

Dialog's Cloud & Emerging Technologies Practice provides specialist advisory consulting, licensing and services to clients requiring innovative Cloud-native or emerging technology solutions that provide transformative business outcomes of significant value to the organisation.

Our practice leverages the Gartner-leading Cloud Platform providers as frameworks for transformative initiatives to assist an organisation looking to achieve step-changes in their business model for competitive advantage, or significant cost of operations reductions.

The Dialog Cloud & Emerging Technologies Practice can assist clients with their licensing/subscription models, deployment and configuration, and other integration or development services for their cloud or technology solutions.



### Key Partners

- \* **Google Cloud** ~ G Suite, Cloud Platform, Chrome, Maps, Cloud Search, AI
- \* **Amazon AWS** ~ Cloud Platform, eCommerce, Hosted Apps, AI
- \* **Okta** ~ Cloud Authentication - Single Signon - User Lifecycle Management
- \* **monday.com** ~ Work Operating System, Workflow, Forms, Dashboards
- \* **RingCentral** ~ Cloud Telephony & Contact Centre - Omnichannel Services
- \* **Pulse Secure** ~ Secure VPN, End Point Security, WFH Solutions
- \* **Automation Anywhere** ~ Robotic Process Automation, Bots
- \* **SoftWatch** ~ Cloud Monitoring - Licensing Rightsizing
- \* **Boston Dynamics** ~ Legged Robots, Logistics Robotics & Sensors

### Clients & Industry Experience

Many of our practice clients come from significantly disparate industries but have one common trait. They are looking for a Step-change in innovation or operational mode, and are led by innovative driving executives. From 80 person companies wanting to integrate to their primary customer, to major ASX Corporates and Government Agencies. We have provided solutions to Telstra, Defence, Coles, Snowy Hydro, AFP.

### Capability

Dialog's Cloud practice was established in 2011, and was a founding Partner in ANZ of vendors like Google, Boston Dynamics, RingCentral, and monday.com. Our practice has key and very experienced architects and solutions engineers, but are augmented by a surge capacity in our broader services group. These consultants often bring domain and platform experience to the Cloud or Emerging Tech project. We have led many Proof of Concept explorations of World-first technologies and are both award winners for many of these solutions as well as government & industry panel members for provision and services for these cloud platforms & solutions.

### Unique Value Proposition & Experience

Our practice has maintained a philosophy of selecting the leaders in their domain with Cloud-native origins, and have conducted due diligence on these solutions and their suitability for corporate and government adoption. In many cases we have assisted clients implement these solutions as a first in their industry, and have provided them with a unique competitive advantage. We continue to bring these World-leading solutions to our clients.

### Accreditations

Dialog holds the following accreditations and significant procurement panel memberships for these cloud and emerging technologies. ~ Google - Premier Partner ~ AWS - Select Consulting Partner ~ Okta - Select Solution Provider ~ monday.com - Preferred Partner ~ RingCentral - Preferred Partner ~ Automation Anywhere - Bronze Partner ~ Boston Dynamics - ANZ Partner ~ Vocus - Authorised Business Partner ~ Pulse Secure - Authorised Partner  
Dialog can provide these cloud solutions through Federal Government Cloud & Telco Panels, Local Buy for Local Govt, & State Govt Panels.

### Contacts

To speak with the team at our Cloud & Emerging Tech Practice, please feel free to contact:  
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**cloud@dialog.com.au** or **1800 491 820**  
or speak with your Dialog Group Account Executive and they will arrange an initial consultation to discuss your interest or use case.