



MAR 21 • 3:00 PM CET / 10:00 AM EDT

Nextcloud Hub 10

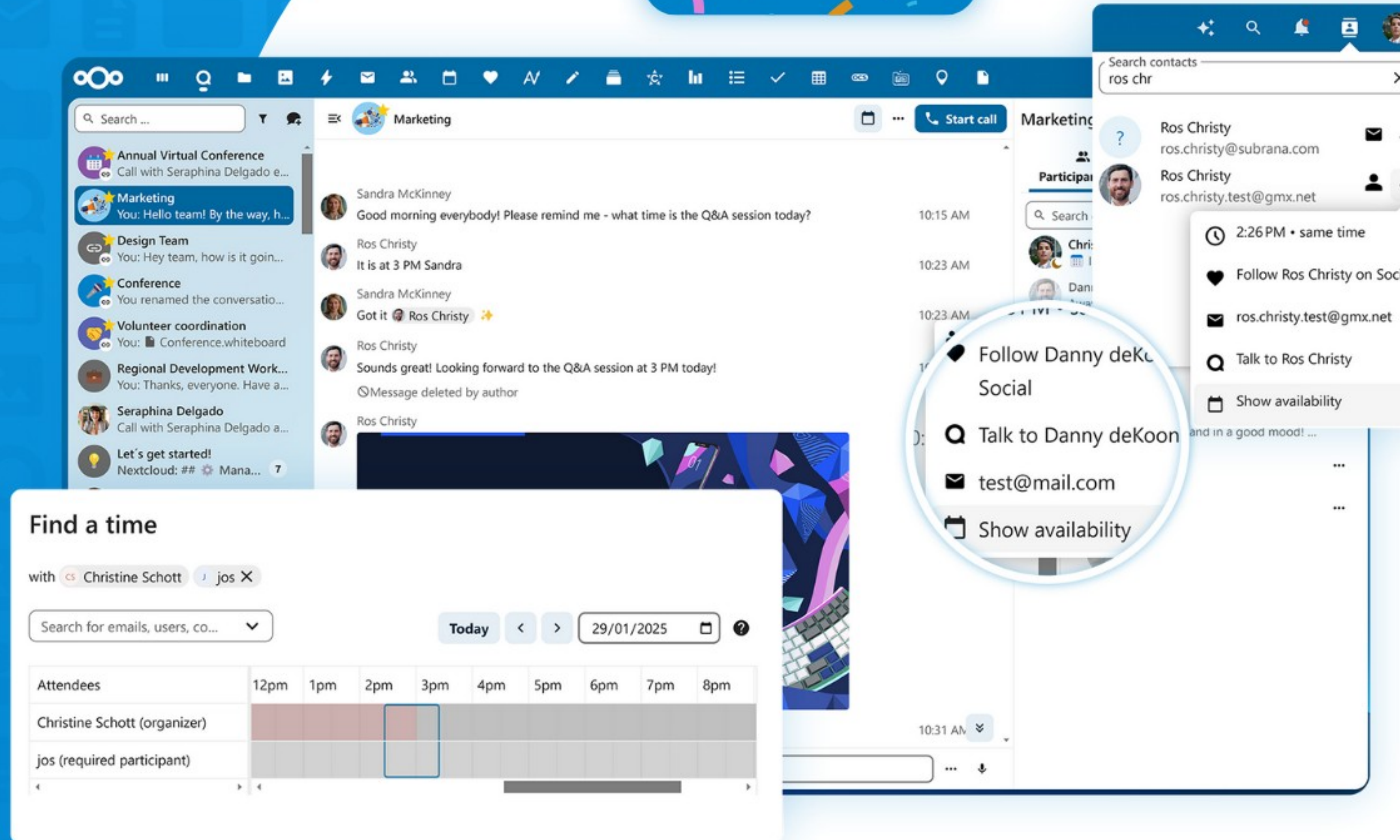
The secure and private
alternative to Microsoft 365



Eric Fischer
Sales Engineer



Salvatore Perino
Marketing Manager



Today's speakers



Eric Fischer

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Salvatore Perino

Marketing Manager at Nextcloud
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Webinar housekeeping

