ADN-ul digital al afacerilor

your value upgraded

Mihai Logofatu,
CEO Bittnet Group

Irina Margescu
Cloud Business Enabler
Dendrio

Cristian Herghelegiu,
VP of Technology – **Bittnet Group**
CEO – Dendrio Solutions

Dan Berteanu,
VP of Education – **Bittnet Group**
CEO Bittnet Training

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Mark Andreessen
founder of Netscape,
renowned Venture Capitalist
Andreessen-Horowitz

..”we are in the middle of a dramatic and broad technological and economic shift in which software companies are poised to take over large swathes of the economy”

„..in short, software is eating the world.”

..” over the next 10 years, I expect many more industries to be disrupted by software, with new world-beating Silicon Valley companies doing the disruption in more cases than no.”

2011 , Wall Street Journal

Why is this happening now (2011)

6

decades into the computer revolution

4

decades since the invention of the microprocessor

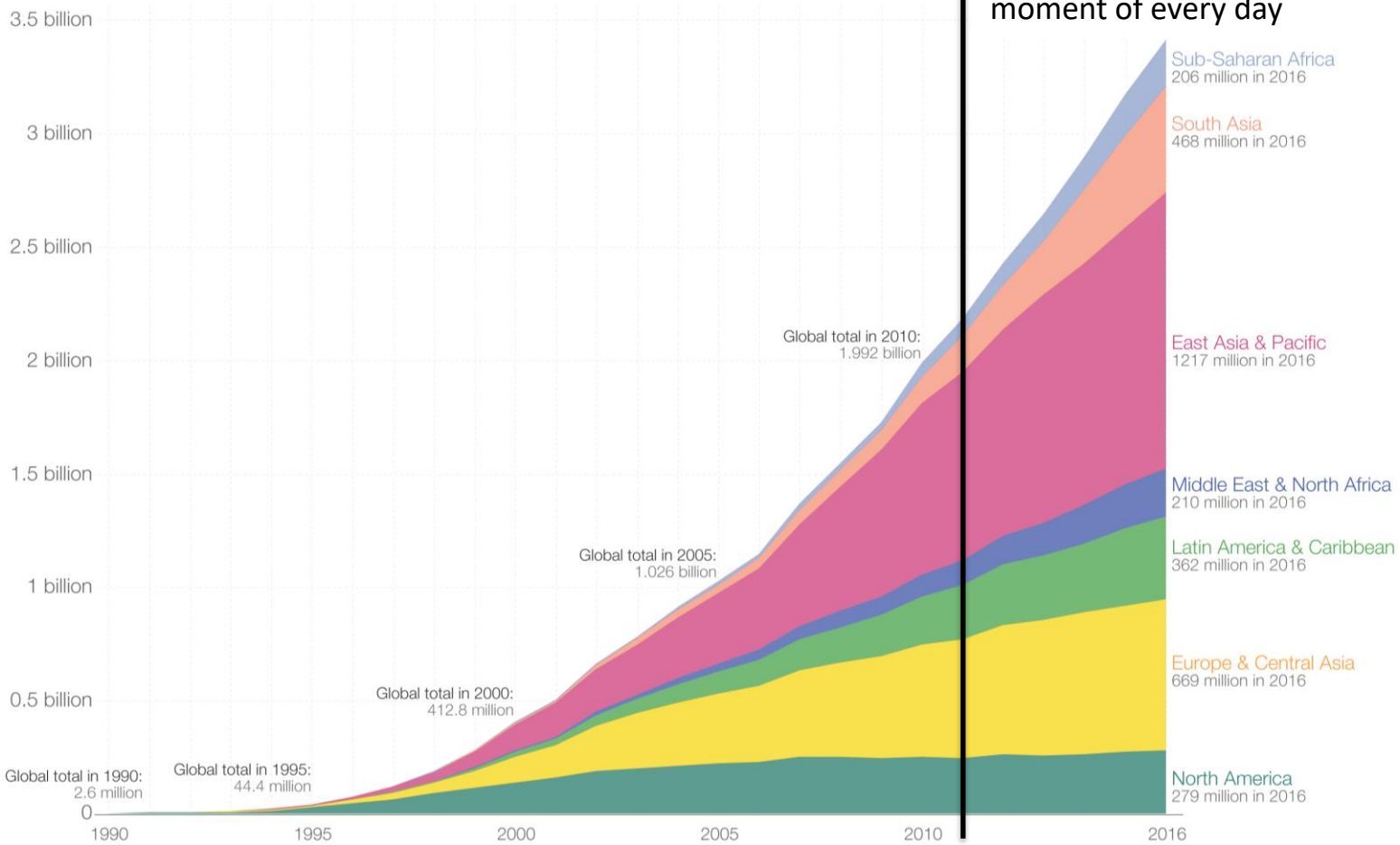
2

decades into the rise of the modern Internet

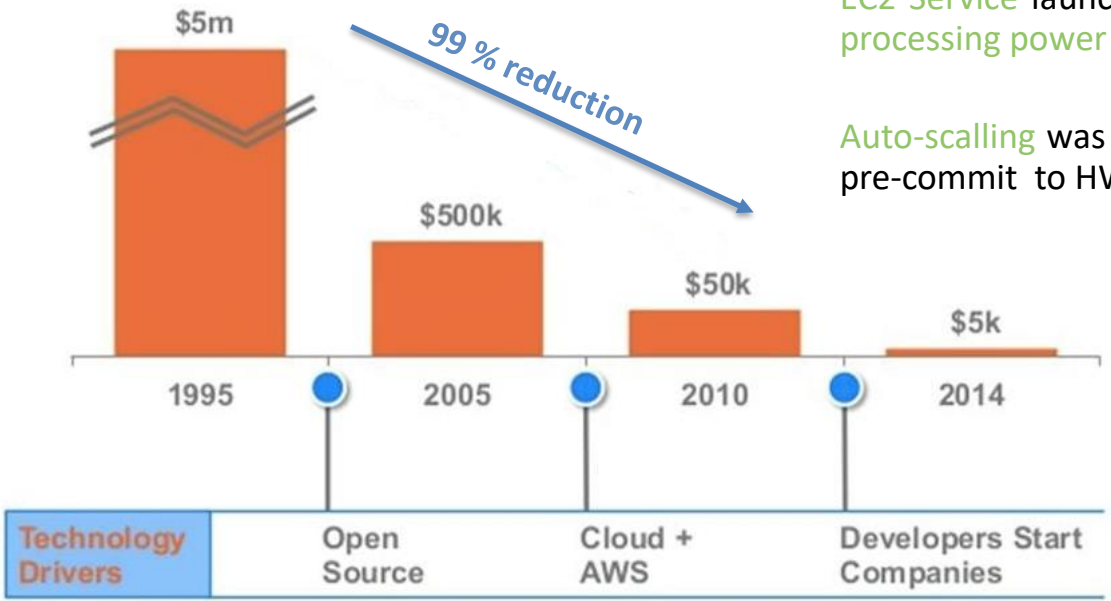
ALL of the technology required to transform industries through software finally works and can be widely delivered at global scale.

2+ billion people now use the Internet
up from 50 million a decade ago

in 10 years, 5+ billion people to own smartphones, giving them full & instant access to Internet, every moment of every day



Falling cost of launching a product



S3 Service was launched in 2006 which provided web storage eliminating the need for startups to invest in physical storage to build products

EC2 Service launched in 2006 that meant startups could have processing power in the cloud without buying HW

Auto-scalling was launched that meant startups didn't need to pre-commit to HW and could scale up and down with traffic.

amazon.com

BORDERS

Game changers

the world's largest bookseller, is a software company

largest video service by number of subscribers is a software company

Most dominant music companies are software companies, too

Disney had to buy Pixar, a software company, to remain relevant in animated movies

Any smarphone include a software-powered camera & photos are uploaded to the Internet

largest direct marketing platform is a software company

today's fastest growing recruiting company.

today's largest hotel booking platform

keez

eMAG

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Timing

Focus on your core

2016

Software is still eating the world

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Timing

amazon

iPhone

App Store

facebook

Uber

airbnb

"it's not about what can we do now, but better; it's about what can we do now that was simply not possible until today."

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NETFLIX

Remove Friction → Iterate & Improve → Change Behavior →

Ship CD's

Stream Movies

Develop Original Content

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Focus on your core

Uber

creating a world-class experience for customers & solving the problem of transportation for the masses, one ride at a time.

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Put all their energy on the main problem

they are trying to solve and rely on specialists for other essential aspects that are critical to their app.

Creates an innovation boost

in the wider ecosystem because each of these non-core elements is core to the supplier providing the service.

