

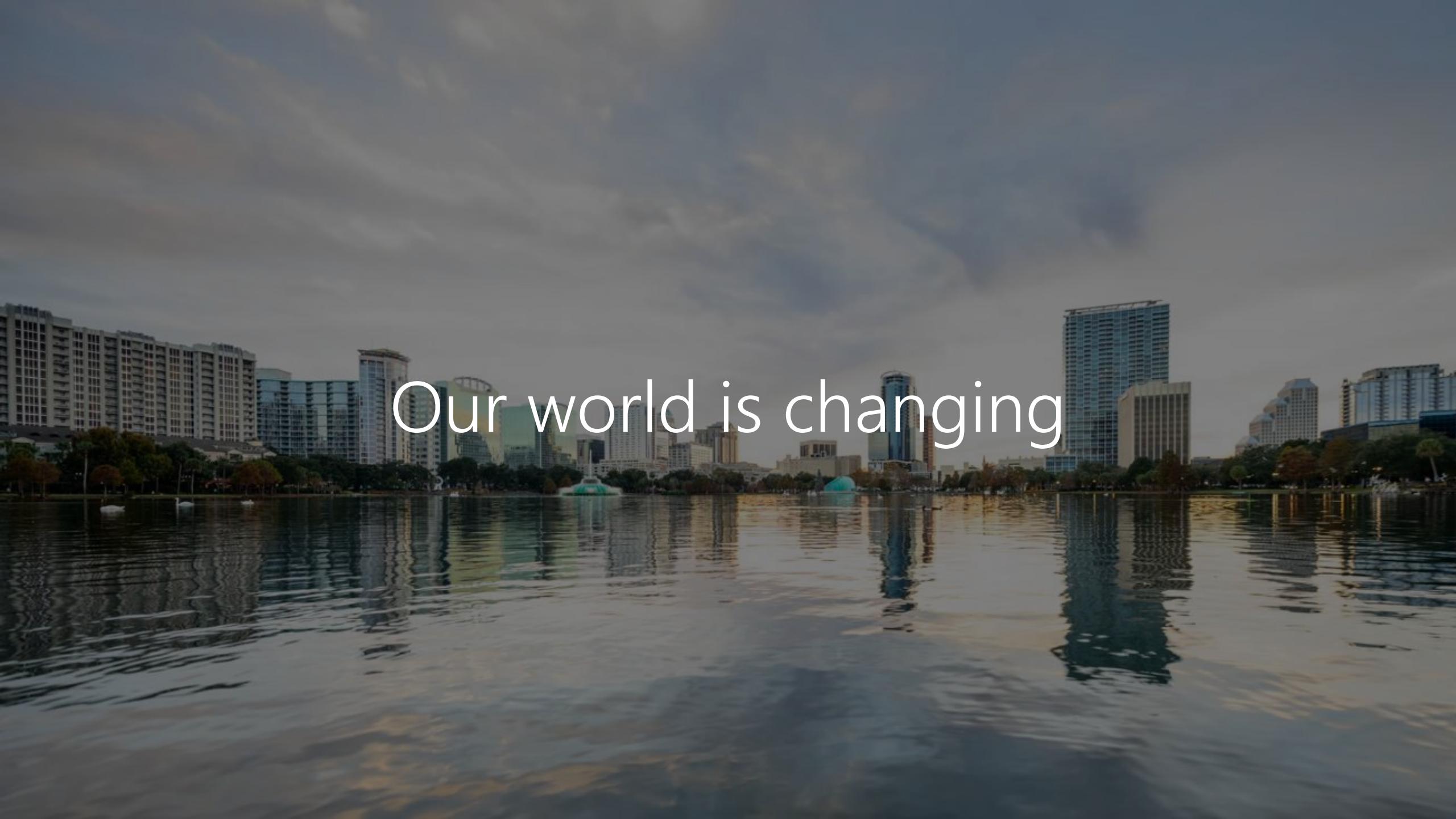


Microsoft 365-Modern Workplace

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Our world is changing



Modern IT

Multiple Device Platforms

User and Business Owned

Cloud Managed & SaaS Apps

Automated

Proactive

Self-Service

WELCOME TO Modern workplace





A complete, intelligent solution that empowers everyone to be creative and work together, securely



Unlock
creativity



Built for
teamwork



Integrated
for simplicity



Intelligent
security

Microsoft 365

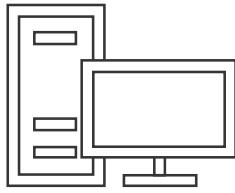
Microsoft 365

A complete, intelligent, secure solution to empower employees

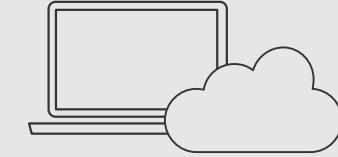
Windows 10

Office 365

Enterprise Mobility + Security



Traditional IT



Modern IT

Single Device

Multiple Devices

Business Owned

User and Business Owned

Corporate Network & Legacy Apps

Cloud Managed & SaaS Apps

Manual

Automated

Reactive

Proactive

High-touch

Self-Service

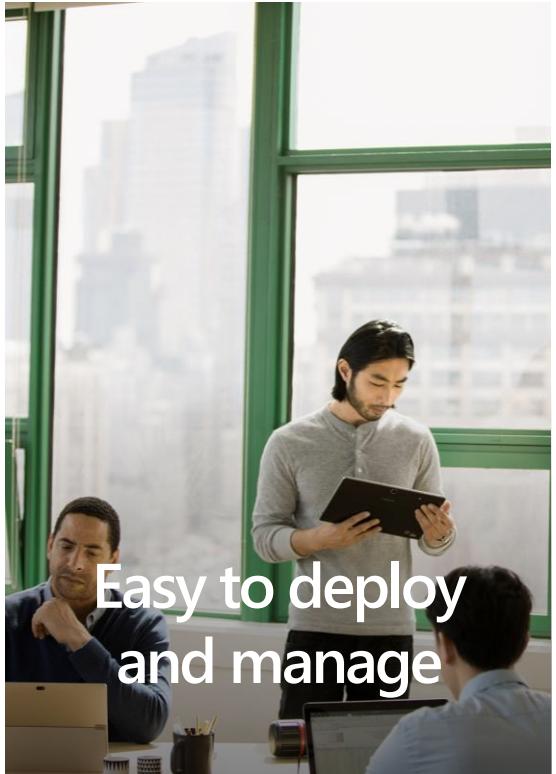
Microsoft 365 Modern Desktop



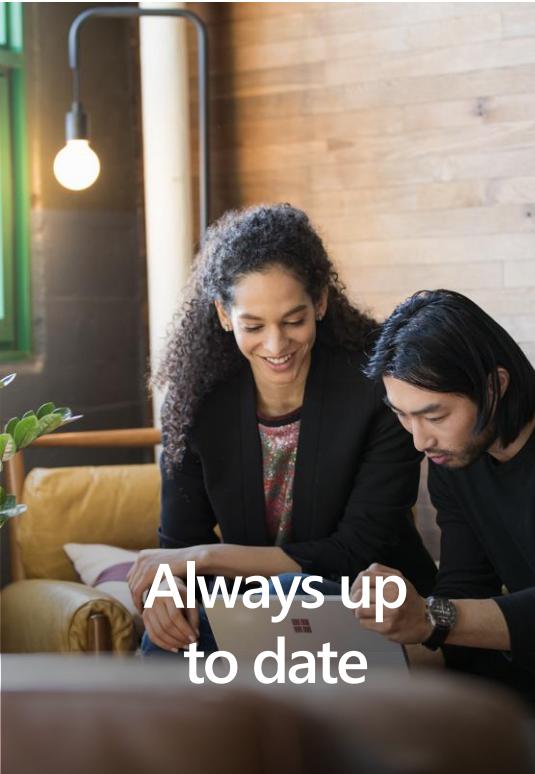
The best way to experience Microsoft 365



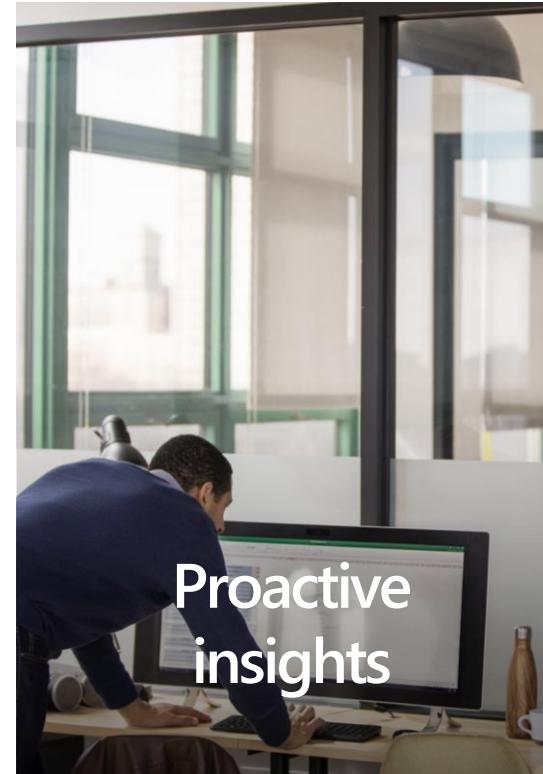
Microsoft 365 powered device



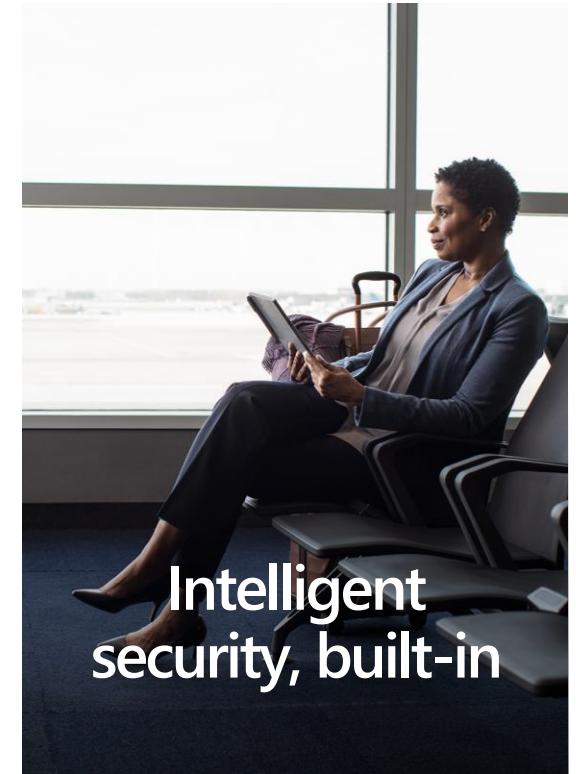
**Easy to deploy
and manage**



**Always up
to date**



**Proactive
insights**



**Intelligent
security, built-in**

Microsoft 365 – target companies of all sizes

Choose the Microsoft 365 offering that serves your customer's needs; each offering includes the essential components to drive the Microsoft 365 powered device opportunity

Microsoft 365 Business



Microsoft 365 Business

For organizations with less than 300 people

Microsoft 365 Enterprise



Microsoft 365 F1

For Firstline Workers



Microsoft 365 E3 & E5

For large organizations or advanced requirements

What is Microsoft 365 Business



Office 365

Comes with Office

Stay up-to-date with the latest versions of Word, Excel, PowerPoint, and more.

