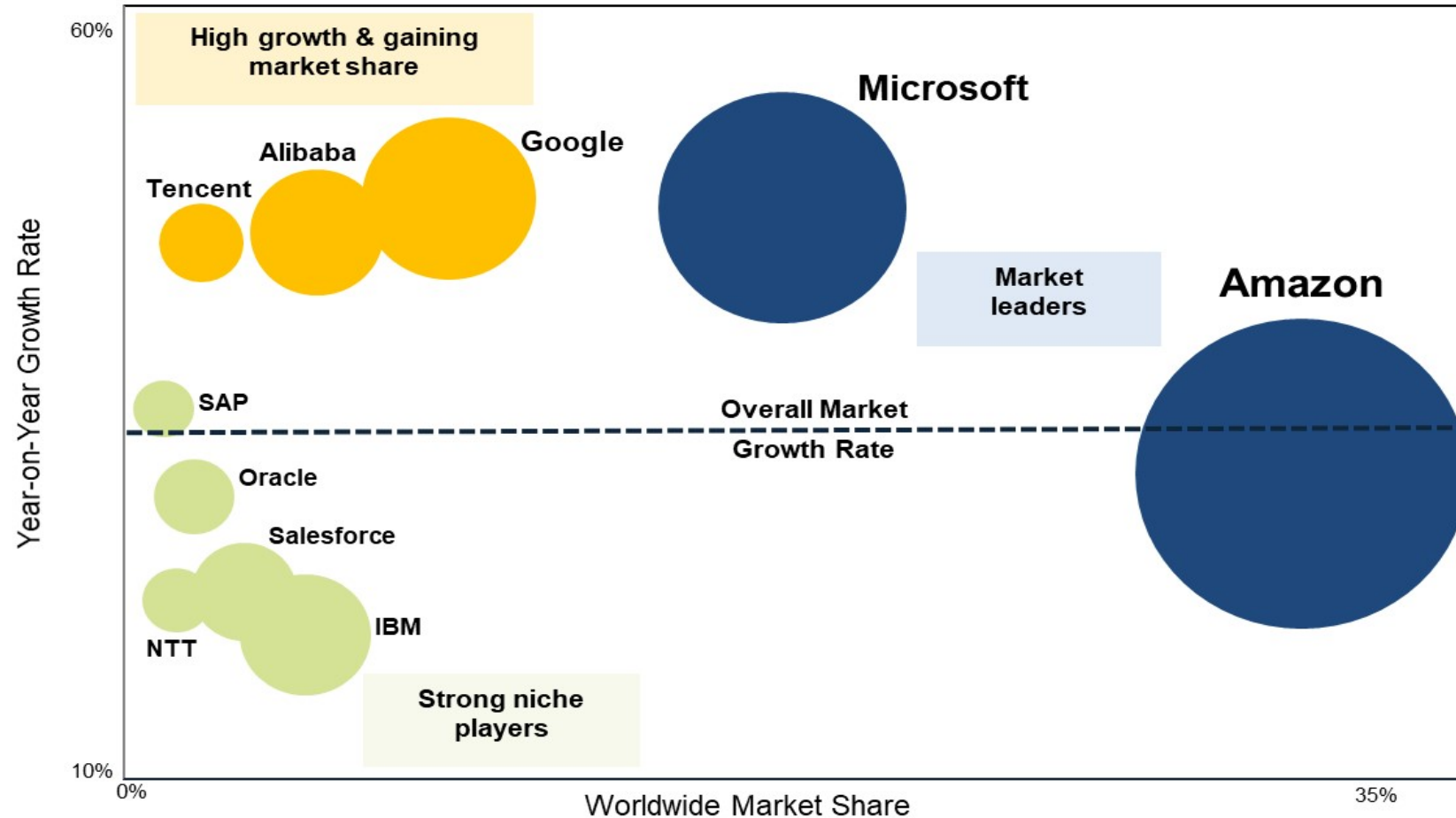
Market Share

- Billions of dollars invested
- Pre-built AI services are available now