- ✓ Disable sound notifications:
Sidebar → Settings → Sound
- ✓ Please ask your questions in the chat
- ✓ We will answer questions at the end
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Migrating from Microsoft 365 to Nextcloud Hub 10

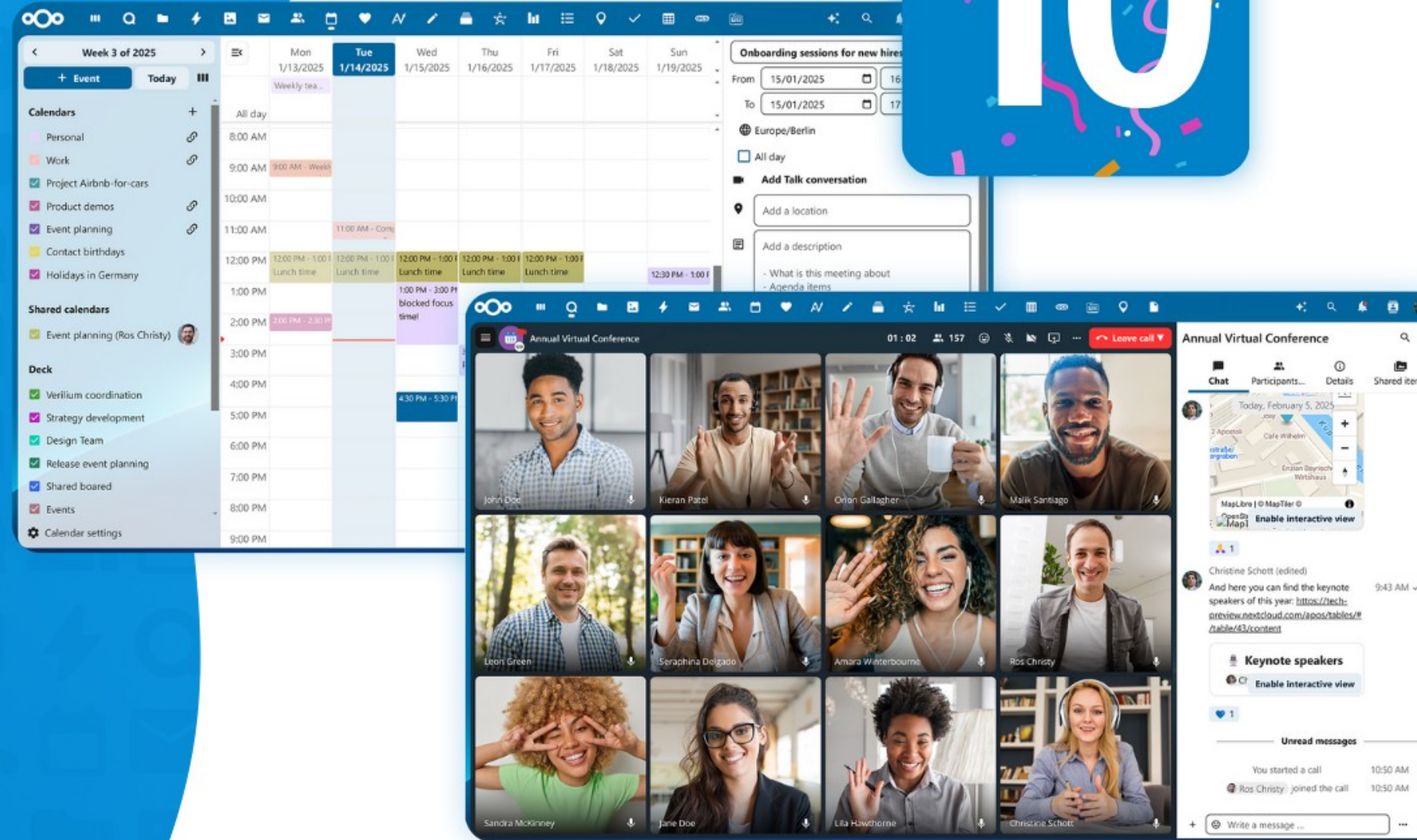
Technical best practices



Eric Fischer
Sales Engineer



Salvatore Perino
Marketing Manager



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Nextcloud Hub 10: The ultimate productivity booster for your team

