Week of June 25th, 2018

This Week's Microsoft USA Updates:
1. Alignment in the Field & Funding
2. Training
3. General Announcements & Pipeline
4. Prepare for Microsoft 2020 Support Cuts $94B Opportunity

1. Alignment in the Field

Congrats!

Kudos to our Cincinnati team of Lauren Ouart, Jessica McDowell, Ray Datla, Dales Sterling, Duane Kauffman and Gene Gelasi; while it's not inked, great feedback from ADM on the 2200 SQL on Prem to SQL in Azure Response.

NCR RFP extension till July 5th. Client originally sent the RFP to MS, AWS and Google, as of last week <u>we got invited too!</u> Cloud Providers are being asked to respond different than us. **One Company**. Sogeti and Capgemini colleagues are connected, coordinated and collaborating.
Competition that supposedly also got the RFP: Accenture, HP and Cloud Reach

Congrats to our Des Moines and Nebraska team of John McCartan and Raveen for receiving the RFP from Kiewit for Image and Video Recognition. Looking to see how we might be able to partner with Microsoft Consulting Services vs competing, as well as, engaging as One Company and pulling in the appropriate Capgemini colleagues.

REMINDER:
Microsoft Account teams need their **Territory Partner Plans** done by end of July, if you have not connected with them, your competition has. Look for my email from June 25th with sample emails you can edit to your liking. Thanks to those AEs that have already connected with their MS Counterparts this week: Laura Bettner, Laura Callen, Daniel Schlake. Dan's a new AE at Sogeti, and met with his MS counterpart on 3 different accounts just today. Business happens at the field level. Your MS counterparts can not act as our extended sales force, if they do not know what accounts you are in and what our capabilities are.

Microsoft Funding Mechanisms
 Know them, tap into them for your clients benefit!
MS new Fiscal Year funding buckets should start opening up on July 1; with that said, we will indicate in next week's newsletter what is showing in the Partner Investment Engine Portal open for our use.

For the time being, talk to your clients about Deployment Planning Services Days.
If you are not talking to your clients about using them, the competition is, or they are going to waste.
What: DPS Days = Deployment Planning Services Days
- When a client signs an agreement with MS, they are typically granted DPS days in increments of 1,2,5,10 or 15 days
- 1 DPS day equates to $1000 – so that equates to $1000 per day for us for doing the work for the client on behalf of MS and MS paying us.

Next Steps:
- Ask your client/s if they are aware of DPS days available to them
- If yes, see how we can utilize before they expire; have the client activate and assign to us
- We get the voucher from the client and reserve the voucher with MS
- We deliver the engagement
- We complete a form to redeem the voucher
- MS pays us
- If done correctly, it will lead to more work in the account

  DPS days can be used for the following:
    - Public Cloud, Microsoft Azure Deployment Planning Services (AZDPS)
    - Desktop Deployment Planning Services (DDPS)
    - Developer Tools Deployment Planning Services (DTDPS)
    - Dynamics Deployment Planning Services (DYDPS)
    - Private Cloud, Management and Virtualization Planning Services (PVDPS)
    - SharePoint Deployment Planning Services (SDPS)
    - Skype for Business and Exchange Deployment Planning Services (S&EDPS)
    - SQL Server Deployment Planning Services (SSDPS)
  Sample conversation to have with your clients.

As a Microsoft Alliance Partner, we are working with several clients on Deployment Planning Services. Are you familiar with DPS days? If yes **do you know if your company has any? In a lot of cases they go unused. I know you were considering x, y, z, how about we discuss utilizing these days for this portion of the project.** If no, tell them about DPS Days. Get me on the phone and let's discuss.

DPS days do expire so engage with them to determine if their company has any. If they do have some, work with them to assign them to use based on a potential project listed above. These engagements are small in nature, but can bring a lot of value and again, are starter to bigger projects.

[back to top]

2. Training

Azure 9 Week Study Group Came to Closure:

The Study material can be found on the joint Teams Site: **Sogeti Azure Study Group**

If you do not have access, please email Barb Borrowman at Microsoft, cc'ing myself and David Beaudreau.

Congrats this week to the following that passed their certifications:

- Congratulations to **Chris Vance** for passing Azure 70-532 Certification
- Congratulations to **Charles Shea** for passing Azure 70-535 Certification
- Congratulations to **Roman Rozinov** for passing Azure 70-535 Certification

The following three team members have passed Azure Certification in the past few weeks:

- Congrats to **Nishant Jadhav**, out of our India team for passing Azure 70-535 Certification
- Congratulations to **Nishant Jadhav** for passing Azure 70-535 Certification
- Congratulations to **Harsh Nanchahal** for passing Azure 70-532 Certification

** **High Five** to **Roman Rozinov** who passed his **third** Azure exam this month. The exam he passed this week is a developer oriented exam, focusing on developing in Azure and web services.

The only exam left to attain MCSE Cloud Platform, is MS70-473: designing and implementing cloud data platform solutions. He plans to take that in next few months.

