



Capture the Cloud Webinar Series

February 21, 2019

Create Recurring Office 365 Revenue with AvePoint







Recurring revenue spotlight: AvePoint Cloud Management

February 2019

About the Presenter



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Why aren't we "all-in" to the cloud yet?



Office 365 challenges, as an example...

"Overcome blockers"

Information protection is top of mind...

- Evolving external regulations (GDPR)
- Internal audit and security requirements must maintain control in cloud & hybrid
- Fear of over-sharing in the cloud

"Now What?"

Office 365 licenses are unused because...

- Unsure what goes where, what services needed
- How to approach global rollout of O365 services
- How to begin transition to the cloud
- Is all my data cloud appropriate?

"Manage It Better"

IT is under constant pressure to...

- Reduce costs of data management and storage
- Improve IT operations for efficiency and scale
- Demonstrate business value of existing investments





Understanding Advanced Workloads

Plan for collaboration, not just files!





Team Channel

MS Teams Voice,

Video, Meetings









Plans

Buckets

Team Planner

Tasks



Team Chat

- S IM
- S4B Broadcast
- **E** ☑ User Mailboxes



- Group conversations
- Group mailboxes

- Sites, Lists, Libraries
- O365 Video Portal
- User OneDrives
- **Group Files**
- **Group Notebooks**
- Team Files



- Internal Networks
- **Y** External Networks
- Yammer Notes and Files





Summarizing Digital Transformation Challenges





How to move massive amounts of content, and ensure content ends up in the right place



Scaling IT to Meet Business Demands

Need to automate early and often – pressure to reduce costs, headcount, do more with less – AND drive value



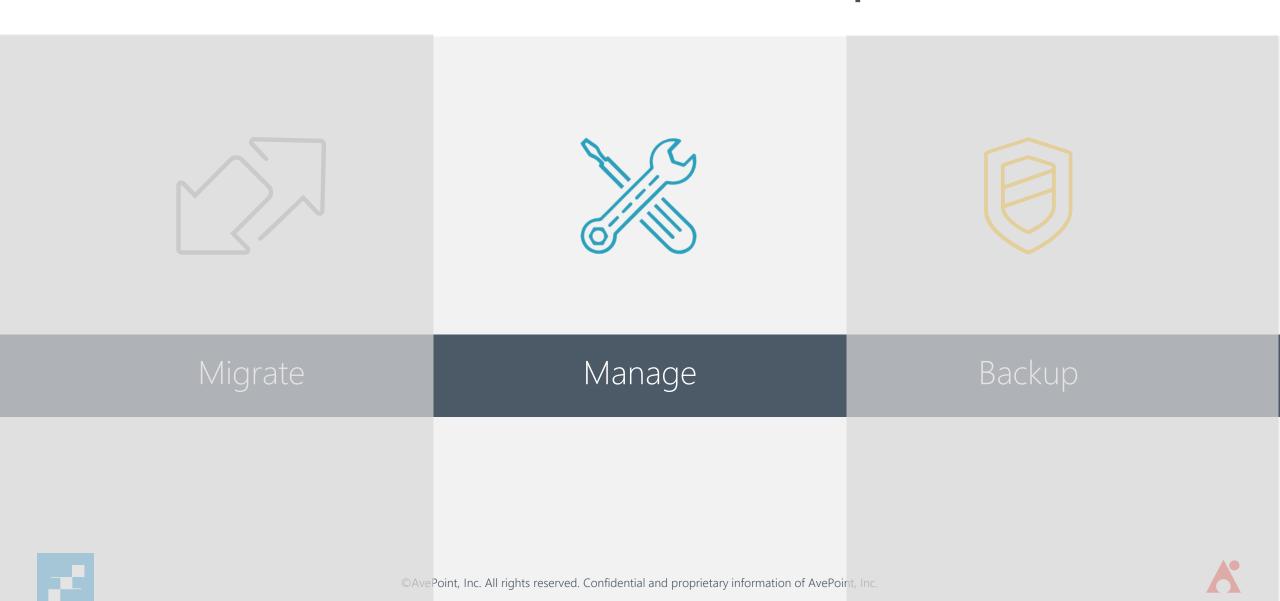
Protecting Your Brand & Information

Need to balance opportunities of cloud with evolving regulatory landscape





How AvePoint Elements can help



Scale your IT team (O365)

Video Library



Management requirements



Ongoing operational excellence is a MUST



It's really easy to share! How do I prevent oversharing?

Too many over-privileged accounts... Groups for all!

How can I prevent changes to the policies I've implemented?



I have ongoing IT audits – make this easier for me!

How can I prove my admin actions as an MSP?

How can I better monitor sites, configurations, permissions over time?



Need for ongoing restructuring due to M&A activity, spin-out, or internal consolidation

What if I want to standardize branding, customizations across sites?





Introducing AvePoint Cloud Management



Administration & Reporting

Batch-mode controls. Scope or text-based search to identify content for action. Farm-wide reporting on sites, content, users, and more! Even highlight gaps between your intended governance policies and current state with a health dashboard.



Security Management & Policy Enforcement

Easily manage permissions and sharing. Discover who has access to what – and easily modify, remove, promote, or copy settings across your environment. Automated notification or roll-back of unauthorized changes to policies, configurations, or security settings ensures ongoing enforcement.



Content Management & Restructuring

Tenant-to-tenant migrations. Simplified internal consolidations. Deploy new designs and customizations to configurations. Publish content and synchronize changes to other instances of SharePoint Online, OneDrive for Business, or Office 365 Groups.





Use cases for ongoing management









CREATE AND MANAGE ONE OR MULTIPLE OFFICE 365 TENANTS' PERMISSIONS, USERS, SITES, ONEDRIVE'S IMPLEMENT OPERATIONAL GOVERNANCE CONTROLS -THAT GET ENFORCED AUTOMATICALLY!

RE-USE DESIGN OR
TEMPLATES AND CUSTOM
ASSETS ACROSS OFFICE 365
TENANTS

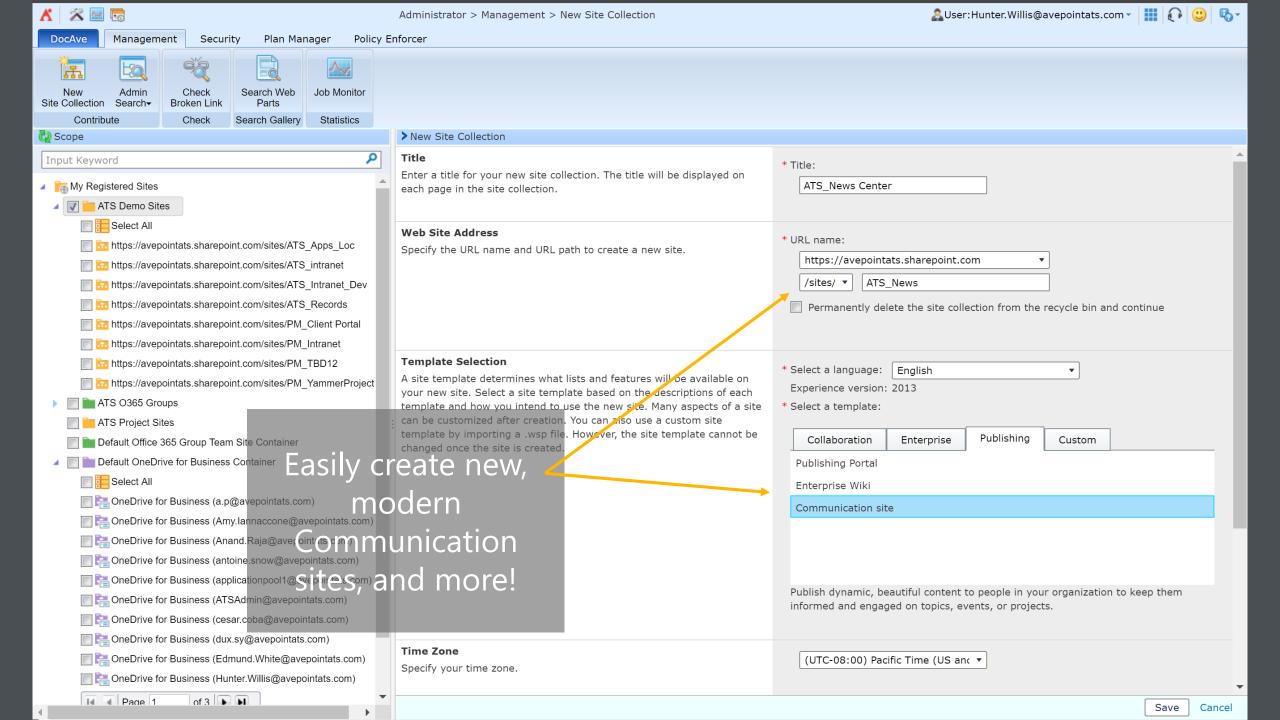
PRODUCE ONGOING IT AUDIT OR USER AUDIT AND PERMISSIONS REPORTS (AND ACT ON THEM!)

