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Office 365 – Value for the Enterprise

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Agenda

- IT as a Service

- Introduction to Office 365 Services

- Office 365 Pricing

- Office 365 Integration with On-Premises Services

- Benefits of Office 365

- Demo (if time and demo Gods cooperate)

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"*The Microsoft Consulting Company*"

- Microsoft National Systems Integrator (NSI)

- 100% Microsoft focused

- We provide:

  -Development   -Managed Services

  -Integration   -Creative Services

  -Infrastructure   -Mobile Solutions

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With 20 to date, no other Microsoft partner has achieved more competencies worldwide
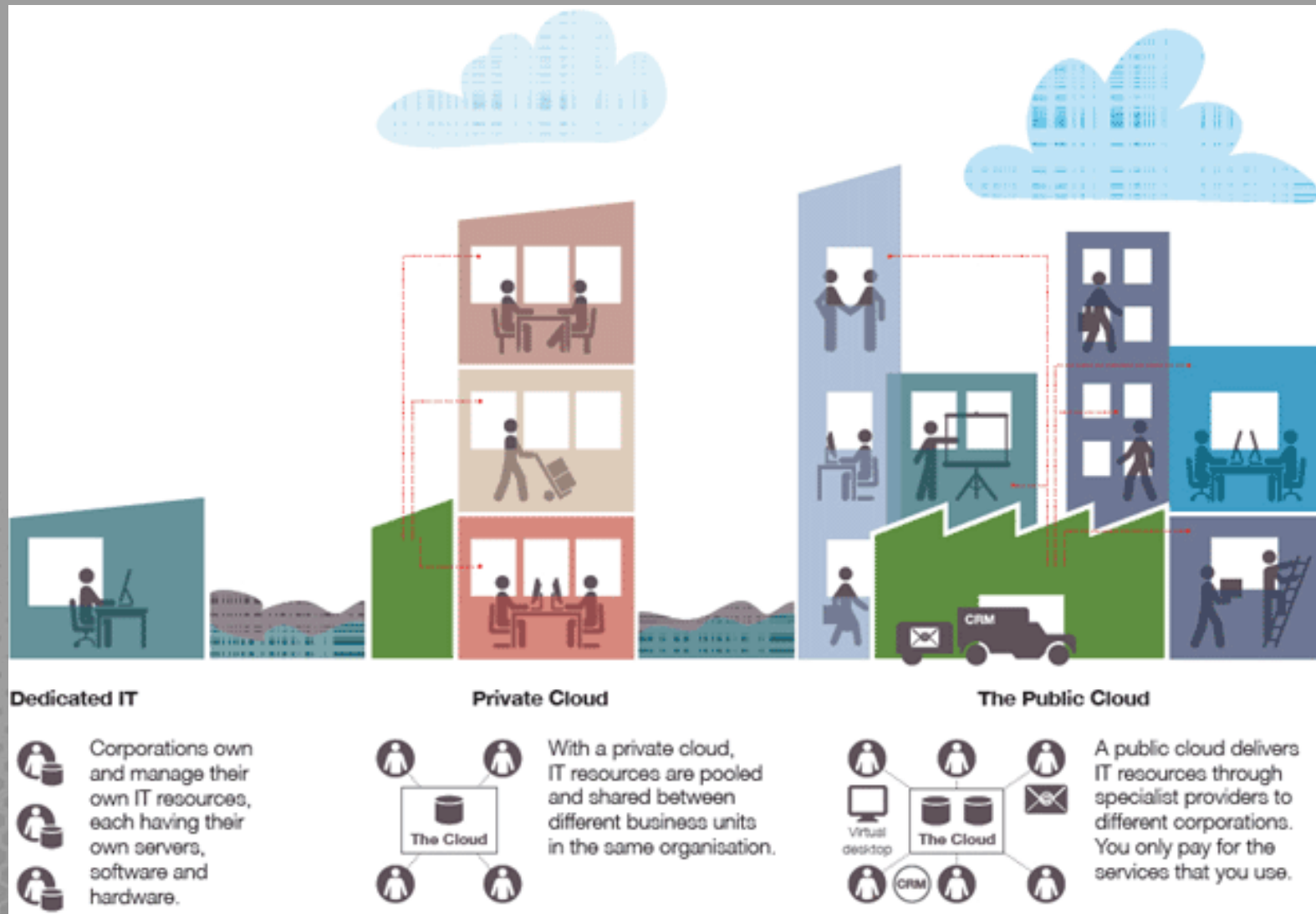
Gold Competencies (14)