Email, calendaring, and collaboration

Connect with customers and coworkers using Outlook, Teams, and Exchange.

File storage

Manage your files from anywhere with 1TB of storage.



Advanced Security

External Threat Protection

Helps protect from unsafe attachments, suspicious links, and unseen malware through attachment scanning, link checking.

Mobile protection

Controls to protect your company data on personal mobile devices.

Internal data leak prevention

Policies to help control & manage how information is accessed.



Device management

Device management

Securely manage iOS, Android, Windows, and macOS devices.

Automatic updates

Customers' apps and devices stay current with the latest and greatest security protection and features from Microsoft.

Deployment assistance

Simplify roll-outs with self-service deployment, auto-install for Office apps, and auto-enroll for Azure Active Directory.

Additional Benefits

Consistent security configuration across Windows 10, macOS, Android, and iOS devices

Upgrade from Windows 7 Pro or Windows 8.1 Pro to Windows 10 Pro at no additional cost

99.9% financially-backed uptime guarantee;
24x7 online and phone support

Microsoft 365 Enterprise E3

MICROSOFT 365 ENTERPRISE E3

Office 365 Enterprise E3

Chat- centric workspace
Teams

Email & Calendar
Outlook

Voice, Video & Meetings
Skype for Business

Co-creating content
Office ProPlus

Sites & Content
SharePoint

Analytics
Delve

Security & Compliance
Data Loss Prevention

Enterprise Mobility + Security E3

Identity & Access Management
Azure Active Directory Premium P1

Managed Mobile Productivity
Microsoft Intune

Information Protection
Azure Information Protection Premium P1

Identity Driven Security
Microsoft Advanced Threat Analytics

Windows 10 Enterprise E3

Advanced Endpoint Security
Credential Guard, Device Guard

Designed For Modern IT
Azure AD Join, Dynamic Management

More Productive
Windows Ink, Cortana at Work

Powerful, Modern devices
Innovative designs,, new in class devices

Microsoft 365 Enterprise E5

MICROSOFT 365 ENTERPRISE E5

Office 365 Enterprise E5

Voice

PSTN Conferencing, Cloud PBX

Analytics

Power BI Pro, Delve Analytics

Security & Compliance

ATP, TI, ASM, Advanced eDiscovery & more

Enterprise Mobility + Security E5

Identity & Access Management

Azure Active Directory Premium P2

Information Protection

Azure Information Protection Premium P2

Identity Driven Security

Microsoft Cloud App Security

Windows 10 Enterprise E5

Advanced Endpoint Security

Windows Defender Advanced Threat Protection



MICROSOFT 365 ENTERPRISE E3

Office 365 Enterprise E3

Enterprise Mobility + Security E3

Windows 10 Enterprise E3

Security value in E5



		E3	E5
	Identity and Access Management	Azure Active Directory P1 Windows Hello Credential Guard	Azure Active Directory P2
	Information Protection	Azure Information Protection P1 Office 365 Data Loss Prevention Windows Information Protection BitLocker	Azure Information Protection P2 Microsoft Cloud App Security Office 365 Cloud App Security
	Threat Protection	Microsoft Advanced Threat Analytics Windows Defender Antivirus Device Guard	Windows Defender Advanced Threat Protection Office 365 Advanced Threat Protection Office 365 Threat Intelligence Azure Advanced Threat Protection
	Security Management	Secure Score Microsoft security and compliance center Windows Security Center	(additional management reports and configuration)
Compliance		eDiscovery	Advanced eDiscovery, Customer Lockbox, Advanced Data Governance
Analytics		Delve	Power BI Pro, MyAnalytics
Productivity, Creativity and Teamwork solutions		Office Applications Outlook/ Exchange Microsoft Teams Skype for Business	Skype Audio Conferencing Phone System

Microsoft 365 Licensing

 Indicates sold as Standalone
 Indicates not sold Standalone

	M365 Business \$20/u/m	M365 Firstline (F1) \$10/u/m	M365 E3 \$32/u/m	M365 E5 \$57/u/m
Office 365	Office 365 Business Premium \$12.50/u/m Office 365 ATP Exchange Online Archiving	Office 365 F1 \$4/u/m	Office 365 E3 \$20/u/m	Office 365 E5 \$35/u/m
Windows	Windows Pro	Windows 10 Enterprise E3 (Local only)²	Windows 10 Enterprise E3 per user (Including VDA rights) \$6/u/m	Windows 10 Enterprise E5 per user (Including VDA rights) \$11/u/m
Enterprise Mobility & Security	Intune Azure Information Protection Plan 1 Limited AAD Features¹	EMS K	EMS E3 \$9/u/m	EMS E5 \$15/u/m

1. Limited AAD Premium features includes no self service group management, no Cloud App discovery, no Connect Health

2. Windows 10 Enterprise included in F1 is the full Windows 10 Enterprise E3 edition does not include virtualization rights, downgrade rights and other version/edition rights

Save your customers money

Archiving	~\$6.50
Device Management	~\$6.50
Cloud identity management	~\$3
Chat-based teamwork	\$8
Email Filtering	\$30
Device Anti Virus	~\$12.50
Online Meetings	~\$29
File Storage	~\$12.50
Productivity Software	\$10

3rd party solutions > \$100

Microsoft Standalone Offerings \$34.50

\$20

Office 365 Business Premium
Windows 10 Business
Intune
Office 365 Advanced Threat Protection
Azure Information Protection P1
Data Loss Prevention
Exchange Online Archiving
AAD Features

Microsoft 365 Business

A single, integrated solution
with support for hybrid identity

Enterprise Mobility + Security Suite

Hybrid identity



Microsoft Azure Active Directory Premium

Group management, security reports, and audit reports

Self-service password reset and multi-factor authentication

Connection between Active Directory and Azure Active Directory

Mobile device management



Microsoft Intune

Mobile device settings management

Mobile application management

Selective wipe

Data protection



Microsoft Azure Rights Management Premium

Information protection

Connection to on-premises assets

Bring your own key

Security



Microsoft Advanced Threat Analytics

Suspicious activity detection

Known attacks identification

Attack prevention through user behavior analytics and Machine Learning

Enterprise Mobility + Security packaging

Identity and access management



Managed mobile productivity



Information protection



Identity-driven security



**Azure Active Directory
Premium P2**
(includes P1 features)

**Azure Information
Protection
Premium P2**
(includes P1 features)

**Microsoft Cloud
App Security**

E5

E3

**Azure Active
Directory
Premium P1**

Microsoft Intune

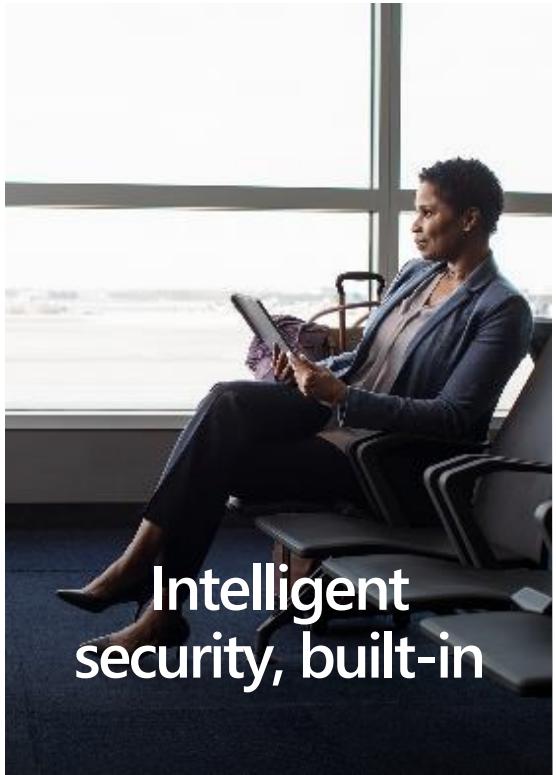
**Azure Information
Protection
Premium P1**

**Microsoft Advanced
Threat Analytics**

M365 Deployment

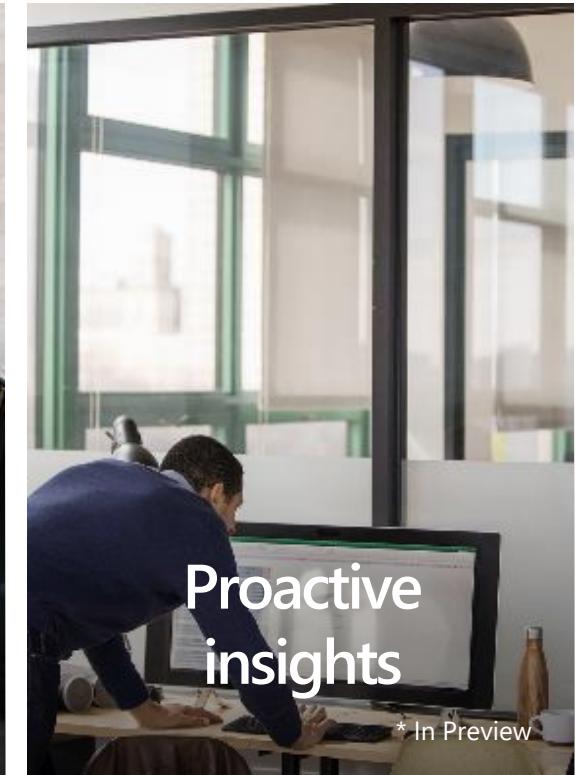
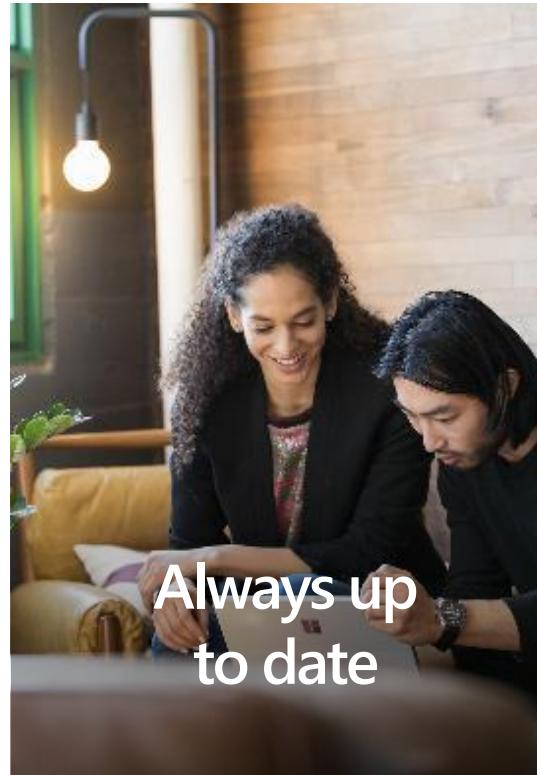