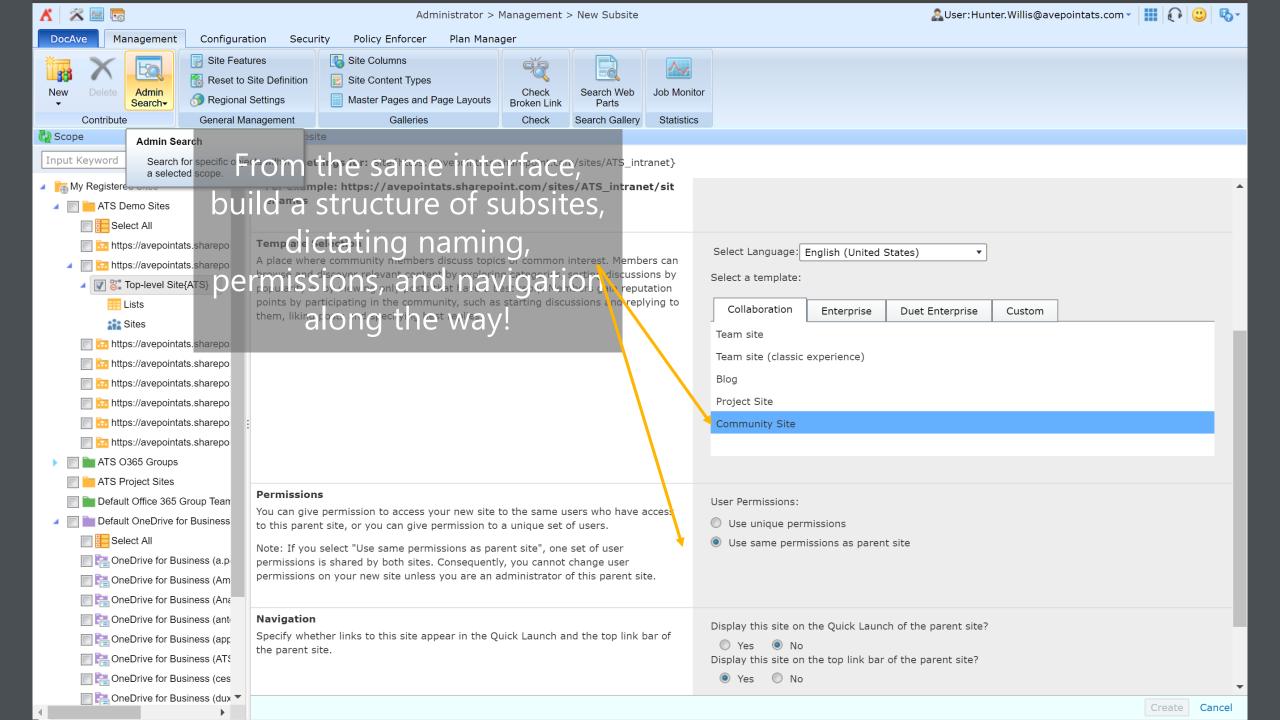


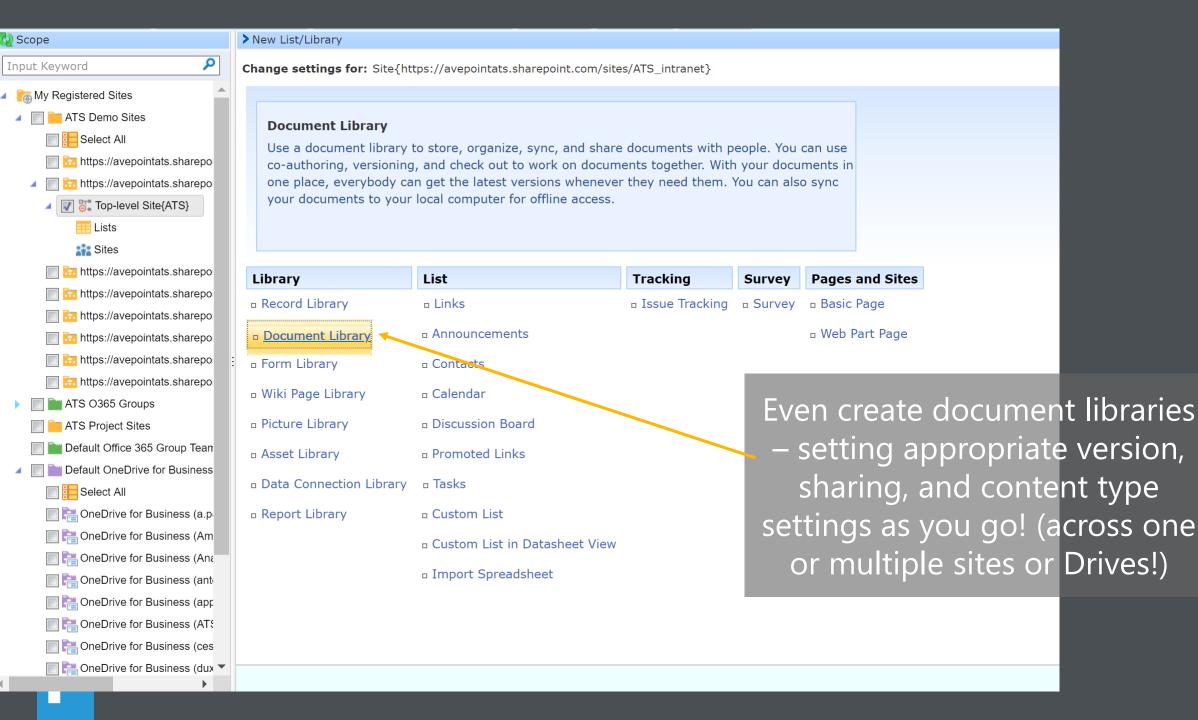


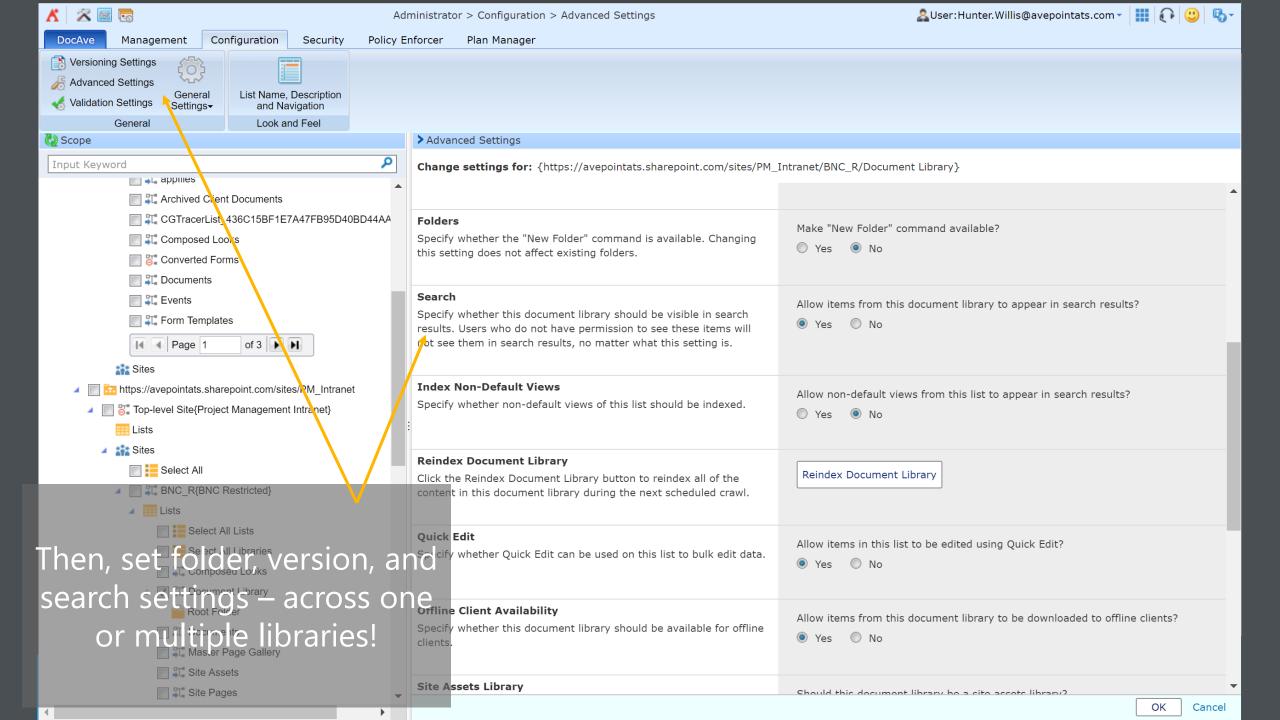


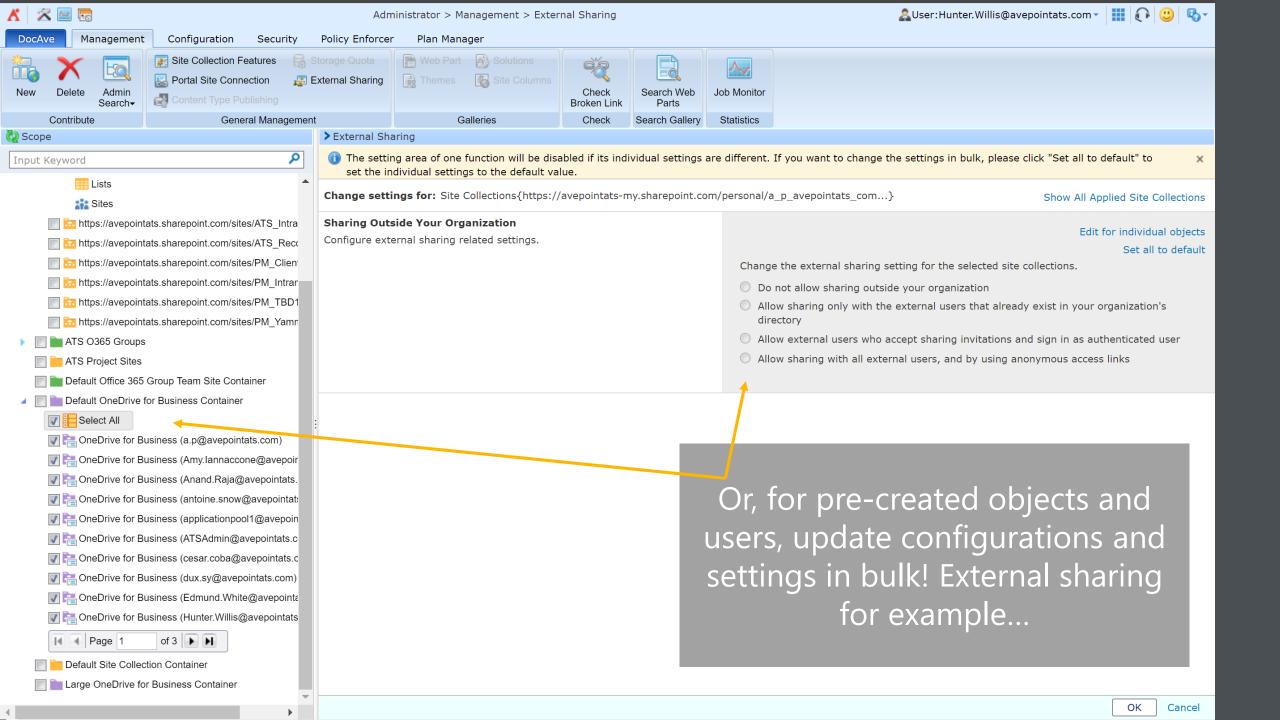










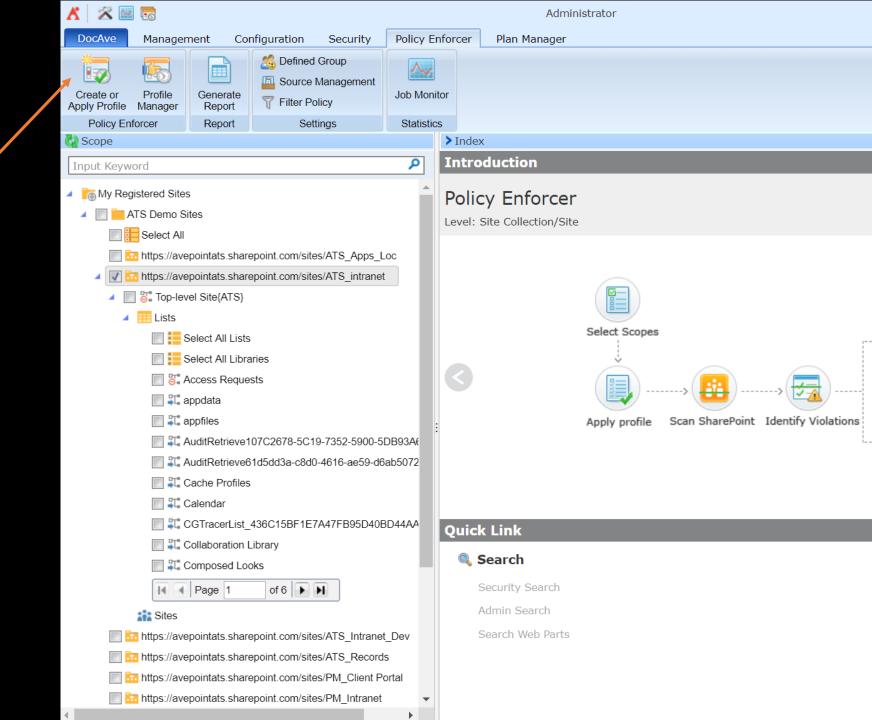


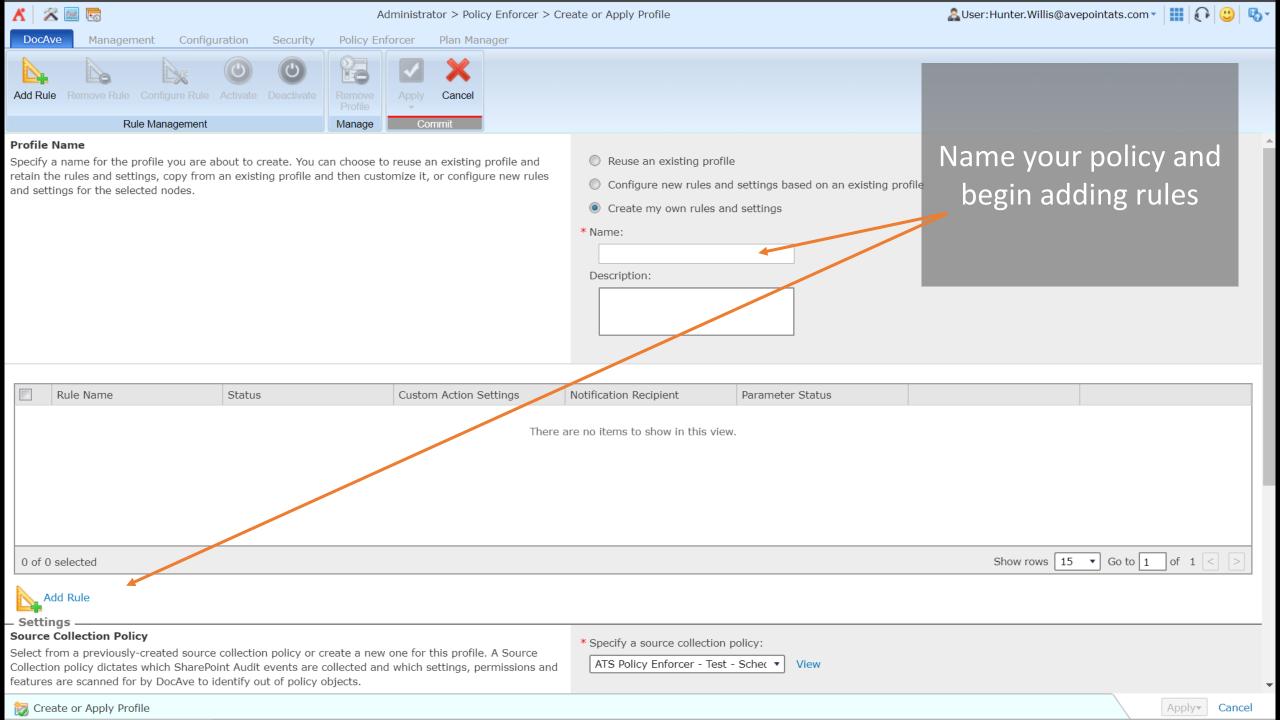


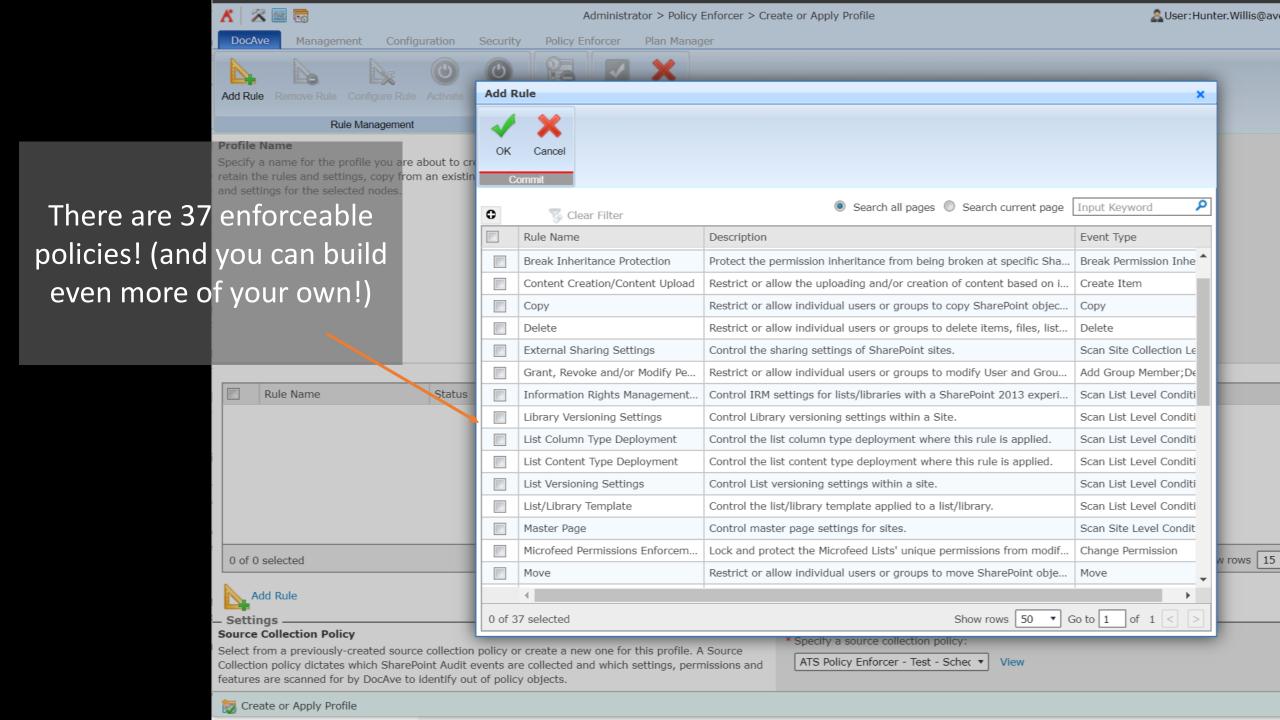
Define and enforce policies

