



Modern Work

Microsoft 365

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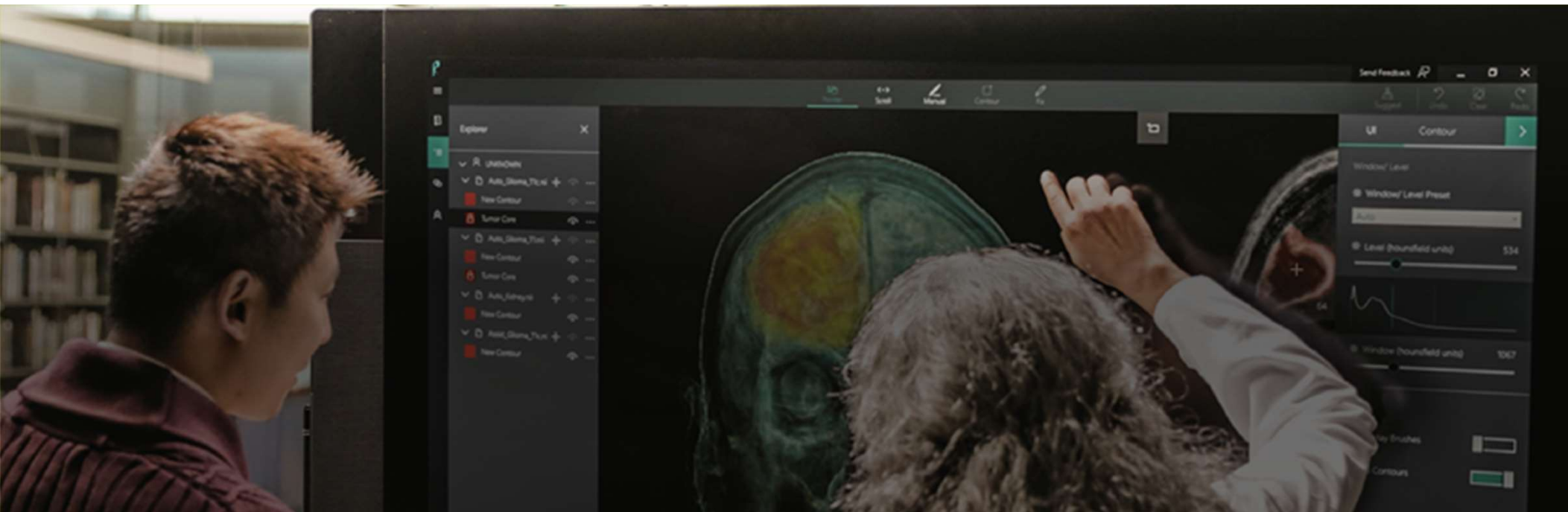
Agenda

- 01 Introduction
- 02 Digital Transformation
- 03 Hybrid Work / Zero Trust
- 04 Microsoft 365 Licensing
- 05 Your Journey & How we help



2012
2013
2011
2015
2016
2017
2018
2019
2020

2022



THE 4TH INDUSTRIAL REVOLUTION

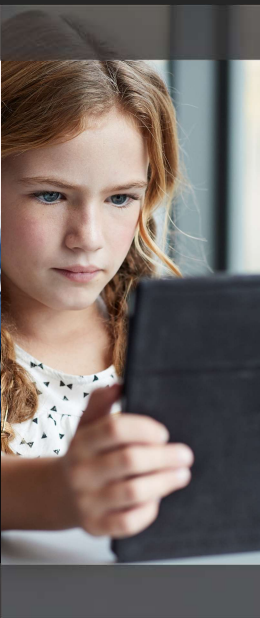
Widespread disruption

New capabilities in demand

An Industry-led Approach to Digital Transformation



Automotive



Education



Finance



Professional
Services



Health



Manufacturing



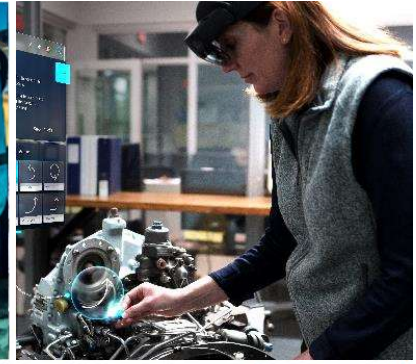
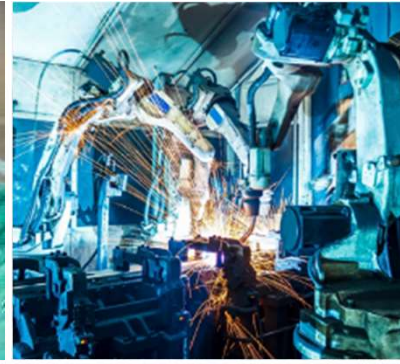
Media & Comms



Retail



THE CLOUD IS NOT A DESTINATION
IT IS A CAPABILITY



Digital transformation



Navigating the new normal

Recent research indicates the impacts of hybrid work—and suggests approaches for the future.