Market Share

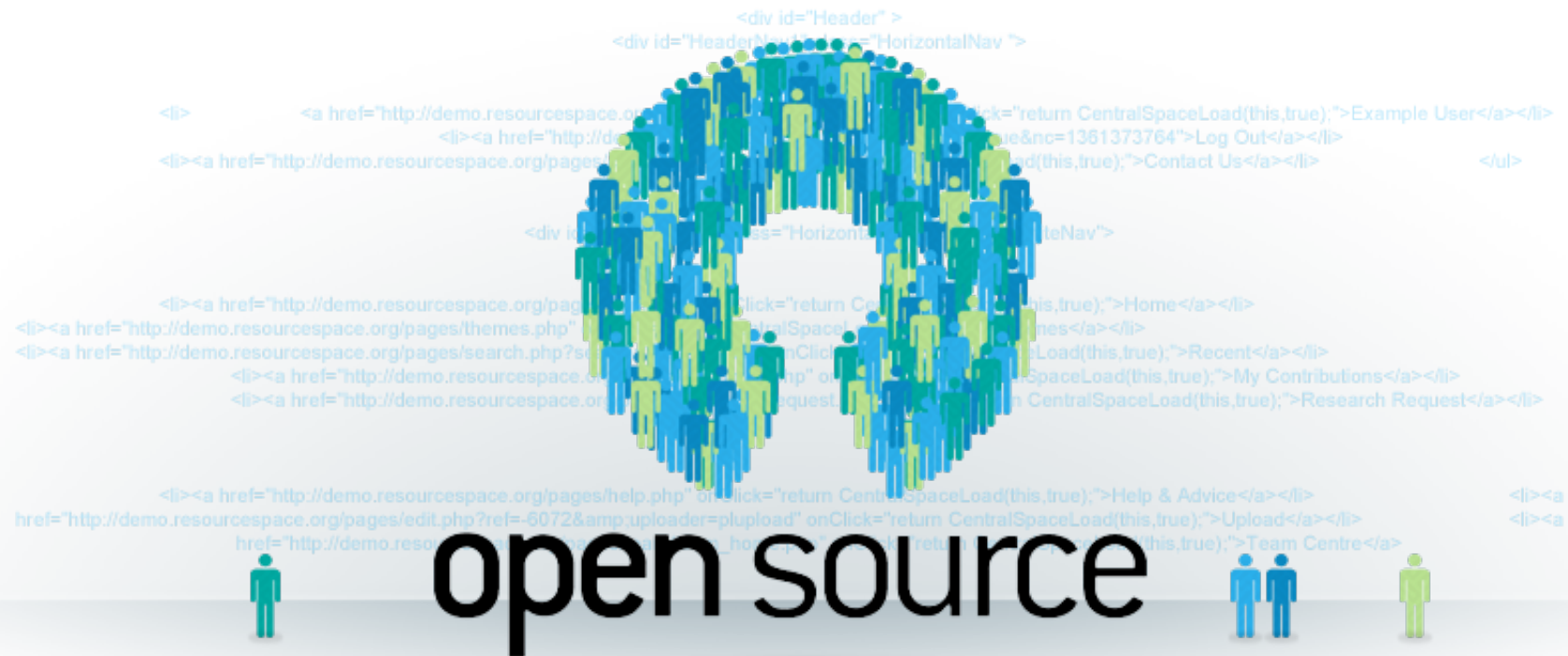
Cloud Provider Competitive Positioning

(IaaS, PaaS, Hosted Private Cloud - Q3 2020)