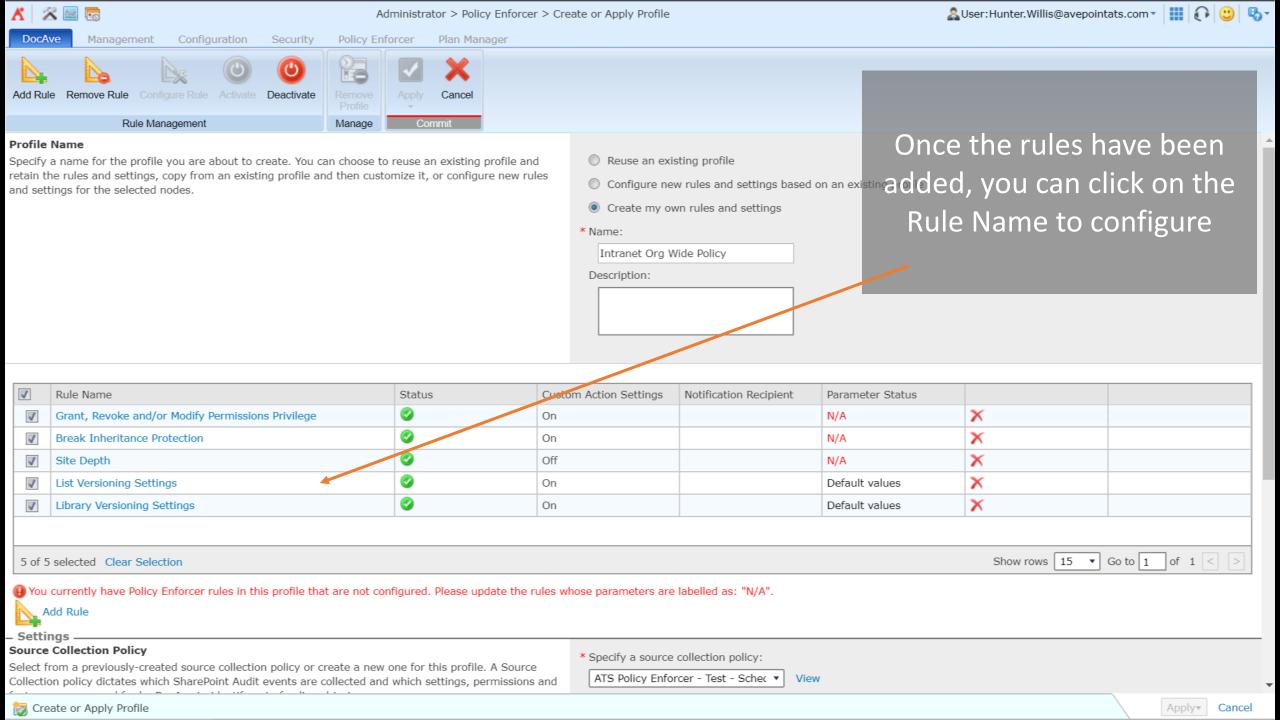


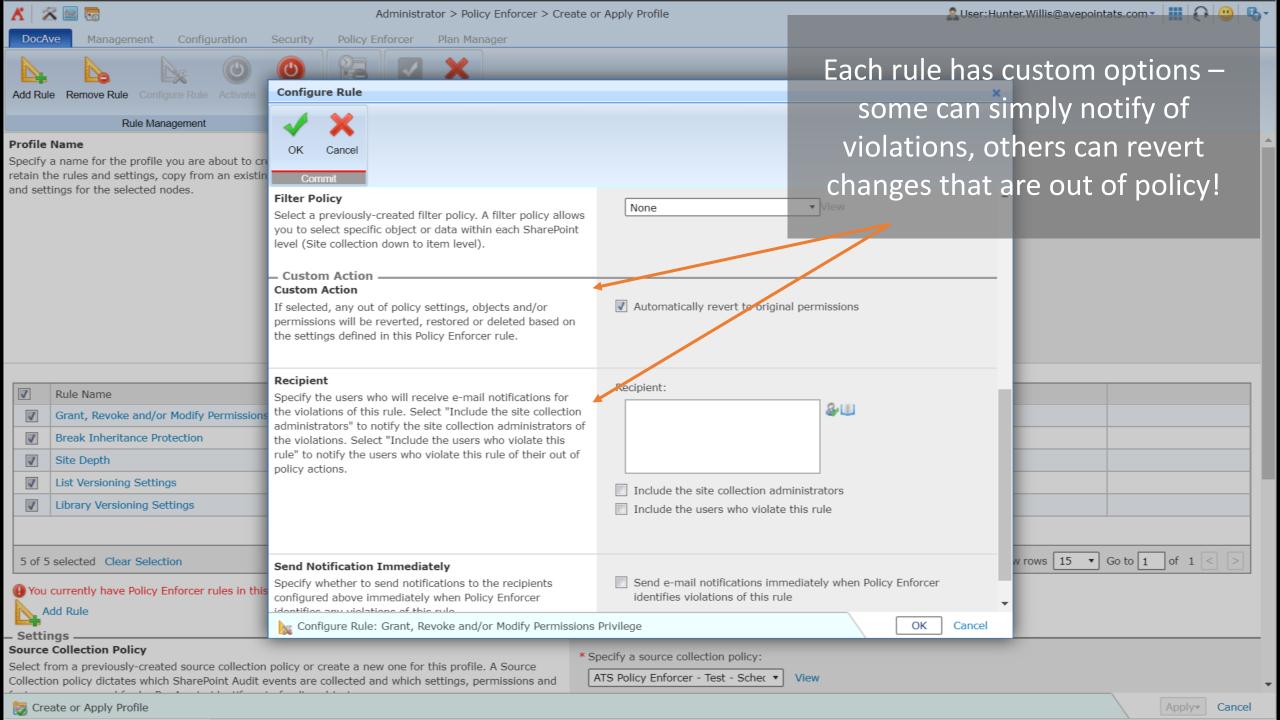
Create or apply a Policy Profile

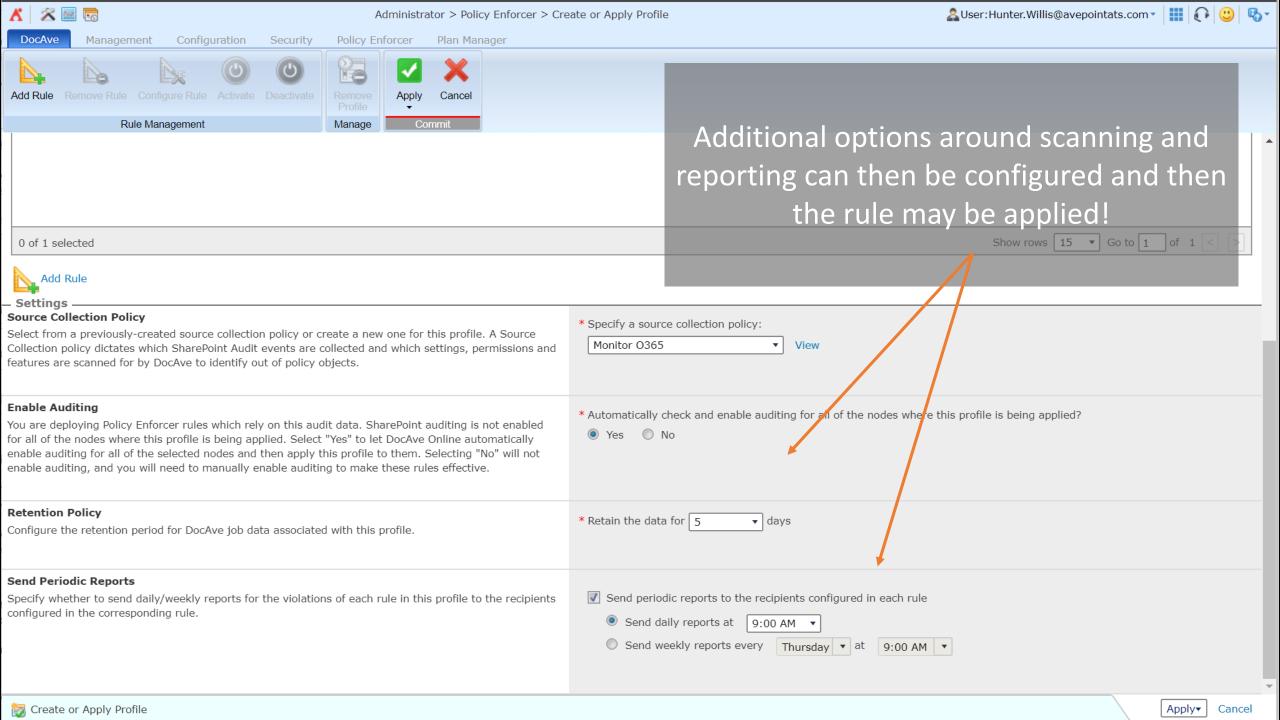


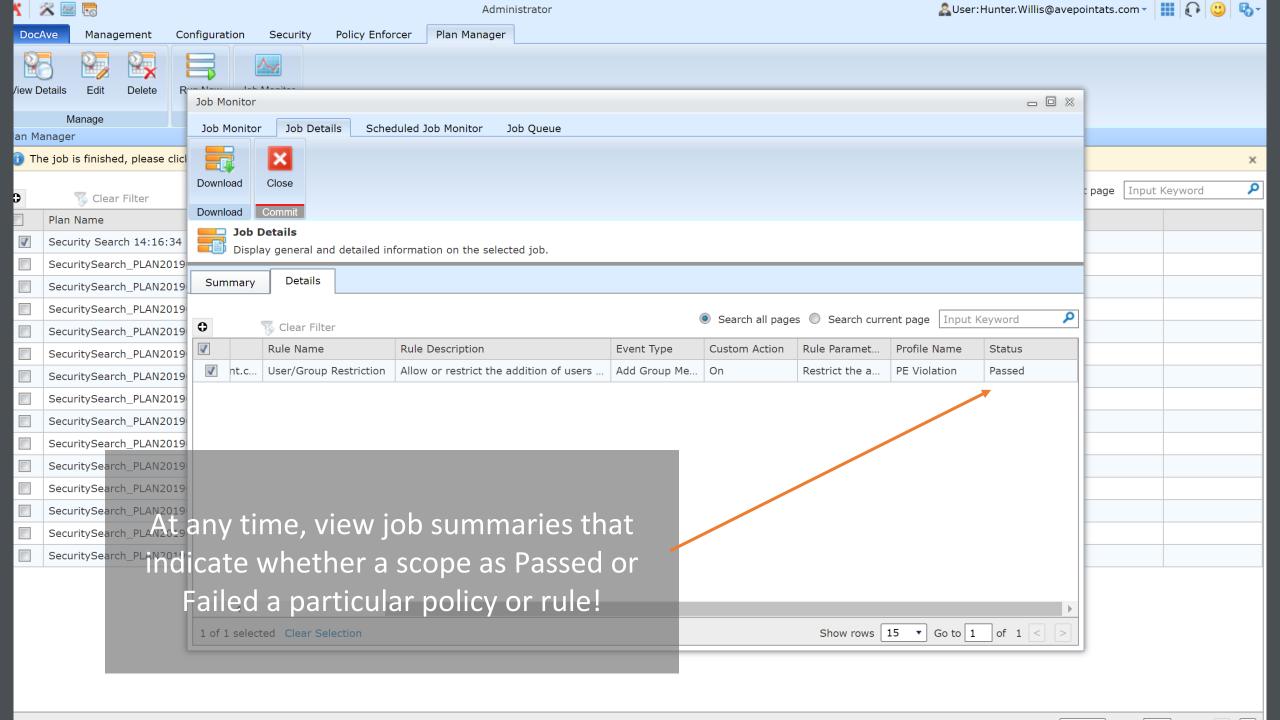








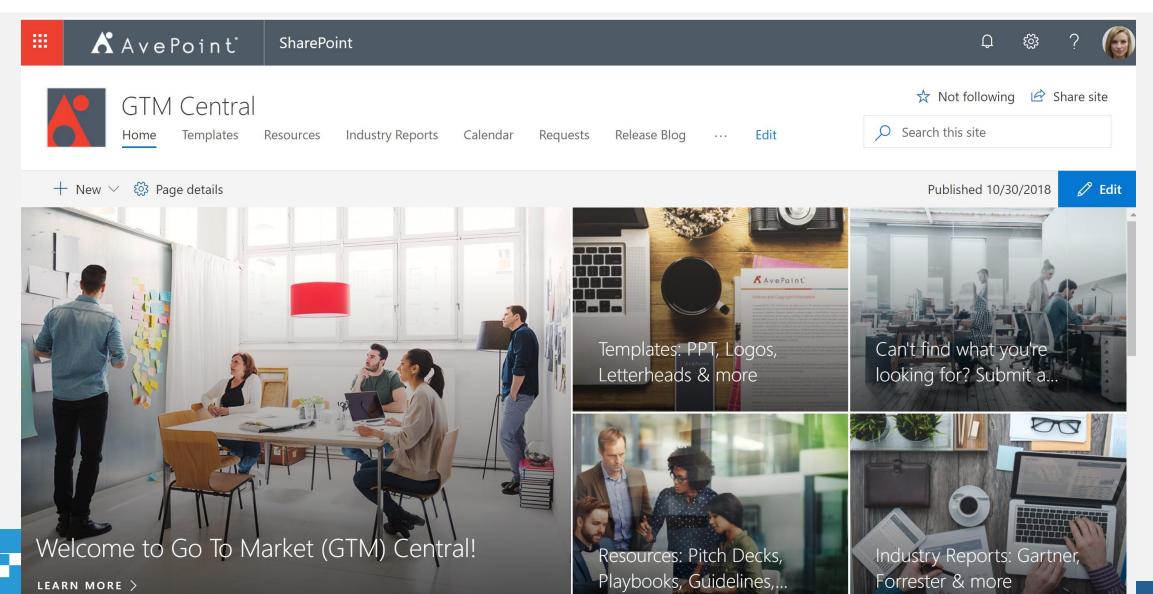








Like a look? Want to "take it with you"?





What do you want to do next?



Administrator