- Business Intelligence
- Communications
- Content Management
- Customer Relationship Management (CRM)
- Desktop
- Digital Marketing
- Mobility
- OEM
- Portals & Collaboration
- Search
- Server Platform
- Software Development
- Systems Management
- Unified Communications
- Virtualization

Silver Competencies (20)

- Application Integration
- Business Intelligence
- Communications
- Content Management
- Customer Relationship Management
- Data Platform
- Desktop
- Digital Marketing
- Identity and Security
- Messaging
- Midmarket Solution Provider
- Mobility
- OEM
- Portals & Collaboration
- Project & Portfolio Management
- Search
- Software Development
- Systems Management
- Unified Communications
- Virtualization

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What are We Talking About Today?

Dedicated IT

Corporations own and manage their own IT resources, each having their own servers, software and hardware.

Private Cloud

With a private cloud, IT resources are pooled and shared between different business units in the same organisation.

The Cloud

The Public Cloud

A public cloud delivers IT resources through specialist providers to different corporations. You only pay for the services that you use.

Virtual desktop

The Cloud

CRM

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What is the Value of Office 365?

DELIVERING THE POWER OF CLOUD PRODUCTIVITY TO BUSINESSES OF ALL SIZES, HELPING TO SAVE TIME, MONEY AND FREE UP VALUED RESOURCES

BEST PRODUCTIVITY EXPERIENCE	ACCESS ANYWHERE*	WORKS WITH WHAT YOU KNOW	ROBUST SECURITY AND RELIABILITY	IT CONTROL AND EFFICIENCY
Work together, smarter	Solve problems from more places	Familiar tools	99.9% uptime. Guaranteed.	Keeps you in control

Microsoft® Office 365

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What Does Office 365 Include?

Microsoft Office Professional Plus

- Flexible service offering with pay-as-you-go, per-user licensing
- The complete Office experience with services integration
- Simplified user set-up to preconfigure services
- Always the latest version of the Office apps, including Office Web Apps
- Familiar Office user experience to access services

Microsoft SharePoint Online

- Store your important documents, and share expertise using personal My Sites
- Share documents, task lists, and schedules to keep business units in sync using team sites
- Work effortlessly with partners and customers by creating sites to share information securely
- 10GB per tenant + 500 MB per user

Microsoft Exchange Online

- 25GB Mailbox
- Outlook and Outlook Web App
- Anti-Virus/Anti-Spam
- Shared Calendars, Contacts & Tasks
- Mobile email for most mobile devices including BlackBerry, iPhone, Nokia, Windows Phone
- Personal email archiving and compliance capabilities

Microsoft Lync Online

- Instant messaging and presence
- PC-to-PC audio and video calling
- Click-to-communicate from Outlook, SharePoint, and other Office Applications
- Online meetings with PC-audio, video conferencing and screen sharing
- Single click meeting creation and join from Outlook
- Calendar integration with Outlook and Exchange

CONTROL AND EFFICIENCY

Single user interface to purchase, administer and use with role-based access control | Single sign on with on-premises Active Directory | 99.9% financially backed SLA | 24x7 IT Pro Support | Built in geo-redundancy in regional datacenters

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What Does Office 365 Cost?

