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ABOUT MICROWARE

Hello, my name is **Bella** and I am **Microware's** Virtual Business Consultant. **Microware** is specialized in the development and execution of I.C.T. projects in Brazil and Latin America, and has the following areas of expertise:

- Digital Business Transformation
- Cloud, Hybrid Core and Networks
- Intelligent Edge
- Security
- Strategic and Global Sourcing
- Digital Marketing

Founded in 1984, our mission is to provide I.C.T. solutions for businesses and organizations in a creative, objective and secure way. We seek to be the best technology architect, helping you to focus on your priorities, contributing to your expansion, increasing your productivity, and reducing your costs and risks.

We have one of the best qualified teams, ready to identify your needs and align investments with your business objectives. Our work counts on strong partnerships with the major I.C.T. manufacturers and developers around the world.

We are located at São Paulo, Rio de Janeiro, Brasilia and Espírito Santo, with sales offices, services centers and distribution centers serving the entire Brazilian territory.

We are part of the global network, and through it we help our clients in their global expansion. We operate under a total quality system certified by ISO 9001, having our processes regularly audited, thereby enhancing the reliability of the projects and services delivered.



Bella

VISION:

To be the reference in I.C.T. knowledge applied to businesses. To have passion for the use of the best technology solutions that enable businesses to be more successful in their activities. To add value through innovation on I.C.T. disciplines, replacing obsolete practices and models. To attain perfection and to control thoroughly our activities, to reach the excellence that our clients expect from Microware.

MISSION:

To be together with our clients, prospecting, designing and delivering the best and most adequate solutions in Information and Communication Technology (I.C.T.) for their businesses, in a innovative, objective and secure way.

VALUES:

- + Creating value for the client;
- + Integrity, ethics, transparency and trust;
- + Human resources development;
- + Innovation;
- + Data integrity and security;
- + Effective management;
- + Total Commitment to Quality;
- + Market Intelligence;
- + Social and environmental consciousness and engagement;
- + Return on investment.



WE ARE SPECIALISTS ON:



DIGITAL BUSINESS TRANSFORMATION



CLOUD, HYBRID CORE AND NETWORKS



INTELLIGENT EDGE



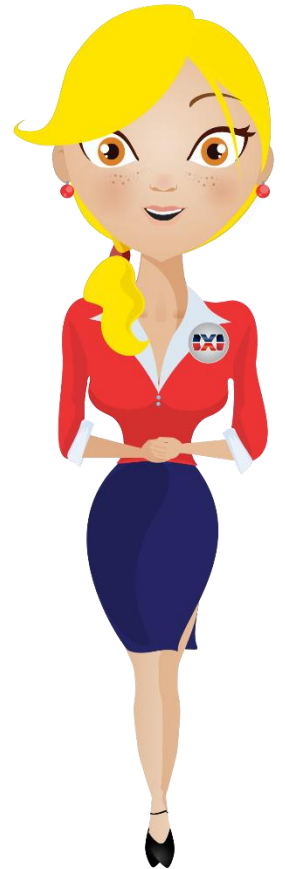
SECURITY



STRATEGIC AND GLOBAL SOURCING



DIGITAL MARKETING





DIGITAL BUSINESS TRANSFORMATION



SOLUTIONS' PORTFOLIO:



DIGITAL EXPERIENCE

- Digital Experience Mapping and Evaluation
- Complex Projects Consulting and Management
- New Technologies Development and Implementation
- Management, Automation, Orchestration and Governance of I.C.T.



DIGITAL PROCESSES

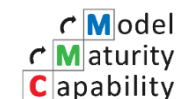
- Process and Operations Scanning
- Business Processes Automation and Management
- Process Survey, Audit and Improvement



DIGITAL BUSINESSES

- Advice on Strategy and Digital Business Models
- Artificial Intelligence Applied to Business
- Enrichment and Data Management

METHODOLOGIES



MAGGIE



PARTNERS:



bizagi
Time to Digital

Bitrix24



Magento®

ZABBIX



SOLUTIONS' PORTFOLIO:



HYBRID CLOUD STRUCTURE

- Private and public cloud projects development and execution
- Workloads Automation and Migration
- Hybrid Datacenter Projects Development and Execution



DATACENTER SOLUTIONS

- Datacenter and Software Defined Network (SDN)
- Hyperconvergence Projects, Servers, Storage and Backup
- Environment Execution, Management, Monitoring and Support
- Identifying bottlenecks and Structural Optimization



NETWORK ARCHITECTURE

- Wired and Wireless Converged Networks Scaling and Deployment
- Unified network management and monitoring
- Policy Definition, Access Management and Optimization



CASE STUDIES

Client: FIRJAN – Federação das Indústrias do Estado do RJ

Theme: Increasing the growth curve by processing and scalability.

