



Creating the Modern Data Asset

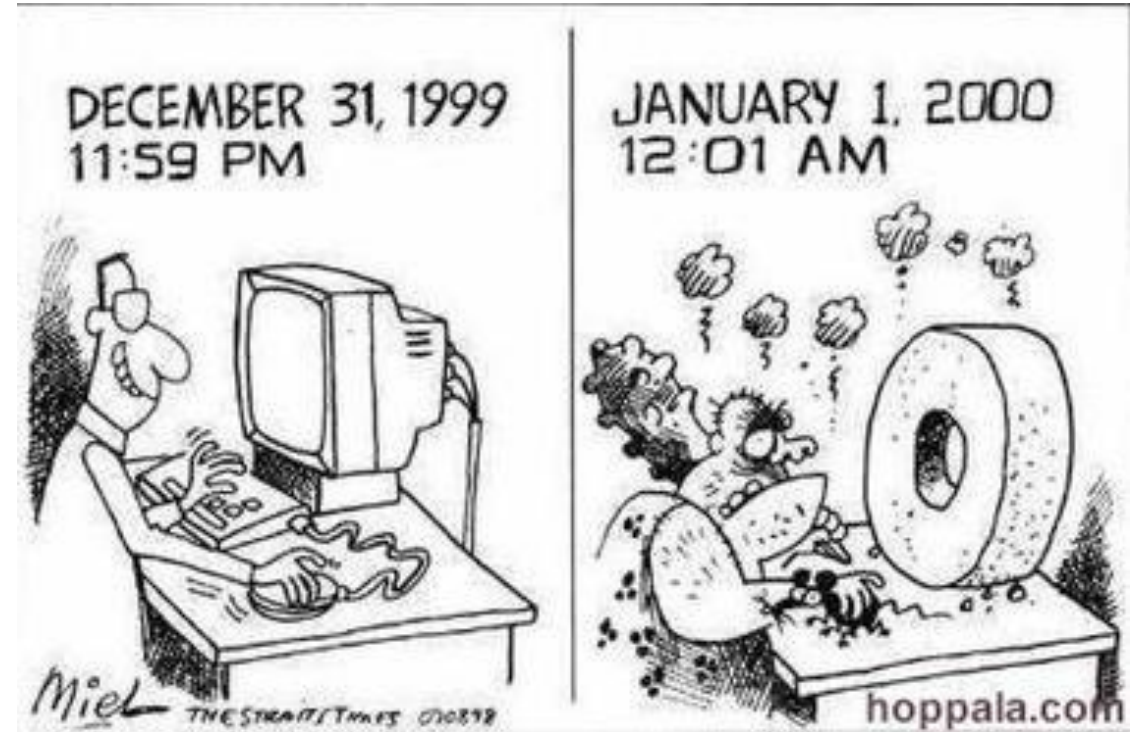
Microsoft
Partner



Gold Cloud Customer Relationship Management
Gold Customer Relationship Management
Gold Data Analytics
Gold Collaboration and Content
Silver Cloud Platform
Silver Cloud Productivity
Silver Data Platform

Who am I?

- CTO of Karabina
- BSc (Eng) with an MBA
- Love Technology
- Moved into IT pre-Y2K
- Been in Data for the last 18 years







CREDENTIALS

Since Karabina was founded in 2001, we have received many awards, accolades and recognition, from our partners as well as our customers. These awards show our commitment to delivering the best solutions to our customers.

**Microsoft
Partner**



Gold Data Analytics
Gold Cloud Customer Relationship Management
Gold Collaboration and Content
Silver Cloud Productivity
Silver Cloud Platform
Silver Data Platform

Karabina is a certified Microsoft Gold and Silver Partner due to delivering quality solutions in specialised areas of business that are designed to meet our customers' needs.

12

12 x Microsoft Data Analytics
Partner of the Year

2016

2016 Microsoft Country
Partner of the Year

8

8 x Microsoft Dynamics
CRM Partner of the Year

OUR POSITIONING



DIGITAL TRANSFORMATION ADVISORY - By Industry



ROLE BASED SOLUTIONS – CEO, CFO, COO, CIO, CDO, CMO, CSO, CPO, CTO



DATA AND
ANALYTICS



CUSTOMER
ENGAGEMENT



DIGITAL
WORKPLACE



DYNAMIC
OPERATIONS



CORPORATE
PERFORMANCE
MANAGEMENT



CLOUD
INFRASTRUCTURE

TECHNOLOGY SOLUTIONS - COGNITIVE COMPUTING , ARTIFICIAL INTELLIGENCE, BOT & DEV





2017

DATA ANALYTICS

40

Zettabytes

Estimated
Digital Storage
by

2020

YEAR

=

Roughly

6,080

million years of HD video

\$93 MILLION

IN GREATER WASHINGTON 2016 VC FUNDING

INTERNET of THINGS (IoT)