Components

Suites

Voice

Office Pro Plus

Voicemail & advanced archive capabilities

Forms, Access/Excel/ Visio Services

Office Web Apps

Email, calendar, AV/AS, Personal Archive

Collaboration Portal

Conferencing

IM & presence

Office 365 E1 $8/mo

Includes:
Exchange Plan 1
SharePoint Plan 1
Lync Plan 2

Office 365 E2 $14/mo

Includes:
Exchange Plan 1
SharePoint Plan 1
Lync Plan 2
Office Web Apps

Office 365 E3 $20/mo

Includes:
Exchange Plan 2
SharePoint Plan 2
Lync Plan 2
Office ProPlus
Office Web Apps
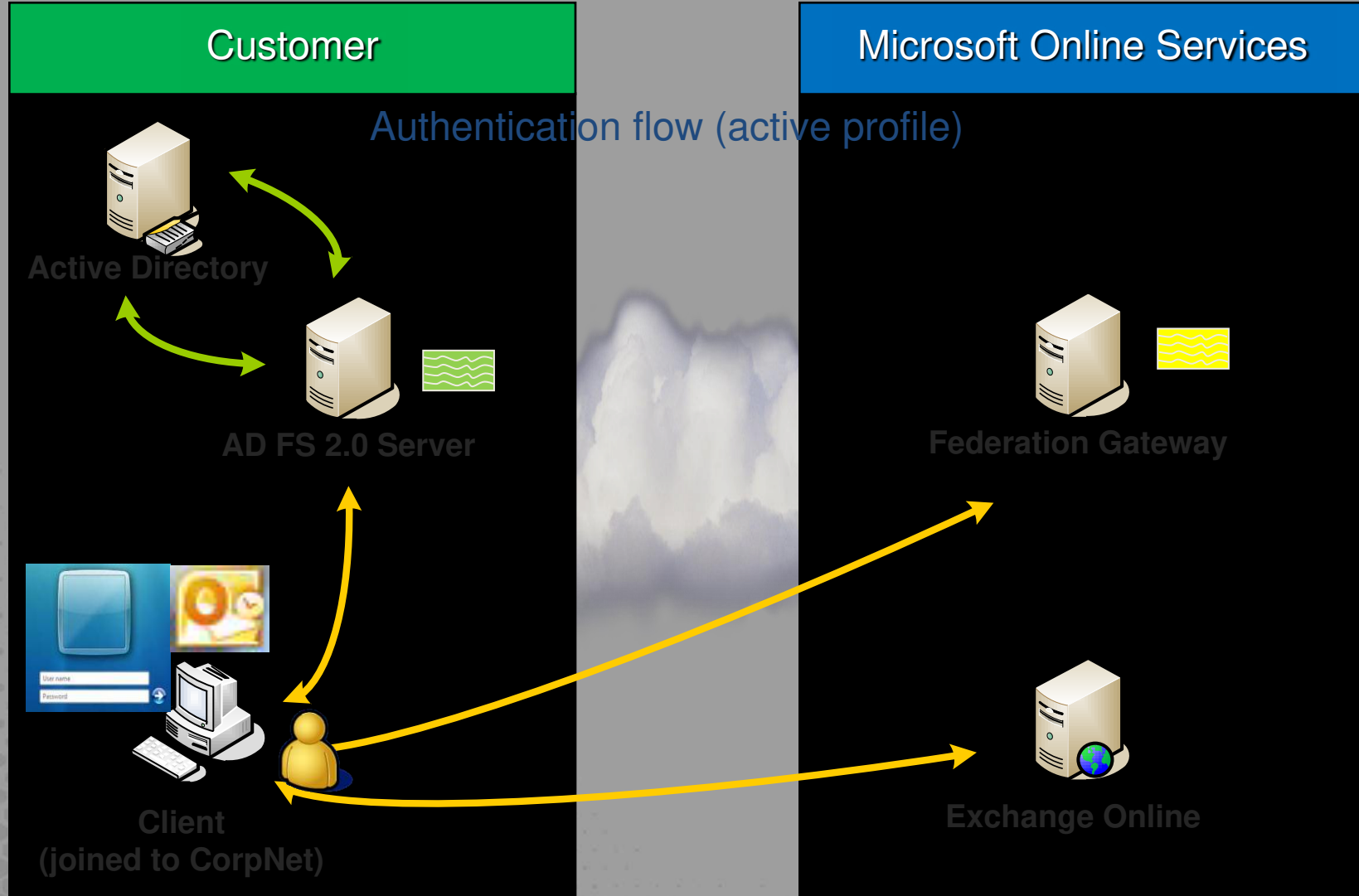
Office 365 E4 $22/mo (availability TBD)

Includes:
Exchange Plan 2
SharePoint Plan 2
Lync Plan 2
Office ProPlus
Office Web Apps
Lync Plus (Voice)

Prices reflect recent price drop

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Office 365 Integration with On-Premises Systems

- Identity Federation

  - On-Premises Active Directory is the Authoritative source for Access and Authentication

  - Single Sign-On (SSO) with the users' existing Active Directory Credentials

  - Continue to manage users and groups within Active Directory and use Directory Sync (DirSync) with Office 365

- Exchange Organization Federation

  - Hybrid Solution to have users mailboxes both on-premises and in the Cloud

  - Allow for unified Global Address Book and Free/Busy and other web services to be shared between the two Exchange Organizations