Focusing on your core when it comes to technology means

to focus on your end-customer experience

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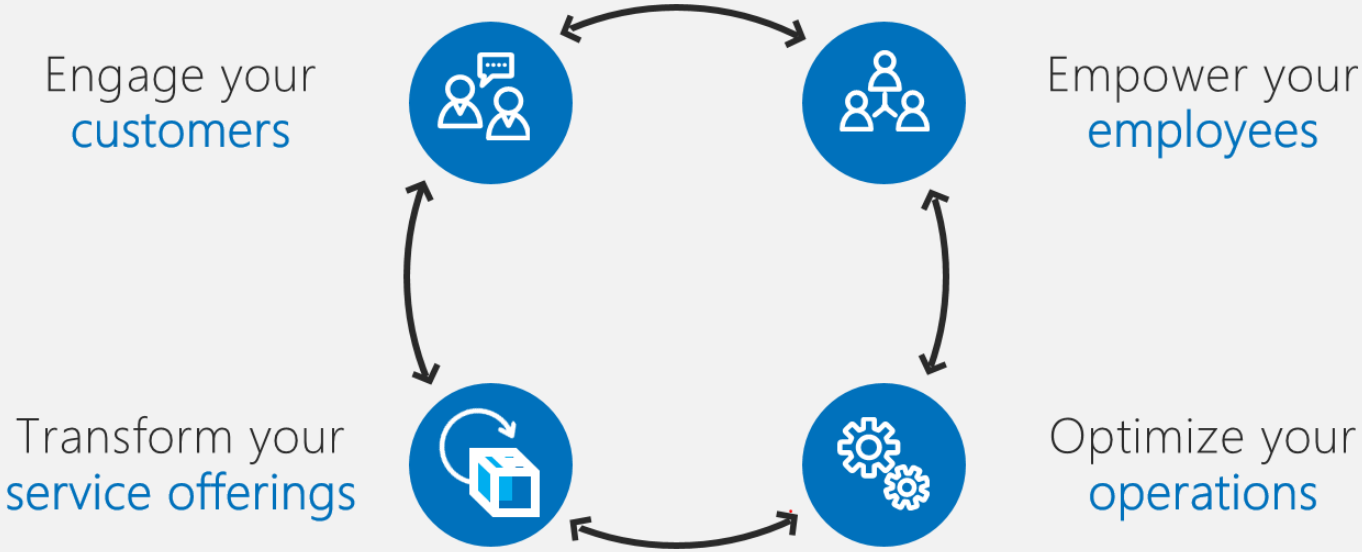

It starts with TOP management creating the right technology culture

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Agenda

- **Bittnet Group se prezintă**
- Cum oferim serviciile noastre online
- Cum contactăm/ne contactează clienții
- Cum adaptăm fluxul documentelor
- Cum ne conectăm la calculatorul de la birou

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Structura Bittnet Group

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Technology

- dendria — Your journey. Upgraded.
- ELIAN — a bittnet company

Education

- credis
- bittnet — Your skills. Upgraded.
- EQUATORIAL — playground for new habits

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Structura Bittnet Group – Education

bittnet group

Education

credis

bittnet
Your skills. Upgraded.

EQUATORIAL
playground for new habits

Dan Berteanu,
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Structura Bittnet Group - Technology

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Technology

dendrio
Your journey. Upgraded.

ELIAN
a bittnet company

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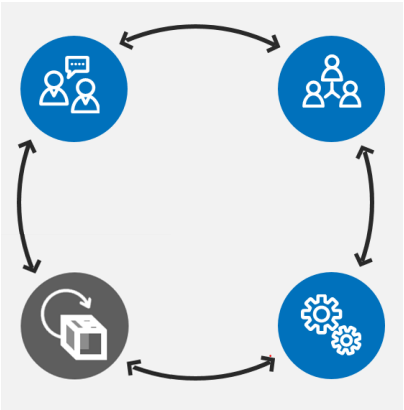

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Servicii online oferite prin:

Website

Online Apps

Mobile Apps

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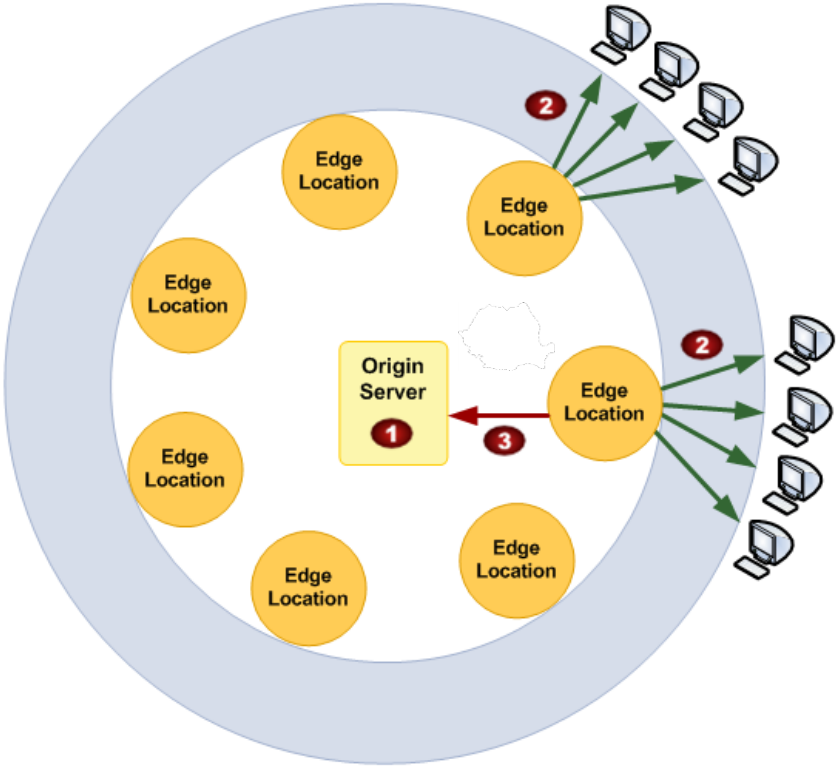
Amazon CloudFront



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Beneficii

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POLL Amazon CloudFront

1. Cât de util este pentru voi serviciul Amazon CloudFront?
   a. Foarte util
   b. Cred ca e util
   c. Complet inutil
   d. Nu se aplică pentru mine
2. Cum l-ai vedea aplicat în business-ul tău?

   răspuns liber
3. L-ai folosi în următoarele 12-24 de luni?
   a. Da
   b. Nu
4. Îl folosiți deja?
   a. Da
   b. Nu

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Amazon AppStream 2.0

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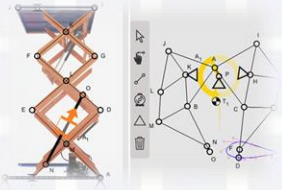
Amazon AppStream 2.0



Aplicații de proiectare sau design

Software-as-a-Service sau demo-uri

Aceeași versiune de aplicație pentru toți

Aplicațiile accesibile de oriunde

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POLL Amazon AppStream 2.0

1. Cât de util este pentru voi serviciul Amazon AppStream 2.0?
   a. Foarte util
   b. Cred ca e util
   c. Complet inutil
   d. Nu se aplică pentru mine
2. Cum l-ai vedea aplicat în business-ul tău?