Source: Microsoft's annual [Work Trend Index](#), March 2021. 2 Forrester Study: The 2020 state of security operations (Commissioned by Palo Alto Networks)

80% of managers expect **more flexible work arrangements** post-pandemic¹

73% of **employees want flexible remote work options** to stay¹

54% of **employees feel overworked**¹

79% of surveyed enterprises experienced a cyber breach in the past year with an **average cost of \$4.72M per data breach**²

Reinventing when, where, and how people work



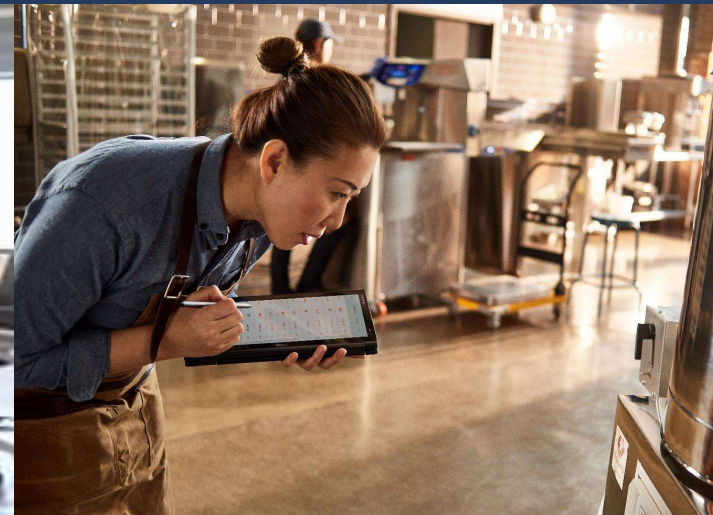
People

Employees expect to connect and collaborate from **anywhere, on any device**



Places

Work spaces—including the frontline—need to facilitate **inclusion and productivity**



Processes

Solutions must be cost-effective and streamlined, while supporting **work-from-anywhere security**

Hybrid Work



As organizations re-imagine work, the capability and flexibility of **Hybrid Work** is essential for today's modern workplace.

58% of Microsoft employees cite **Focused work** as their reason to work from Home of the office¹

A **Zero Trust** approach helps organizations 'shield' for data, identity & threat protection in a hybrid work world.

63% of organizations fear data leakage while working from home, intensified by **80%** of data not directly governed²



Zero Trust

Challenges and trends



Diverse,
multi-generational
workforce



Disconnected systems
separate workers from
data and each other



Security and
compliance risks



Legacy systems
hinder remote work
and first line productivity



70%

of the global
workforce work
remotely at
least once a week
(pre-pandemic)



30%

of the global workforce will
work-from-home multiple
days per week
by end of 2021



63%

of companies
reported their data
was compromised
in the past year



\$90T

Estimated global
price tag if
cybersecurity efforts
do not keep pace with
technological change



86%

of employees and
execs cite lack of
collaboration for workplace
failures



60%

of employees use a
smartphone for work
while 31% desire one

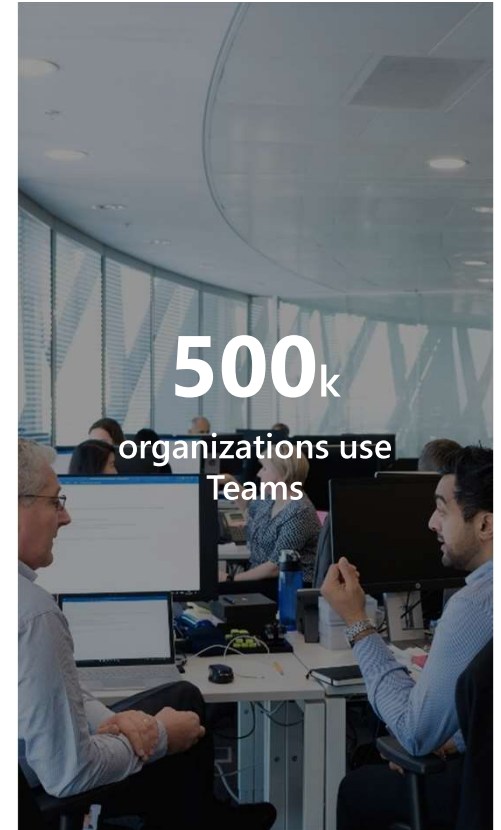
COVID-19 IMPACT

- 80% of employers plan to increase WFH programs
- These changes are expected to yield ~\$11K savings per year per employee

