Office 365
Designed for the unique workstyle of every group

- Outlook: Mail & Calendar
- SharePoint: Sites & Content Management
- Skype: Voice, Video & Meetings
- Teams: Chat-based Workspace
- Yammer: Enterprise Social
- Office 365 ProPlus: Co-Authoring Content
- Office 365 Groups

Complete Collaboration Solution
Office 365 addresses the breadth of collaboration needs across your company

Integrated Experiences
Office 365 Groups and Graph enable integrated experiences that facilitate effective collaboration

Security and Compliance
Office 365 delivers the security, compliance and manageability required in today’s workplace
Chat for today’s teams

People can see content and chat history anytime.

Team chats and activities are visible to the entire team.

Use private chats for small group conversations.

Join a Skype video call to meet in real time.

Connect across multiple devices.
A hub for teamwork

Chat, content, people, and tools live in a team workspace.

Teams have quick access to information they need.

Integrated with SharePoint, OneNote, Skype for Business.

Work with Office and other documents right in the app.
Customizable for each team

Add **tabs** to provide quick access to frequently used documents and cloud services.

Explore data and take quick actions with **bots**.

Pull in **Office 365 Connectors** for updates from 3rd party tools and services.

Access **developer preview** APIs to build integrations.
Security teams trust

Broad compliance standards support: ISO27018/01, SOC 1 and 2, HIPPA, EU Model Clauses & more

Data encryption at all times, at-rest and in-transit.

Multi-factor authentication for enhanced identity protection.

Strong customer privacy safeguards.
Generational Preferences at Work

For organizations with a multi-generation workforce, it is important to understand your demographics to know how to best find the balance of tools across the generations. If you are an organization that heavily relies on email, what are you doing for your new workers? Are you giving them the tools they need to be effective?

<table>
<thead>
<tr>
<th></th>
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<tbody>
<tr>
<td>In Person Meeting</td>
<td><img src="https://example.com/always-prefer" alt="Always prefer" /></td>
<td><img src="https://example.com/mostly-prefer" alt="Mostly prefer" /></td>
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<td><img src="https://example.com/occasionally-prefer" alt="Occasionally prefer" /></td>
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<tr>
<td>Virtual Online Meeting (No Video)</td>
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<td><img src="https://example.com/occasionally-prefer" alt="Occasionally prefer" /></td>
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<td>Virtual Online Meeting (Video)</td>
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<td>Outlook Email</td>
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<tr>
<td>Instant Message (IM)</td>
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<td><img src="https://example.com/always-prefer" alt="Always prefer" /></td>
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<td><img src="https://example.com/occasionally-prefer" alt="Occasionally prefer" /></td>
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<tr>
<td>Enterprise Social Networking</td>
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<tr>
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<tr>
<td>Conversational User Interfaces</td>
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What to Use When

<table>
<thead>
<tr>
<th>PRIORITY/TIME SENSITIVITY</th>
<th>INDIVIDUAL</th>
<th>GROUP</th>
<th>TEAM</th>
<th>DEPARTMENT</th>
<th>ORGANIZATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>URGENT/HIGH</td>
<td>Skype for Business Call or Instant Message (IM)</td>
<td>Skype for Business Online Meetings</td>
<td>Skype Broadcast</td>
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<tr>
<td></td>
<td>Microsoft Teams</td>
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<tr>
<td>AD-HOC/LOW</td>
<td>Outlook Email</td>
<td>SP Team News</td>
<td>OneDrive for Business</td>
<td>Office365 Groups (Team Sites)</td>
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<td></td>
<td>Bots and Connectors</td>
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<tr>
<td></td>
<td>Office365 Groups (Team Sites)</td>
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<td></td>
<td>SP Publishing Site</td>
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<td></td>
<td>SharePoint Intranet</td>
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<td></td>
<td>Delve Boards</td>
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<td>Office 365 Video</td>
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<tr>
<td></td>
<td>MyAnalytics</td>
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</tbody>
</table>

Audience (Internal or External)