is projected to become a

\$1.46 Trillion

market by 2020, according to IDC

2015 McKinsey report ranks

#1 Virginia
in the nation in the
number of analytics workers

1/3

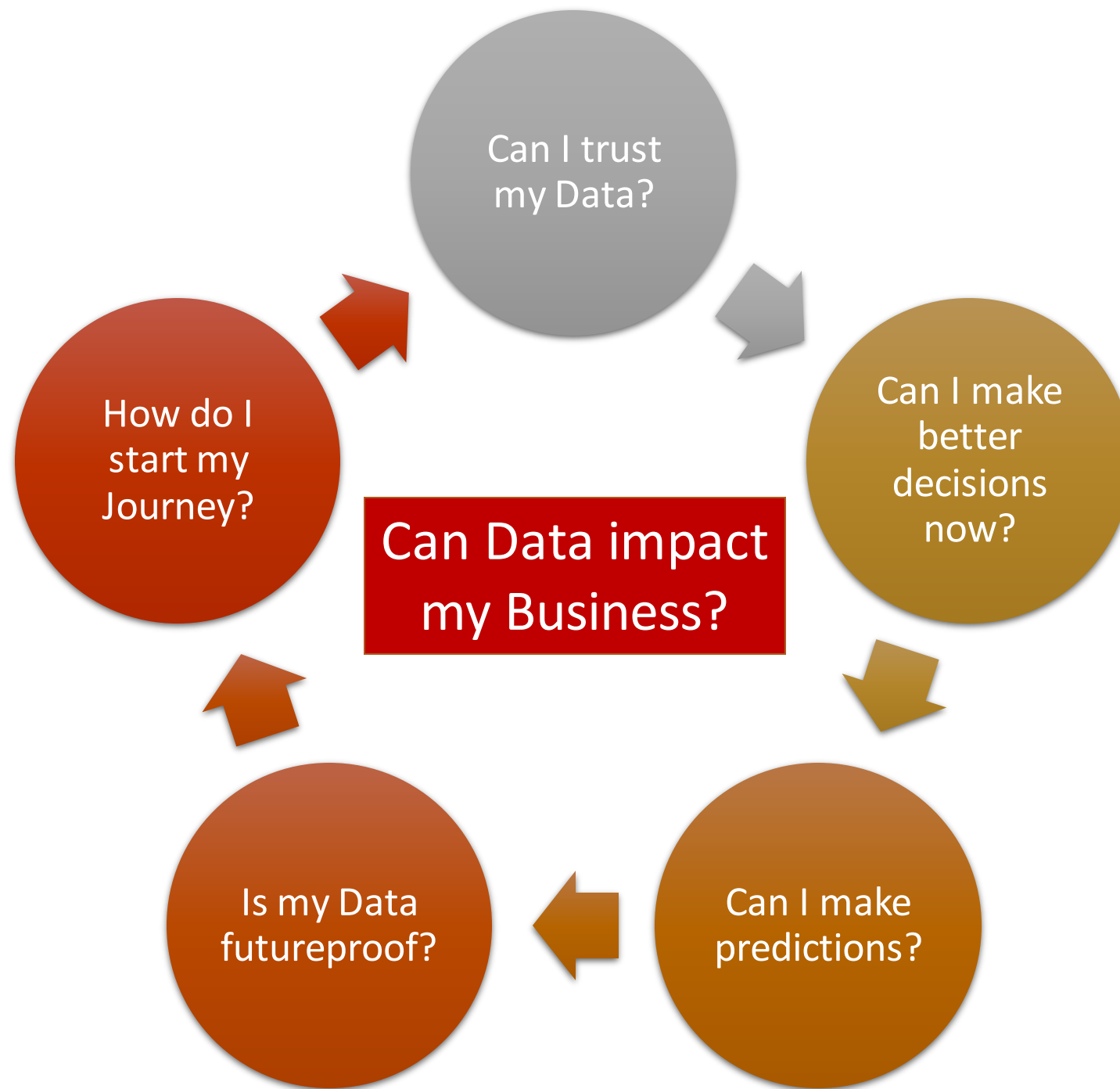
of NVTC Members
Currently Hiring
Data Analysts



DATA
SCIENTIST

Named 2016 HOTTEST job by
GlassDoor

"Data Engineer" ranked 3rd
"Analytics Manager" ranked 5th



“Predicts 2018: Five Course-
Altering Changes for Data and
Analytics Programs”