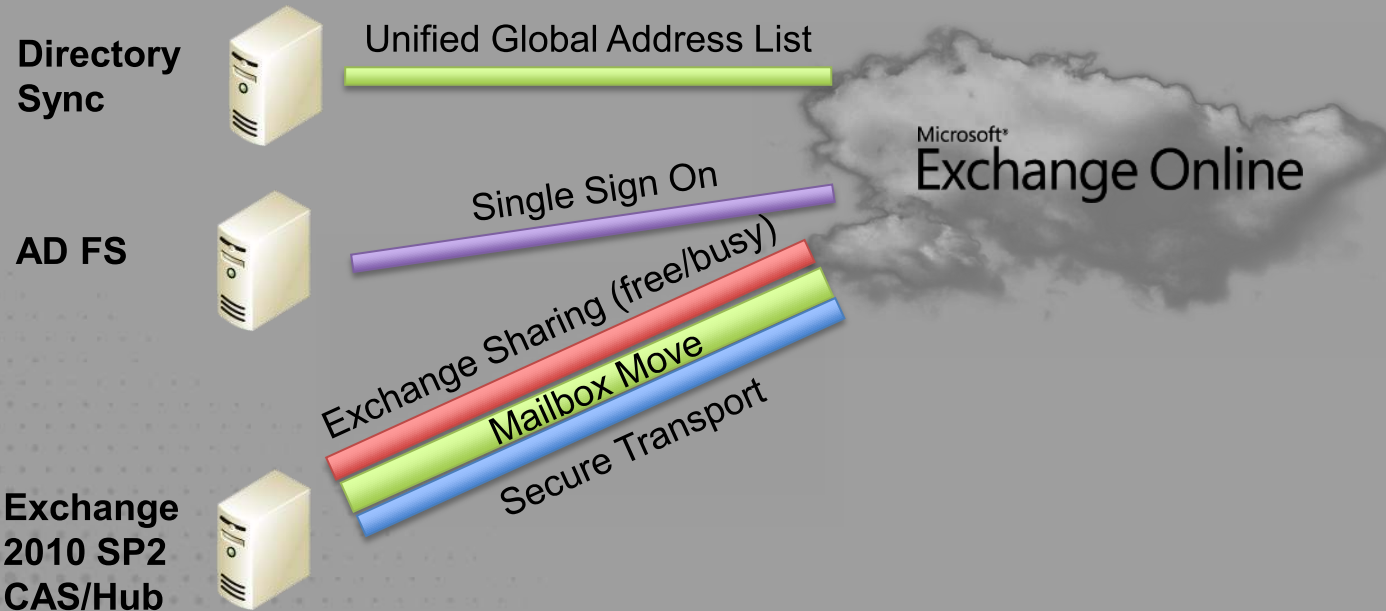 - Easily migrate mailboxes between on-premises and Office 365 Exchange Online

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Identity Federation with Office 365

Customer

Microsoft Online Services

Authentication flow (active profile)

Active Directory

AD FS 2.0 Server

Federation Gateway

User name
Password

Client
(joined to CorpNet)

Exchange Online

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Office 365 Hybrid Solution

Required Server Roles:

- DirSync

- ADFS

- Exchange 2010 SP2* CAS/Hub**

Directory Sync

Unified Global Address List

Microsoft® Exchange Online

AD FS

Single Sign On

Exchange 2010 SP2 CAS/Hub

Exchange Sharing (free/busy)

Mailbox Move

Secure Transport

* SP1 is required, SP2 is recommended

** Mbx role is required for legacy Public Folder based free/busy support

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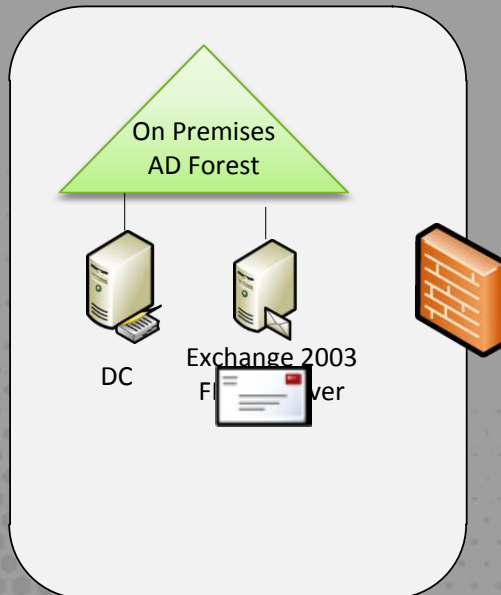The Microsoft Consulting Company