Generational Preferences:
- Gen Z (1998-2020)
- Gen X (1965-1979)
- Baby Boomers (1946-1964)
Office 365 Groups is just the enabler

- **Outlook Groups**
- **OneNote**
- **(Planner App)**
- **OneDrive**
- **SharePoint**
- **Files**
- **Pages**
- **Team News**
- **Conversations**
- **OneNote**
- **Calendar**
- **Planner**
- **SharePoint Team Site**
- **(Modern Team Site)**
- **Microsoft Teams**
- **(Team chat experience)**
- **Channels**
- **Yammer**
- **Power BI**
- **StaffHub**
- **(Desk-free workers)**
- **Power BI**
- **StaffHub**
- **Microsoft Teams**

*Conversations or Yammer based Office 365 Group

Created by default when Modern Team Site (Office 365 Group) created

Creates an Office 365 Group

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How relevant is Microsoft Teams for your company?

- Very relevant, I consider using it soon
- Relevant
- Not relevant now, perhaps later
- Not relevant at all
Bot Framework
If you don’t measure it...
you can’t realize results

with Digital Workplace Insights

you turn your INSIGHTS into ACTION
Do you have sufficient insight into the usage of your current platform?

Deep insight
Sufficient insight
Partial insight
Insight at all

Start the presentation to activate live content
Are your workplace investments driving business value?

**Investment**
Many companies are making significant investments in upgrading their workplace technology, but lacking in strategy, roadmap and investment in adoption, behaviors, value realization or measurement.

**Adoption**
They assume they will achieve viral adoption of new tools and are disappointed usage is poor.

**Behaviors**
They do not define how people should be using the tools in their daily work to drive productivity, innovation and engagement.

**Value Realization**
They do not have a vision of what specific business improvements they are expecting from their investments.

**Measurement**
Most companies do not have the tools to measure adoption, behaviors or value realization at the level necessary to drive targeted actions to drive results.

This is why studies show that **more than 50% of technology capabilities implemented are not used** and that **41% of technology projects fail to deliver expected business value**.

**Stages of the Digital Workplace Engagement Value Curve**

1. **Stage 1**
   - **Deploy DWI**
   - **Collect & Report**
   - "Drive Adoption"
   - Change Enablement Program #1

2. **Stage 2**
   - **Leverage DWI advanced analytics to analyze behaviors**
   - "Measure Effective Use"
   - Educate on the new way of working
   - Change Enablement Program #2

3. **Stage 3**
   - **Use DWI to continuously drive new actionable insights enriched with enterprise & 3rd party data**
   - "Optimize"
   - Correlate DW Usage and Behaviors to Business Value Metrics
   - Change Enablement Program #3

**Iterative Approach**

- **Change Enablement Program 1**
  - Measure Business Value
  - Measure Effectiveness

- **Change Enablement Program 2**
  - Collect & Measure

- **Change Enablement Program 3**
  - Digital Advisory
Accelerate your time to value

Unlike point solutions, DWI is built on the Avanade Modern Analytics Platform that allows you to integrate, correlate and draw insights across virtually any data source, application or platform.

Business Insights
Make insight-driven decisions

Data from any source
Enrich your data with third party data sources from other data pipelines

Platform
Agile analytics platform

Engagement
Productivity
Sales
Satisfaction
Velocity
Sentiment

Customer
Product
Partner
Employee

Standard Analytic Models

Avanade Modern Analytics Platform
Digital Workplace Insights

Watch the demo
Increase Adoption Of Digital Tools

- Implement specific KPIs, drive down to the department level and initiate change efforts
- Zero in on where change efforts need fine tuning (by location, level of person, department and etc.)
Drive More Effective Digital Behaviors

Drive and measure more effective digital behaviors:

- Connecting with experts
- Sharing best practices
- Making decisions based on hard data
- Self-service
- Reducing e-mail and ineffective meetings
- Other company and workforce specific goals
Achieve Measureable Business Value

Measure correlation between usage, behaviors and value realized:

- Increase employee engagement & retention
- Attract next generation of employees
- Drive higher productivity and innovation
- Other company and workforce specific goals (e.g., higher attainment of sales quota)
How Is DWI Different From Other Analytics Solutions?