Client: Micros Fidelio

Theme: High Performance in Applications Distribution.

Client: Sonae Sierra Brasil

Theme: Improving the SAP End-User Experience Through WAN Optimization.

[\(check other cases in our website\)](#)



PARTNERS:



**Hewlett Packard
Enterprise**

lenovo



aruba
a Hewlett Packard
Enterprise company

Microsoft

vmware

APC



SOLUTIONS' PORTFOLIO:



END USER COMPUTING

- Specification, Scaling, and Mobility and Access Projects
- Infrastructure and Devices as a Service (IaaS e Daas)
- Life Cycle Management e Safe and Environmental Disposal
- Virtual Reality and Augmented Reality



COLLABORATION AND UNIFIED COMMUNICATIONS

- Collaboration Projects and UC Development and Execution
- Videoconference and Telepresence Solutions
- Legacy Telephony Systems Migration



INTERNET OF THINGS (IoT)

- Devices and Systems Deployment, Management, Support and Change
- Image and Print Services Reengineering and Outsourcing
- Digital Signage Systems and Solutions



CASE STUDIES

Client: Unifeso – Centro Universitário Serra dos Órgãos

Theme: Potentializing the learning process with digital education.

Client: Empresa de Pesquisa Energética - EPE

Theme: Successful Partnership.

Client: Towers, Perrin, Foster & Crosby

Theme: Printing Solutions

Client: Terminal Menezes Cortes

Theme: Manage effectively and economically the printing ecosystem.

[\(check other cases in our website\)](#)



PARTNERS:



lenovo



Lexmark



Microsoft



SOLUTIONS' PORTFOLIO:



SECURITY FOR DIGITAL TRANSFORMATION

- Security for Digital Environments Consulting and Auditing
- Policy and Security Technologies Definition and Implementation
- Security Systems Deployment, Monitoring and Management



SECURITY FOR CLOUD, DATACENTER AND NETWORKS

- Policies for Cloud and Hybrids Datacenters Definition and Implementation
- Security Projects for Hybrid Networks Development and Execution
- Detection and Intrusion Prevention Systems
- Business Continuity and Disaster Recovery Projects



SAFETY FOR INTELLIGENT EDGE

- Development and Execution of Mobility Security Projects
- Advanced Threat Protection Implementation
- Access, Data and identity Management and Protection

METHODOLOGIES



PCI SOC



CASE STUDIES

Client: Arquivo Nacional

Theme: Ensuring Security and Integrity for the Essential Data.

[\(check other cases in our website\)](#)

Conne



PARTNERS:



FORTINET®



+





STRATEGIC AND GLOBAL SOURCING



SOLUTIONS' PORTFOLIO:



GLOBAL PROJECT COORDINATION OF I.C.T.

- Centralized Global Attendance and Local Experts Allocation
- Global Projects Implementation and Coordination
- Specialization in Latin America Projects



STRATEGIC I.C.T. SUPPLY

- Claims Planning and Standardization
- Global Availability and Pricing Negotiation and Deployment
- Suppliers and Processes Consolidation and Optimization
- I.C.T. Monitoring and Procurement Management



DIGITAL TRANSFORMATION OF SHOPPING

- Online Shopping Portals Design and Creation
- I.C.T. Products and Services Catalogs Planning and Standardization
- Internal and External Systems Integration and Customization

METHODOLOGIES



HAND  Y



Purchasing Portals:



SAP Ariba



Rio de Janeiro e
Espírito Santo



SOLUTIONS' PORTFOLIO:



DIGITAL MARKETING PLANNING

- Digital Marketing Advisory on Strategy and Models
- Market Survey and Consulting
- Digital Content Elaboration and Planning



DIGITAL MARKETING EXECUTION

- Marketing Campaign Automation and Management
- Search Engines and Social Networks Marketing Campaigns
- Remarketing e Targeted Marketing



DIGITAL MARKETING OPTIMIZATION

- Digital Marketing Indicators Survey and Implementation
- Results Management and Optimization
- Data and Content Enrichment and Management

PARTNERS



Instagram



Marta»





THANK YOU FOR YOUR TIME AND TRUST.
WE HOPE TO SERVE YOU SOON.



São Paulo

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