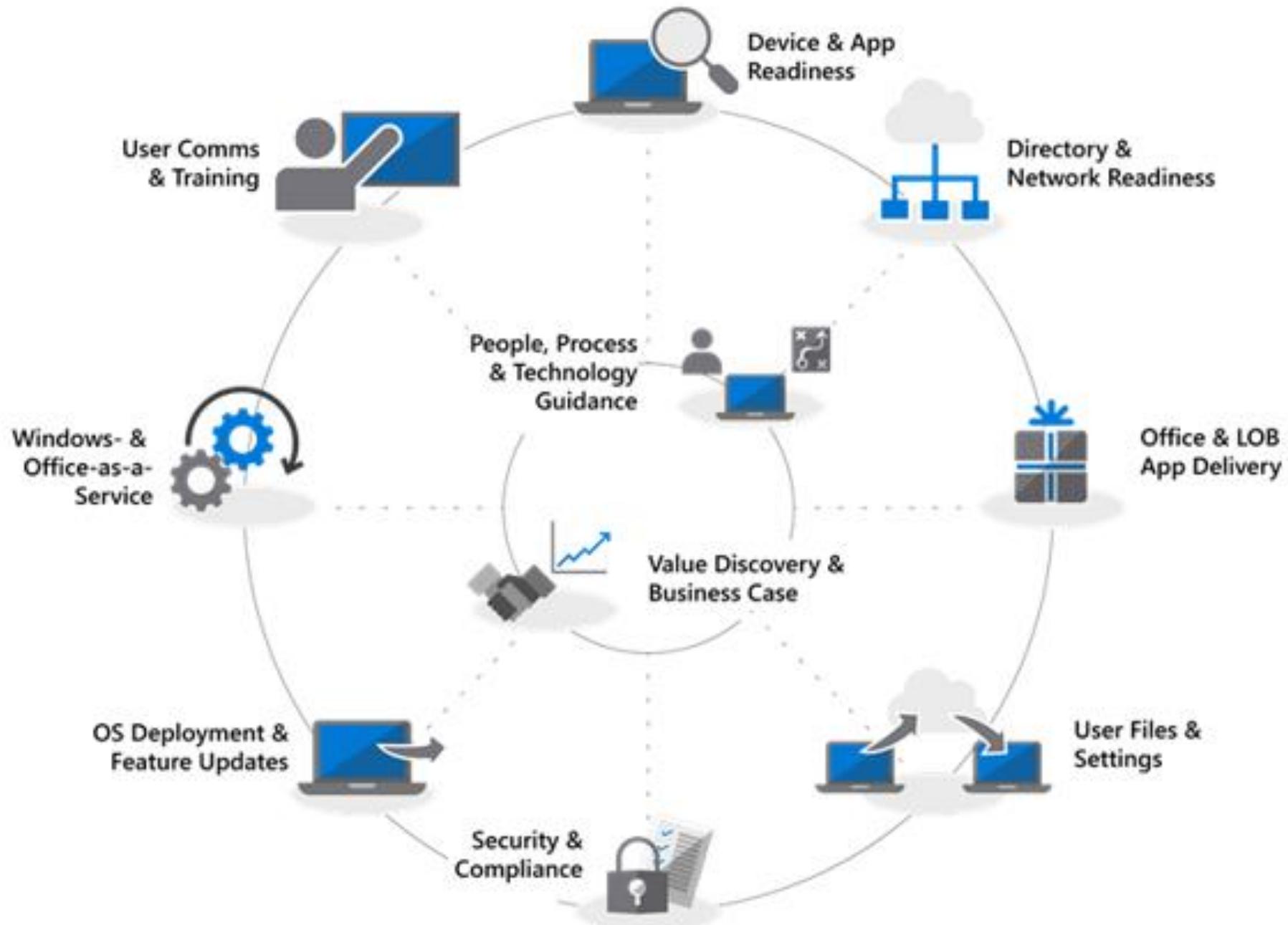
Microsoft 365 powered device



Easy to deploy and manage

Windows 10 & Office 365 ProPlus
Windows AutoPilot
Microsoft Store for Business
Microsoft Intune
Azure Active Directory







Phase 1: Networking



Phase 2: Identity



Phase 3: Windows 10 Enterprise



Phase 4: Office 365 ProPlus



Phase 5: Mobile device management



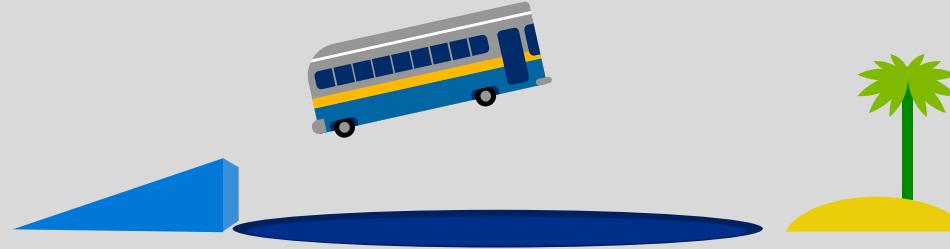
Phase 6: Information protection

Paths to Modern Management

Cloud-first



Big Switch Transition

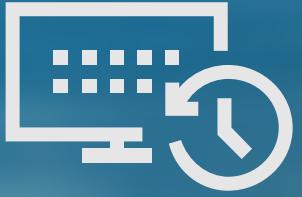


Group by Group Transition



Iterative ("Co-management")





Traditional on-prem

Active Directory

Domain Join

Group Policy

System Center Configuration
Manager



Traditional
Cloud-prem

Active Directory Azure Active Directory

Domain Join

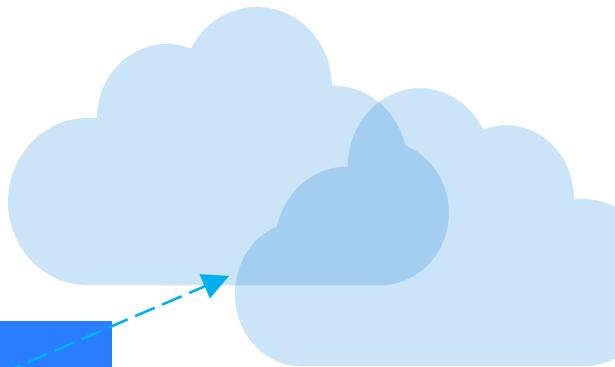
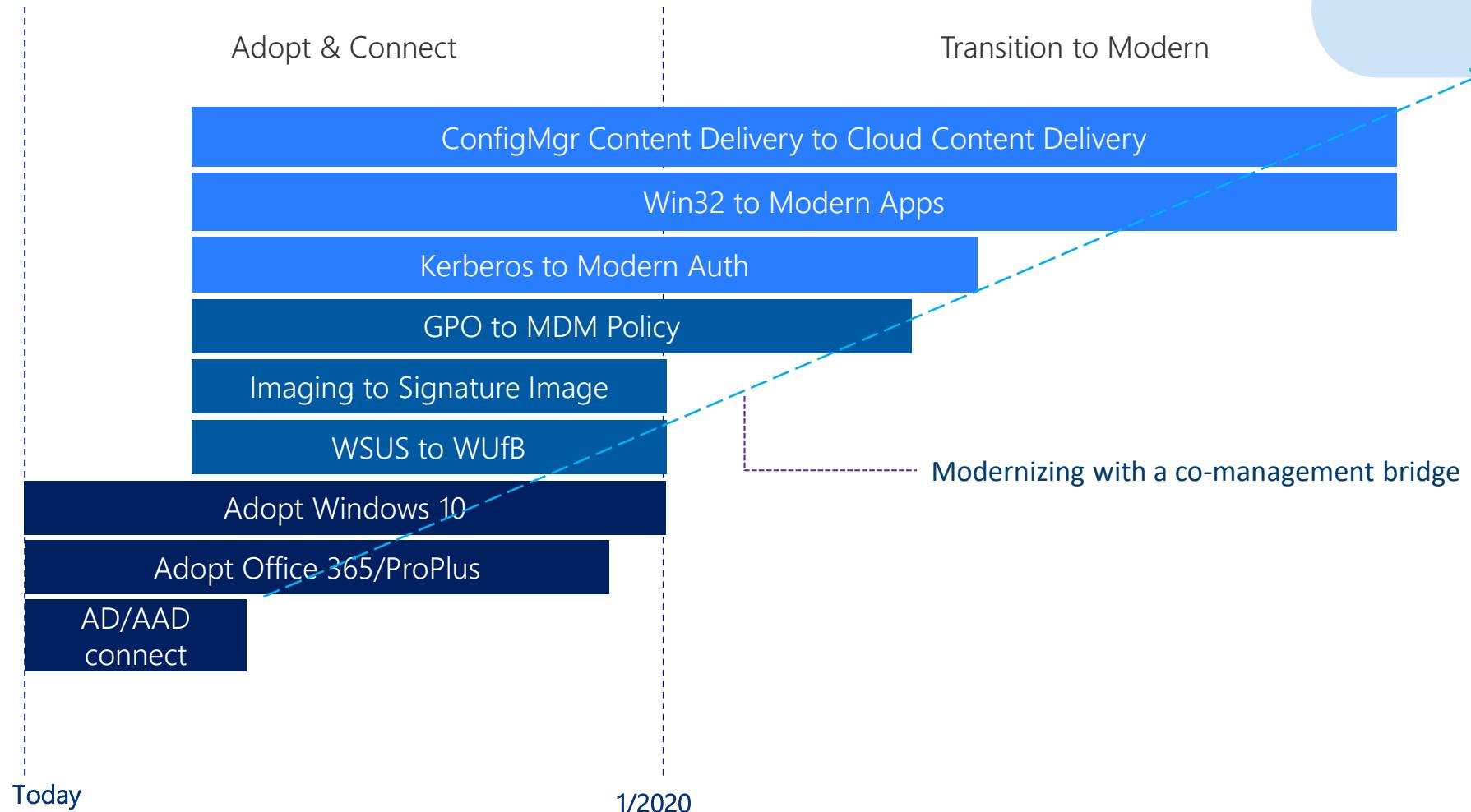
Azure AD Join