Quote from Roman, *"I feel like a squeezed lemon, so I don't recommend anyone to clear all exams in a month."*

Current Microsoft Training, Certifications, Podcasts and more…

MICROSOFT AZURE CERTIFICATION TRAINING

70-473	Designing and Implementing Cloud Data Platform Solutions	Pracice Test	
70-475	Designing and Implementing Big Data Analytics Solutions	Pracice Test	
70-487	Developing Microsoft Azure and Web Services		
70-532	Developing Microsoft Azure Solutions	Exam Reference Book	Practice Test
70-533	Implementing Microsoft Azure Infrastructure Solutions	Exam Reference Book	Practice Test
70-535	Architecting Microsoft Azure Solutions	Exam Reference Book	Practice Test
70-537	Configuring and Operating a Hybrid Cloud with Microsoft Azure Stack		
70-774	Perform Cloud Data Science with Azure Machine Learning	Exam Reference Book	
70-775	Perform Data Engineering on Microsoft HDInsight	Exam Reference Book	
70-776	Engineering Data with Microsoft Cloud Service		

- June 2018 Azure Roadmap here
- View some of the amazing projects on AI by Microsoft here
- Watch Microsoft IoT Overview, Vision and Roadmap here
- Download Free Microsoft Press eBooks from here
- Dive in and learn how to start building intelligence into your solutions with the Microsoft AI platform. Find out here

Microsoft Partner Series Training Schedule (Week of June 29 - July 13)	Register Here
Cloud Development Courses from Microsoft Virtual Academy	Register Here
Exam 70-473 - Designing and Implementing Cloud Data Platform Solutions	Register Here
Exam 70-475 - Designing and Implementing Big Data Analytics Solutions	Register Here
Exam 70-487 - Developing Microsoft Azure and Web Services	Register Here
Exam 70-532 - Developing Microsoft Azure Solutions	Register Here
Exam 70-533 - Implementing Microsoft Azure Infrastructure Solutions	Register Here
Exam 70-535 - Architecting Microsoft Azure Solutions	Register Here
Exam 70-537 - Configuring and Operating a Hybrid Cloud with Microsoft Azure Stack	Register Here
Exam 70-774 - Perform Cloud Data Science with Azure Machine Learning	Register Here
Exam 70-775 - Perform Data Engineering on Microsoft HD Insight	Register Here

Exam 70-776 - Engineering Data with Microsoft Cloud Services	[Register Here](#)
Azure - Free, Self-paced Hands-On Labs	[Register Here](#)

3. General Announcements

Digital Partner of Record (DPOR)
Please continue to ask your client to assign us at the DPOR if we are doing work for them around Microsoft Office 365, Microsoft Dynamics CRM Online, Microsoft Intune, Enterprise Mobility Suite (EMS), Power BI and Microsoft Azure. **Sogeti MS Partner ID is 1021259.**

MS Alliance on Solution Center
[Strategic Initiatives and Points of Contact](#)
[Understanding Microsoft and How to Partner](#)
[Sogeti and MS US Field Alignment](#) *** Know your local MS City Leads
[Overall Sogeti Microsoft Alliance Information](#)

Pipeline

Subscribe to the MS Sogeti Alliance THOR Dashboard
https://capgemini.lightning.force.com/lightning/r/Dashboard/01Z1o000000cKoHEAU/view
Please be sure to continue to tag Microsoft in the leads field, if they gave us the lead or we are working synergistically.
Please be sure to tag the right Microsoft product in the Technology field, ie MS Azure vs MS Others. If you need help holler.

4. Prepare for Microsoft 2020 Support Cuts
Window and Office – Educate Yourself, Educate Your Clients, Win the Business

- **Modern Workplace $94B Opp– big push for bringing the Modern Desktop to their customers; Via a three pronged approach**
  1. **Create a single deployment program**
  2. **Make Win 10 + ProPlus a no brainer for IT**
  3. **Reduce the cost of Windows + Office upgrades**
     - Only 34% of Enterprise seats currently deployed on Windows 10
     - 14% of Enterprise Office installs reached end of support in 2017

The Microsoft Windows 7 end of extended support is January 14, 2020, which is just over 18 months away. Windows 7 has already been out of mainstream support (meaning there are no feature updates, just security patches) since January 13, 2015 and Microsoft even dropped support for newer processors for Windows 7. The original release date of Windows 7 was October 22, 2009, so we're really talking about an operating system that's almost 9 years old… In our world, that's ancient. It really is time for any client that's on Windows 7 to upgrade to Windows 10.

Even clients that are on Microsoft Windows 8.1 should seriously consider moving to Windows 10. Windows 8.1 still has extended support until January 10, 2023, but as of January 9 of this year the mainstream support for this operating system also ended. It is also good to realize that most enterprises never upgraded to Windows 8.1 for various reasons.

Besides Microsoft and hardware support, there are many other reasons for organizations to upgrade to Windows 10 of course. Performance, battery life (for laptops), usability, and most of all security are greatly improved in Windows 10. Besides all this, Microsoft brings out two major updates for Windows 10 every year that keeps clients current with the latest features and security.

There still is a very large installed base of Windows 7 devices. This site (https://www.gosquared.com/global/windows/10/#month) shows statistics of what percentage of Windows based internet traffic is generated from the various versions, and the Windows 10 percentage hovers around the 50%. Note that this is also traffic generated by home users, and since Microsoft offered a free upgrade from Windows 7 to Windows 10 for home users several years ago and most people went for that so it's fair to assume that a good amount of enterprises aren't on Windows 10 yet.

Call to Action:
Send your list of clients to Martin.VanDenBerg@us.sogeti.com, cc'ing me, Carla.heimbigner@us.sogeti.com, and let us know if they are on Windows 7, Windows 8.1, or Windows 10? If you don't know, just ask one of your consultants on the ground.

Review the two documents [here.](#)

Note: If you are not talking to your clients about Microsoft, your competition is! If you are not talking to your Microsoft counterparts, your competition is! Focus + Collaboration + Accountability = Results.

SOGETI

Carla Heimbigner
Associate Vice President | US Microsoft Alliance
Office: 303-256-2500 X 2507 | Mobile: 720-308-0153
carla.heimbigner@us.sogeti.com

Sogeti USA
7600 East Orchard Road, South Bldg # 310 | Greenwood Village, CO 80111
www.us.sogeti.com