- FBI reports 4x increase in cybercrime attacks
- 46% of business have experienced at least 1 security incident



Teams is the fastest growing app in Microsoft history



Microsoft Teams



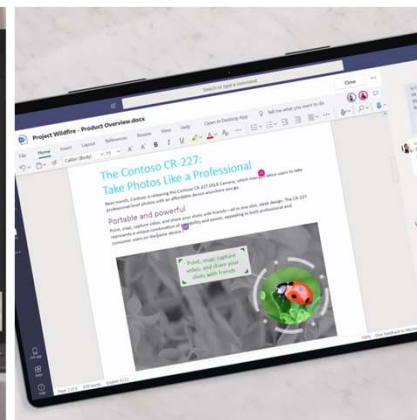
Meet



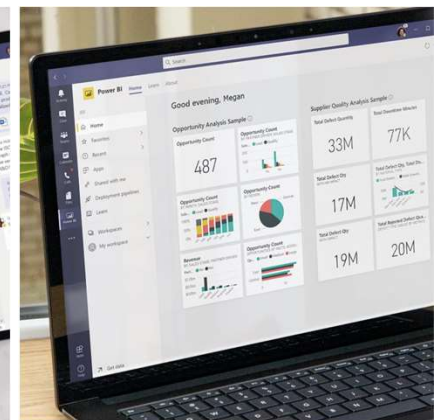
Chat



Call



Collaborate



Automate

Rich end-user experiences with Office + Teams

Meet from
anywhere



Collaborate
with others



Improve
experience



75 hours

Saved per employee per year with increased productivity due to the collaboration features in Teams

80%

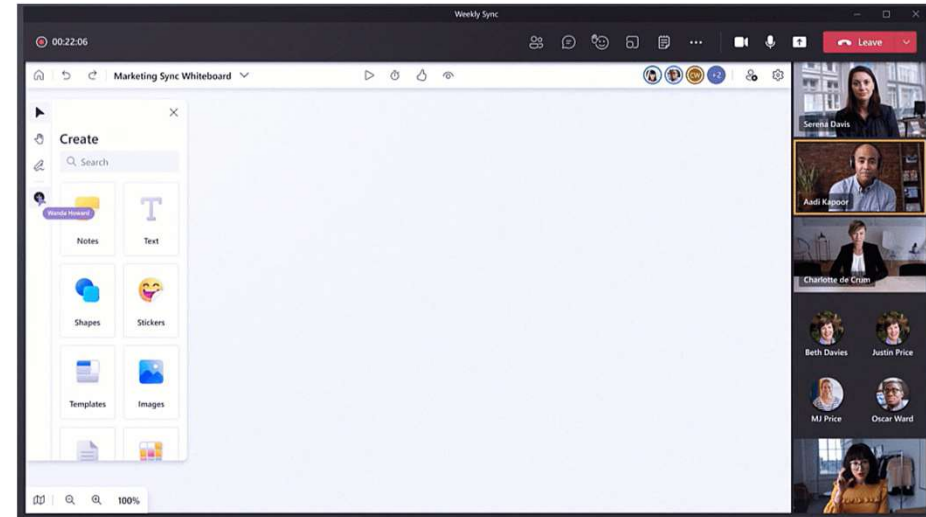
Time reduction required to start meetings with Microsoft Teams Room Managed Services

40%

Pre- and post-meeting time saved with Surface Hub

426%

return on investment

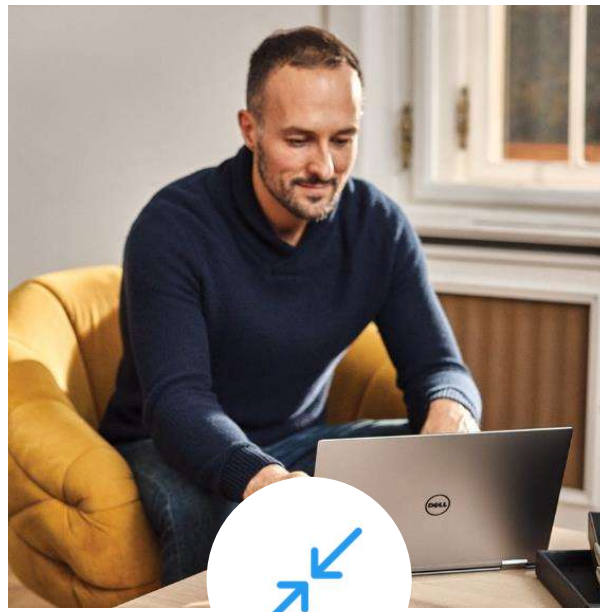




A new hybrid work reality needs new principles



Verify explicitly



Use least privileged access



Assume breach



Our global team of security professionals utilizes cutting-edge artificial intelligence to process **trillions** of raw security signals, which generates **billions** of complex predictions and **millions** of automated actions to protect customers and make the internet a safer place.