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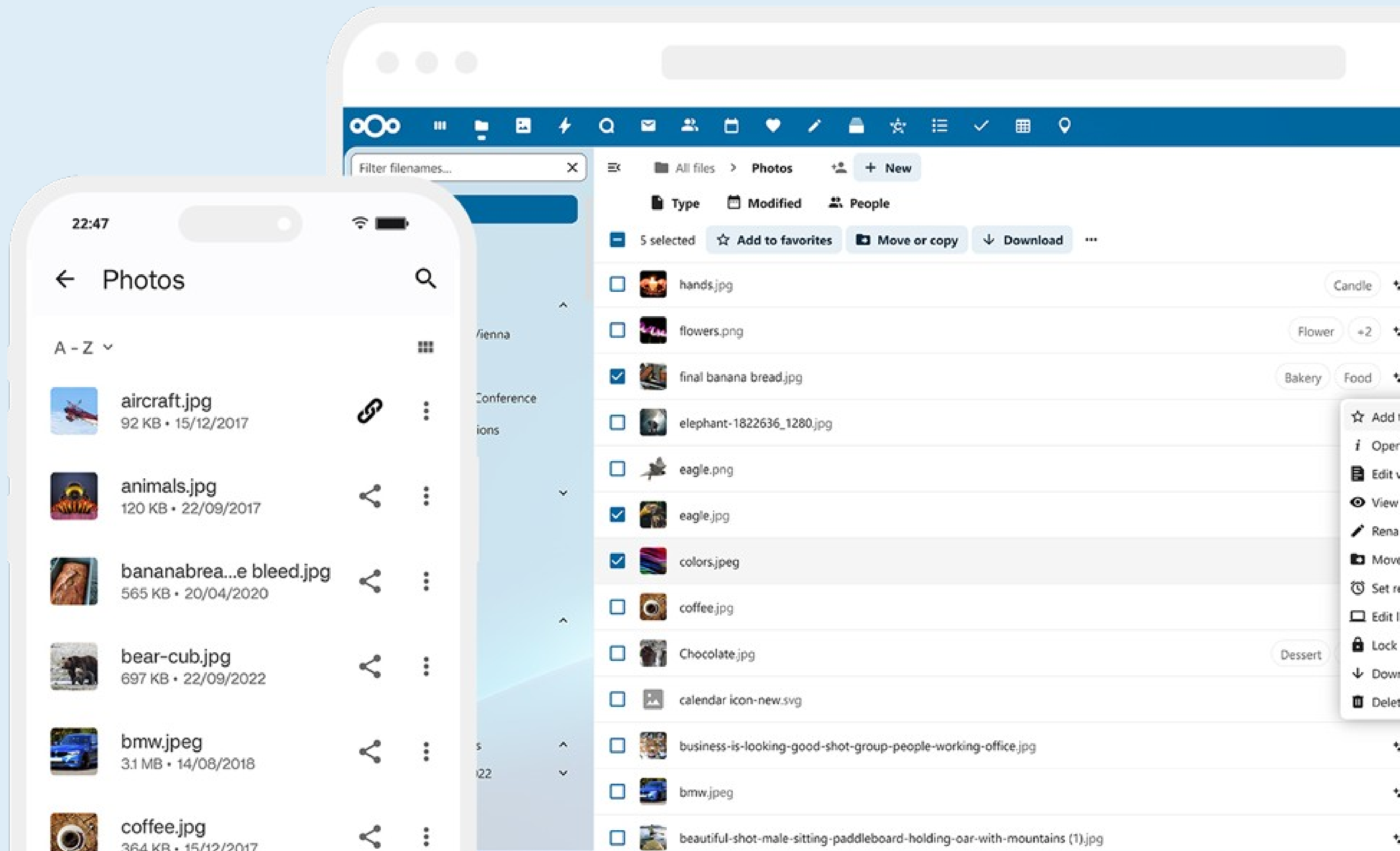
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Webinar agenda

1. Challenges with Microsoft 365
2. Nextcloud overview
3. Hub 10 vs. Microsoft 365
4. Comparison demo
5. Q&A



1 | Challenges with Microsoft 365



A photograph of the U.S. Capitol building in Washington, D.C., featuring its iconic dome and neoclassical architecture. The image is darkened to serve as a background for the text.