Give organizations universal control over their enterprisewide SharePoint landscape.



Content Manager

Allow seamless migration of SharePoint content from one location to another.



Deployment Manager

Provide flexible deployment of site elements between multiple SharePoint Online site collections.



Replicator

Keep content synchronized across one or more SharePoint Online instances.

Deployment Manager

Online Deployment

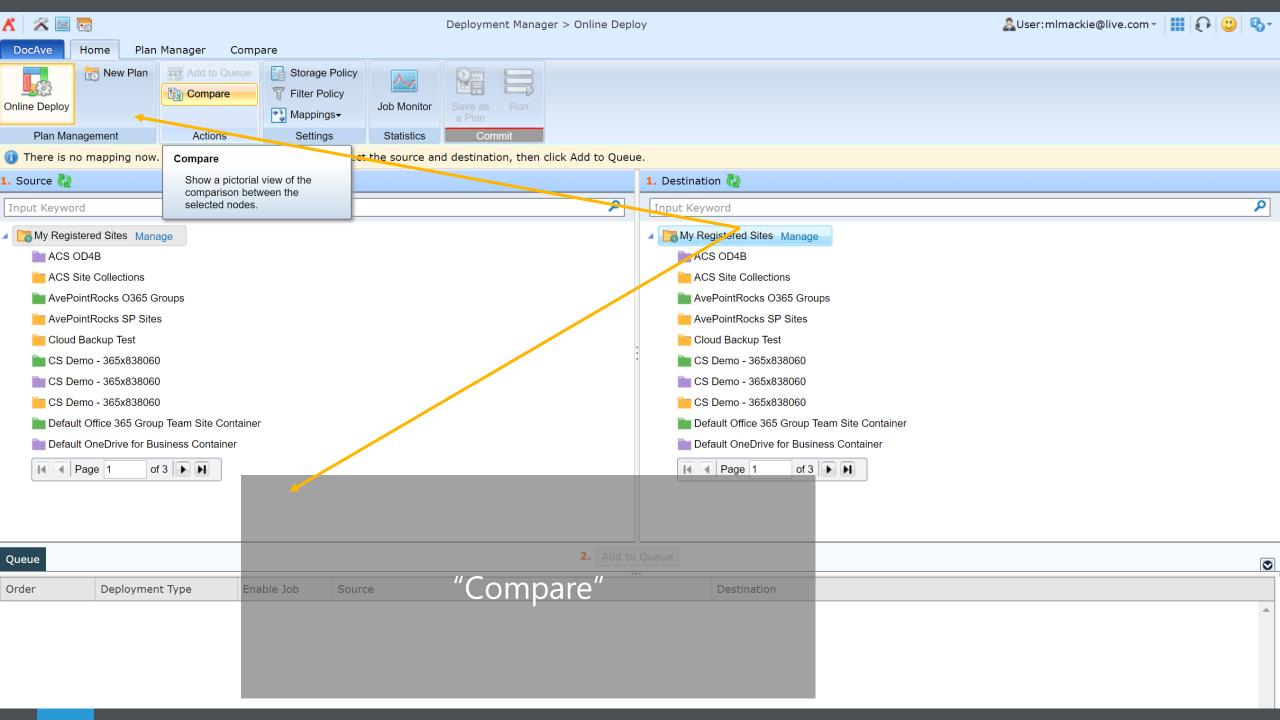
Keep the source and destination deployment synchronized online.

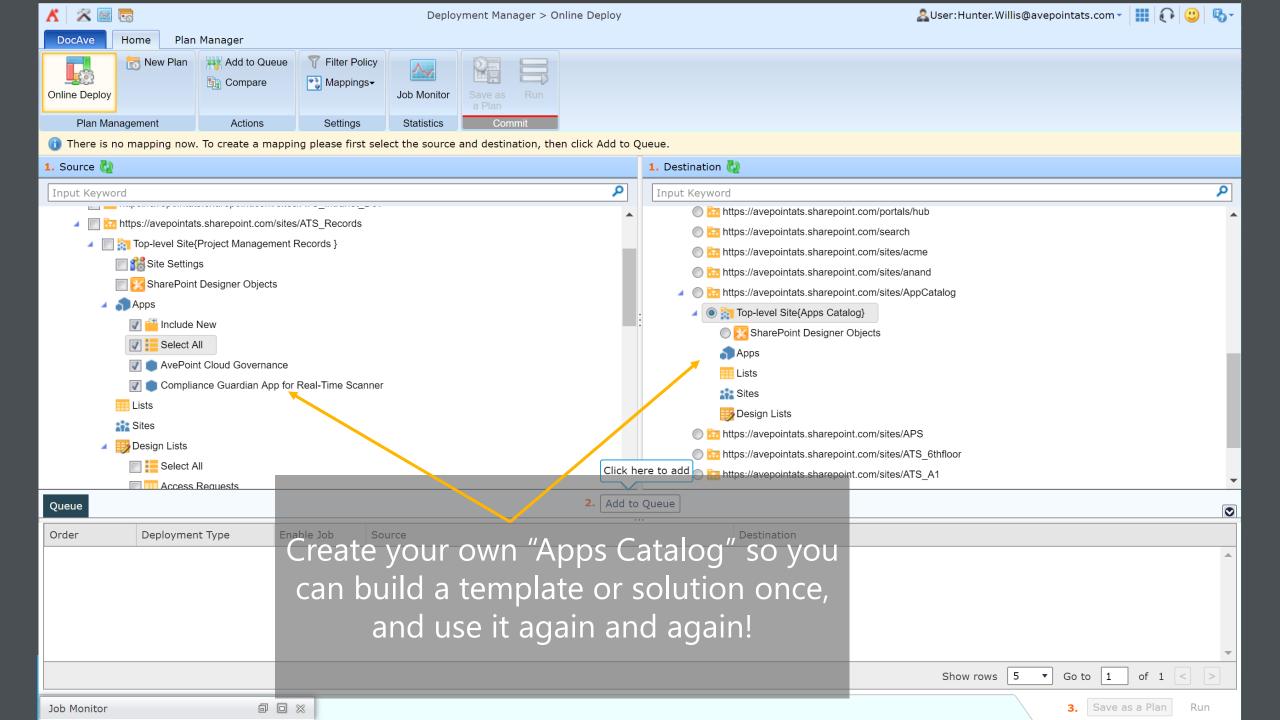
Plan Manager

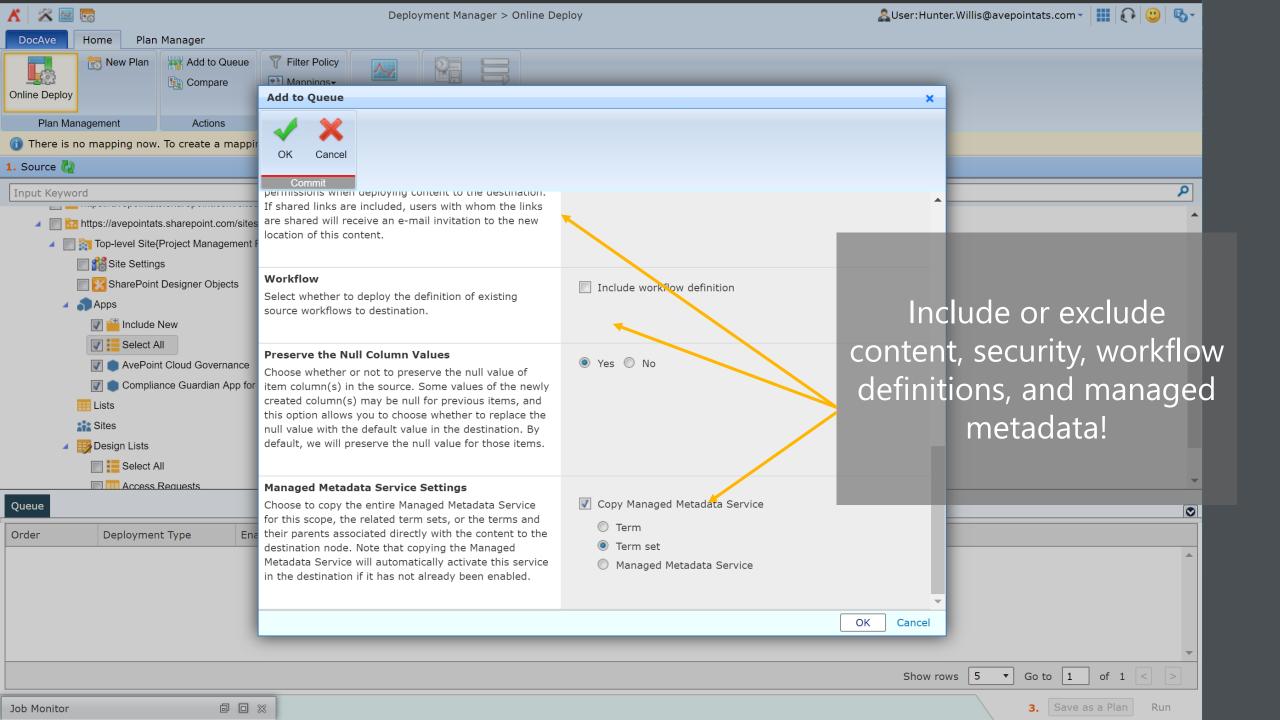
View, edit, or delete your deployed plans.