   răspuns liber
3. L-ai folosi în următoarele 12-24 de luni?
   a. Da
   b. Nu

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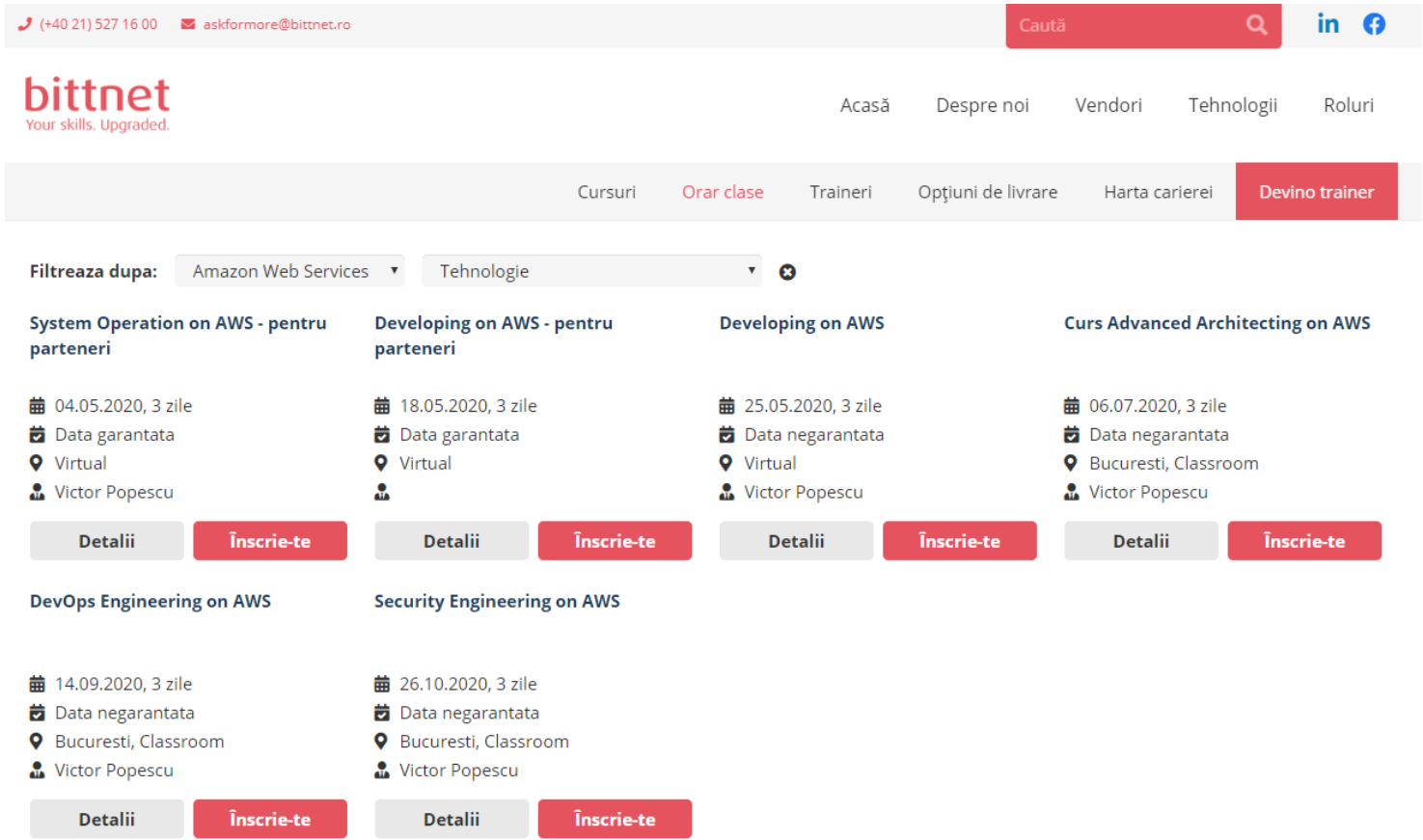
Cursuri AWS în perioada următoare



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Noutăți legate de certificările AWS

Share Your Achievement with Enhanced Digital Badges

AWS Certification provides digital badges as a benefit to showcase your certification status. By making the transition to provide digital badges via Credly's Acclaim platform, we now offer more flexible options for recognition and verification. Take advantage of one-click sharing on social media newsfeeds, tools for embedding verifiable badges on websites, and an optional public profile with all earned AWS Certification badges.

Free Webinars on AWS Certification Exam Prep

Preparing for your next AWS Certification? Join one of our free, live webinars led by AWS-accredited instructors. A complement to our free Exam Readiness digital training courses, these webinars can help prepare you for AWS Certification by exploring main exam topics and identifying specific areas to study. Ask questions via chat during the Q&A, and feel confident on exam day.

AWS Certification Exams Now Available Virtually

You can now take all AWS Certification exams from the comfort of your home with online proctoring. With this added convenience and flexibility, it's now easier than ever to show your cloud skills are backed by an AWS Certification. For more information on this option, as well as other ways we are supporting candidates who need more time to reschedule exams, recertify, and use vouchers, visit our FAQ page.

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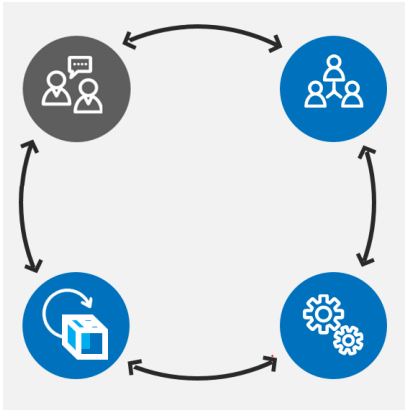

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Amazon Connect – un contact center AI-enabled

