



**BUSINESS PRODUCTIVITY**

with Microsoft Online Services

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MS Online  
Partner Account Manager

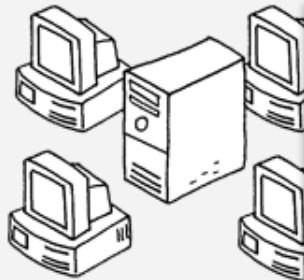
## Transformational Era



Mainframe



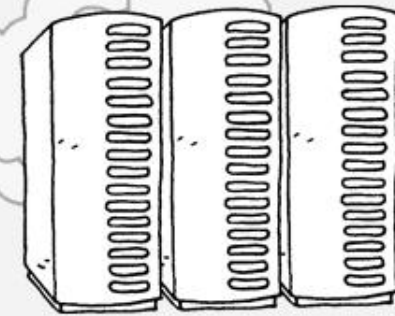
Computer



Client  
Server



Web  
Services



Cloud Computing

- Global Reach
- Ease of Provisioning
- Business Agility
- Deployability and Manageability
- Security and Privacy

## IT Challenges



Customers tell us ...

- We want the **features of the latest platform**, but we don't want to upgrade or don't have the skills ...
- We can't keep good IT people to run the platform, and we need to **free up our best people to work on strategic projects** ...
- We want more **predictable IT costs** even if it doesn't save a lot of money ...
- We can't spend enough to ensure **security and reliability** ...
- We want **to provide capabilities to employees** who don't have those today but don't want to spend time learning new skills ...

**Quoted from InformationWeek's Global CIO article published on December 21, 2009**

- **The Cloud Imperative:** "No other architectural or platform approach will yield as much gain in lowering the cost of internal IT operations and liberating precious IT budget dollars to be deployed toward customer-centric growth opportunities"

# Accelerate Speed to Value

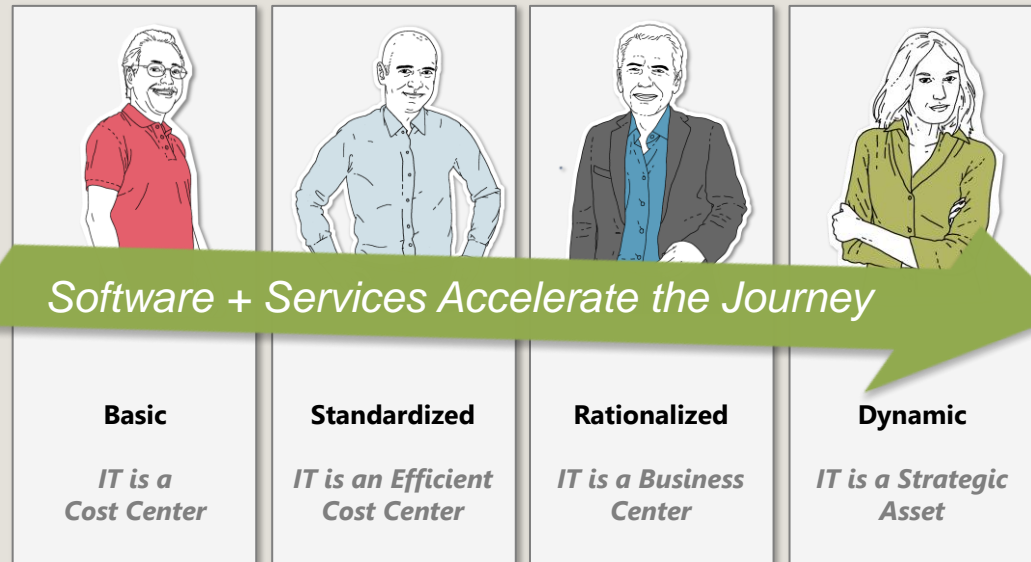
Simplified Management



Always up-to-date capabilities at a predictable cost

## Key Benefits

- Up and running quickly
- Latest software
- No more server upgrades
- Subscription based
- Predictable cost
- Optimize productivity