**Data privacy
and compliance
concerns**

A photograph of a street sign for Wall Street in New York City. The sign is black with white text and is mounted on a black pole. In the background, a tall building is visible. The image is darkened to serve as a background for the text.

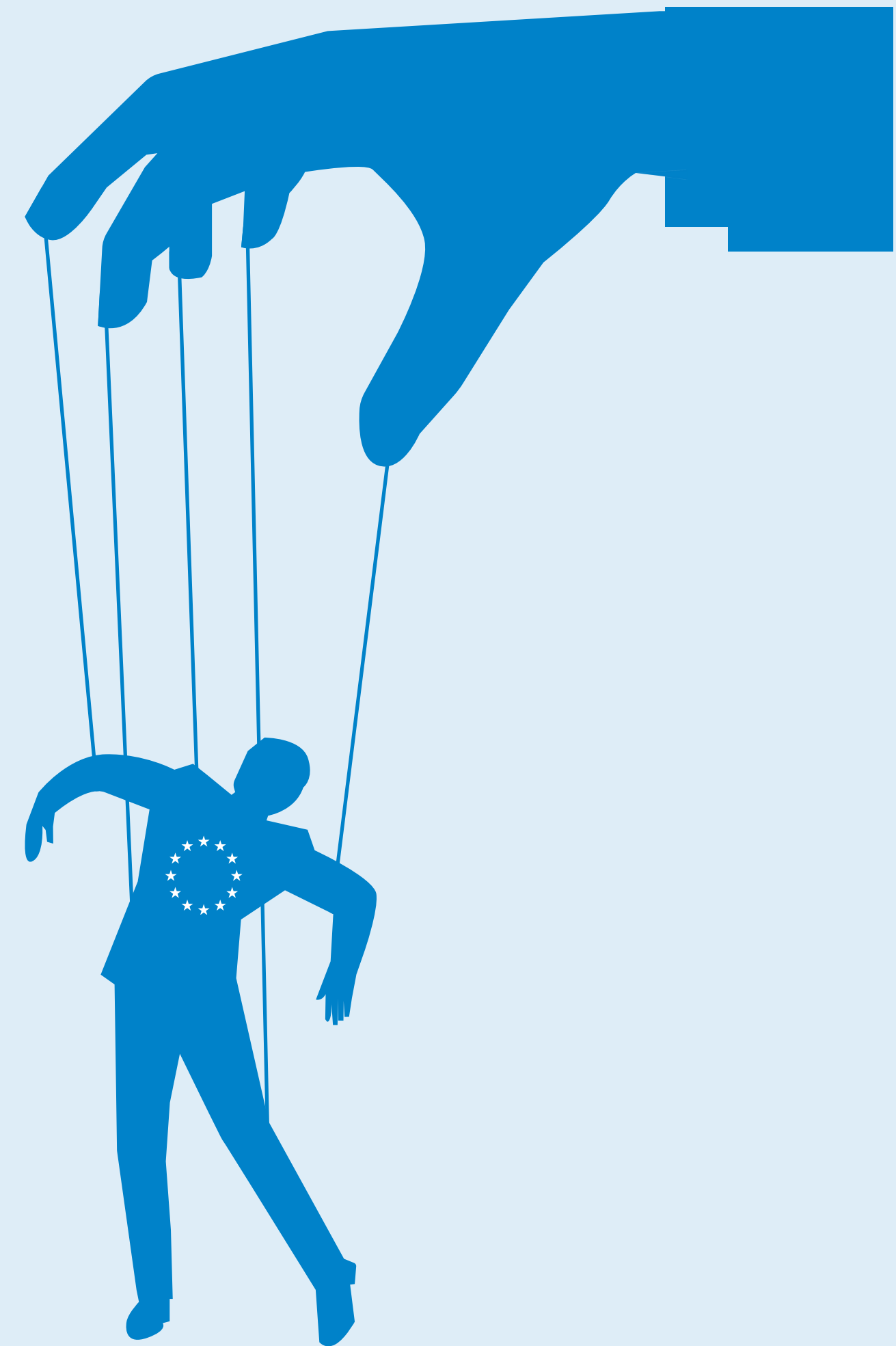
**Rising costs
and
vendor lock-in**

A graphic illustration of a network or data integration. It features a dark blue background with a grid of white lines connecting various icons. The icons include a person, a group of people, a house, and a cloud. The image is darkened to serve as a background for the text.

**Integration and
interoperability
issues**

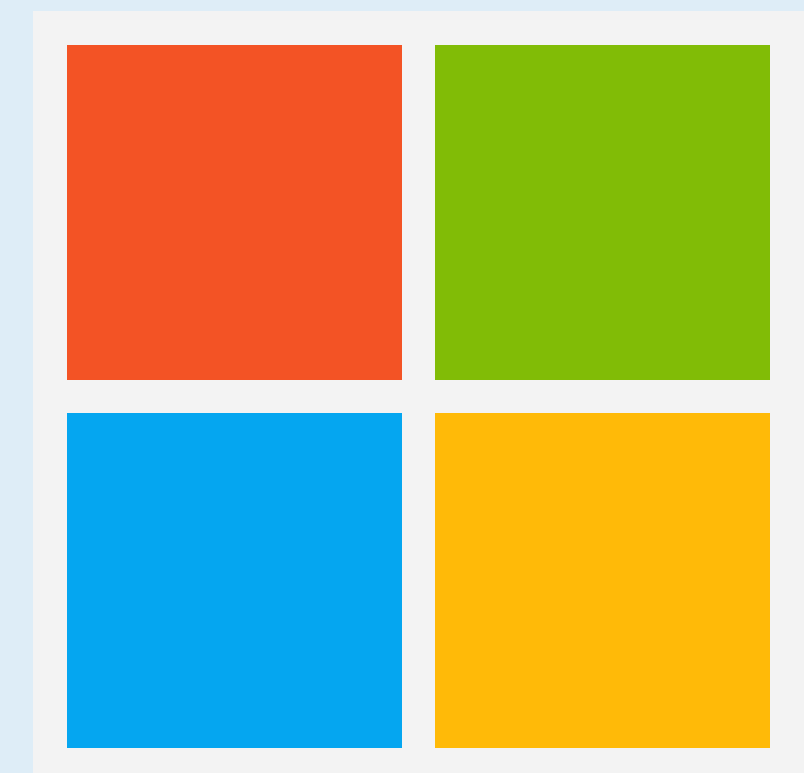
Data privacy, sovereignty and compliance

- ✗ Data stored on foreign servers
- ✗ Limited control over how data is processed
- ✗ Risk of vendor-imposed changes to data policies
- ✗ Struggles with data protection laws (GDPR, CCPA)
- ✗ Industry-specific compliance challenges
- ✗ Risk of legal consequences for non-compliance



Vendor lock-in: Higher costs, less interoperability

- ✗ Subscription-based pricing with frequent cost increases
- ✗ Paying for features and services that may not be necessary
- ✗ Dependency on Microsoft's ecosystem
- ✗ Lock-in to proprietary formats restricting interoperability
- ✗ Challenges in integrating with self-hosted solutions or third-party applications