This is the Microsoft security difference.

An increasingly large threat landscape

230%

Increased in password spray attacks in 2020¹

78GB

of data is uploaded monthly to risky apps by the average enterprise¹

30B

Thwarted security attempts

1/3

of all attacks on enterprise accounts involve phishing¹



What does Intelligent Security look like?



Microsoft 365

Azure AD Premium

- Azure AD Identity Governance

Microsoft Endpoint Manager

Microsoft Defender for Cloud Apps

Microsoft 365 Defender

- Microsoft Defender for Endpoint
- Microsoft Defender for Office 365
- Microsoft Defender for Identity

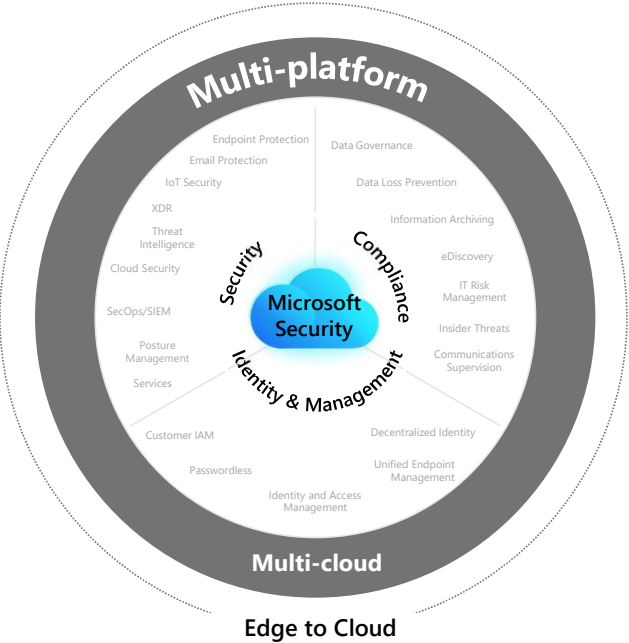
Microsoft Information Protection

- Unified Labeling Client and On-premises Scanner
- Microsoft Data Loss Protection