SKILLS-BASED CALL ROUTING

DYNAMIC CONTENT FLOWS

NATURAL LANGUAGE CHATBOTS

RICH ANALYTICS

OUTBOUND CALLING

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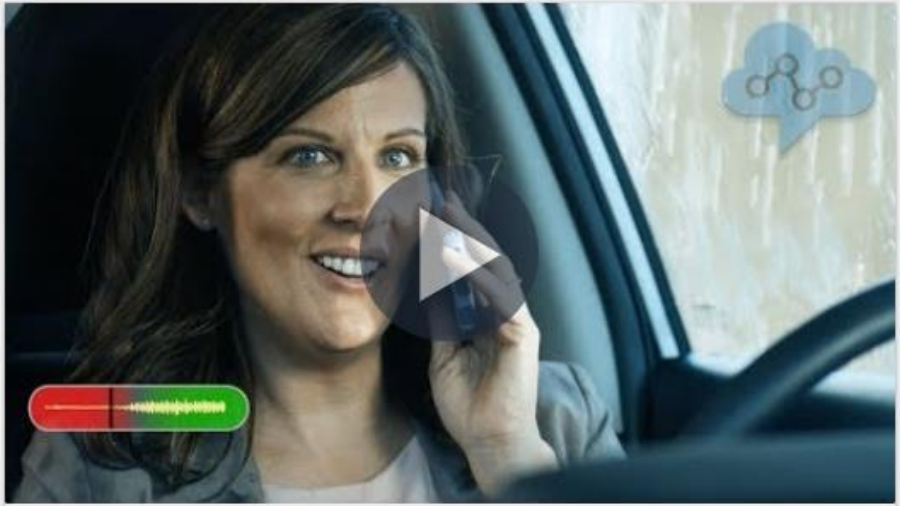
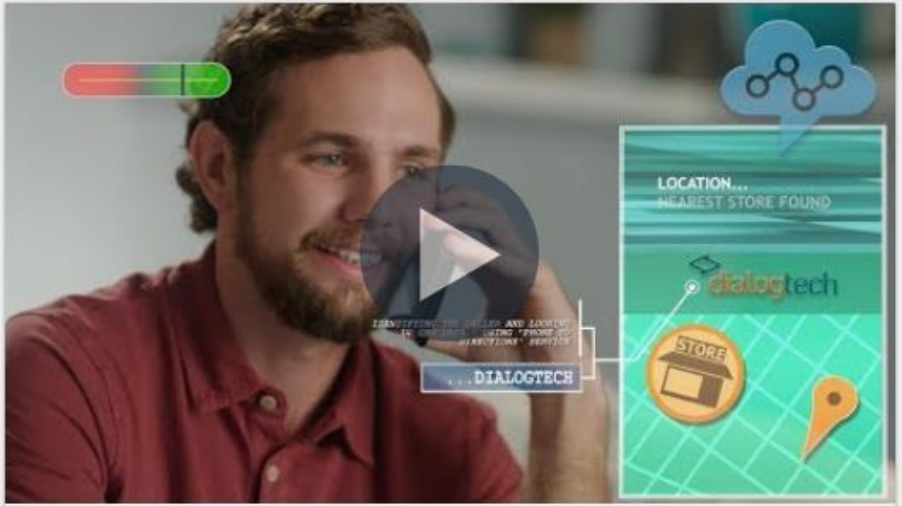
Amazon Connect



Amazon Connect Customer Service Experience: The Art of the Possible



Amazon Connect Customer Purchase Experience: The Art of the Possible

Service

Sales

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POLL Amazon Connect

1. Cât de util este pentru voi serviciul Amazon Connect?
   a. Foarte util
   b. Cred ca e util
   c. Complet inutil
   d. Nu se aplică pentru mine
2. Cum l-ați vedea aplicat în business-ul tău?
   a. Pentru inbound calling
   b. Pentru outbound calling
   c. Pentru chat/messaging
3. L-ați folosi în următoarele 12-24 de luni?
   a. Da
   b. Nu

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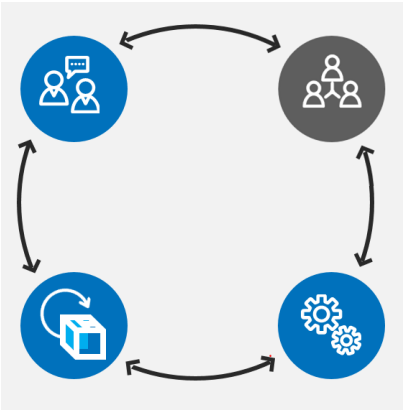

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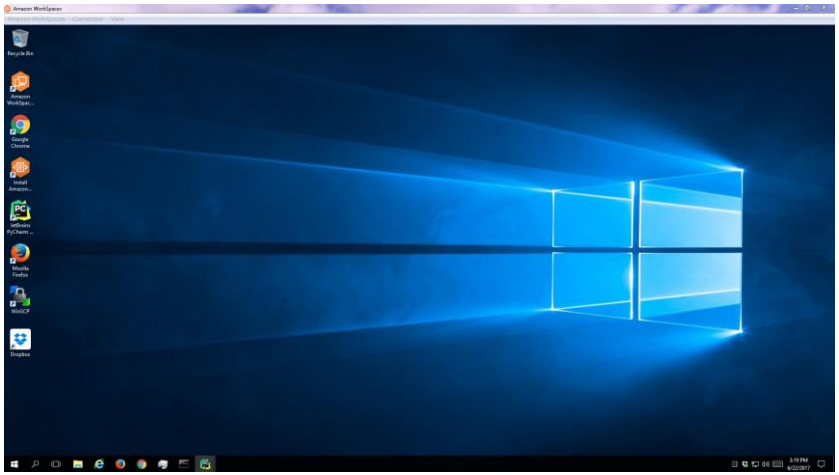
Amazon WorkSpaces - beneficii