Email flow in Hybrid Solution

MX for contoso.com = **On Premises**

External Recipient
(joe@foo.com)

Internet

MX for Contoso.mail.onmicrosoft.com =
Exchange Online

On Premises
AD Forest

DC

Exchange 2003
Fr   ver

Exchange Online

Email from joe@foo.com to ben@contoso.com

Email is forwarded to ben@contoso.mail.onmicrosoft.com

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Key Benefits of Office 365 for the Enterprise

- Exchange Online

    - Reduce administrative overhead

    - 25GB primary mailboxes, unlimited storage available with Exchange Online Archive

    - Seamless integration with on-premises Exchange environment

    - Active Directory is the authentication provider

- Lync Online

    - Instant Messaging and Presence

    - Desktop Sharing

    - Computer to computer voice calls

    - Lync Meetings

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- SharePoint Online

    – 10GB of shared storage space to start

    – Additional 500MB for each licensed user towards shared storage

    – Each licensed user allocated 500MB for personal storage

    – Collaboration

    – Team Sites

    – Enterprise Content Management (ECM)

    – Public Web site

- Latest version of Microsoft Services upgraded in environment

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Forrester Study

As with any critical business decision, organizations considering Office 365 should first ask the question: *Is it really worth it?*

A recent study conducted by Forrester Consulting answers that question with a resounding *YES*. The study, which was commissioned by Microsoft and analyzes the total economic impact of Office 365 on midsize businesses, found that Office 365 **delivers an ROI of 321 percent with a payback period of two months** for the composite midsize organization. Now that's value!

To complete its analysis, Forrester interviewed seven mid-sized businesses and then created a composite midsize organization based on the experience of these organizations. The composite organization had 150 employees, with some mobile workers, others at corporate headquarters and another group in global branch offices. The June 2011 study found that the three-year risk-adjusted benefits of Office 365 add up to $1.17 million with a payback period of two months. With costs of $277,000, **the net present value of Office 365 is $890,000**.

The study lists the non-risk adjusted benefits a midsize organization can expect to see, attaching a monetary value to each, where applicable. Here are a few that were on the list:

1. **Knowledge worker productivity gain**: $657,000 across all employees in the organization
2. **Mobile worker incremental productivity gain**: $168,750 over three years
3. **Eliminated hardware**: Savings of $64,000 over three years
4. **Eliminated third-party software**: Savings of $10,000 over three years
5. **Web conferencing savings**: Savings of $25,000 over the life of the study
6. **Substituted Microsoft licenses**: Savings of $125,000 in the initial period of the study
7. **Avoided on-premises planning and implementation labor**: Savings of $35,000 in internal labor and professional services costs
8. **Reduced IT support effort**: Savings of $206,350 over three years
9. **Reduced travel costs and corresponding CO2 emissions**: Savings of $260,625 over the life of the study and a reduction of 47,000 kg of CO_2 emissions from air travel

Of all the benefits Office 365 delivers, the primary reason the interviewed companies cited for implementing the service was **reducing their total cost of ownership (TCO)** for productivity and collaboration tools. Says one study participant: "The cost savings that we see from a cloud-based solution are reason enough to choose Office 365. It saves the company money and allows our IT staff to work on business problems that add more value to the company."

From: http://community.office365.com/en-us/b/microsoft_office_365_blog/archive/2011/10/13/the-total-economic-impact-of-microsoft-office-365.aspx

View the entire Forrester Study: http://g.microsoftonline.com/0BXPS00EN/1106

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So enough talking, who wants to see this in action?

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Office 365 Decision Tools

- Details about the Office 365 Enterprise Plans - http://www.microsoft.com/en-us/office365/enterprise-solutions/enterprise-plans.aspx#fbid=b_ypwK7x5Q2

- Office 365 Plan Advisor - http://www.microsoft.com/online/office365tools/advisor/office-365-advisor.aspx?start=cards&mtag=soc_bl&WT.mc_ID=soc_bl

- Office 365 Cost Estimator - http://www.microsoft.com/online/office365tools/estimator/cost-estimator.aspx

THANK YOU

THANK YOU FOR ATTENDING

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