Insider Risk Management

Communication Compliance

eDiscovery & Audit



Built-in experiences

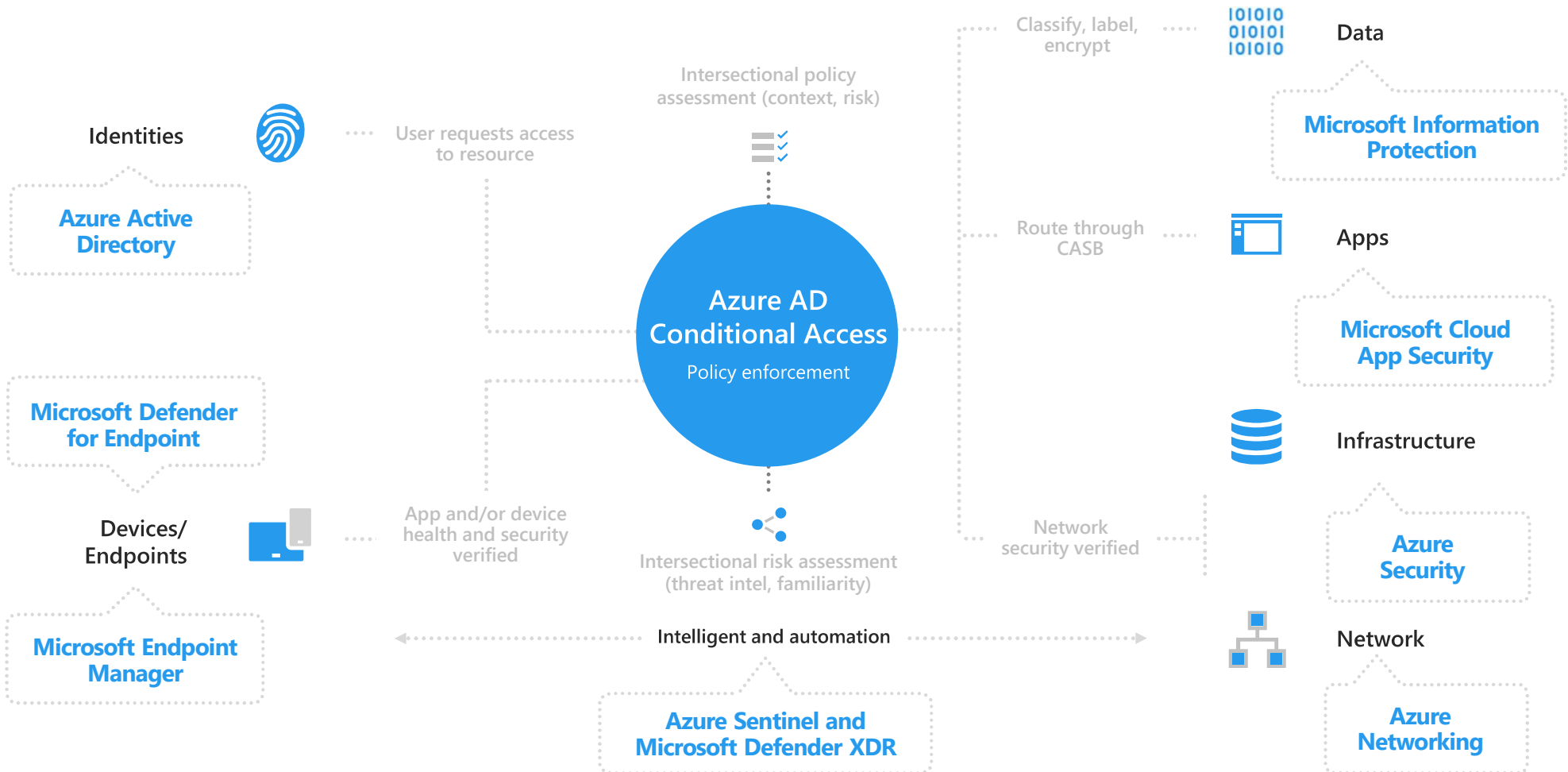


AI & Automation scale



Integration across categories

Microsoft's Zero Trust enabling technologies





Modern Work Licensing



Microsoft 365 delivers new value

Sample of new products and capabilities added since launch



Enterprise Agreement or Cloud Solution Provider

