AMPLUS
TECHNOLOGIES

www.amplus.gr

Future-Proofing Your Digital Investments:

From Compliance to Innovation

Kosmas Kitsos
CTO

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ATHEX MEMBERS SUMMIT 2025

Who is AMPLUS

ALWAYS ADDED VALUE

Stability

Growing steadily. Focus in Banking and Large Enterprises.

Expertise

Solutioning with the best partners.

HP
FORTINET
DELL Technologies
TITANIUM PARTNER
Hewlett Packard Enterprise
Microsoft

Talent

Senior engineering depth for complex, mission-critical systems.

AMPLUS
Great Place To Work.
Certified
MAY 2023-MAY 2024
GREECE

Providing

transformational

solutions

Since 2006

DELL Titanium Partner

9th in the WORLD in DELL Certifications

DELL Services Partner of the Year 2024

HP Partner of the Year 2024

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Focus Areas

Secure Complex Hybrid

Managed Services

Secure Edge computing

As-a-Service

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The pressure points

Example impact - AI

Key trends shaping the AI trajectory globally

	Key Trends	Implications
TCO and Flexibility	98% of organizations have calculated TCO for AI use cases in public cloud, where research shows on prem is up to 62% more cost-effective[2] 79% of AI use cases in production running outside public cloud	On-prem AI offers enhanced data governance, security and cost-effective performance compared to cloud.
Bottleneck	Top technical challenge in AI implementation and scaling is data (quality, availability, management, and security)[3]	Usable data is key to unlocking value from AI
Power/Cooling	39% of data center power is not utilized 67% of GPU servers will use direct-to-chip liquid cooling in next 3 years	Existing solutions to alleviate data center management challenges
Ecosystem Choice	63% of use cases expected to use open-source models in the next 12 months	Open-source models are driving innovation
	77% of organizations want their infrastructure vendors to provide capabilities across all aspects[4] of the AI adoption journey 83% of organizations want AI PC vendor to offer capabilities across all aspects[5] of AI adoption	Packaged offerings from OEMs can deliver business value
Use of SLMs[1]	35% of organizations plan to test SLMs on AI PCs in next 12 months	SLMs on AI PCs improve cost and energy efficiency and lower latency

Source: CSO enterprise AI adoption survey, November 2024 1. Small language models 2. ESG economic white paper – Understanding the Total Cost of Inferencing Large Language Models, April 2025 3. AI Practitioner perspective 4. Security, Infrastructure monitoring tools, warranty and hardware support, experimentation/sandbox environment, consulting service, latest AI accelerators, reference designs, AI model tools 5. Security, model recommendation, fine-tuning, deployment, management, and updates, integration with customer environment, warranty and hardware support, managed services, consulting services, reference designs, and whitepapers

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Complex trends vs investment

Regulatory Compliance

- Eg. DORA, T+1

- Strict operational requirements

- High security requirements

- Critical operations

Cyber Threats

- Edge-to-cloud

- Data at rest and in transit

- Zero-day threats

- Critical Operations

AI implementation

- Competitive requirement

- Strongest, most trusted partner ecosystem

- Introduces new security areas

- Critical Operations for revenue

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The "Perfect Storm"

THE CHALLENGE

Regulatory Pressure

DORA, T+1 Settlement — Demands: Rigid Control & Governance

Cyber Threats

Ransomware, Zero Day Attack — Demands: Lockdown & Zero Trust

AI & Innovation

Algo Trading, Analytics — Demands: Speed & Openness

THE DILEMMA

"How do I invest and build infrastructure solutions that are **secure** enough and **compliant** but **fast** enough for AI?"

Lock Down

Open Up

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How Amplus can help

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Amplus Capabilities

We understand Enterprise Critical

We design and operate

Compliance, Security and AI with a unified plan creates an innovation platform

The choice of partner you make can create long term value or restrict your investments

We partner with the best

We op-exify

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Amplus Added Value
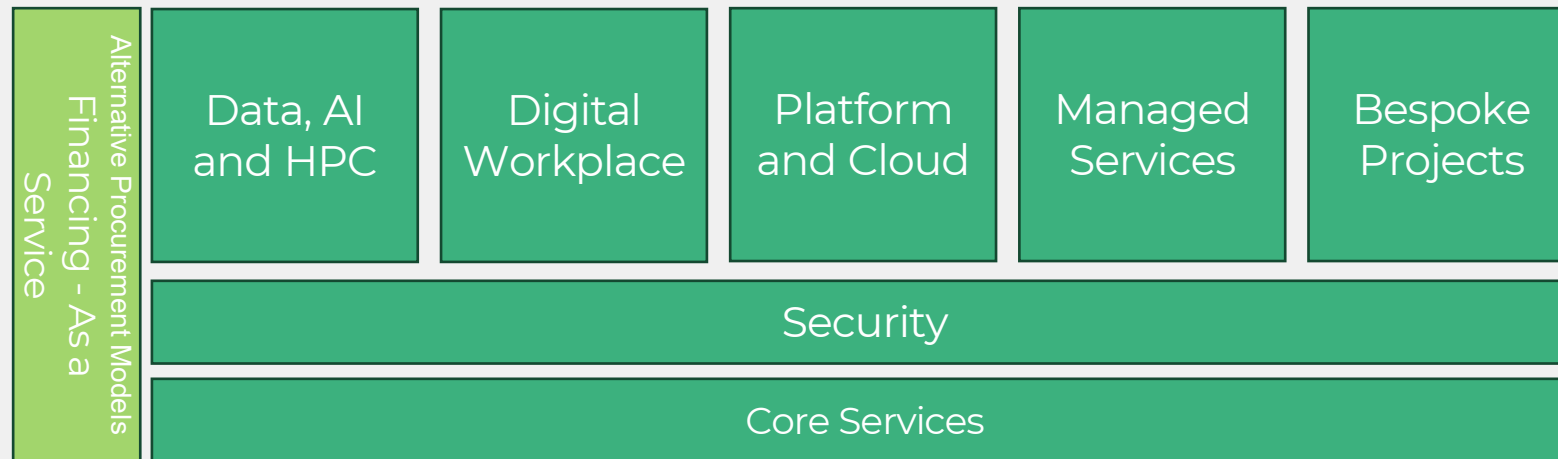
● **REUSABLE MISSION CRITICAL DESIGN**

A standardized approach to address reusable complex compliance projects.

● **LONG TERM VIEW**

Utilizing major hardware and software vendors.

● **MANAGING AND OPERATING**

Using top talent

Alternative Procurement Models Financing - As a Service	Data, AI and HPC	Digital Workplace	Platform and Cloud	Managed Services	Bespoke Projects
	Security				
	Core Services				

Create an Innovation Platform

Amplus

Always Added Value