Deploy design elements, configurations, and metadata stores across sites!



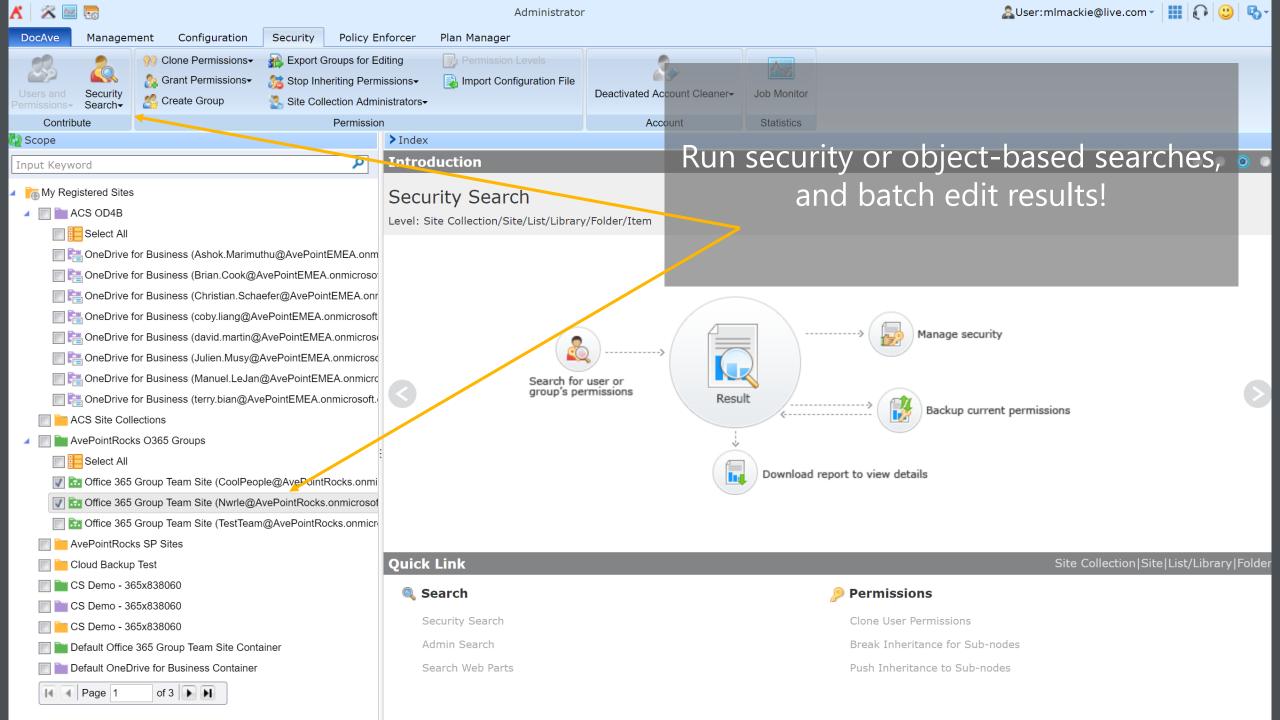


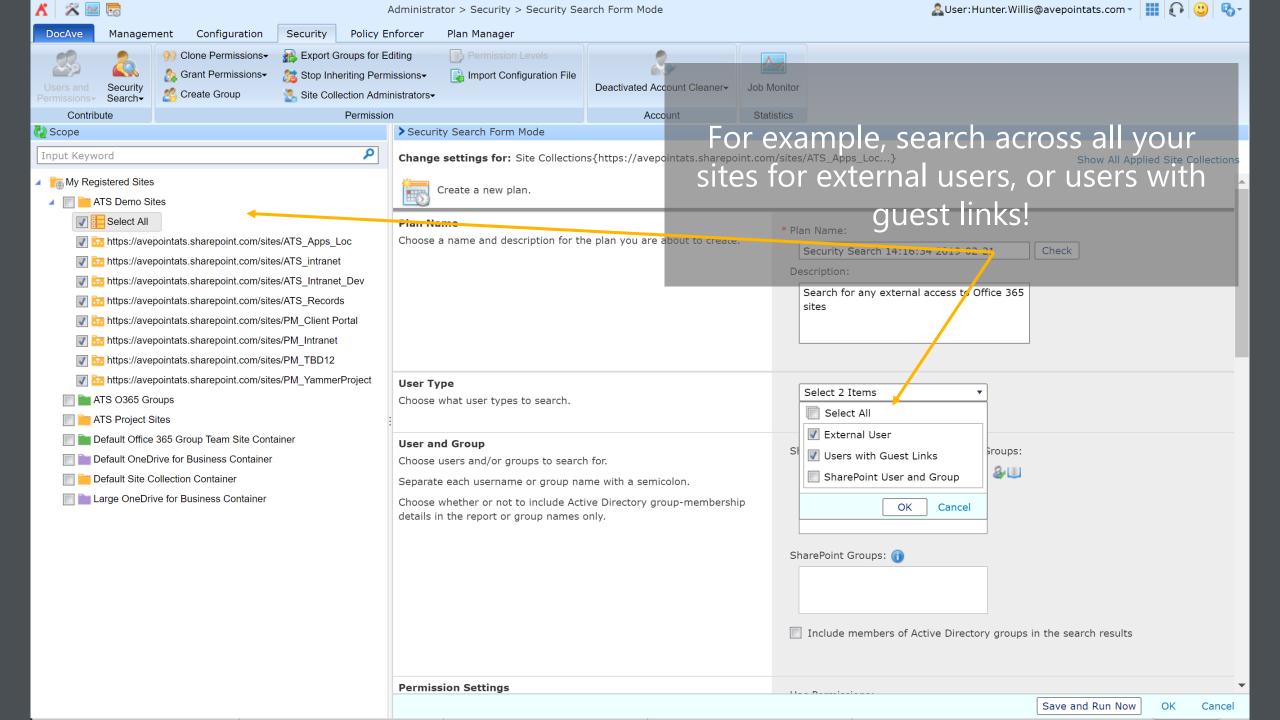