Office 365 E1



Microsoft 365

Microsoft 365 E3



Enterprise Mobility + Security

EMS E3

Microsoft 365 E5



Enterprise Mobility + Security

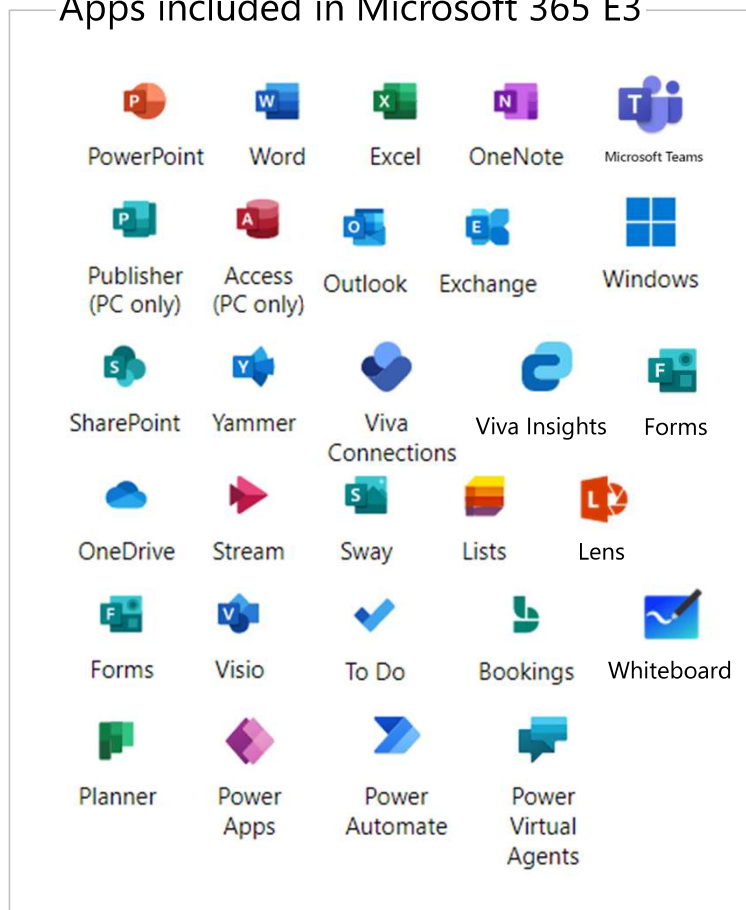
EMS E5



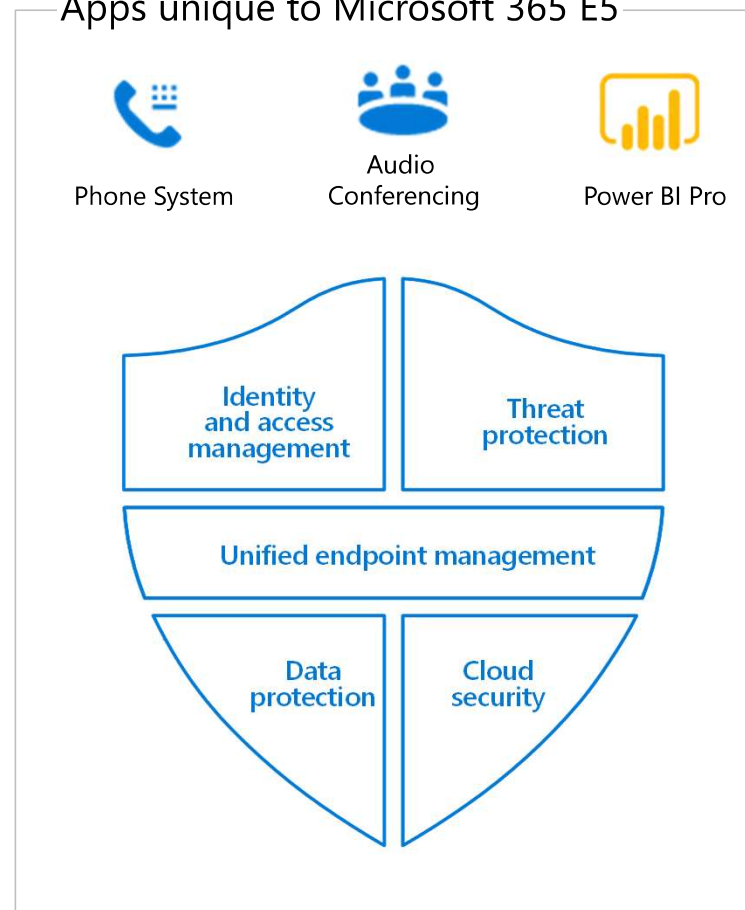
Security & Compliance

Microsoft 365: A Powerful solution for your enterprise

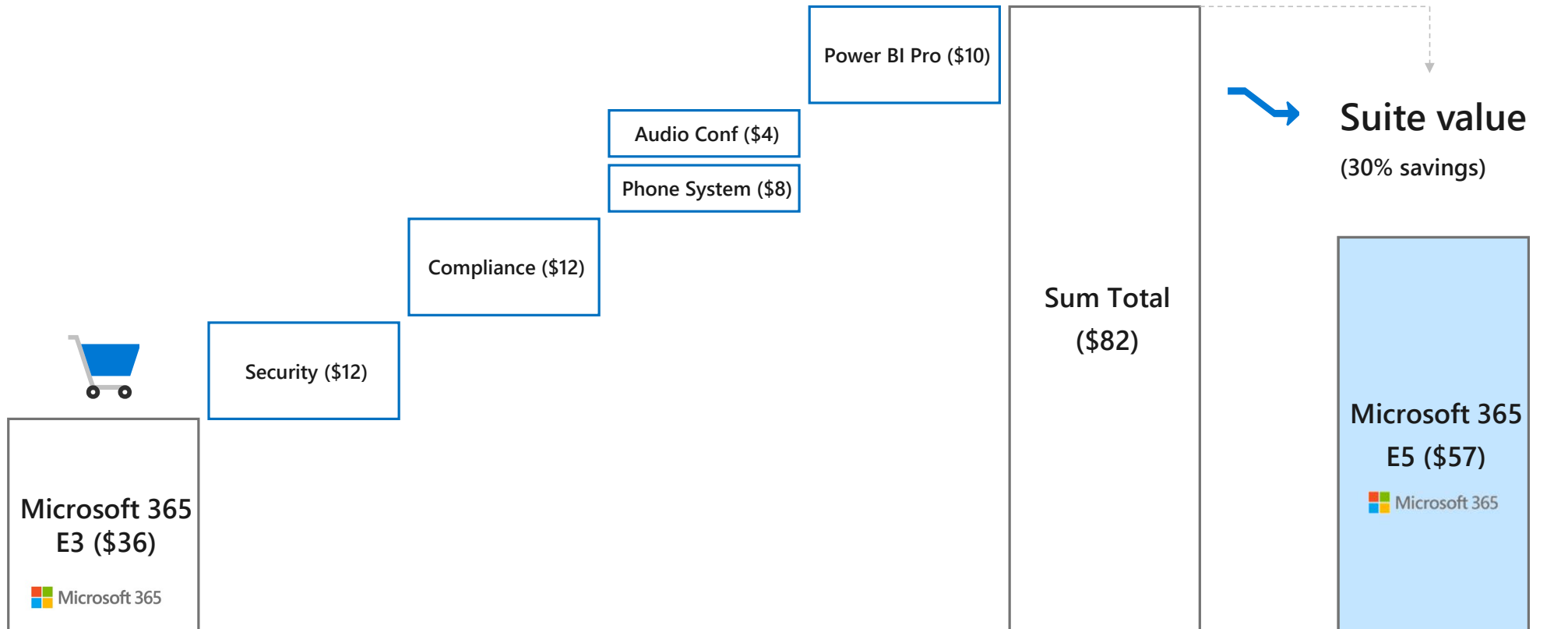
Apps included in Microsoft 365 E3



Apps unique to Microsoft 365 E5