## Microsoft Online Services

Enterprise-class software delivered via subscription services hosted by Microsoft and sold with partners

### Business Productivity Online Suite

Microsoft®  
Exchange Online



Microsoft®  
Forefront™  
Online Protection for Exchange

Microsoft®  
SharePoint® Online

 Microsoft®  
Office Live Meeting

 Microsoft®  
Office Communications Online

## Feature Overview

### Microsoft Exchange Online

- 25GB (default) up to 25GB Mailbox
- Outlook and Web Access
- Anti-Virus/Anti-Spam
- Shared Calendars, Contacts & Tasks
- Active Sync Mobile Devices
- Blackberry Device Support\*
- Compliance Archiving\*

### Microsoft Office SharePoint Online

- Collaboration
- Portal
- Enterprise Content Management
- Search
- Business Process Forms
- Business Intelligence
- Platform & Extensibility

### Microsoft Office Live Meeting

- Web Conferencing
- Small group collaboration to large events
- Desktop sharing, chat, question manager
- Training support and virtual breakout rooms
- VOIP or PSTN voice support
- Live 360 degree panoramic video

### Microsoft Office Communications Online

- Instant Messaging and Presence
- Group IM
- Address Book Search
- Distribution List Expansion
- File Transfer
- 1:1 Audio and Video

\* Optional capabilities at additional cost

## Business Value of Microsoft Online

### Finance



- Cap Ex vs. Op Ex
- Predictable spend
- Immediate Cost savings
- High Return on investment
- Scales with your business

### Process



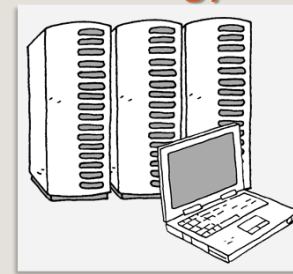
- Speed to Value
- Frees up resources
- Standardized, Automated
- SLA backed
- Managed by MSFT

### People



- Enhanced Collaboration
- Focus on the business vs. tech
- Minimal Change Management
- Empowered by Technology

### Technology



- Finished products
- Simplified management
- Highly available
- SLA backed
- Anywhere access
- The latest releases

# Highly Secure Data Centers

Business-Class Reliability and Security



Delivering highly secure, private, and reliable computing experiences based on sound business practices

## Key Features

- Geo-redundant data centers
- N+1 architecture
- 9 layers of data security
- Access via Secure Socket Layer (SSL)
- ITIL/MOF operational practices
- 24x7x365 support
- Backed by 99.9% uptime SLA