Group Policy

MDM Policies

System Center Configuration Manager Microsoft Intune
and other MDM

Bridging to Modern Management



Active
Directory/Azure
Active Directory
Connect

The Current Reality



Microsoft Azure

EC2



C. CONCUR



salesforce.com®

force.com®

Office 365



SUGARCRM

Microsoft System Center



On-premises



Managed devices



Active Directory

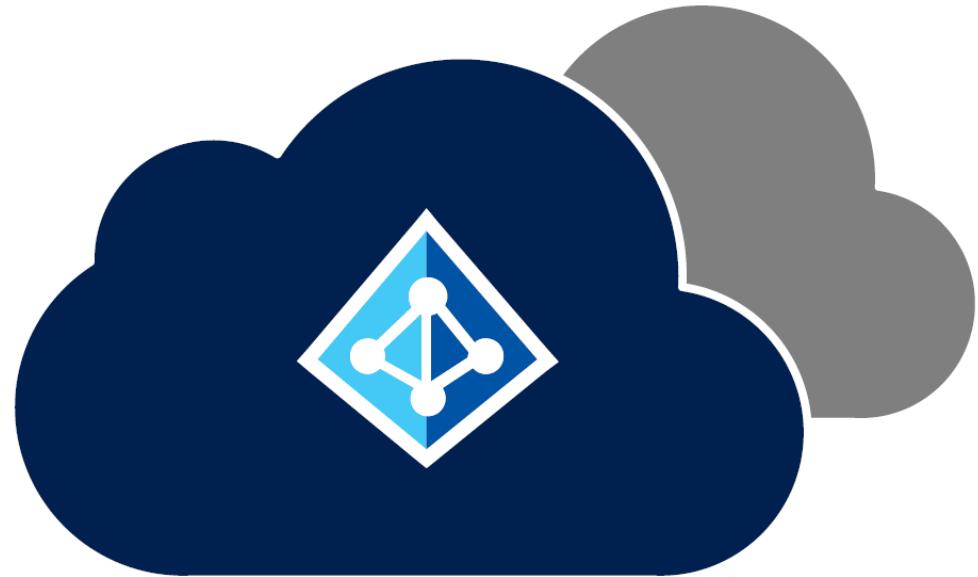


Windows Server

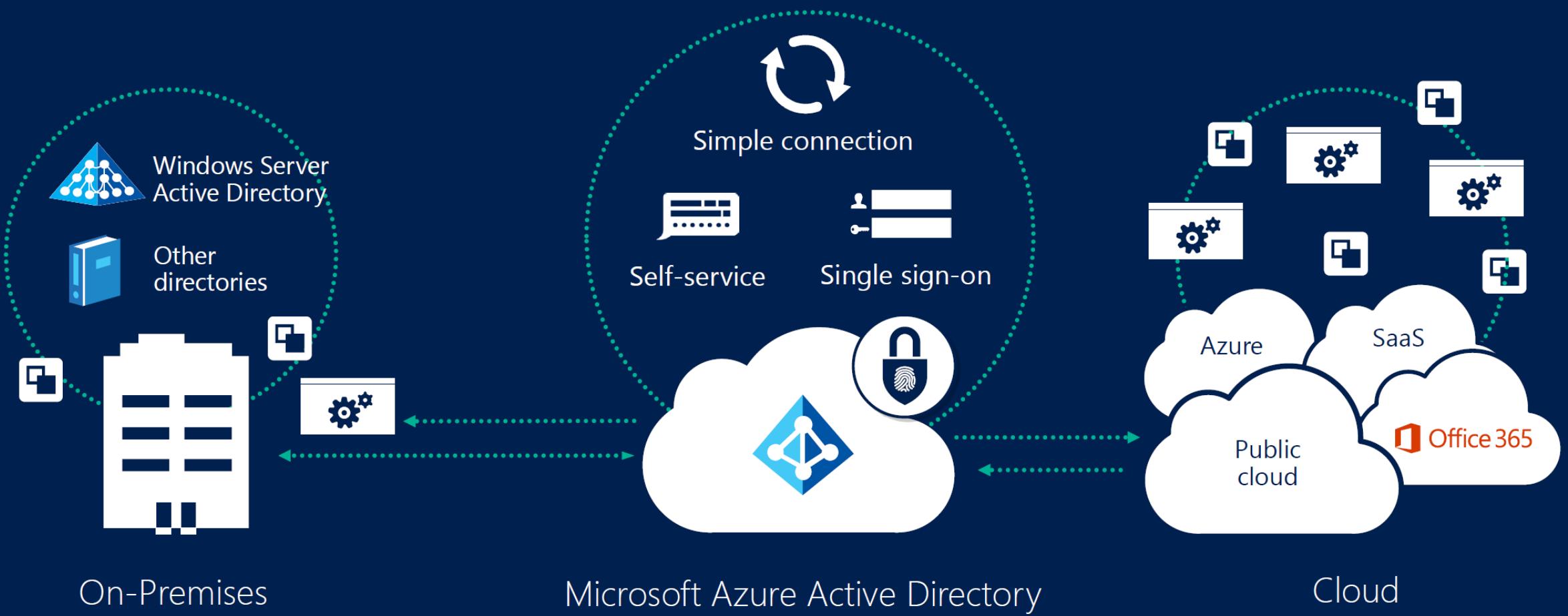
What is Azure Active Directory

A comprehensive identity and access management cloud solution for your employees, partners, and customers.

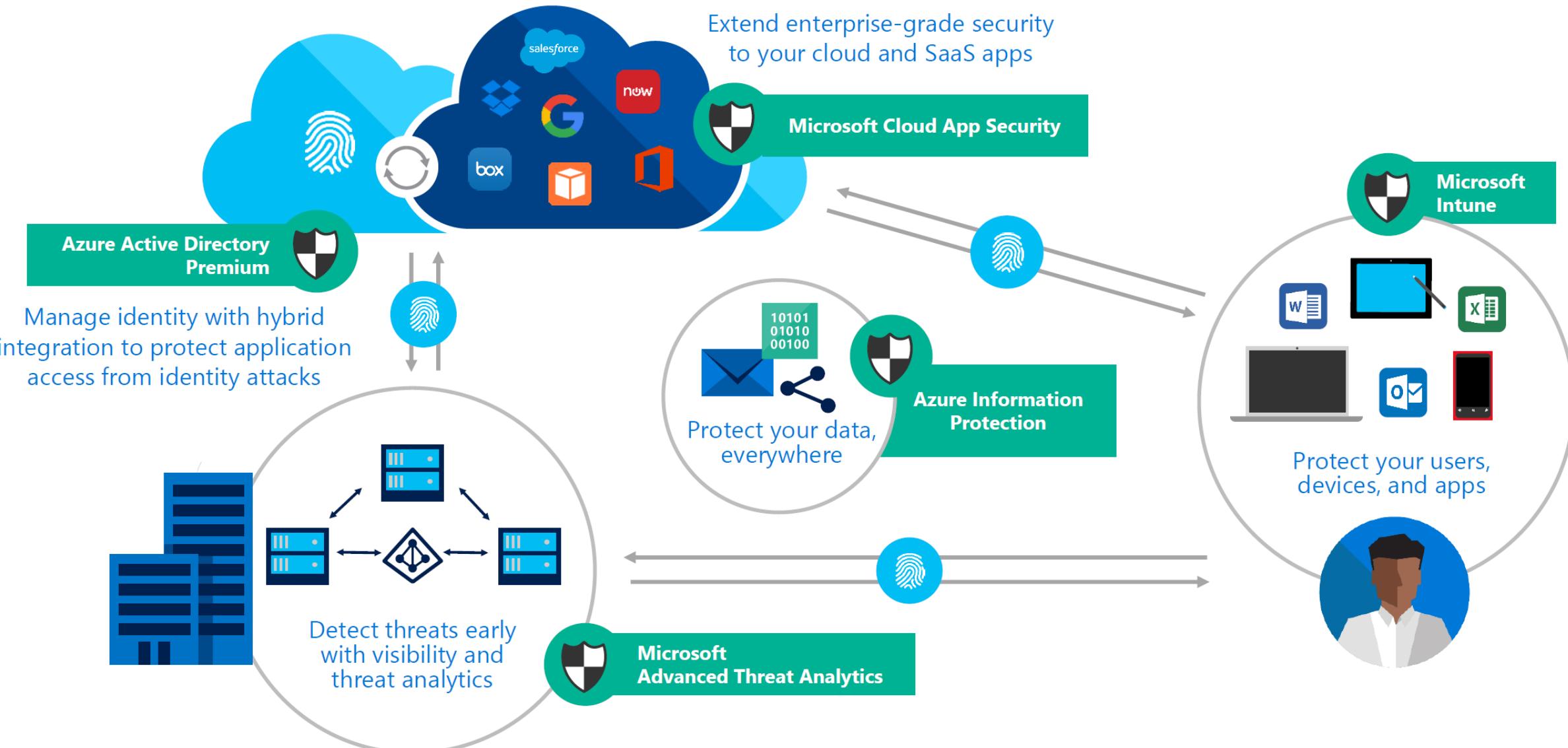
It combines directory services, advanced identity governance, application access management, and a rich standards-based platform for developers.



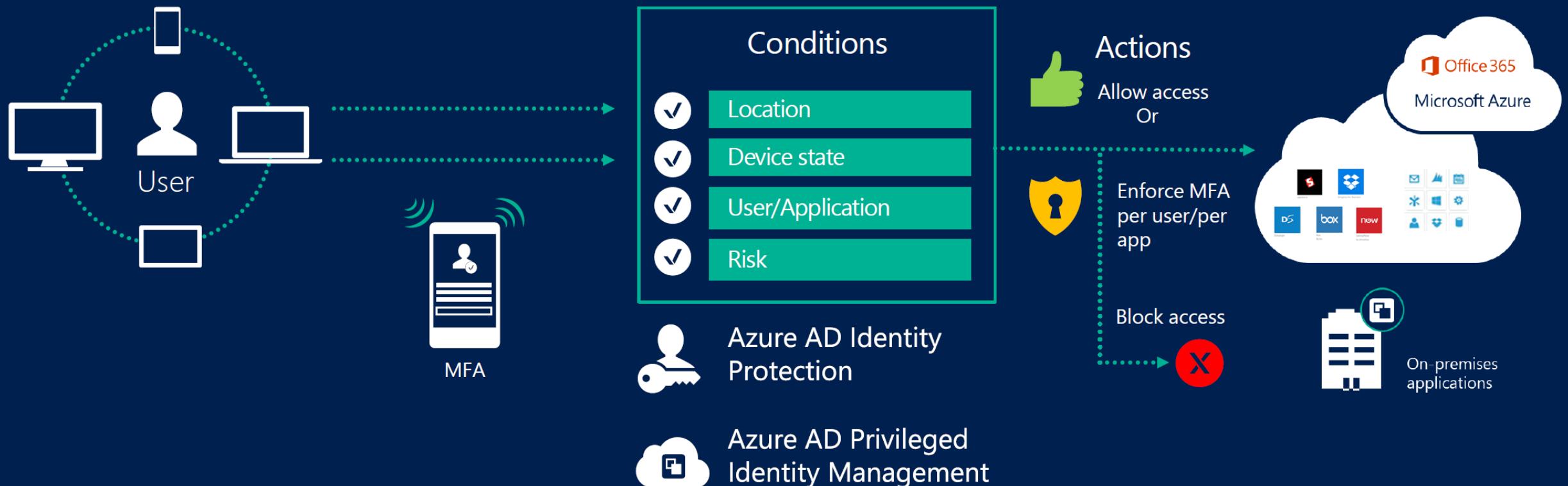
Identity as the Foundation of Enterprise Mobility