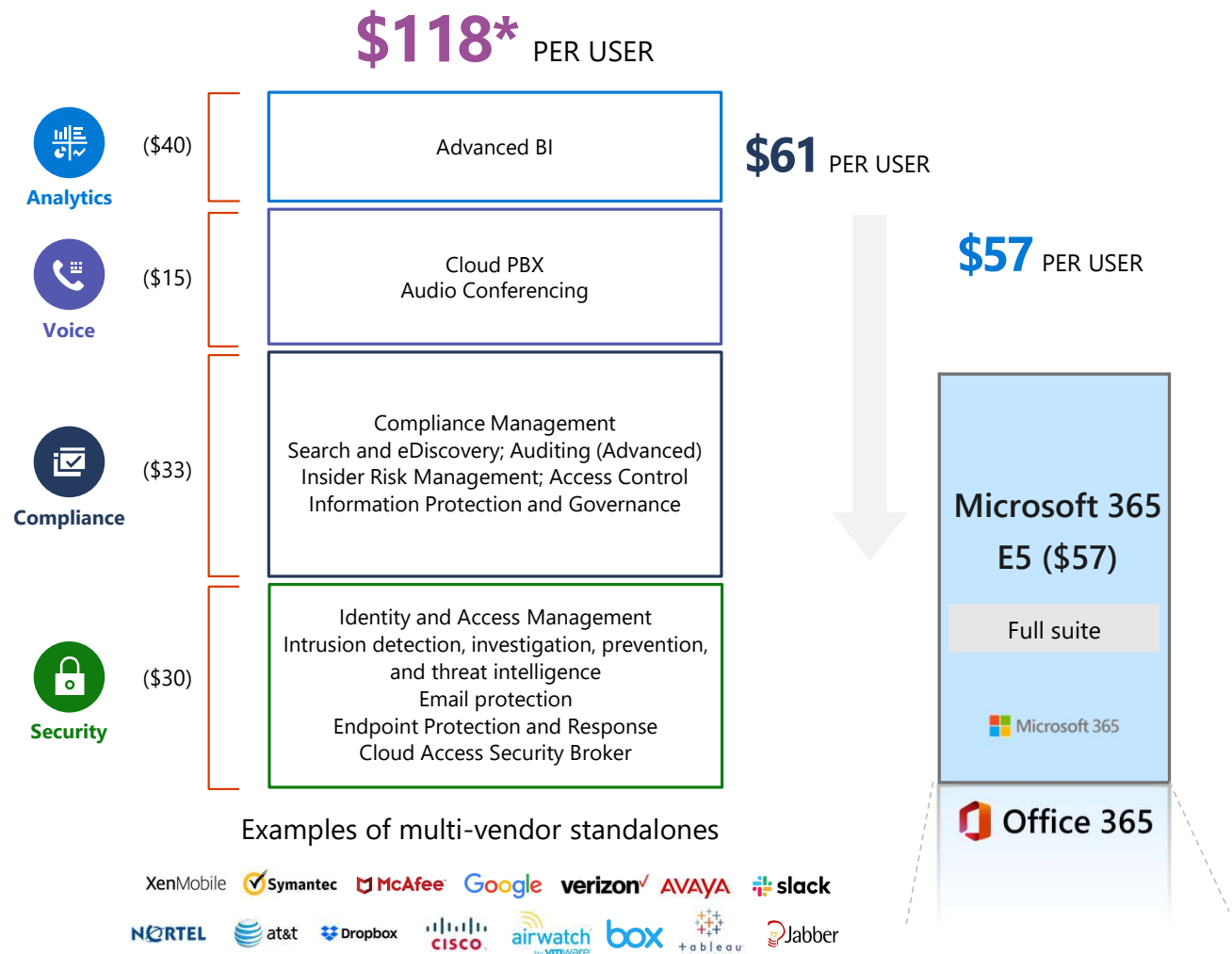
Should I consider Suite or Standalone?



Value vs Market solutions

“ Organizations experience total cost of ownership savings when moving from their on-premises solutions to Microsoft 365. They also find value in consolidating and eliminating solutions from multiple vendors onto a single platform and by reducing the necessary support for this solution.”