<table>
<thead>
<tr>
<th>Feature</th>
<th>Delve Analytics</th>
<th>Webtrends</th>
<th>Digital Workplace Insights</th>
</tr>
</thead>
<tbody>
<tr>
<td>Usage and behavior analytics from Exchange Online</td>
<td>✓</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Usage analytics from entire Office 365 family of products</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Usage analytics from on premises versions of Exchange, SharePoint &amp; Skype for Business</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Behavior analytics from entire Office 365 family of products and on premises products</td>
<td>✓</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Integration with analytics from other line of business systems</td>
<td></td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Business value analytics</td>
<td></td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>No additional license cost</td>
<td>2</td>
<td></td>
<td>✓</td>
</tr>
</tbody>
</table>

1 Delve Analytics data is incorporated into DWI’s more comprehensive insights
2 No cost if pay for E5 level enterprise license
Microsoft PowerApps is a service for creating and using custom business apps across platforms

1. Connect to existing systems and data sources

2. Build apps, forms, and workflows without writing code

3. Publish apps instantly for web and mobile
What is PowerApps?

A fully cloud-based platform for building, sharing and using business apps

- Create apps with a Windows 10 App, share securely with Office 365 users
- Access via mobile devices, tablets, web browser and Windows apps
- Get & manipulate external data via Connections
Microsoft does not have great solutions at the moment for:

• Forms tools – unless you count InfoPath and/or Excel Surveys
• Rapid App Development environment
• Mobile app story for information workers

PowerApps tries to redeem these omissions with a modern approach
• A tool for power users to quickly design and build apps around data
• Works in mobile, works in the browser

Cloud first, Mobile first
What can I build with PowerApps?

PowerApps is flexible, but it also has specific strengths

- Generate apps based on data (Excel, SQL etc.)
- Form-based apps for capturing and updating data
- Line of Business apps with modern capabilities (microphone, camera, GPS coordinates)
- Apps for specific needs, signups, events – for power users and role-based needs

PowerApps-based apps can contain:

- Multiple data sources
- Multiple screens
- Ink & pen support
- Custom APIs
Current limitations with PowerApps

- Documentation is somewhat limited and scarce, more like a reference
- You will need custom development, if default connectors are not enough
- Limited SharePoint support – does not yet replace forms/list views
Working on it...

- Document Library Support
- Support for additional Field Types (e.g.: People Picker, Managed Metadata, etc.)
- Render on SharePoint Pages
- Dynamic/Reusable Form Builder
PowerApps on a SharePoint page
Reusable & Dynamic Form Builder

- Reusable components
- Dynamic to SharePoint field schema changes
- Responsive across mobile phone and tablet
Microsoft Flow helps you work smarter by automating workflows across your apps and services

- Get notifications
- Synchronize files
- Collect data
- Automate approvals
Get started quickly with over a hundred useful templates

Automate advanced scenarios with multiple steps, looping, branching conditions, and more
Build your own flows in an easy to use “visual designer”

Sending an Exchange email when a new file is added in Dropbox

Authenticate to your Dropbox account.
Select folder to monitor

Authenticate to your O365 account.
Build email Subject and Body

Choose to include properties from previous step (Dropbox file) to improve relevance

Specify Send To email address and additional properties (optional): From, CC, BCC and Importance
### Q4 Calendar 2016
- AppSource for company wide app sharing
- Platform Admin center
- Data flow policies
- Deployment Environments
- Re-usable, dynamic forms support (preview)
- Flow sharing & collaboration
- Mobile Flow creation
- Windows Phone support

### H1 Calendar 2017
- Power BI integration across the platform
- Solution packages
- Pro-dev control extensibility
- Re-usable, dynamic business process & logic
- Common Data Platform Office data sync
- Enhanced mobile Flow integration
- Extended Common Data Platform security model
- Embedded, in-context SharePoint Online
- Additional embedded experiences
- Sovereign cloud deployments

Roadmap is for general information purposes only and subject to change.
How to get PowerApps?

