

From: Heimbigner, Carla
Sent: Friday, May 11, 2018 4:28 PM
Subject: Microsoft - Sogeti summary report week of 5/7/2018



Congratulations to Leo Lovely's Tampa team for a successful Dev Ops Dinner in Tampa on Tuesday, May 8th. Thanks to Andy Winn and Martin van den Berg for their interactive presentation. Kudos to Leo and his AE team for driving various clients to the event. We had 19 attendees representing 4 clients and the Sogeti accounts teams responsible for their accounts.

It was a great presentation with an interactive and networking session, that lead to lively discussion between our clients. Clients in attendance were:

- Holland & Knight
- Rooms To Go Furniture Inc.
- Bloomin' Brands Inc.
- Carlton Fields PA

Clients who had also registered, but did not attend were:

- Kobe Marketing
- TQL

Funding from Microsoft / Alignment with Microsoft:

Great job – Sam Docuouto, Sogeti AE : Exeter - \$17,000 funding from MS for Azure POC ** client attended the EBC and is now moving to a POC with us.

Client Events coming; that MS is funding: WE NEED TO DRIVE ATTENDANCE

Azure PLM Events! If you have a Discrete Manufacturing client or know any friends, family, working at a MFG company, please invite them.

Add the events and a note on your LinkedIn Page.

- Houston – May 17 <https://www.us.sogeti.com/plm-houston>
 - Clients registered so far:
 - Schlumberger
 - Igoo Products Corp
- Detroit – May 22 <https://www.us.sogeti.com/plm-detroit>
 - Clients registered so far:
 - Federal Mogul Motorparts
 - AM General LLC
- US Wide Webinar – May 30 <https://register.gotowebinar.com/register/1378772578654254849>

Field Connections:

Kudos to the SWO team for their recent meeting with members of the MS Retail team.

Attendees:

- MS
 - Russ Caggiano (ATU Mgr – Retail)

- John Sprecher (ATU Mgr – Manufacturing)
- Ryan Rittel (AE)
- Scott Aufderheide (AE)
- **Sogeti**
 - John Dodson (AE – MS Alliance Lead – East Ohio)
 - John Schwab (RVP)
 - Steve Hughes (GVP)
 - CJ Gross (AE)
 - Jeff Stucke (AE)
 - Rakesh Thaploo (National Retail VP)

Kudos to David Beaudreau for a successful call with the MS State and Local Government team. MS is in need of more partners working in Public Sector accounts, namely around Azure.

Kudos to John McCartan for a successful introductory call to the MS STU Leader, Mark Everix for all of MS North Central.

MS US Pipeline:

- \$183.5M

ANOTHER TOOL IN YOUR BELT:

You want a **competitive advantage with our clients – take them to the MTC. Microsoft Technology Center.** MS has 17 MTCs in the US. Find the closest one near you and your clients <https://www.microsoft.com/en-us/mtc>

MS wants partners to use their facilities and **consider them as their own.**

We can take our clients to these facilities **FREE OF CHARGE** for:

- **Strategy Briefings**
 - A one day briefing that starts by examining a clients current IT environment and business objectives. Then moves into the Envisioning Center, where'll they will see MS solutions in action. The day includes mutual discovery, tailored product and tech drill-downs, and expert presentations. It culminated with the delivery of a clear and actionable picture of how MS and our Sogeti alignment can help the client reach their business goals.
- **Architect Design Sessions**
 - Custom session to focus on client business objectives. MS engages with our clients to provide architectural guidance, preferred practices and risk analysis.
- **Proof of Concepts**
 - Multi-week, in-depth workshop where us and our clients will have a private, secure and fully loaded dev suite that's pre-configured prior to their arrival.
- **Workshops**
 - Custom briefing that includes facilitated, hands-on environment.
- **Hackathons**
 - Multi-day engagement – rapid, iterative fashion to creatively apply technology to build prototype solutions. Clients owns and can take the IP with them.

We can also get our local people trained and certified on the MS equipment in the facility and then run events on our own. There are show case areas, where we can showcase our offerings as well.

If you are not talking to your MS counterparts, know the competition is.

If you are not using the MTCs, know your competition is!

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