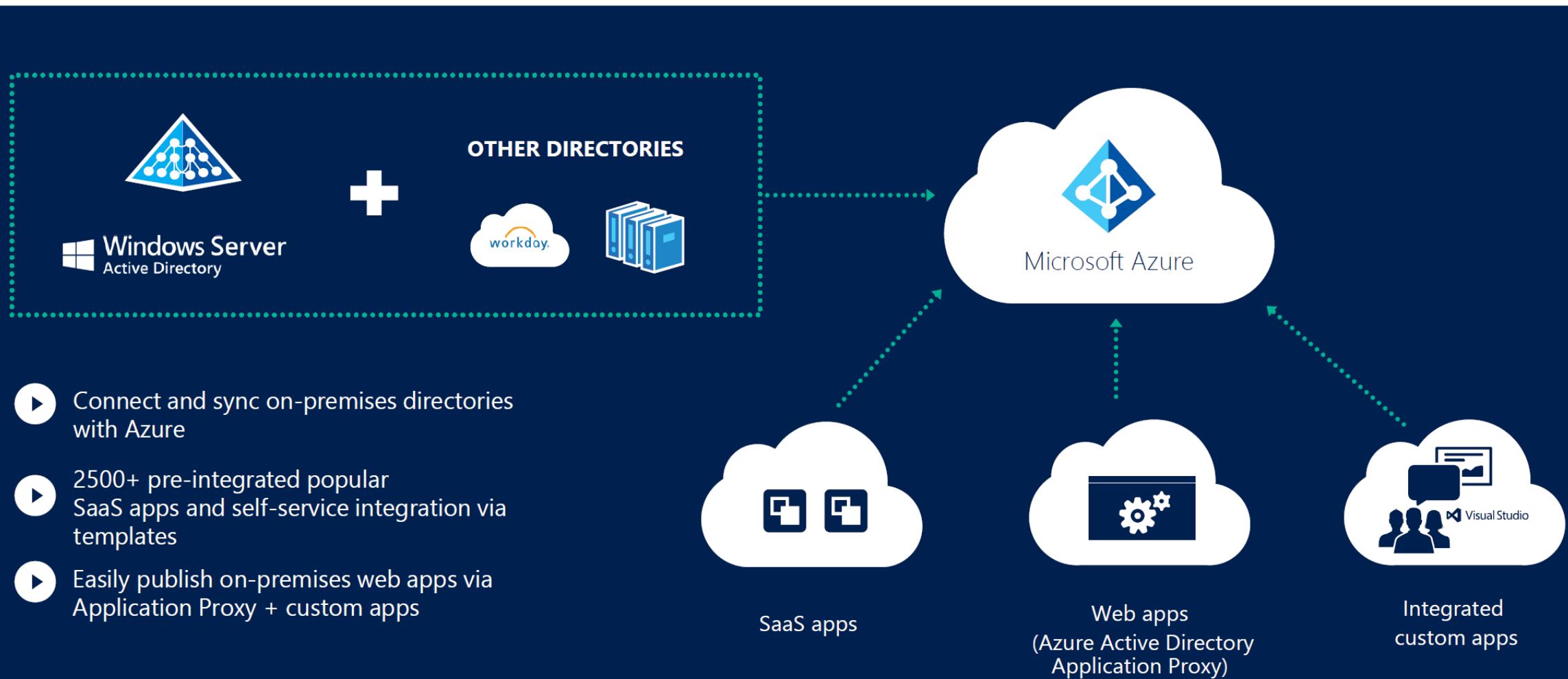
Enterprise Mobility + Security



Protect at the front door



Access thousands of apps with one Identity

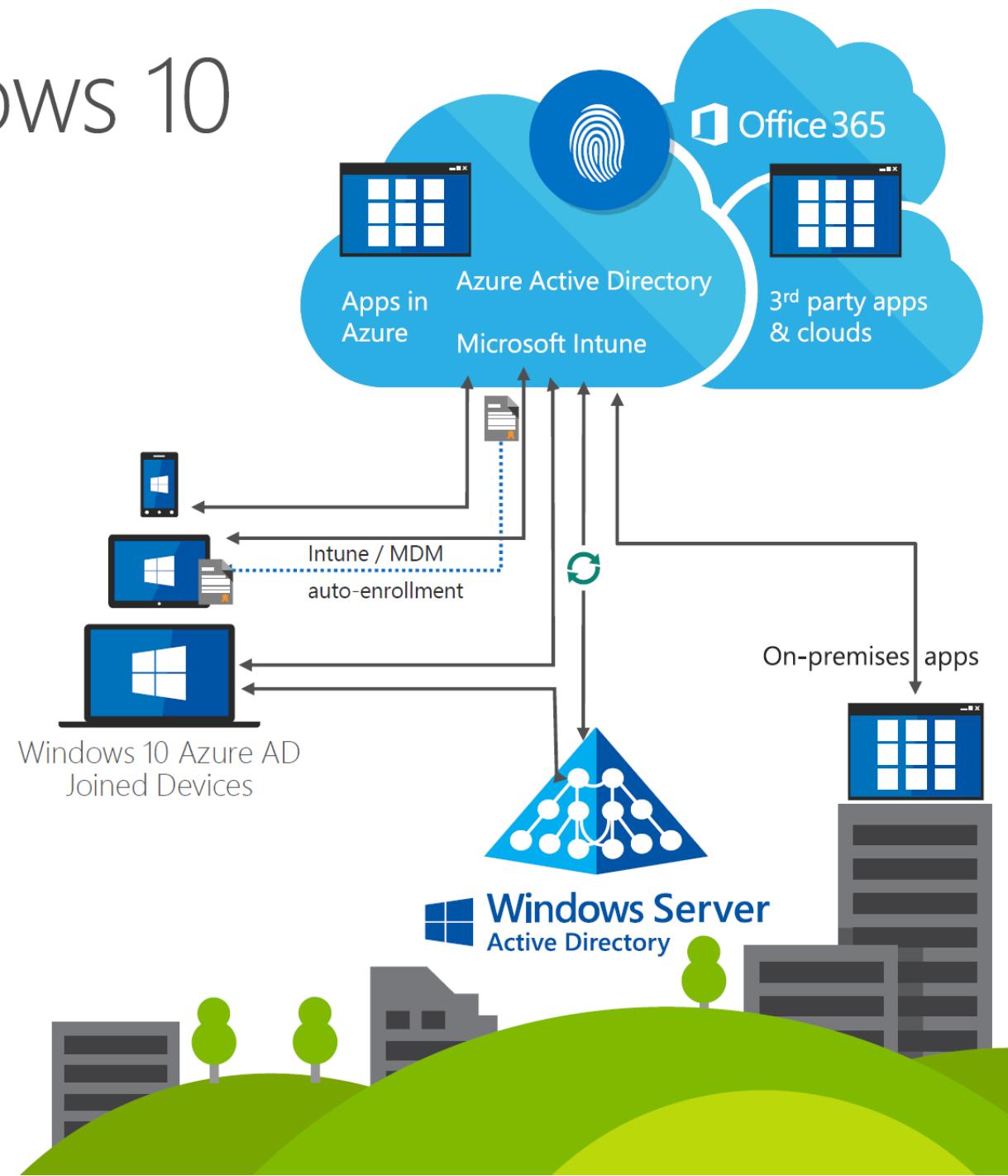


Azure AD Join for Windows 10

Azure AD Join makes it possible to connect work-owned Windows 10 devices to your company's Azure Active Directory.

With Azure AD Join, you can auto enroll devices in Microsoft Intune for management.

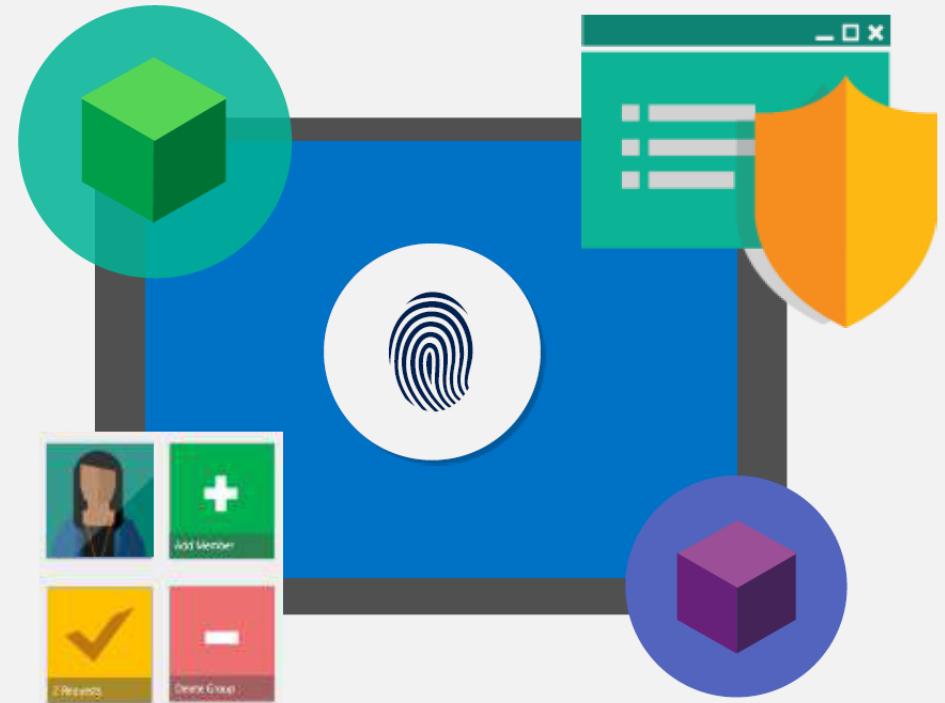
- Intune auto-enrollment
- Enterprise-compliant services
- Single sign-on from the desktop to cloud and on-premises applications with no VPN
- Support for hybrid environments



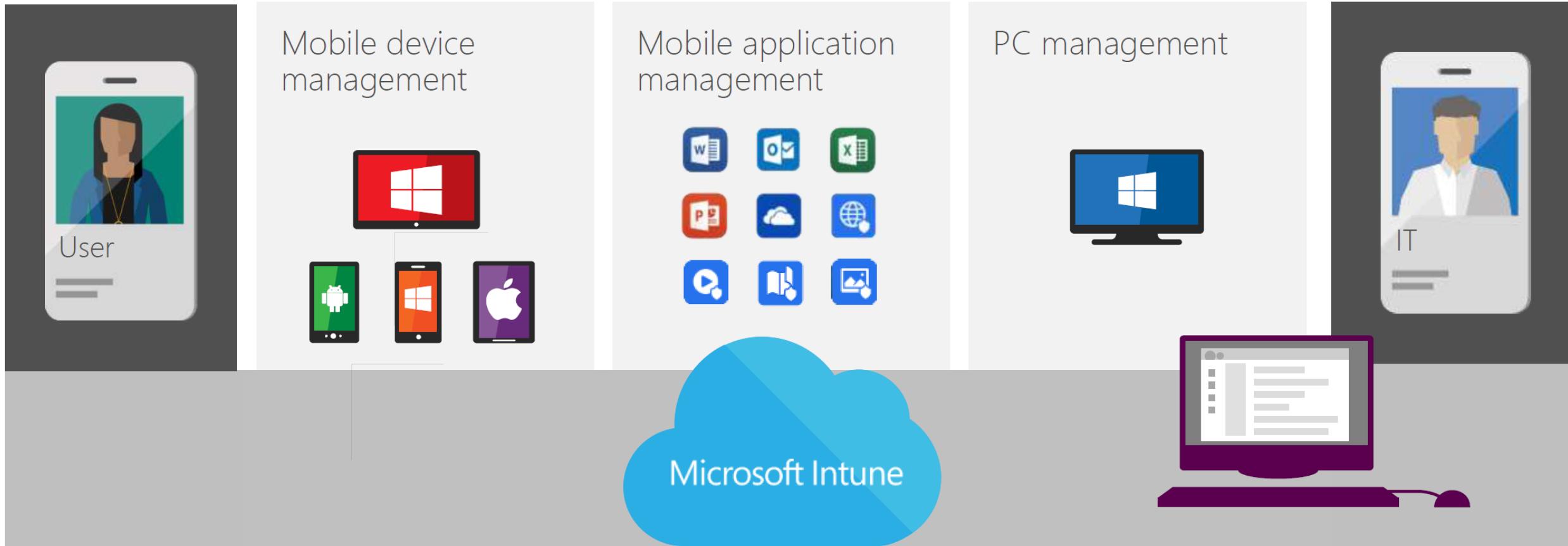
Microsoft Intune

Device management challenges

- ▶ Traditional PC management
- ▶ BYOD
- ▶ COD
- ▶ Regulated devices
- ▶ Internet of Things (IoT) / Embedded devices



Enterprise mobility management with Intune



Intune helps organizations provide their employees with access to corporate applications, data, and resources from virtually anywhere on almost any device, while helping to keep corporate information secure.