https://shop.dendrio.com/pc-virtual.html

amazon WorkSpaces

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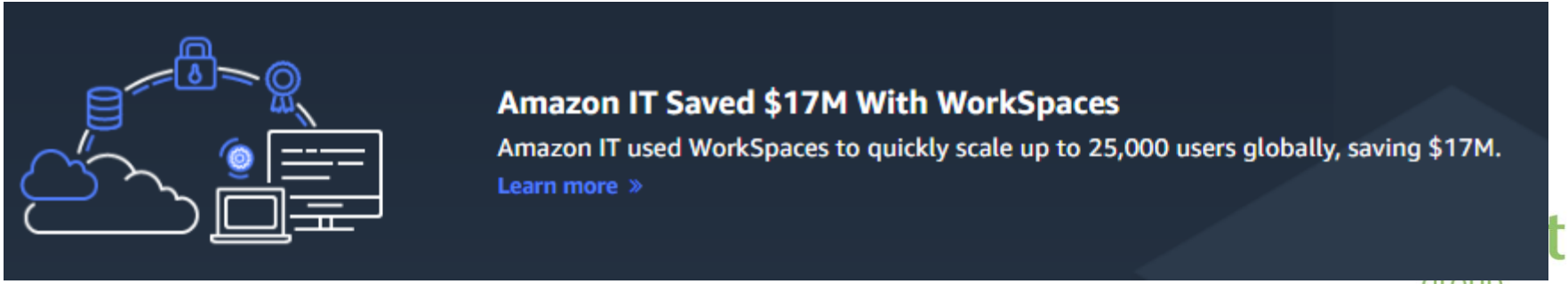
Amazon WorkSpaces – use cases

- Cloud desktops for remote, mobile, and contract employees
- Software Dev & Test
- BYOD
- desktops for classroom and lab settings
- Rapid integration during M&As



POLL Amazon WorkSpaces

1. Cât de util este pentru voi serviciul Amazon WorkSpaces?
   a. Foarte util
   b. Cred ca e util
   c. Complet inutil
   d. Nu se aplică pentru mine
2. Cum l-ați vedea aplicat în business-ul tău?

   răspuns liber
3. L-ați folosi în următoarele 12-24 de luni?
   a. Da
   b. Nu

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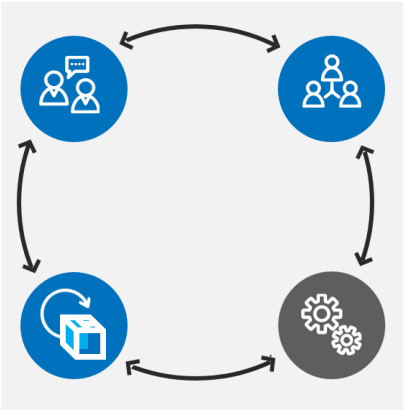
- Cum oferim serviciile noastre online
- Cum contactăm/ne contactează clienții
- Cum ne conectăm la calculatorul de la birou
- **Cum adaptăm fluxul documentelor**



