





Building the future:  
Intelligent Cloud and Intelligent Edge

Dimitra Darda  
CEE Device Sales Lead

A panoramic view of a city at night, likely Moscow, featuring several prominent skyscrapers with glowing windows and a river winding through the urban landscape. The city lights create a vibrant, colorful scene against the dark night sky.

**Спасибо за приглашение и  
сотрудничество!**

## Growth this year

Windows 10 **higher satisfaction** than any previous version of Windows

~**700M** Windows 10 monthly active devices

**79%** Windows 10 commercial growth YoY

**200M** Windows 10 commercial monthly active devices

**65M** Enterprise Mobility Suite installed base (growth rate of 55% YoY)

**165M** Monthly active users of O365 commercial  
& O365 consumer subscribers

## Opportunity ahead

**11%** Pro PC YoY growth

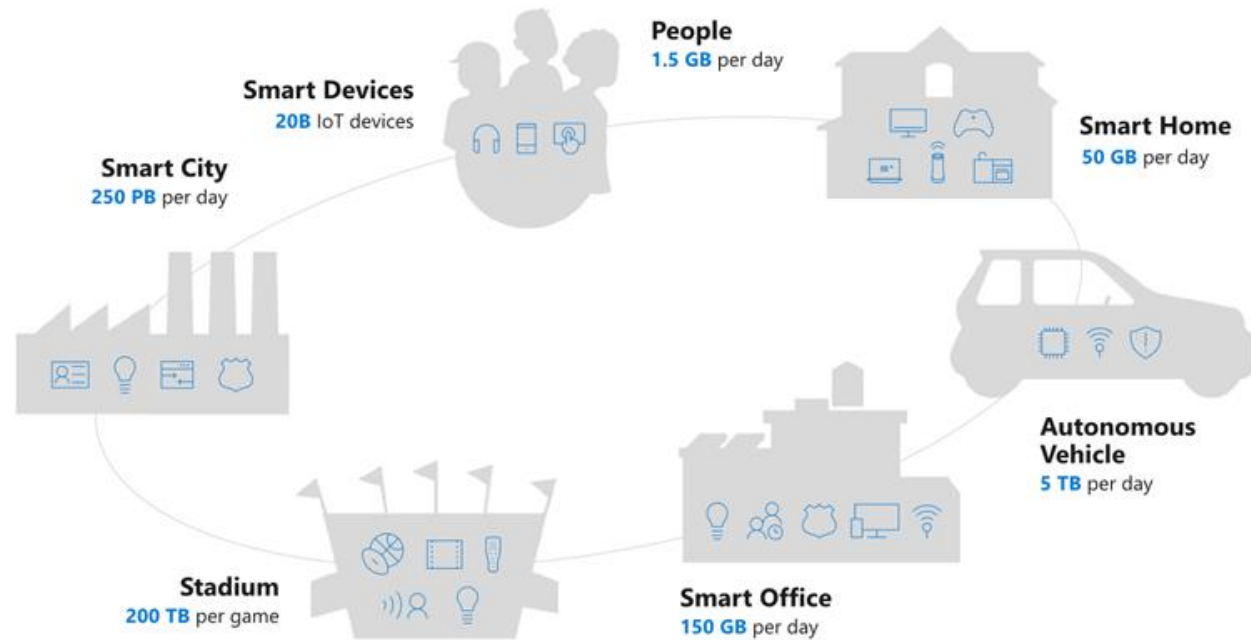
**12%** Gaming PC YoY growth - IDC

**14%** Ultralim PC YoY growth - IDC

**13%** 2 in1 PC YoY growth - IDC

**89%** – Azure YoY growth (15 consecutive quarters)

# Embracing the future: Opportunity by 2020





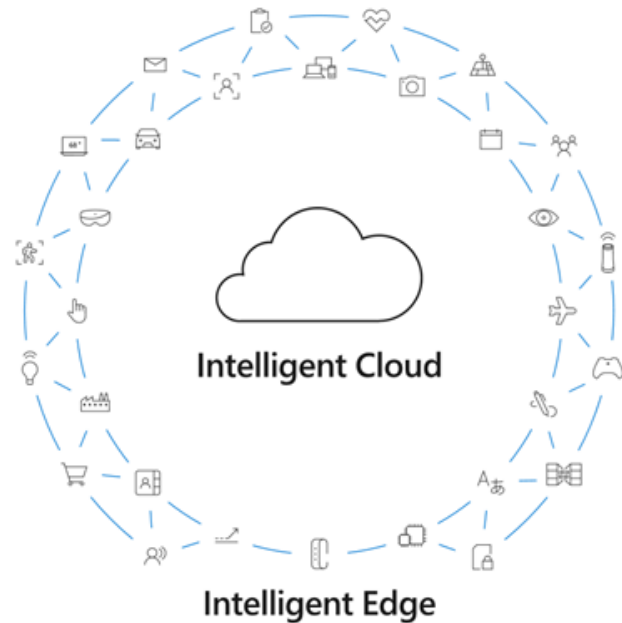
Ubiquitous computing



Artificial Intelligence



Multi-sense, multi-device experiences





# Ubiquitous computing



 Microsoft Azure

Azure Sphere | Azure IoT edge | Windows IoT | Windows | Windows Server | Azure Stack