Forrester
Consulting Study



*Multi-vendor prices are based on publicly available estimated prices for other vendor solutions and are illustrative

Cost savings framework



Vendor license cost consolidation

Consolidate in a platform v/s buying standalone for each capability



IT administration and deployment savings

Manage IT better thus enabling IT to transition to higher-value activities



Reduce total cost of risk

Reduce breaches and enhance privacy/remediation



Physical and T&E cost displacement

Reduce hard costs, e.g., real estate, utilities, travel through secure remote work



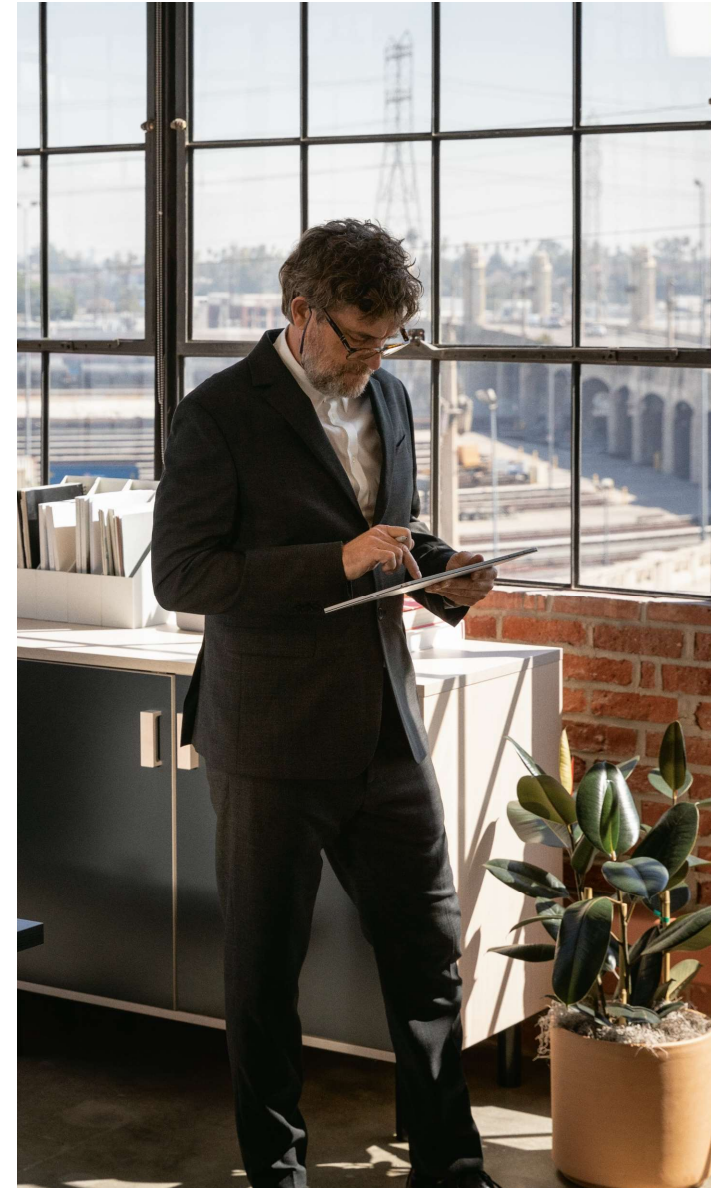
Save on automation and process improvements

Transform business processes using AI while increasing productivity



Capex to Opex cash flow

Optimize cash flow management by moving payments to Opex



Where to begin your Modern Work transformation

- Evaluate where you are right now versus **where you want to be**
- Use an iterative approach centered around **employee experiences**
- Focus on key transformation areas:

Secure and Managed Platform | Remote Work | Employee Experience | Organizational Agility | Firstline Empowerment



**Establish your
vision**



**Define your
journey**



Go Platform



**Streamline/
Innovate in your
transformation**

Our customers are realizing their **Modern Work** vision

						
Professional Services	Financial Services	Government	Health	Manufacturing	Retail	Other Industries
   	     	    	   	          	    	         

Microsoft invests in your transformation journey



Solution Assessments

Move to the cloud with confidence through a deep analysis [based on your situation](#)



Customer Immersive Experience events

A facilitated, hands-on experience which allows you to test-drive the latest Microsoft solutions in a live cloud environment

[Learn more>](#)



Trials

We know it's important to try before embarking on new journey. You can take advantage of our trial programs to get started

- [Office 365 E5 trial](#)
- [E5 Security & E5 Compliance trial](#)
- Full suite: [Microsoft 365 E5 trial](#)



Hybrid Work, Employee Engagement & Security Workshops

Choose from our portfolio of free workshops to address the unique collaboration and security needs of your organization

[Learn more>](#)



Deployment Assistance

FastTrack helps organizations accelerate deployment, migration, and adoption of their Microsoft 365 subscriptions at no additional cost

[Learn more>](#)



Thank you