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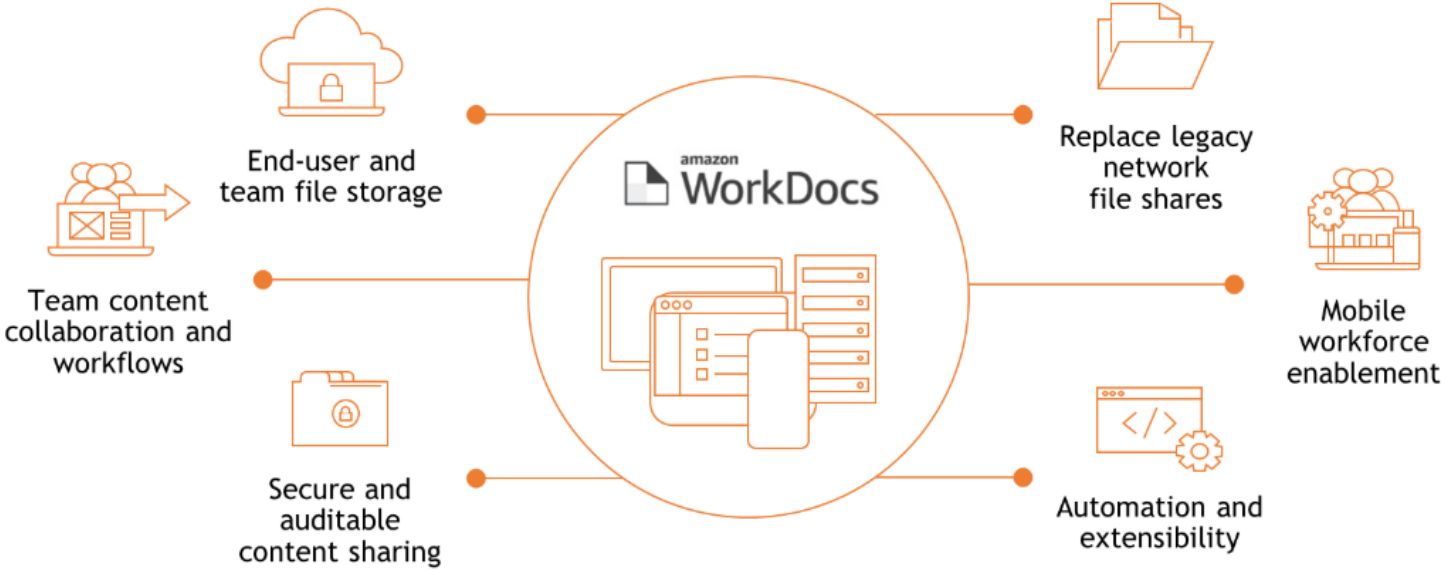
Amazon WorkDocs



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POLL Amazon WorkDocs

1. Cât de util este pentru voi serviciul Amazon WorkDocs?
   a. Foarte util
   b. Cred ca e util
   c. Complet inutil
   d. Nu se aplică pentru mine
2. Cum l-ați vedea aplicat în business-ul tău?

   răspuns liber
3. L-ați folosi în următoarele 12-24 de luni?
   a. Da
   b. Nu

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Let's Think™ Digital Now

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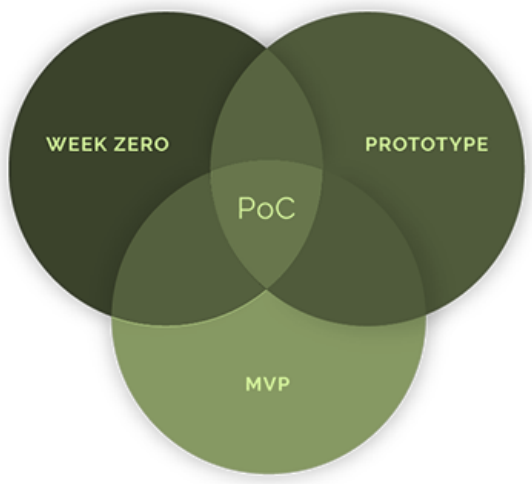
POLL Final

Ce servicii ați dori să testați gratuit în luna MAI 2020?

- ❑ Amazon CloudFront
- ❑ Amazon AppStream 2.0
- ❑ Amazon Connect
- ❑ Amazon WorkDocs
- ❑ Amazon WorkSpaces
- ❑ Alte servicii AWS
- ❑ Niciun serviciu AWS



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Powered by Technology .TODAY

Ask the FIRST Question

IT is an asset not a cost

Become a Cloud-First organization

La ce alte probleme de business vă doriți să căutăm soluții?

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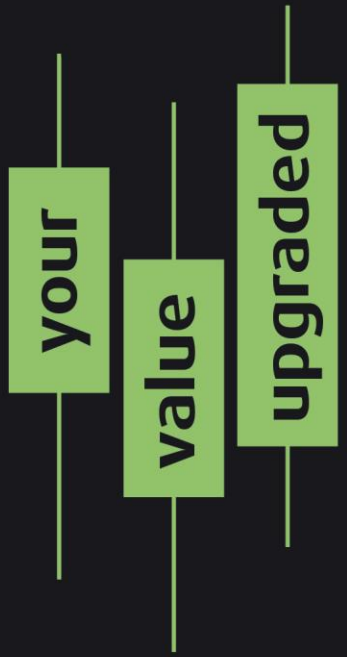

Thank you!

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