

DELL EMC SERVICES FOR MICROSOFT OFFICE 365

Adopt the optimal cloud messaging and collaboration model for your business

ESSENTIALS

Dell EMC can help you gain the most from your Office 365 investment with our:

- Strategic and tactical services for every step of your journey
- Microsoft certified team of experts
- Practical guidance for cost savings and functionality improvements
- Communication guidance for successfully accelerating adoption
- Managed services to free resources from day-to-day operations

BENEFITS

Customer benefits achieved through Dell EMC services:

- Team collaboration anywhere, anytime on any device
- Improved end-user communication and collaboration experiences
- Freed resources to focus on innovation
- Cost savings through discovery, migration and retirement of apps
- Move to OPEX versus CAPEX model for better economics

Business Challenge

Organizations are looking for ways to reduce costs, improve service levels to the business, increase agility, focus more on strategic business improvement, and reduce time spent on the daily management of their infrastructure. The messaging and collaboration environment—often seen as a commodity, with its increasing infrastructure, operating, licensing, and maintenance costs—becomes a primary target for reducing costs. These environments are often multifaceted, decentralized, or composed of mixed vendors, increasing the incentive to reduce complexity.

One of the primary ways to simplify and reduce costs is to move to a cloud model. Selecting the optimal cloud model—on public, private, or hybrid—can be challenging. Many organizations need guidance in assessing the cost savings of each against their specific business requirements and determining which apps are best suited for achieving desired service levels.

Whether your organization is looking to reduce costs by consolidating disparate systems due to a merger, years of sprawl or looking to deliver productivity apps that empower employees to reach their full potential—Dell EMC can help you make a successful move to Microsoft Office 365. Dell EMC is Microsoft's premier services partner, with over 30 years of experience and Office 365 expertise to help make your vision a reality.

Considerations for Office 365

Is your organization considering moving to Office 365? Microsoft's cloud-based service promises a wide range of benefits, including lower and more predictable IT spending, superior functionality and end-user productivity, and greater flexibility in deployment. However, choosing the right strategy for Office 365 requires you to understand all of your options for design, deployment, integration, and migration. There are a number of considerations to take into account whether the implementation is on-premises, cloud-based, or hybrid. But moving from an on-premises solution to a hybrid or cloud-hosted environment is not as simple as it may seem at first. What to consider before you move are:

- **Security & Trust**—Identity management and single sign on (SSO) solutions are key enablers for Office 365. Private/sensitive data may not be appropriate to sync or host in the Microsoft cloud.
- **Support**—Robust self-service and peer-to-peer capabilities is key along with identifying single points of failure in the solution support model.

- **Customization & Third-party Add-ons**—Identifying applications that will need remediation or replacement of any third-party apps that are currently deployed requires analysis and planning to ensure the appropriate tools services are available in the target infrastructure.
- **Business Resiliency**—Ensuring maximum uptime and access to critical data requires a comprehensive resiliency plan, taking into consideration data protection and availability requirements for a fully cloud-based or hybrid environment.
- **Brokering Users and Features**—Features to make available on-premises, versus cloud-enabled or cloud-only as well as identifying any workloads or users that require special handling.
- **Migration & Integration**—There are lots of moving parts to consolidate and integrate with Office 365. Discovering existing content sources and determining which to migrate and integrate or retire altogether requires a methodical and comprehensive approach.
- **Organizational Cultural Change**—Moving to Office 365 is a fundamental cultural change for the organization, shifting the IT mind-set to one of ongoing service management with continuous communication and feedback from end users.

Our Expertise to Realize Your Productivity Reality

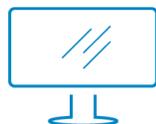
Office 365 is core to Dell EMC's business. We are one of Microsoft's largest Office 365 resellers, enabling you to purchase and manage your subscriptions through Dell EMC, including ongoing support and managed services through us or our network of partners. Dell EMC services can help you identify which apps within Office 365 are a good fit for your organization's needs, which deployment options will best meet your requirements, and whether there are show-stopping issues that require resolution before you can move forward. Using our deep experience with Office 365, on-premises Exchange, SharePoint and Skype for Business (now Microsoft Teams), along with our software migration and monitoring tools, our consultants work with you to:

- Evaluate and assess your existing environment
- Survey your business requirements to determine the ideal mix of on-premises, cloud-based, or hybrid service deployments
- Map feature or version gaps between your current environment and the environment required to deploy Office 365
- Provide practical guidance on the potential cost savings and functionality improvements of moving to Office 365
- Meet your immediate needs by delivering a plan to help you grow and meet the demands of tomorrow
- Design, optimize, deploy, migrate and integrate your new Office 365 environment with minimal disruption to your business
- Provide knowledge transfers, training and communication to accelerate adoption and help prepare your organization for the new business model
- Deliver a fully managed service for organizations who are looking to outsource day-to-day management and administration

Summary of Benefits

Let Dell EMC help you gain the most from migrating to Office 365 with our customizable services, both strategic and tactical, with award-winning methodologies and certified expertise needed to make your project a success. Our services are designed to make your productivity objectives a reality, offering you:

- Focused, high impact engagements
- Executed with clear phases and decision points
- Validated, repeatable processes
- Flexible, modular approach



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