**Filtering Routers**

**Firewalls**

**Intrusion Detection System**

**System Level Security**

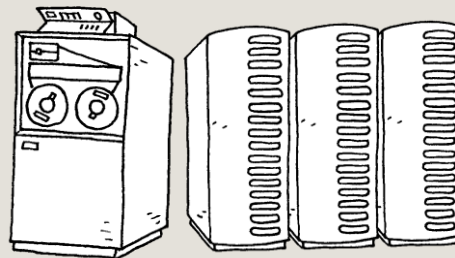
**Application Authentication**

**Application Level Countermeasures**

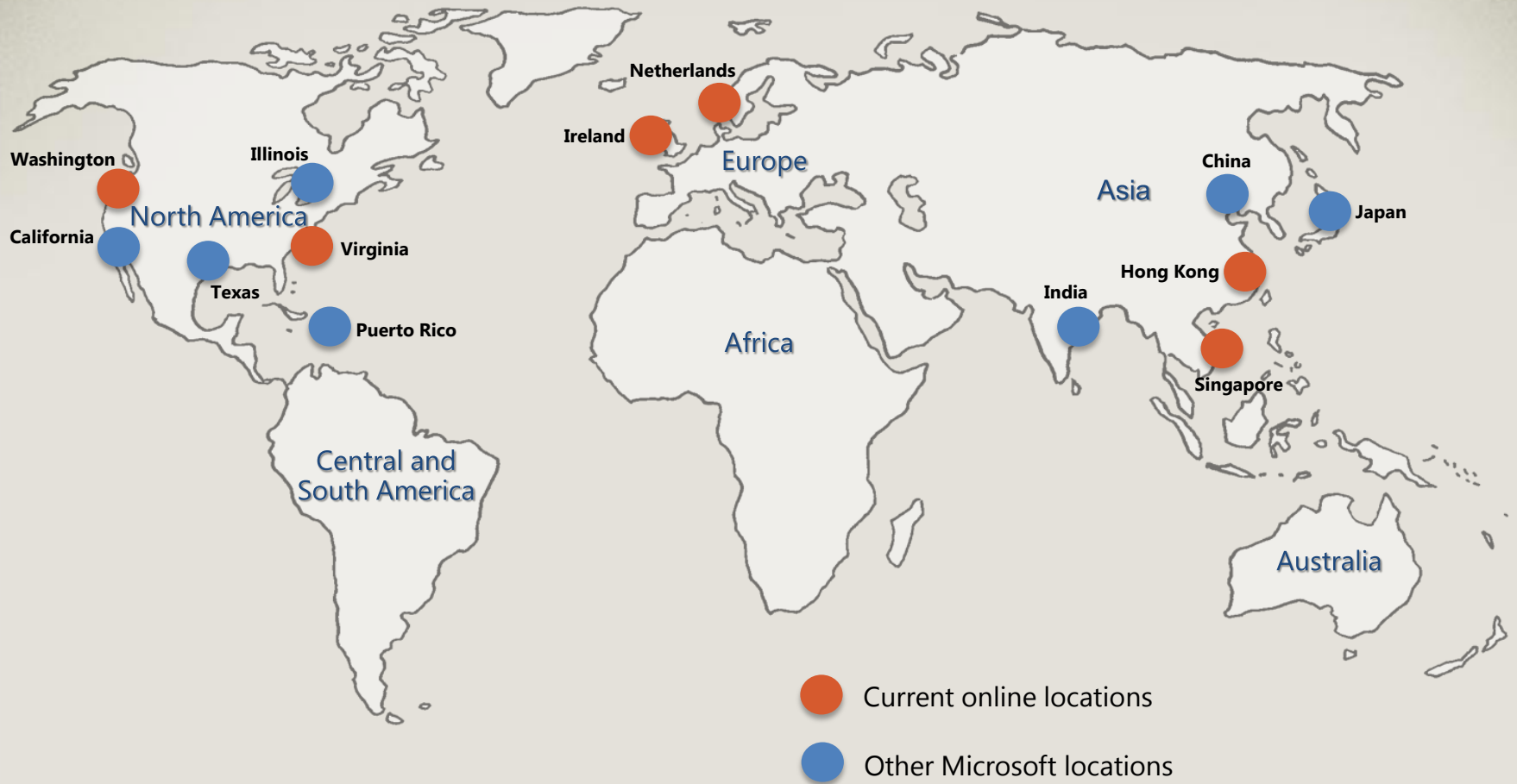
**Virus Scanning**

**Separate Data Networks**

**Authentication to Data**



# Data Center Locations

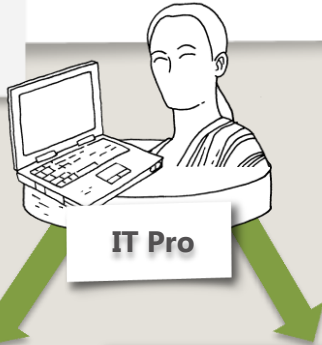


## Ease of Use

Simplified Management

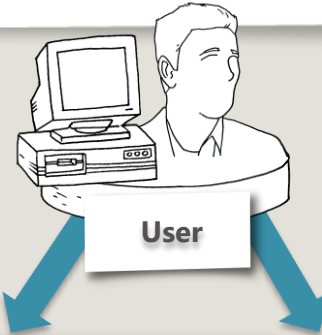


## Unified access point for all online services



**IT Pro**

### Anywhere\* Access without VPN



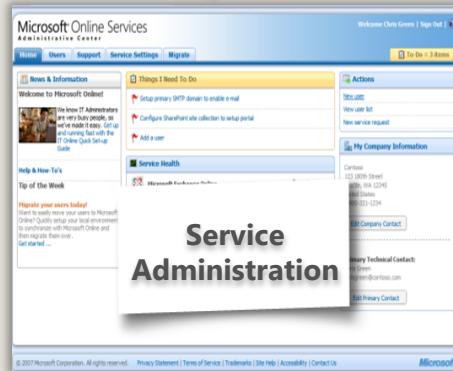
**User**

- Trial and Buy
- User Management
- Settings
- Support
- Tools

- Single Sign-On
- Application Access
- SharePoint® Links
- Downloads
- Password Reset



**Subscription  
and Trial**



**Service  
Administration**



**Web Access**



**Rich Client  
Access**

- \* Anywhere Internet access is available
- \* Only available with BPOS Standard today

## Integrated Capabilities

Streamlined Communications



Communicate and collaborate seamlessly across applications and devices