Source: Synergy Research Group





REGULATIONS

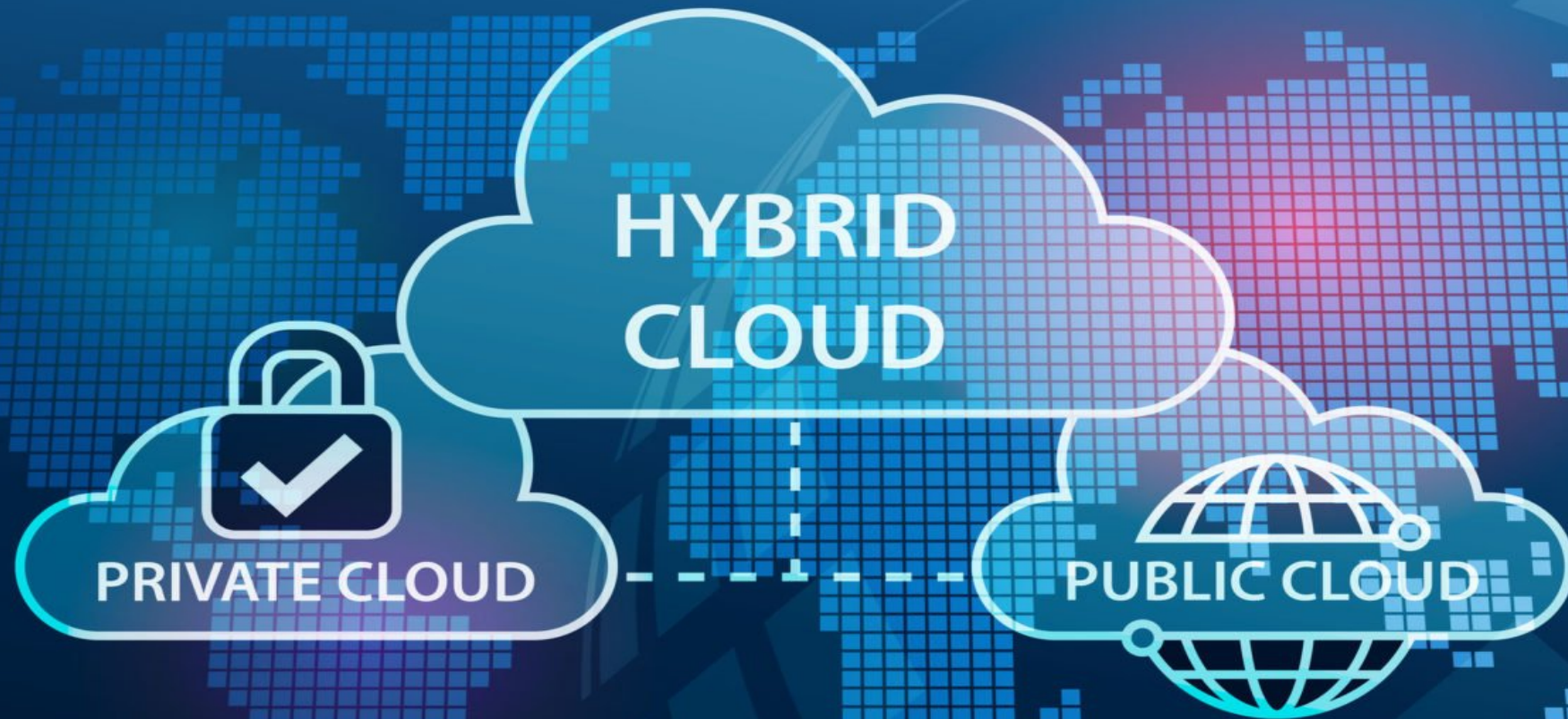
COMPLIANCE

RULES

STANDARDS

POLICIES

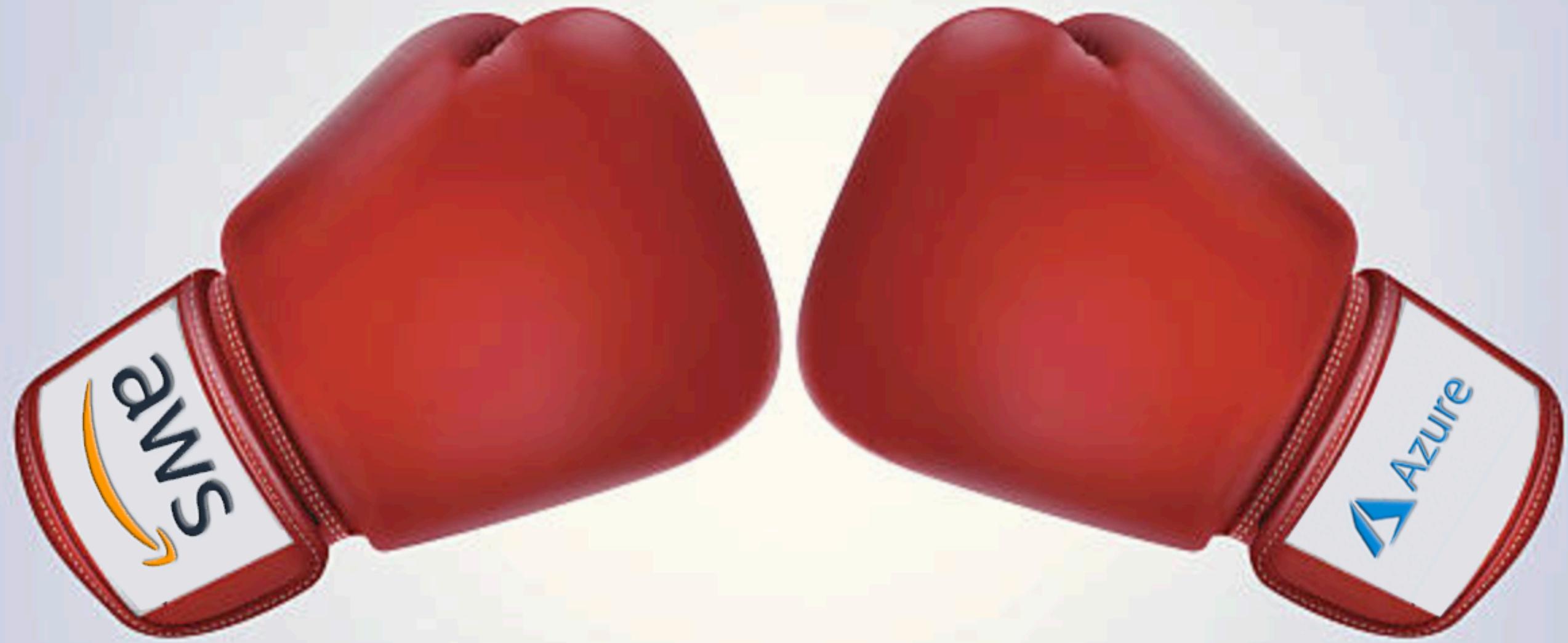












Questions?



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