Comprehensive lifecycle management



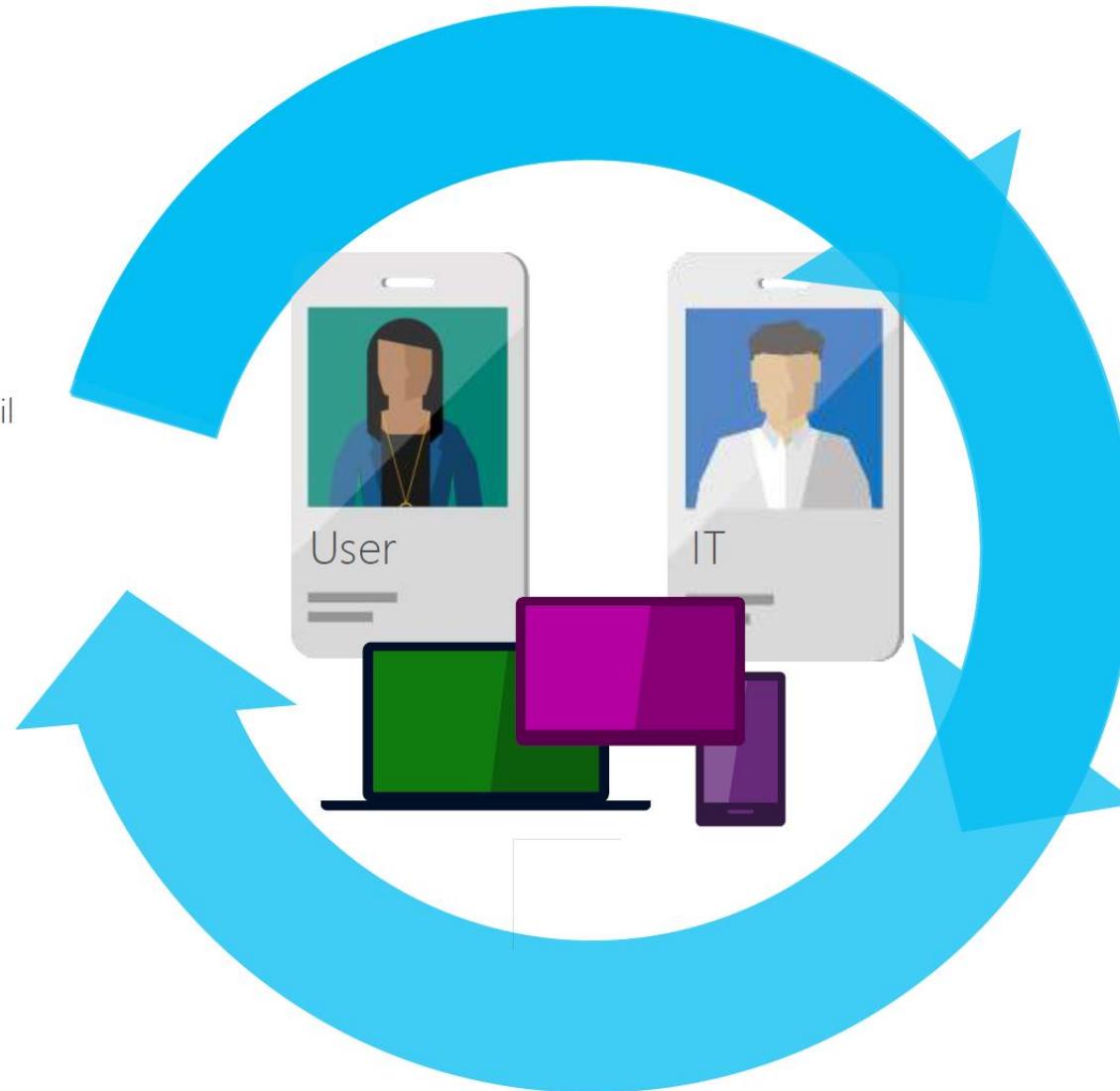
Enroll

- Provide a self-service Company Portal for users to enroll devices
- Deliver custom terms and conditions at enrollment
- Bulk enroll devices using Apple Configurator or service account
- Restrict access to Exchange email if a device is not enrolled



Retire

- Revoke access to corporate resources
- Perform selective wipe
- Audit lost and stolen devices



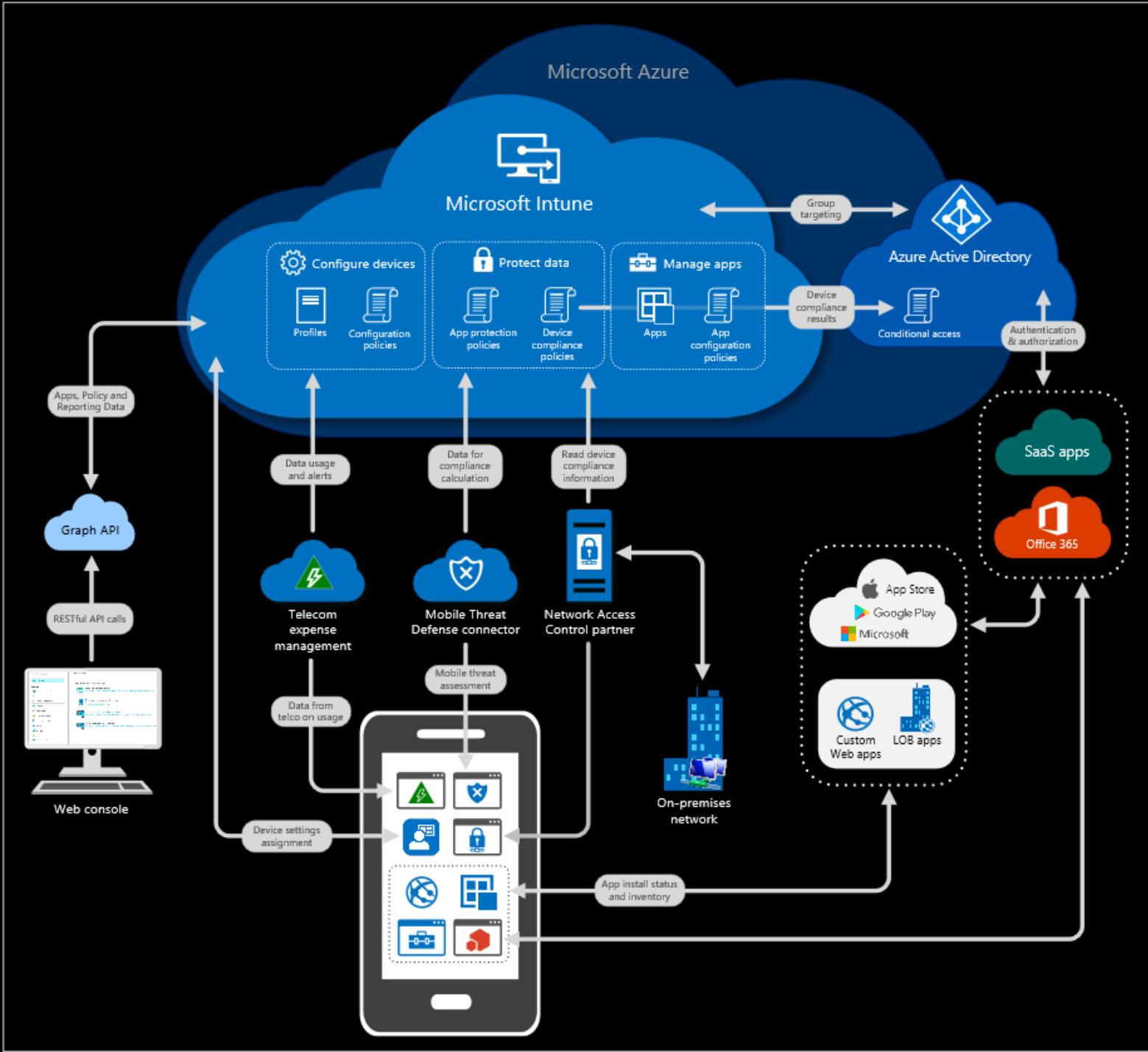
Provision

- Deploy certificates, email, VPN, and WiFi profiles
- Deploy device security policy settings
- Install mandatory apps
- Deploy app restriction policies
- Deploy data protection policies



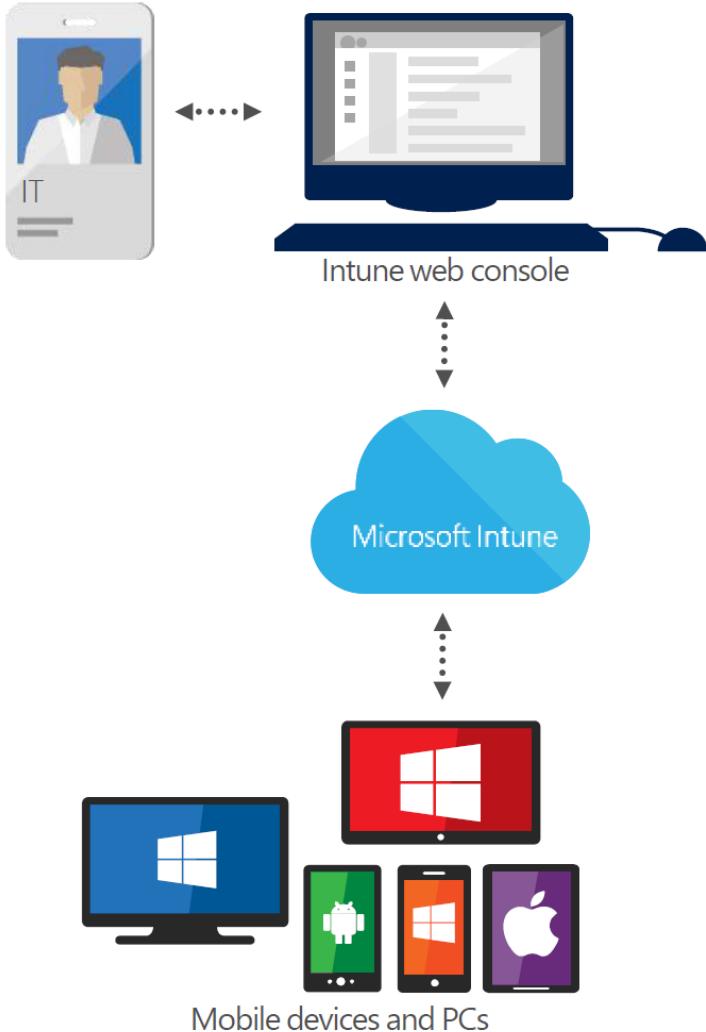
Manage and Protect

- Restrict access to corporate resources if policies are violated (e.g., jailbroken device)
- Protect corporate data by restricting actions such as copy, cut, paste, and save as between Intune-managed apps and personal apps
- Report on device and app compliance

