



# Worldwide Public Sector Partner Events

**Microsoft**

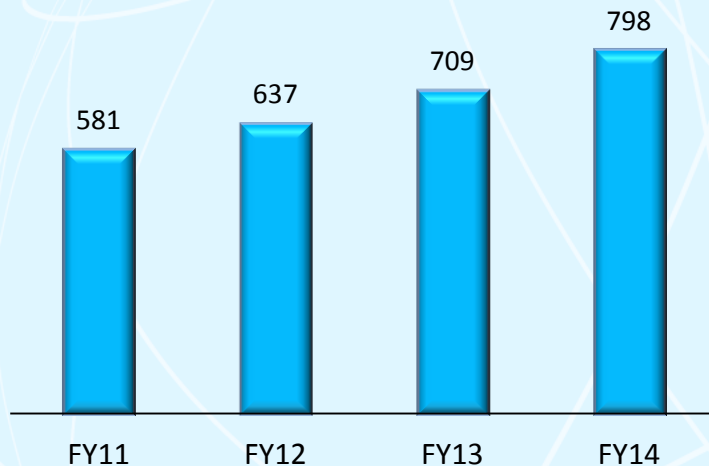


# Microsoft in MEA Public Sector

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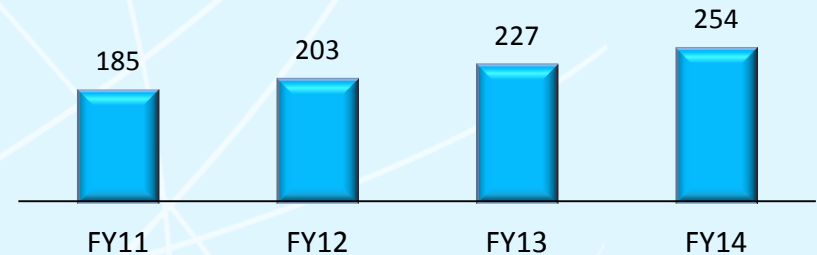
# MEA Addr. SW Market: Gov and Edu

## Government Industry (Software Market in \$m)



FY11-14 CAGR = 11.2%

## Education Industry (Software Market in \$m)



FY11-14 CAGR = 11.2%

## Top 5 growth categories in terms of FY11-14 CAGR

- Identity & Security: 13.4%
- Business Collaboration Platform: 12.4%
- Email Servers: 12.0%
- System Management: 12.0%
- Dev Tools: 11.6%

## Top 5 growth categories in terms of FY11-14 CAGR

- Business Collaboration Platform : 12.4%
- Email Servers : 12.6%.
- Identity & Security : 13.0%
- System Management : 11.7%
- Dev Tools 10.5%