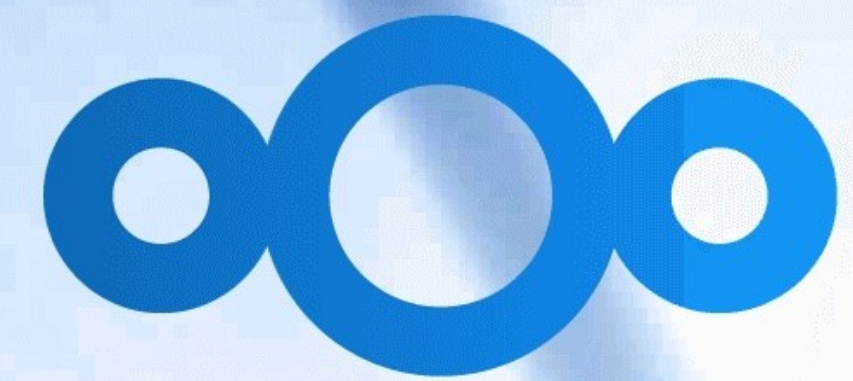
2 | Nextcloud overview





The Nextcloud mission

We enable companies and organizations
to run their own secure content
collaboration platform.



Nextcloud

“ We live in an age where all of our digital life, all of our communications are now in the cloud, and most of it is hosted overseas. I have no desire to live in a world where five giants own all the files in the world. ”

Nextcloud, the company

- ✓ Headquarters in Stuttgart, Germany
- ✓ Office hub in Berlin, Germany
- ✓ Over 500,000 Nextcloud servers online
- ✓ Over 20 million users worldwide
- ✓ Growing revenue by 75% in 2024
- ✓ Growing user base 10x in 2024
- ✓ Renewal rate is over 90% ⚡
- ✓ Employees in over 23 countries
- ✓ Self-funded, profitable, and growing



★★★★☆ 4.6



★★★★☆ 4.6



★★★★☆ 4.6

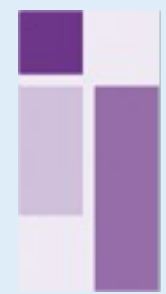


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A selection of our customers

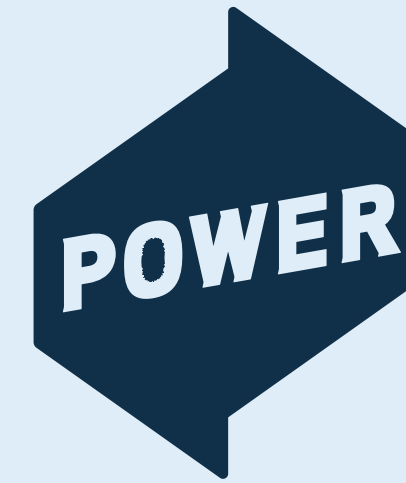
SIEMENS



Evangelisch-Lutherische
Kirche in Bayern



Informations
Technik
Zentrum Bund



MAX-PLANCK-GESELLSCHAFT



PARIS



DEGES

Stadt Bern

Landesregierung von Baden-
Württemberg



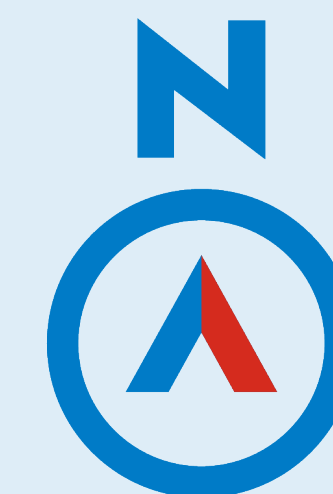
WIKIMEDIA
DEUTSCHLAND



**SYSTEM
CAPITAL
MANAGEMENT**



**nationaal
archief**

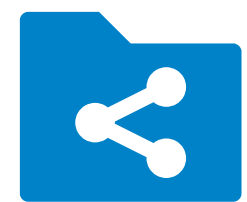


GKUSC



RENATER
CONNECTEUR DE SAVOIRS

Nextcloud Hub 10



Files



Talk



Groupware



Office



Assistant



3 | Hub 10 vs. Microsoft 365



Nextcloud Hub 10 vs. Microsoft 365



- ✓ On premise + private cloud
- ✓ Open source software
- ✓ Fully GDPR compliant
- ✓ Install only required apps
- ✓ No unwanted updates



Cloud only
Proprietary software
GDPR concepts necessary
Difficult to deactivate default apps
New features without notice