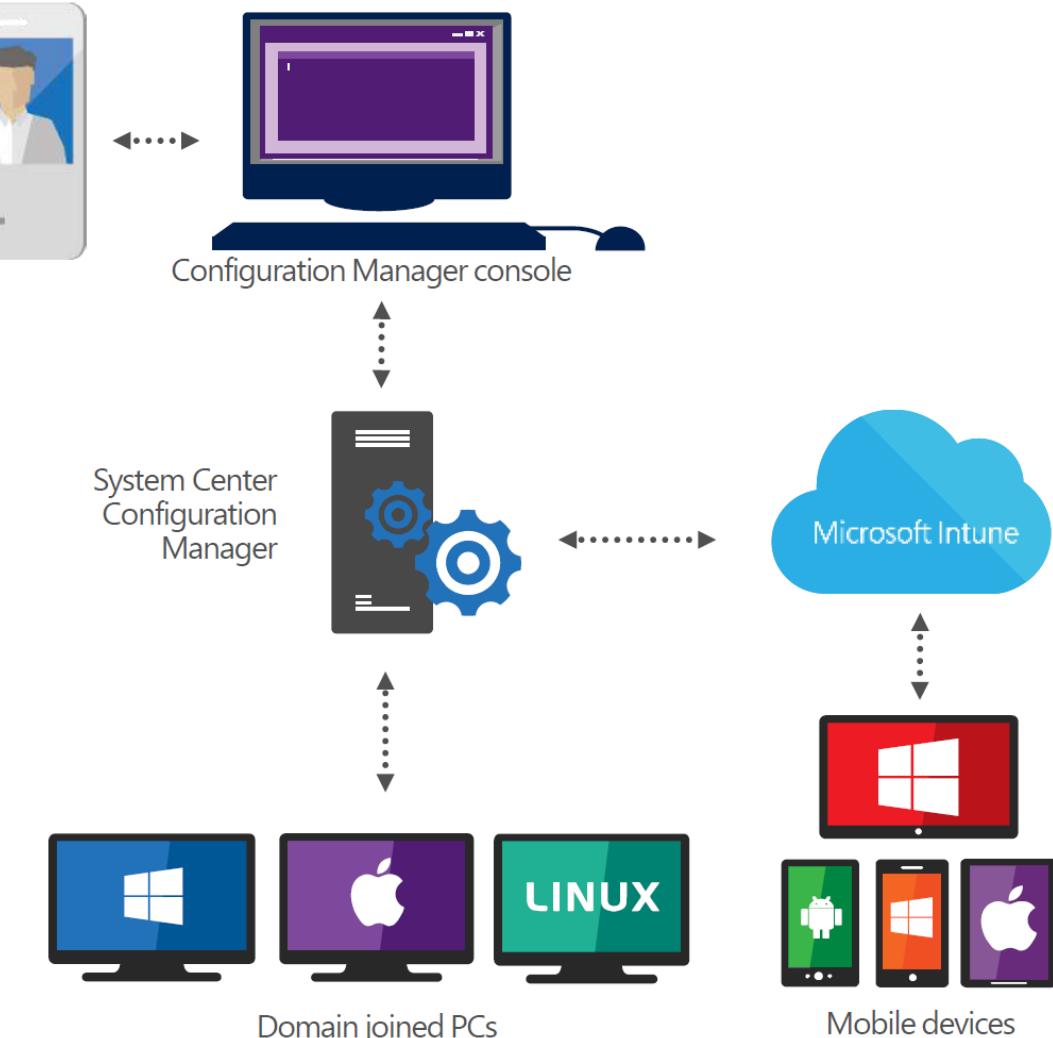


Deployment flexibility

Intune standalone (cloud only)

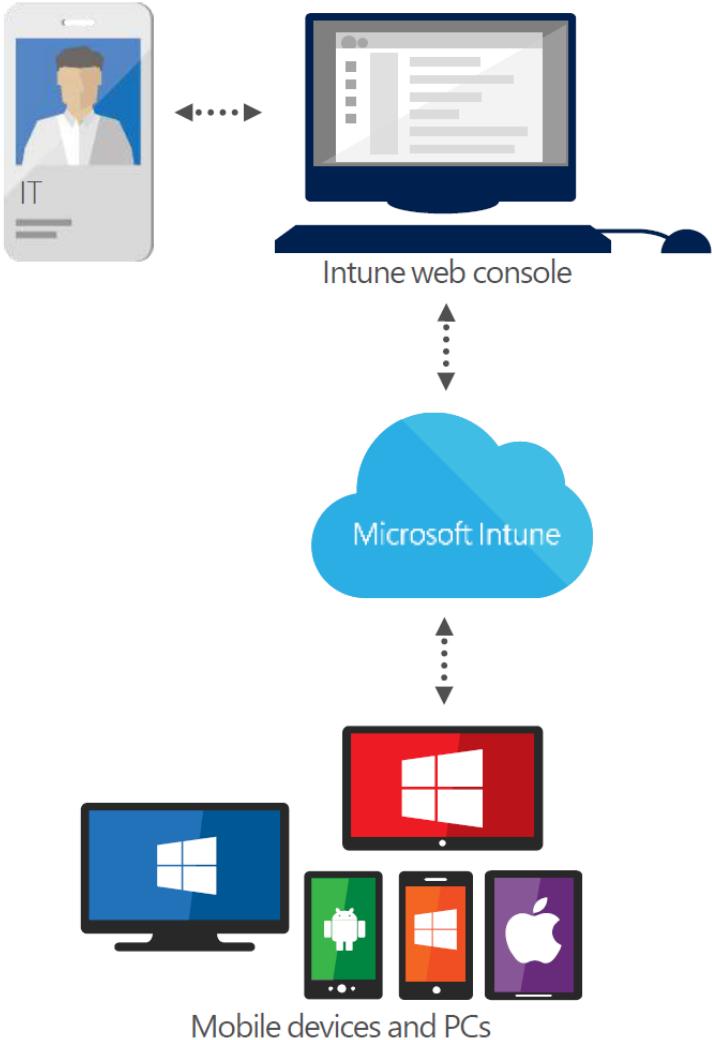


Configuration Manager integrated with Intune (hybrid)



Deployment: Cloud Only

Intune standalone (cloud only)



Manage and Protect

- No existing infrastructure necessary
- No existing Configuration Manager deployment required
- Simplified policy control
- Simple web-based administration console
- Faster cadence of updates
- Always up-to-date



Devices Supported

- Windows PCs (x86/64, Intel SoC)
- Windows RT
- Mac OS X
- Windows Phone 8.x
- iOS
- Android

Deployment: Hybrid

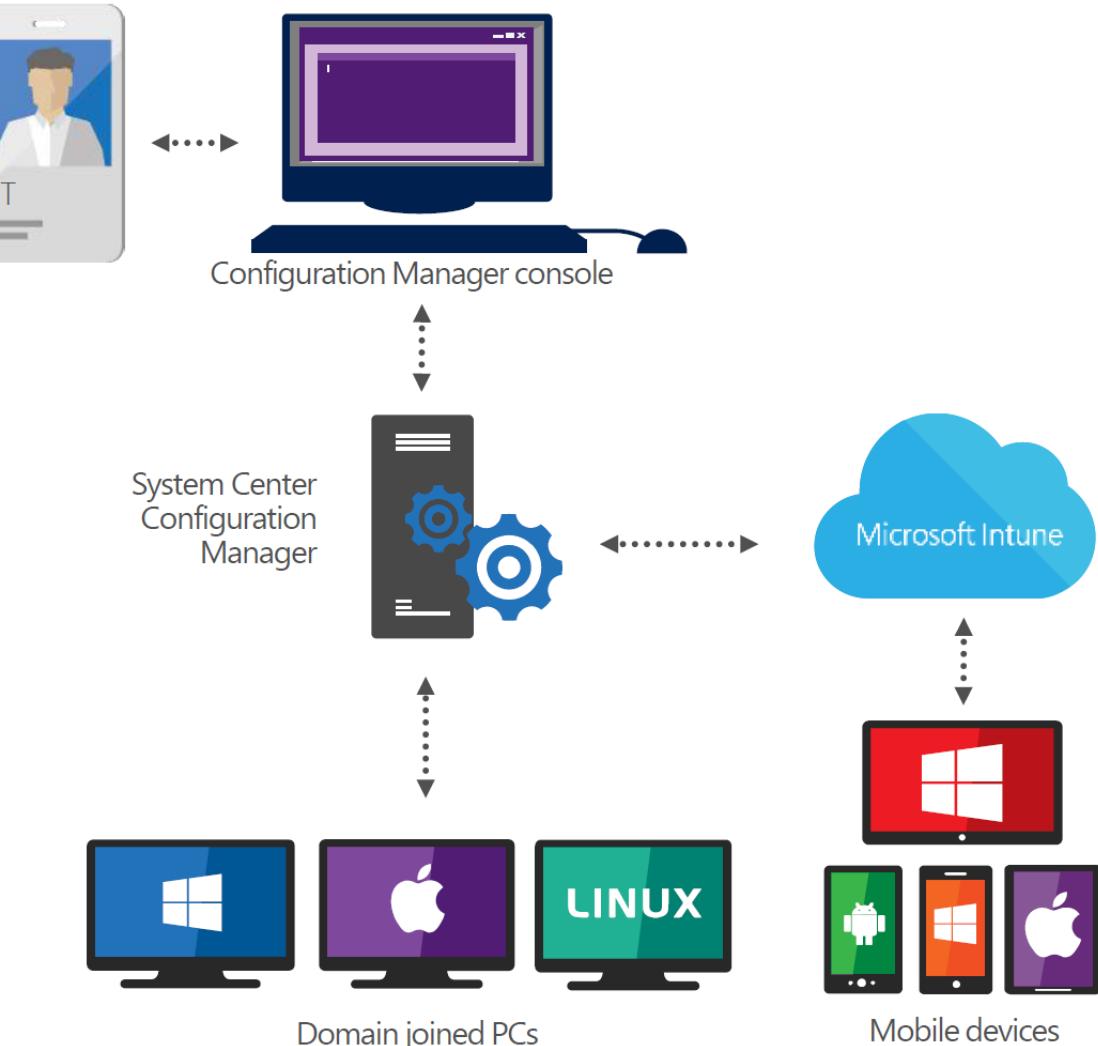
System Center 2016 Configuration Manager with Microsoft Intune capabilities

- Retire and wipe devices
- Configure compliance settings
- Deploy line of business apps to devices
- Collect hardware inventory
- Collect software inventory by using built-in reports

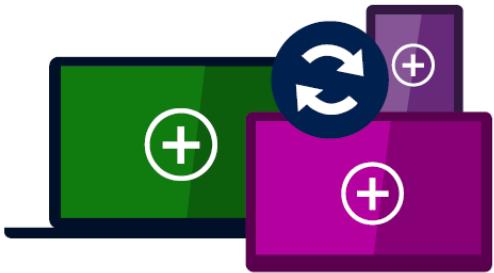
Devices Supported

- | | |
|--------------------------------------|---------------------|
| • Windows PCs
(x86/64, Intel SoC) | • Windows RT |
| • Windows to Go | • Windows Phone 8.x |
| • Windows Server | • iOS |
| • Linux | • Android |
| • Mac OS X | |

Configuration Manager integrated with Intune (hybrid)