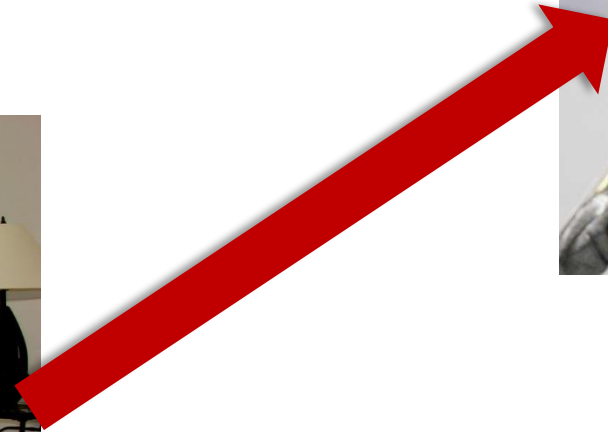
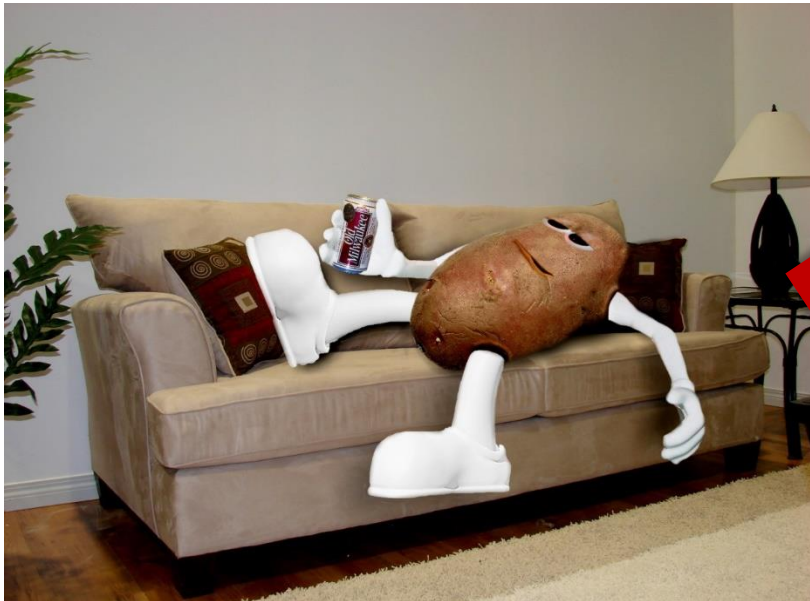
Gartner

Formalise Data as an Asset



Can Data impact
my Business?

Reshape Data Governance



Can I trust
my Data?

Removing the data location constraint



Is my Data
futureproof
?

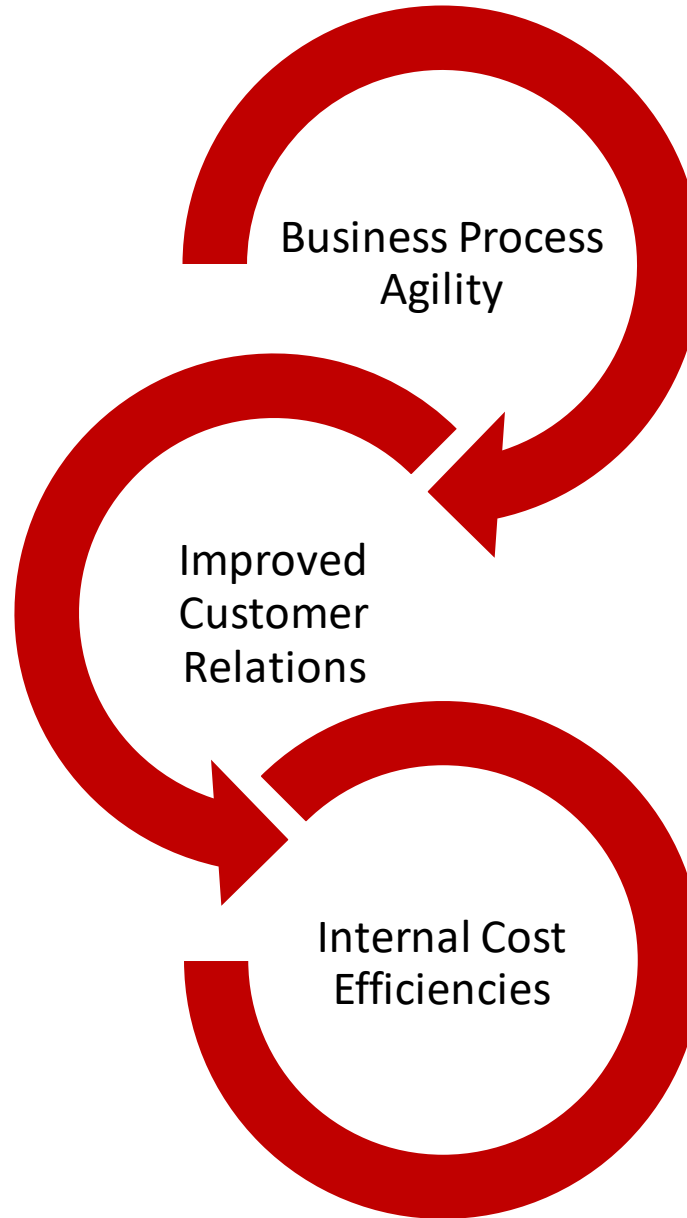
Smart Data Discovery - ML and AI for data and analytics

Can I make
predictions?