Apps comparison

examples



OneDrive



Files

MS Office 365



Office

Planner



Deck

MS Teams



Talk

Whiteboard



Whiteboard

Lists



Tables

Power Apps & Power Automate



Flow (Windmill)

Copilot



Assistant



4 | Comparison demo





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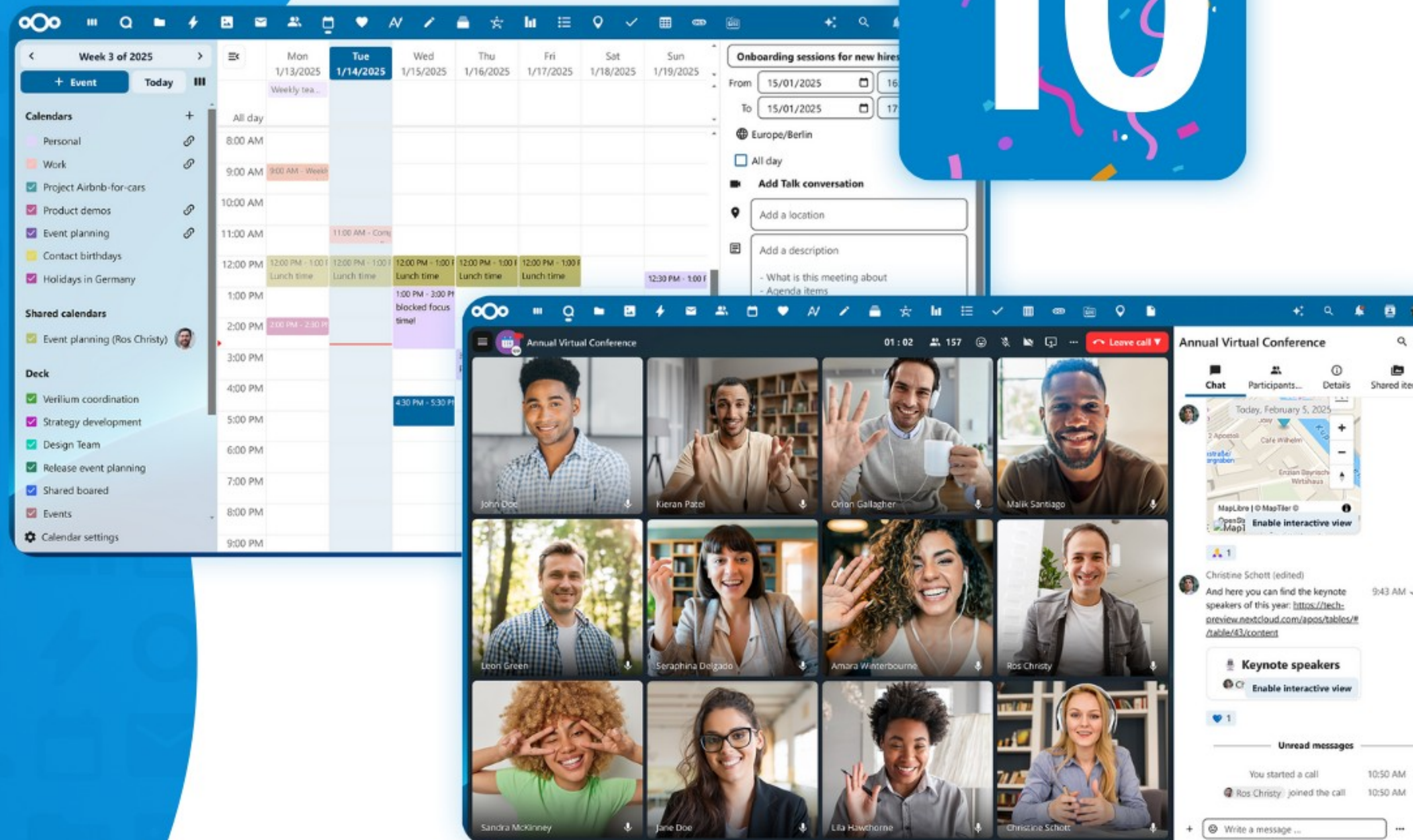
Technical best practices



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5 | Questions?