Sensors



PC-class



Server-class



Hybrid server



# Artificial Intelligence



AI platform



Intelligent  
applications



AI solutions





**Multi-sense,  
multi-device  
experiences**



**Microsoft 365**



**Built for multi-sense,  
multi-device experiences**



**People at the center  
for work and life**

## Today

New PC opportunity

New intelligent devices

Microsoft AI  devices



## Opportunity: FY19 innovation


### Technology

- Always-Connected PC
- Skype Room Systems
- Windows Collaboration Displays
- Microsoft 365
- Azure IoT Solutions
- Windows 10 IoT Core Services
- Azure Sphere
- Ink, Vision, Voice
- AI-infused


### Business

- Cloud Solution Provider
- Windows 7 & Office 2010 EoL
- Windows 10 in S Mode
- Modern PCs
- Microsoft 365 Solutions
- IoT Solutions


# Partnership: Working together



**Engage with  
you on design**



**Support how  
you build**



**Scale your  
sales**

## Microsoft mission

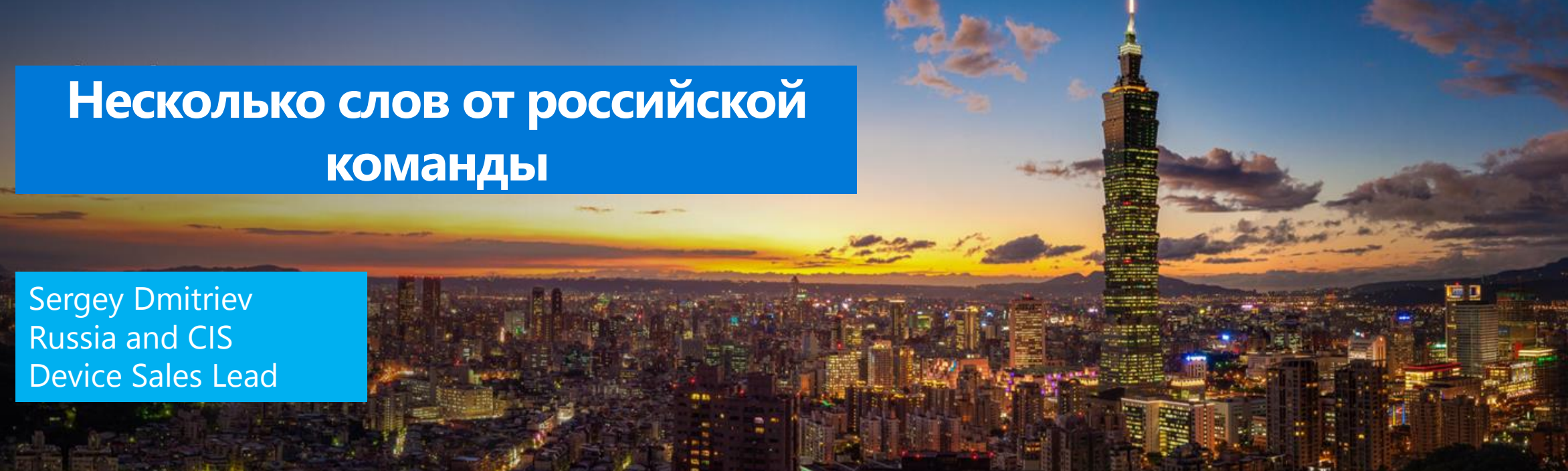
Empower every person and every organization on the planet to achieve more



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CEE Device Sales Lead

# Несколько слов от российской команды

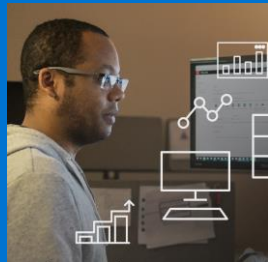
Sergey Dmitriev  
Russia and CIS  
Device Sales Lead



## Коммерческие устройства



# Коммерческие устройства



**Безопасность**

**Windows 10 Pro**

**EOL и новые поколения процессоров**



**Обновление парка ПК**



Sergey Dmitriev

Device Sales Lead Russia and CIS

Microsoft