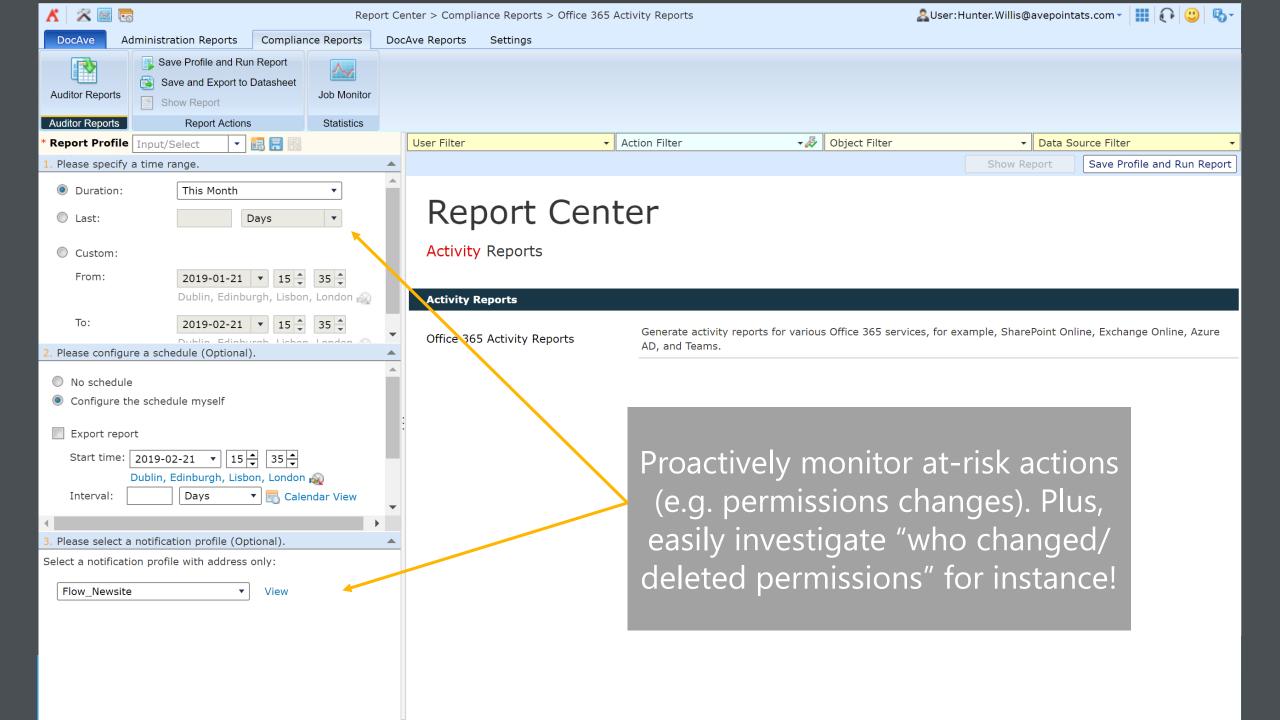


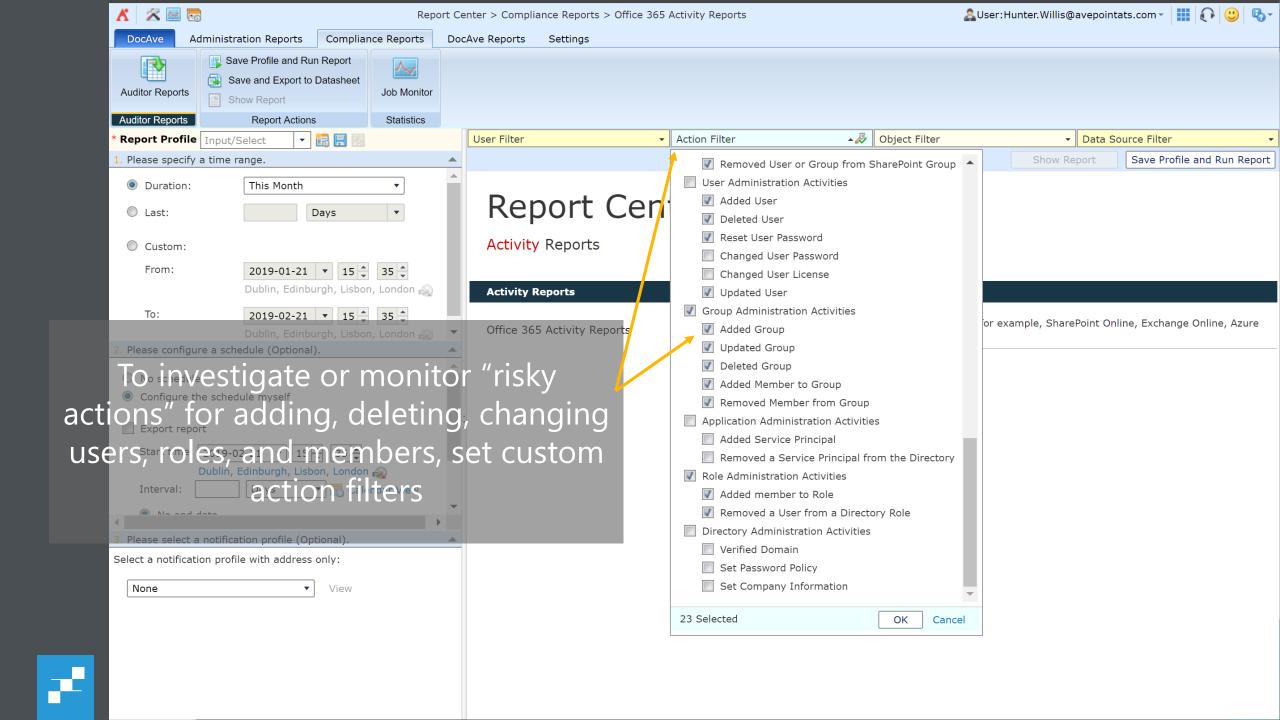


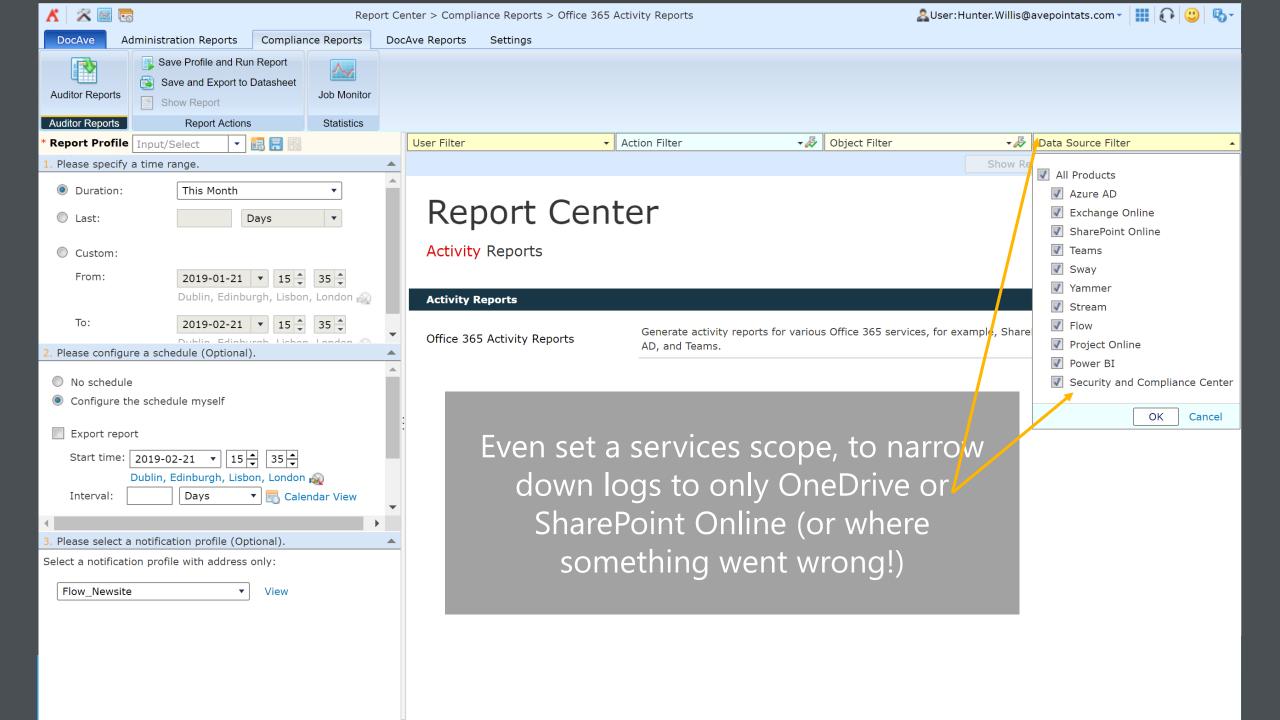


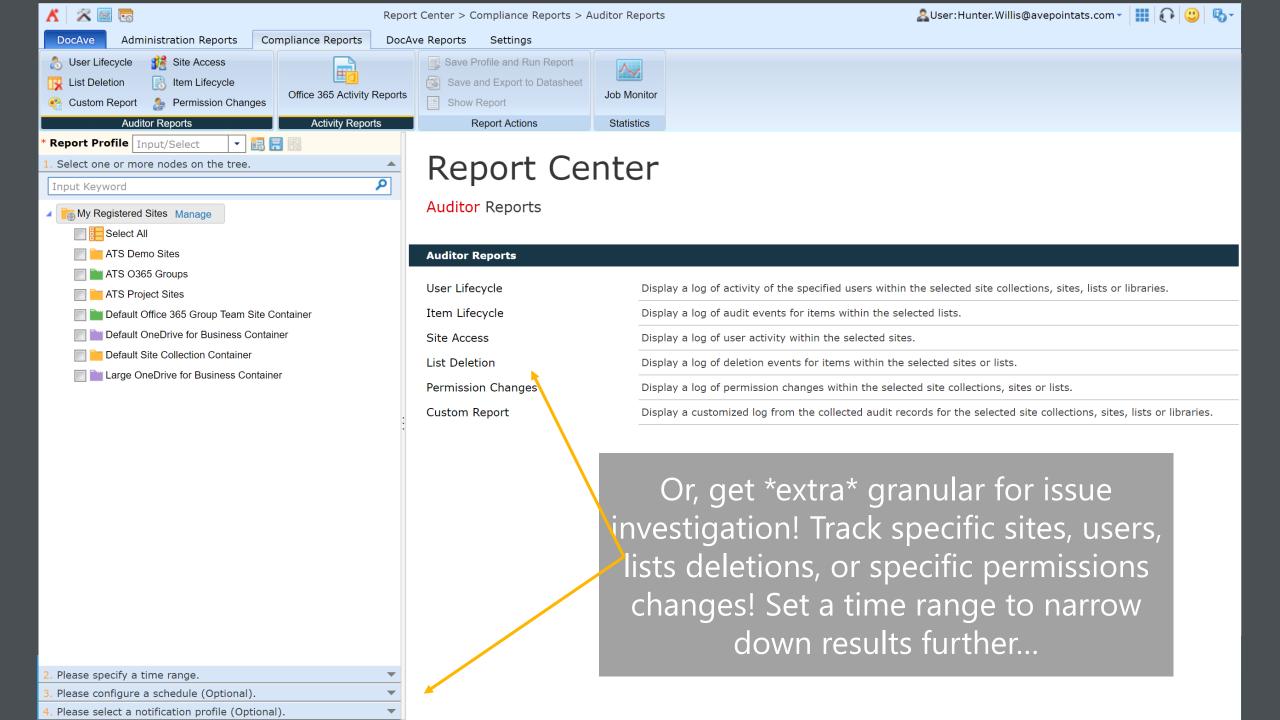
What about *activity*?