Can I make
better
decisions
now?



So What!



Question & Answers

If you have any questions

Visit us at our stand

connect@karabina.co.za

www.karabina.co.za



Karabina



KarabinaZA



Karabina



Karabina

OUR JOURNEY



Gold
Microsoft Partner



Deloitte
BEST COMPANY SURVEY



2016

Microsoft Country Partner of the Year - South Africa
Microsoft Data Analytics Partner of the Year
Microsoft Cloud Productivity Partner of the Year
1st Microsoft Cloud Productivity Partner in Africa

2014

Microsoft Business Intelligence Solutions Partner of the Year
Microsoft Industry Partner of the Year Finalist
Microsoft Content and Collaboration Partner of the Year Finalist

2012

Microsoft Managing Director's Partner of the Year
Microsoft Business Intelligence Partner of the Year
Microsoft Dynamics CRM Partner of the Year
Microsoft Industry Solution Partner of the Year - Commercial
Microsoft Winning Customers Partner of the Year
Deloitte Technology Fast50
Microsoft Dynamics President's Club

2017

Microsoft Data Analytics Partner of the Year Winner
Microsoft Re-inventing Productivity Partner of the Year Winner
Microsoft Dynamics 365 for Customer Engagement of the Year Finalist
Deloitte Best Company Survey – Platinum Seal of Achievement

2015

Microsoft Dynamics CRM Partner of the Year
Microsoft Content and Collaboration Partner of the Year Finalist
Famous Brands IT Supplier of the Year
1st African Partner to achieve Field One accreditation
1st Microsoft Partner in Africa to achieve Dynamics CRM Cloud Competency

2013

Microsoft Business Intelligence Solutions Partner of the Year
Microsoft Dynamics CRM Partner of the Year
TT100 Technology Award Finalist

2010

Microsoft Dynamics President's Club
Microsoft Dynamics CRM Partner of the Year
Microsoft Winning Customers Partner of the Year
Microsoft Business Solutions Partner of the Year
Microsoft Business Intelligence Solutions Partner of the Year
Microsoft Data Management Solutions Partner of the Year
Microsoft Data Platform Partner of the Year Finalists
Microsoft Portals and Collaboration Partner of the Year Finalists
Microsoft Information Worker Solutions Partner of the Year Finalists

2008

Microsoft Business Solutions Partner of the Year
Microsoft Winning Customers Initiative Partner of the Year
Microsoft Dynamics Partner of the Year
Microsoft Dynamics Best Customer Service Partner
Microsoft Dynamics President's Club
1st Microsoft Performance Management Specialisation Partner
Information Worker (BI) Microsoft Worldwide Finalist

2006

Microsoft Convergence 2006 EMEA Customer Award Winner (Barloworld Logistics)– Microsoft CRM
Microsoft CRM Partner of the Year
Microsoft Citation of Excellence
Microsoft Data Management Solutions (BI) Partner of the Year

2004

Microsoft CRM Partner of the Year
Microsoft Citation of Excellence
ProClarity Partner of the year 2004 (International)
1st Microsoft solution provider in South Africa certified for Microsoft CRM 2004

2011

Microsoft Business Intelligence Partner of the Year
Microsoft Dynamics CRM Partner of the Year
Microsoft Winning Customers Partner of the Year
Microsoft Data Platform Partner of the Year Finalist
Microsoft Portals and Collaboration Partner of the Year Finalist
Microsoft Dynamics President's Club

2009

Microsoft Business Intelligence Solutions Partner of the Year
Microsoft Data Warehouse Solutions Partner of the Year
Microsoft Business Solutions Partner of the Year Finalist

2007

Microsoft Citation of Excellence
Microsoft Convergence 2007 EMEA Customer Award Winner (Bidvest Bank)– Microsoft CRM
First Global Microsoft BI Conference 2007 – JD Group nominated for Enterprise Insight Award

2005

Microsoft Eastern Europe / MEA project of the Year
Microsoft BI Solutions Award
Microsoft Data Management Solutions (BI) Partner of the Year
Microsoft Citation of Excellence

2003

Microsoft Gold Partner for Business Intelligence 2003
Microsoft World Wide BI Finalist 2003
Winner of Microsoft E/EMEA BI Solution of 2003
ProClarity Partner of the Year 2003 (RSA)



KARABINA™

www.karabina.co.za