Microsoft - Sogeti summary report week of 5/21/2018

Congratulations to Raj Sehgal's team in Detroit for hosting our second Azure PLM event on May 22nd. Thanks to Srini Datla, Sogeti Digital Mfg Leader and David from Microsoft for their great presentation and demo.
Huge thanks to Abhi Dastidar, Sogeti AE, for leading the local efforts and coordinating the evening session at the Microsoft Technology Center.
Fourteen people registered and ten attended. Two clients are excited to do a POC.

The last Azure PLM event is next week. **WE NEED TO DRIVE ATTENDANCE**
We have 34 registered, but only one client, Honeywell.

- US Wide Webinar – May 30 https://register.gotowebinar.com/register/1378772578654254849

FIELD ALIGNMENT:
Kudos to Lauren Ouart and the Cincinnati team for a successful Territory Partner Planning Session with Microsoft.
Accounts Discussed:

1. American Electric Power , TQL , Kroger , Motorist , NiSource, Commercial Vehicle Group , Park National Bank and Consol

Teams agreed to a regular Cadence or Rhythm of the Business between Sogeti and the MS Great Lakes Region.

** Also congrats to CJ Gross for a very productive conversation with the Microsoft Consulting Team that services The State of OH.

** And to our Arizona team of Scott Yost, Trevor, Tiffany and Farooq for the planning session with Microsoft regarding Banner Health.

** Thanks to Lauren and Mouhamed for inviting us to present on the MS alliance - let's win at Honda.

FOR YOUR VIEWING AND READING PLEASURE:

Recorded Session with David Beaudreau and Microsoft CTO for Worldwide Channels and Partner Programs, Eduardo Kassner – 84 people per Madison attended this week's education call
https://sogetius1.sharepoint.com/sales/Caffeine%20and%20Education/Forms/AllItems.aspx?RootFolder=%2Fsales%2FCaffeine%20and%20Education%2FEducation%20Calls%2F2018%2FAzure%20-%20Education%20Call%20%285-23-18%29&FolderCTID=0x012000E0F538FCFD271248AD60321B03B672C1&View=%7BF57881C7-F1C2-48C1-837D-1FF080765FA8%7D

Azure Deck with Case studies and use cases that Eduardo covered and his 136 page book:
https://sogetius1.sharepoint.com/solutioncenter/Alliance%20Information/Forms/AllItems.aspx?RootFolder=%2Fsolutioncenter%2FAlliance%20Information%2FMicrosoft%20US%20Alliance%2FAzure%20Education%20Call%20May%202023%20Information&FolderCTID=0x01200068224EC32F7454448082B0F9D6FDB0DC&View=%7BDF451B7A-8D96-4AD3-A5F6-4CE204B38D0B%7D

One Commercial Partner Team at Microsoft :
Please take 68 minutes of your team and watch this webinar from Microsoft US Executives on their org and how to partner. Great insight into their thinking and what they look for in a partnership.
https://onlinexperiences.com/scripts/server.nxp?LASCmd=AI:1;F:SF!42000&EventKey=249042

WEBcast - College intranet sees 80% adoption in 2 months – want to know how? Sogeti SMART Workspace:
https://www.sogeti.com/solutions/digital/smart-workspace/friesland-college-webcast/

Recording on SMART Workspace from the Netherlands:
https://1drv.ms/f/s!AmGky__OZ4pQlPQ2LIKBD8_P58tkCg