

Week of July 2, 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 Atlanta Team for a One Company, On Group effort and response to NCR's Cloud RFP. Our response was submitted on July 5th. Congrats to the efforts of: Joo Lee, Charlie Li, Nadeem Aftab, Heather Thompson, Rajnish Aggarwal, Kasper de Boer, David Beaudreau, Kaushik De and Jason Hatch. Competition as we know it is Accenture, HP and Cloud Reach. Final Proposal can be found here for your reading pleasure. Working as ONE CAPGEMINI was a great experience!

<https://sogetius1.sharepoint.com/sites/units/Georgia/Engagements/Forms/AllItems.aspx?RootFolder=%2Fsites%2Funits%2FGeorgia%2FEngagements%2FNCR%2F2018%20-%20NCR%20Cloud%20RFP%20%28June%29%2F03%2E%20Final%20Submission%20Documents&FolderCTID=0x012000548250EF37FBAF44A2D296CAF52A3B6D&View=%7BEEAA2B1C-20FC-4EA9-876E-92DBA380662A%7D>

Continued well wishes to our Cincinnati team of Lauren Quart, Jessica McDowell, Ray Datla, Dales Sterling, Duane Kauffman and Gene Gelasi; while it's not inked, client has now asked for a SOW on the 2200 SQL on Prem to SQL in Azure response that we submitted. Thanks to **Eric Mickels, Microsoft Data & Analytics Specialist** for his continued support and insights to the client about our capabilities and strength as a Microsoft Partner.

Moving the ball forward on many fronts – High five to our Houston team of Taylor Alonso, Joshua Stevenson, Aman Gheewalla and Tiffany Nguyen, ACT Leadership – Buckeye is a client that attended our EBC in April and they have approached us on two fronts: 1) Potential move from Cognos to Power BI on Azure, as well as a potential document management solution inclusive of MS One Drive, SharePoint and Teams.

Continued discussions with **AM General** a client who our Detroit team of Raj, Abhi, Scott and Srin have had various discussions with around Azure PLM and our team is submitting an AR/VR POC Proposal.

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 and MS City Leads 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 last week. 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 Partner Funding Buckets

Microsoft Partner related funding buckets should be opening up again soon, now that their new Fiscal Year kicked off.

While we wait for PIE (Partner Investment Funding) and ECIF (End Client Investment Funding), please do not forget the DPS (Deployment Planning Service) Days. Many of your colleagues around the company have been tapping into them and they are a quick and easy way to do a small POC for a client, that can and should lead to substantial more work.

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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 so far to the following people 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**
- 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**

**** With over 100 people having started the training, please continue to encourage your consultants to get their certifications!**

Current Microsoft Training, Certifications, Podcasts and more...



[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

Microsoft Professional Program Certificate in DevOps

A 3 months course followed by Certification from Microsoft

[View Details](#)

Azure IoT on Serverless Hackathon

31 days left to submit your IoT Serverless application. If you haven't registered, you can still register [here](#) and submit your application

Microsoft Partner Series Training Schedule (Week of June 29 - July 13)

[View Details](#)

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](#)

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3. General Announcements

Digital Partner of Record (DPOR) Please TAKE ACTION!

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.**

| Customer Name |
|----------------------------------|
| Grant Thornton International LTD |
| ADESA CORPORATION |
| SOUTHWEST AIRLINES COMPANY |
| TRINTECH |
| THOMSON CORPORATION |
| EMC INSURANCE CO |
| WPCU |
| FIRST ENERGY |
| Alcopa Alcadis |
| COMENITY SERVICES LLC |
| NOKIA CORPORATION |
| HYGENIC CORP |

The above are the only listed clients that have assigned us as DPOR. Please continue to ask your clients, as we have **many many** more that we are doing the work for. If they haven't signed us up as DPOR – have you asked? What help do you need? Please let us know immediately.

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.* [\[back to top\]](#)

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