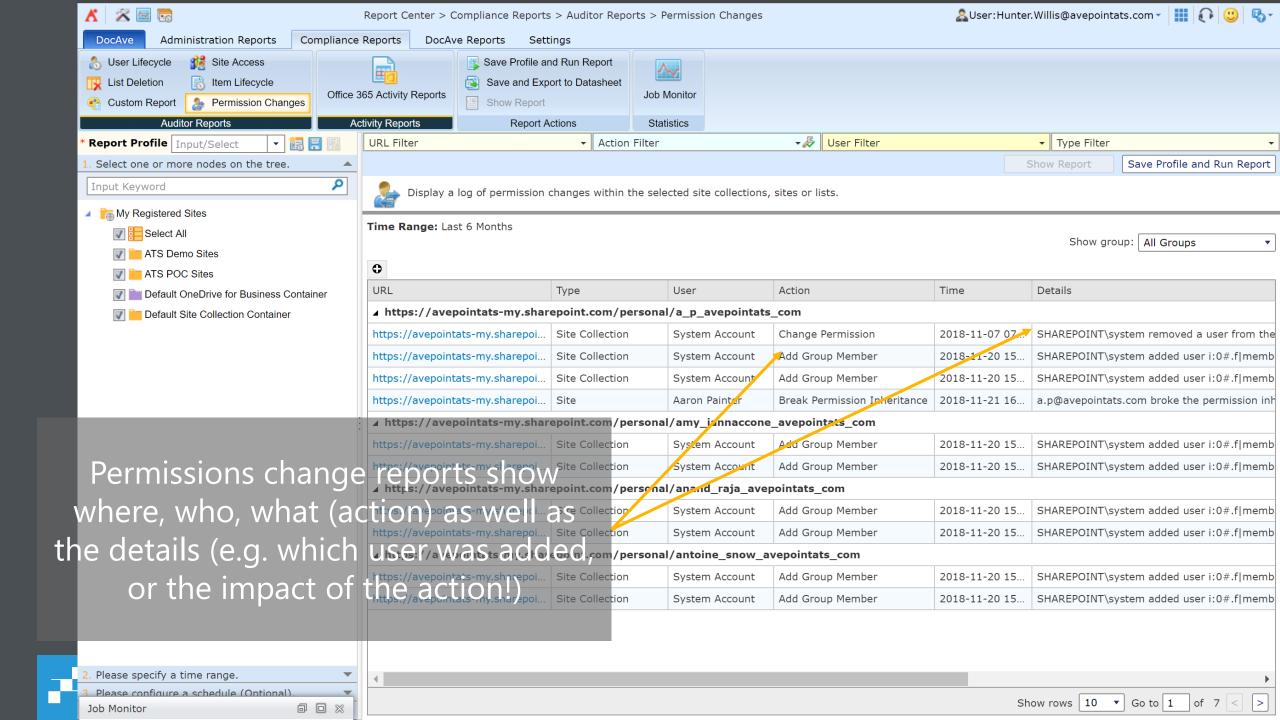
















Home











fortestbuy@163.com 🔻



SORT BY: Failed Jobs

TIME RANGE: Today



Directory



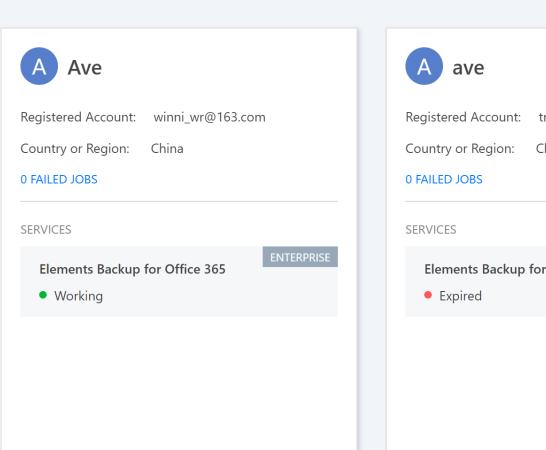
Reports

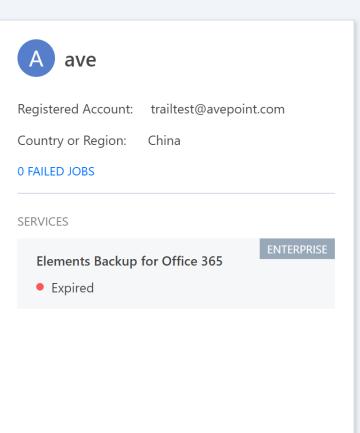


Settings



FAQ







Search for Customer

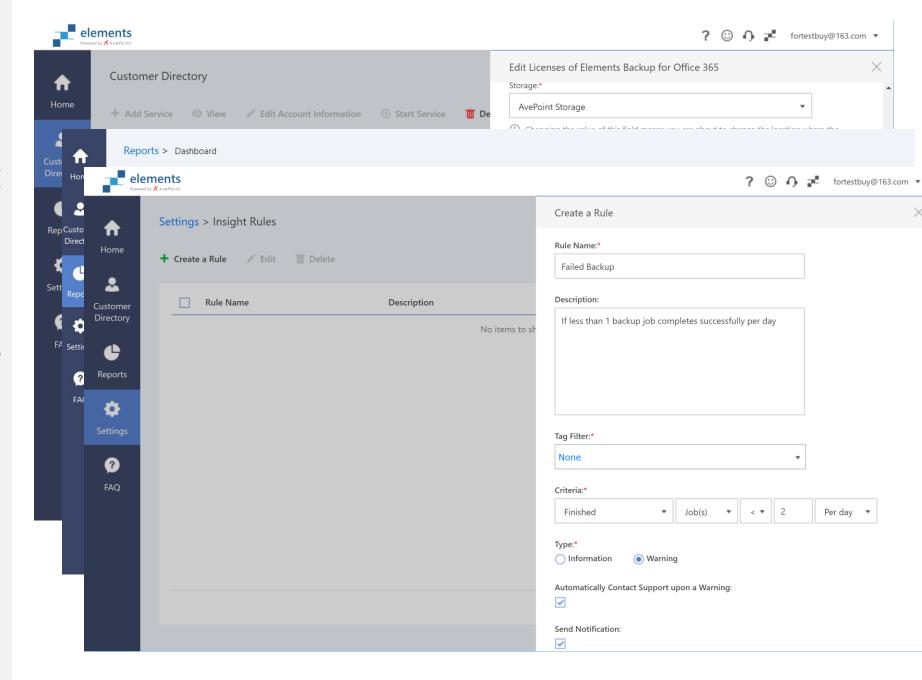


Bulk edit licenses

Bulk start Backup, Management services

Customizable alerting & reporting

Integration with Migration Q1 2019





In closing...



Reminder: Recurring revenue opps!









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Full Suite of Office 365 Solutions



Migration to the Cloud

Cost?! (apx)

Yearly

Per user / mbigrating legacy data on premise and in the cloud to O365, and ongoing restructuring and data movement (Unlimited tenants)



Ongoing Management

Ongoing IT and permissions audits, policy enforcement, easy provisioning and deployment



Backup & Data Protection

4 – Ultd 0365 Automatic backup and fast2granulartecovec@f+ eptire O365 stack + Dyn365 CRM. Quick and easy point in time restore.





SPECIAL PROMOTION! #Bucks4Backup

https://bit.ly/2Xggln7 or www.avepoint.com/cloud-backup-rebate-2019



We're confident we've got the best Cloud Backup on the market! But, we realize the competition is stiff – so we're giving our partners in Europe and North America a little extra incentive to get started, or at least make the switch to AvePoint's Cloud Backup from one of the other guys.

You can qualify for a rebate with as little as 50 net new seats – across one or multiple customers! The mores seats you hold, the bigger your rebate!

TIER 1	50 - 149 SEATS \$ 250.00 REBATE
TIER 2	150 - 299 SEATS \$ 500.00 REBATE
TIER 3	300 - 499 SEATS \$ 1,000.00 REBATE
TIER 4	500-999 SEATS
TIER 3	1,000+ SEATS \$ 3,000.00 REBATE

- (To qualify, first, register at www.avepoint.com/cloud-backup-rebate-2019 by March 31.
- Then, purchase as many net new Cloud Backup seats for Office 365 or Dynamics 365 as you can before March 31!
 - Rebates will be sent out automatically, as Visa gift cards, based on how many net new seats you've sold AND held for three months!



Create run rate, **recurring business** for Office 365 managed services



Scale up your practice for **high volume** managed services



Be at forefront of Office 365 innovations



Access support for **go-to-market**







[When to use Teams vs other tools?]

Understanding the advantages and disadvantages of each tool helps you and your end users choose the right tool for the right occasion:

you and your end users choose the right tool for the right occasion.								
	Tis Microsoft Teams	y ⊱	E-Mail/Outlook	Sigge for Basiness	Sharefuled	Groups in Outlook		
Speed	Fast Suitable for instant communication	Varies Can be used for communications of any speed	Slow Difficult to know if your entail has been read or when you will hear back.	Fast Suitable for instant communication	Slow Unless a document is shared via another tool, users find and access materials as they need it.	Varies Message is sent through Outlook. Difficult to know when you will hear back.		
Audience	Small Designed for smaller, close-init teams	Large More suitable for organization wide constructions or collaboration across departments	Varies Can be used for audiences of any size	Small Typically one to-one or one-to-fes	Varies While some sites can be limited to just team members, other SharePoint sites are designed for company wide access.	Small Designed for smaller, close-bolt feares		
Tone	Informal Personal and conversational, Suitable for team members who know each other well	Varies Mix of conventational and professional	Formal Professional, For Instance, for sending contracts to clients	Varies Tone depends on the mix of people on messaging / calls and the situation	Formal Communication within Shawingset sites in typically brief and formal, directing sees where content is and how it should be leveraged.	Varies Tone depends on the mix of people on messaging / calls and the situation		
Sharing of information	Very easily shared information is shared with a specific group of people and in various formats and methods (obared library, notationsk, chait, or app integration)	Easily shared Accessed once uploaded, increase, you may live track of specific content when you follow many feeds and groups, lides for referencing content and not collaboration.	Not easily shared if it less in attachment form - forwarding back and furth makes it hand to trace. Attachments are better shared via. OneOne for Business	Not easily shared Attachments become downloaded files on your local drive. Natural maneuvering is negalised to share	Very easily shared and accessed Primarily a document management and storage system and storage system as one-disting from a single version of truths.	Easily Shared it lives in attachment forms and starred in the Orlice 185 Groups document library / Elect reporting.		
Knowledge transfer	Easily transferred Charge in sembership has no impact on content availability. Newly added members have access to conversations and files accumulated from the start.	Very easily transferred if your organization is consistent in tagging topics and if groups are maintained set. Viewly added users can easily find what they need existing forward.	Not easily transferred Knowledge contained knowledge contained knowledge contained knowledge contained weeks account to describated	Not easily transferred Downloaded files and conversation history will be lost to others after a user's account is deachwated	Easily transferred Data is organized for resistaum members, to early locate and leverage even if the content producer's account is describated	Easily transferred Change in membership has no impact or content, assistotilly. Nearly added members have access to group conversations and files accumulated from the start.		
Confidentiality	Medium/Low if default settings are not managed properly condisental information can be reposed to those who should not see it	Low High visibility organization wide means this is wraulisable for schanging confidential or private information	High Only sender and and its connect Courtous users can restrict access to essall using Office 265 Message Introjection of Assat Information Protection sensibles Can be arcidentally Sowarded its wrong parties.	Medium Only sender and recipient have the conversation interpretation in and files	Medium/Low Uses can choose to make their site public or private to a select group of sues. Access to authorized quests is easily provisioned. Sensitive data may require exist subgrounds for compliance.	Medium/Low if default settings are not managed properly confidental information can be exposed to those who should not see it.		
Assisting And who co	ups can be described a prophy with a common pa- distinctive insteading extensive post settlements of a continuous Payanos for actions action, life process."	pose ja dopadnie 6, a proje y or both jasterial useriji.	S, a disent enclose		collaboration Channs, Shans onnocenny (publicy-laste)	Not Yaranar etcl		

Free eBook

When to Use and How to Manage Microsoft Teams & Office 365 Groups

- Chapter 1: What are Office 365 Groups?
- Chapter 2: What is Microsoft Teams?
- Chapter 3: What collaboration tool should I use when?
- Chapter 4: Top 3 concerns for Office 365 admins and how to alleviate them

Free Download >