Instant Messaging

E-Mail

Web Conferencing

Document Sharing

Presence

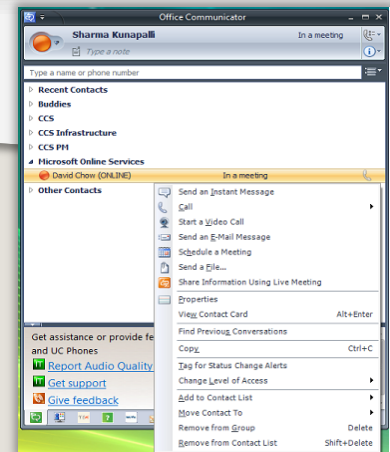
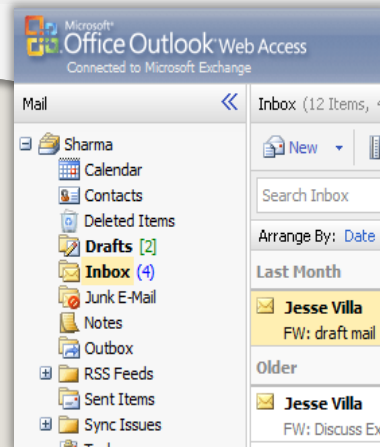
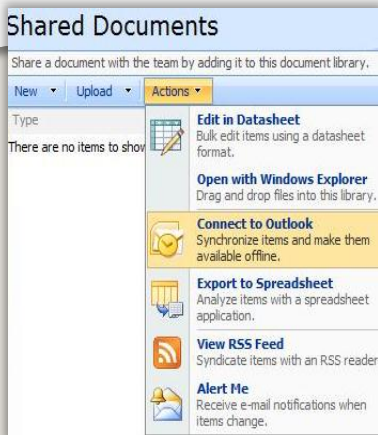
Calendaring

Workflow

Mobility

Offline Access

Archiving



## Retail USL Pricing

BPOS Standard

Microsoft Exchange Online Standard  
\$5.00

Microsoft Office SharePoint  
Online Standard  
\$5.25

Microsoft Office Communications Online  
(IM and Presence)  
\$2.00

Microsoft Office Live Meeting Standard  
\$4.50

Exchange Online  
Deskless Worker \$2.00

SharePoint Online  
Deskless Worker \$2.00



### Business Productivity Online Suite

Includes:  
Exchange Online Standard  
Office SharePoint Online Standard  
Office Communications Online  
Office Live Meeting Standard

**\$10 per user per month**



Deskless Worker Suite  
\$3.00

BPOS Dedicated requires additional service subscription licenses, including first 5,000 seats  
Pricing above does not include volume discounts and Step-Up discount



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