# Microsoft in MEA

**NEPA**

**TURKEY**

**ISRAEL**

**GULF**

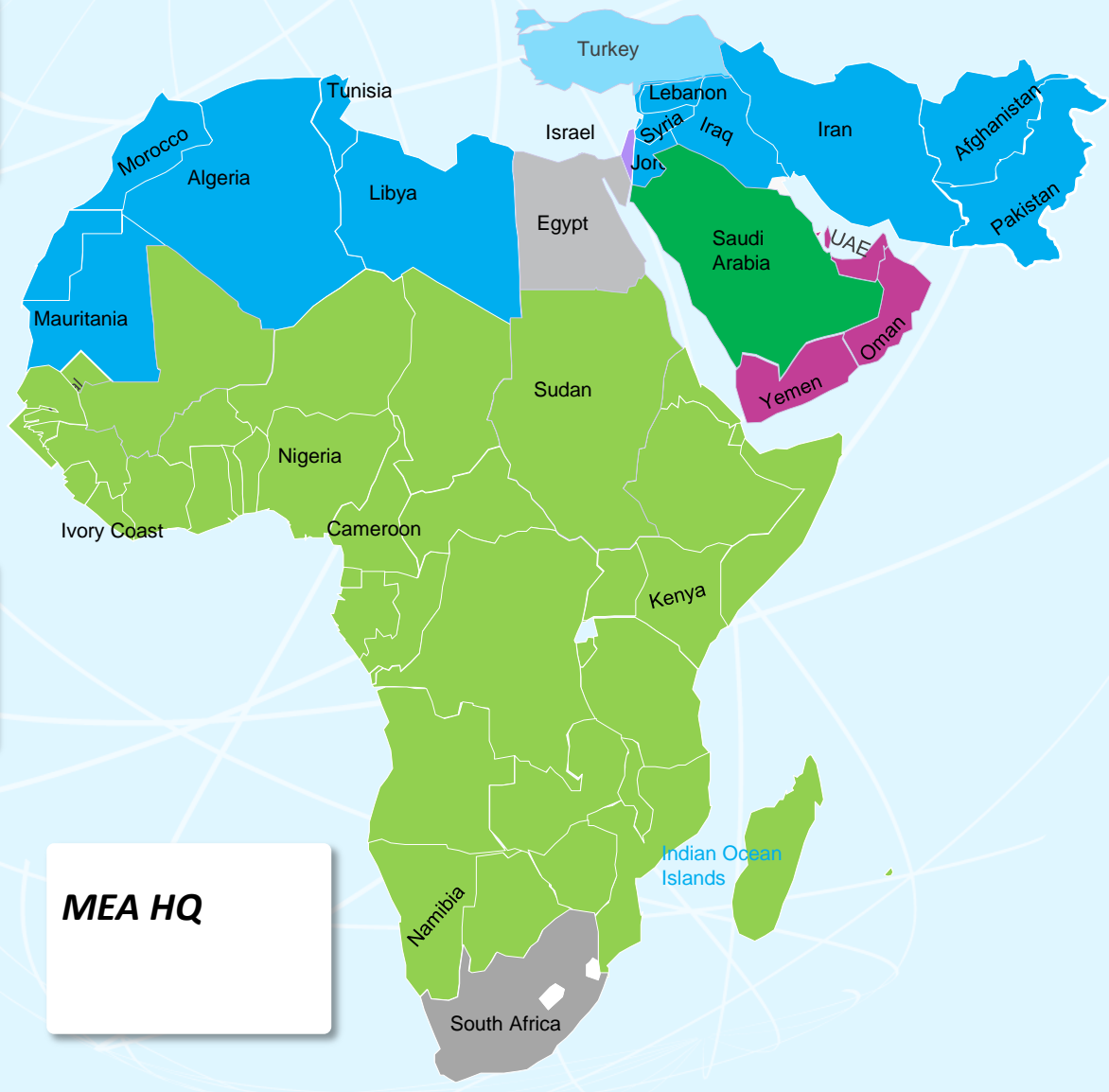
**EGYPT**

**SAUDI ARABIA**

**SOUTH AFRICA**

**MEA HQ**

**WECA**



# Microsoft in Public Sector MEA

## Our Customers

- Government
- Public Safety & National Security
- Education (Primary/Secondary, Higher Education)
- Health (Health & Human Services, Providers)

## Our Team

- 8 regions, 32 offices, covering 79 countries
- Former civil servants, colonels, doctors, nurses & educators
- Building industry-specific solutions, programs & partnerships

## Our Approach

- Creating long-term relationships with customers
- An ecosystem of global & local partners
- A holistic approach to helping governments solve their key challenges

# Shared Goals in the Public Sector

Government leaders and organizations are dedicated to improving the lives of citizens by:

- Creating economic growth & opportunity
- Improving citizen services
- Providing quality education
- Ensuring the health and safety for all citizens



# Microsoft in Public Sector

Efficient and  
Effective  
Government



Robust,  
Sustainable  
Economies



Relevant and  
Quality Education



High Quality  
Healthcare



Keeping Citizens  
Safe & Secure



Access and  
Affordability for  
All



# A holistic approach to helping the Public Sector enable their people through Technology

Partnering for  
Greater Impact



Creating Opportunities  
Through Innovation



Building Infrastructure  
that Enables People



Creating Citizen-Centered  
Solutions



# Solutions with citizen needs at the centre

**Creating  
Citizen-  
Centered  
Solutions**

- Addressing the unique needs of government, health, & education
- Enabling more effective & efficient organizations
- Turning data into knowledge
- Providing real-time information & collaboration
- Enabling a dialogue with citizens ... not a monologue

## Government



## Education



## Health



# Partnerships help all of us to do more

**Partnering  
for Greater  
Impact**

- Transform the lives of citizens
- Achieve public policy priorities
- Create conditions for long-term economic growth
- Provide solutions and services to meet the needs of today's and tomorrow's public sector

The Microsoft logo is displayed in a bold, black, italicized sans-serif font. A registered trademark symbol (®) is positioned at the top right of the word. The logo is centered horizontally on the left side of the slide. The background features a light blue gradient with a pattern of thin, white, overlapping curved lines that create a sense of motion and connectivity.

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