<table>
<thead>
<tr>
<th>PowerApps for Office 365</th>
<th>PowerApps Plan 1 (7$)</th>
<th>PowerApps Plan 2 (40$)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PowerApps for Dynamics 365</strong></td>
<td><strong>For business users</strong></td>
<td><strong>For creators and IT admins</strong></td>
</tr>
<tr>
<td>Extending Office 365 and Dynamics 365</td>
<td>Run any app using CDM</td>
<td>Full creation &amp; admin capabilities</td>
</tr>
<tr>
<td>Included for free with most* Office 365 and Dynamics 365 application SKUs</td>
<td>Can be purchased by an individual or an admin</td>
<td>Can be purchased by an individual or an admin</td>
</tr>
<tr>
<td>• PowerApps &amp; MSFT Flow capabilities</td>
<td>• PowerApps &amp; MSFT Flow (Plan 1) capabilities</td>
<td>90 free trial available</td>
</tr>
<tr>
<td>• Create &amp; run within the context of O365 &amp; D365 data sources</td>
<td>• Access to Common Data Model and premium connectors</td>
<td>Also included with Dynamics 365 Plans 1 and 2</td>
</tr>
<tr>
<td>• Connect to cloud-based services like Azure SQL, Dropbox, Twitter and many more</td>
<td>• Run any app or flow &amp; build against any existing data source</td>
<td>Includes everything in P1, plus</td>
</tr>
<tr>
<td>Quotas (per user; pooled tenant-wide):</td>
<td>Quotas (per user; pooled tenant-wide):</td>
<td>Includes everything in P1, plus</td>
</tr>
<tr>
<td>• 2,000 flow runs per month</td>
<td>• 4,500 flow runs per month</td>
<td>• Create any app or flow</td>
</tr>
<tr>
<td></td>
<td>• 20MB Data Storage</td>
<td>• Model your business data and create custom entities (CDM)</td>
</tr>
<tr>
<td></td>
<td>• 2GB File Storage</td>
<td>• Create/manage environments and databases</td>
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<tr>
<td></td>
<td></td>
<td>• Set policy and view usage</td>
</tr>
</tbody>
</table>

* Quotas are per user; pooled tenant-wide:
- 2,000 flow runs per month
- 4,500 flow runs per month
- 200 MB Data Storage
- 20 GB File Storage per user

Additional flow runs, Data Storage, and File Storage may be purchased as needed.
# How to get Flow?

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<tbody>
<tr>
<td><strong>Anyone can sign up for free with their personal, work or school email</strong></td>
<td><em><em>Included for free with most</em> Office 365 and Dynamics 365 application SKUs</em>*</td>
<td><strong>Can be purchased by an individual or an admin</strong>&lt;br&gt;<strong>90 free trial available</strong>&lt;br&gt;<strong>Also included with Dynamics 365 Plans 1 and 2 and PowerApps Plans 1 and 2</strong></td>
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</tr>
<tr>
<td>750 flow runs per month included</td>
<td>2,000 flow runs per month included</td>
<td>4,500 flow runs per month included</td>
<td>15,000 flow runs per month included</td>
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<tr>
<td>Limited to connect to “standard” services</td>
<td>Limited to connect to “standard” services</td>
<td>Full “premium” connectivity to cloud and on-premises&lt;br&gt;(Post-GA) Includes co-authoring or sharing within an organization</td>
<td>Full “premium” connectivity to cloud and on-premises&lt;br&gt;(Post-GA) Includes co-authoring or sharing within an organization</td>
</tr>
<tr>
<td>No on-premises connectivity</td>
<td>On-premises connectivity to Office, Dynamics services*&lt;br&gt;(Post-GA) Includes co-authoring or sharing within an organization</td>
<td>No governance or management features</td>
<td>Full governance and management features</td>
</tr>
<tr>
<td>(Post-GA) No co-authoring or sharing within an organization</td>
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<tr>
<td>No SLA</td>
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