Bulk enrollment options



Service account
enrollment



Apple
Configurator



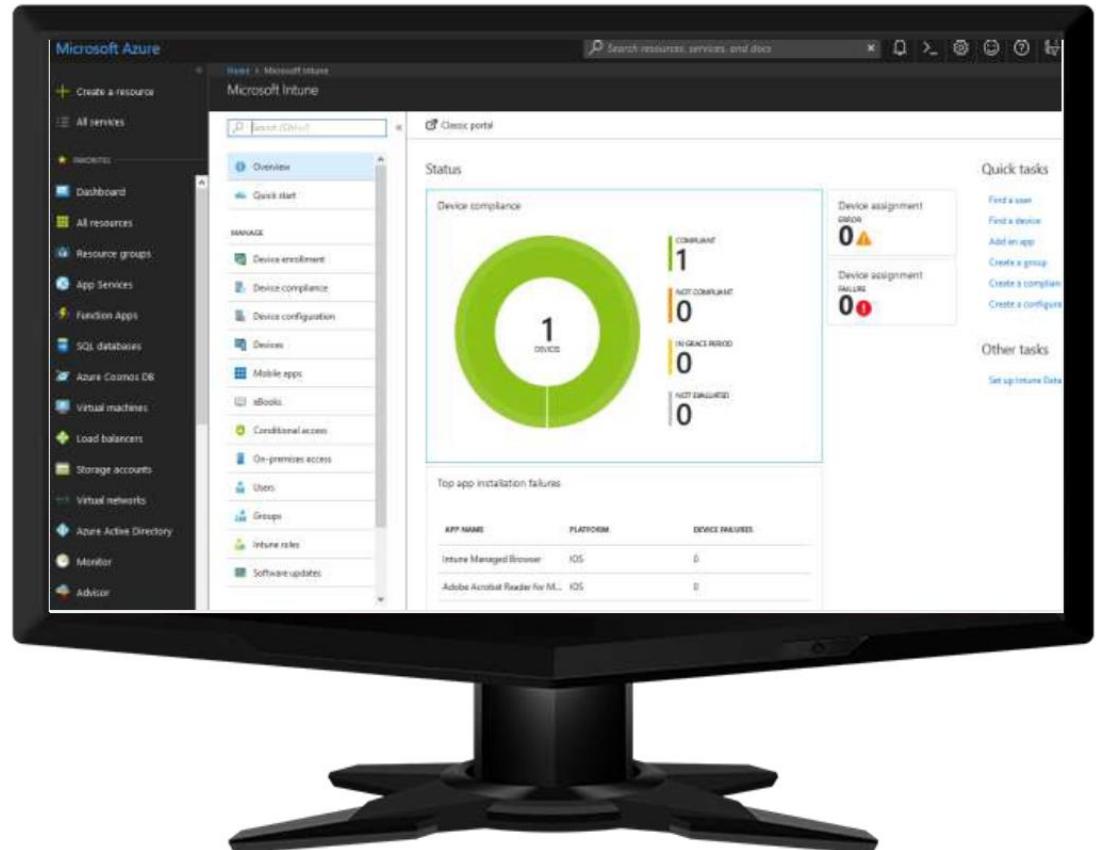
Apple Device
Enrollment Program
(DEP)



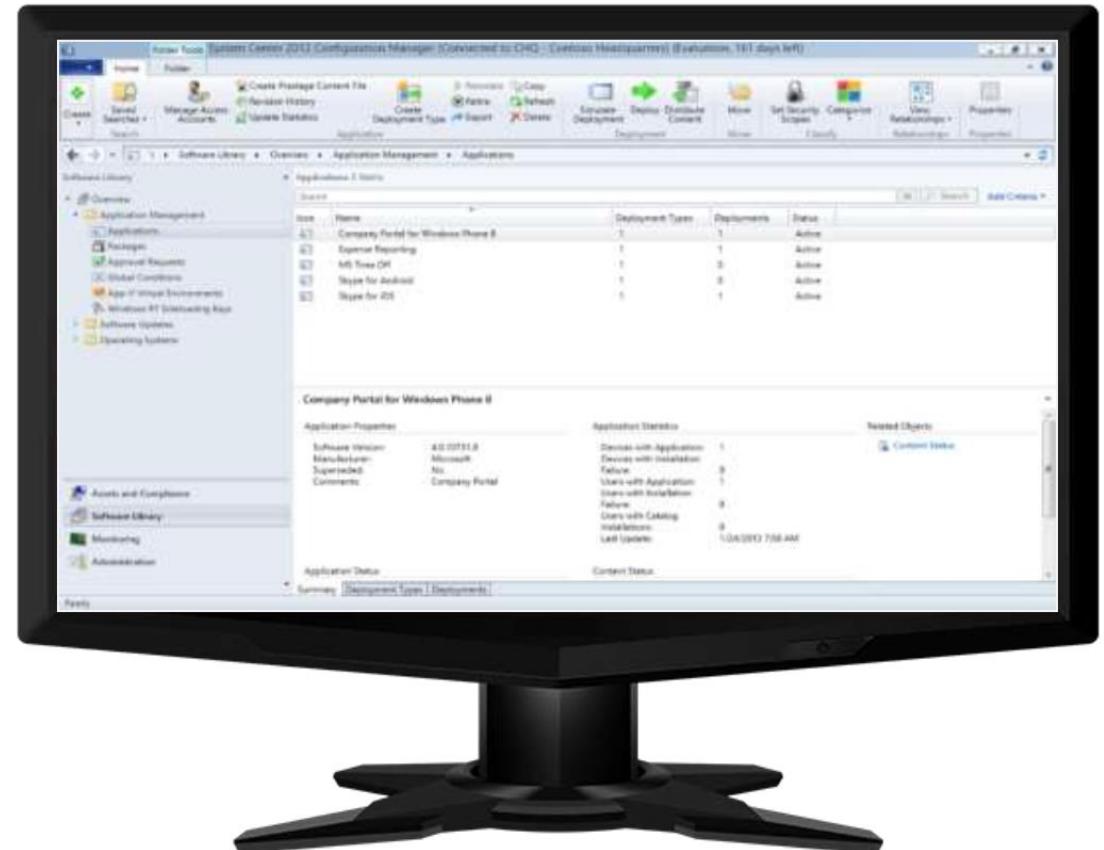
Windows 10
provisioning profile

Single management console for IT admins

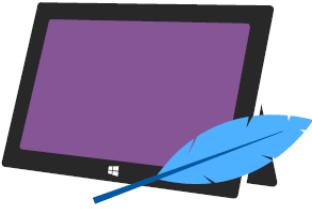
Intune web console (cloud only)



Configuration Manager console (hybrid)



PC management



Intune standalone (cloud only)

Lightweight, agentless OR agent-based management

PC protection from malware

PC software update management

Software distribution

Proactive monitoring and alerts

Hardware and software inventory

Policies for Windows Firewall management



Configuration Manager integrated with Intune (hybrid)

Agent-based management only

PC protection from malware

PC software update management

Software distribution

Proactive monitoring and alerts

Hardware and software inventory

Policies for Windows Firewall management

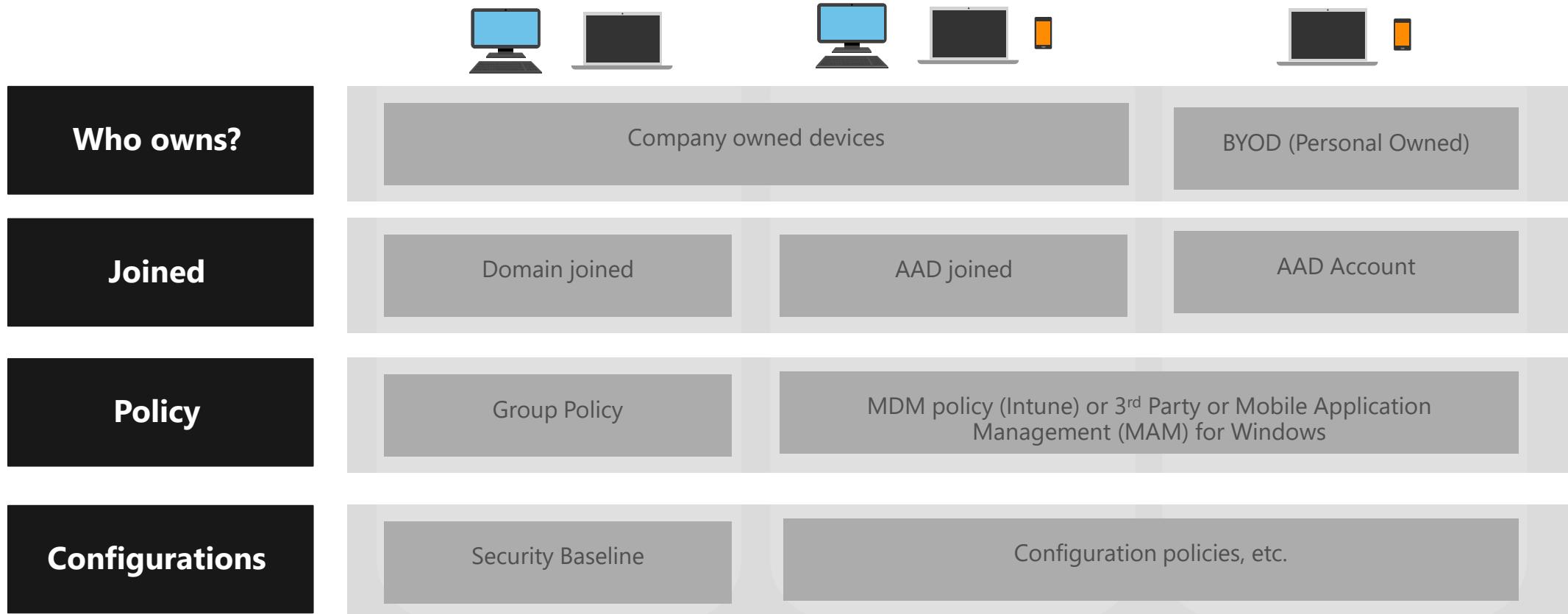
Operating system deployment

PC, mobile device, Windows Server, Linux/Unix, Mac, and virtual desktop management

Power management

Custom reporting

Device Management and Policy Options



MDM Intune Policy Options

Configuration policies

- These are commonly used to manage security settings and features on your devices
- Examples include password, encryption, hardware, system, features, etc.

Device compliance policies

- Compliance policies are used with conditional access policies to allow only devices that comply with compliance policy rules to access email and other services
- Examples include PIN or password, email profile, minimum OS version, and Windows health attestation

Conditional access policies

- Conditional access policies are set to conditional access policy to restrict access
- Examples include device compliance status, the platform running on the device, and the type of apps used to access the services

Corporate device enrollment policies

- Microsoft from virtually anywhere on almost any device, while helping to keep corporate information secure

Resource access policies

- Microsoft Intune Wi-Fi, VPN, and email profiles work together to help your users gain access to the files and resources that they need to do their work wherever they are. Certificate profiles help secure that access

Dynamic Management

Overview

Windows 10 allows you to manage devices differently depending on location, network, or time. Settings will be enforced even if the device can't reach the management server when the location or network changes.

Example

Managed devices can have cameras disabled when at a work location, the cellular service can be disabled when outside the country to avoid roaming charges, or the wireless network can be disabled when the device is not within the corporate building or campus.

Configurations

- Geolocation, Network and Time Based triggers
- Policy Configuration and enforcement is local to the device
- Policies are applied offline
- Support both enable and disable by default

WINDOWS 10: DEPLOYMENT CHOICES



EASY DEPLOYMENT

Transform new devices so they are ready for productive use

No imaging required: Lower effort and lower cost



UPGRADE

Existing Windows 7 and 8.1 devices migrated to Windows 10

Let Windows do all the work, automatically migrating apps, data, and settings



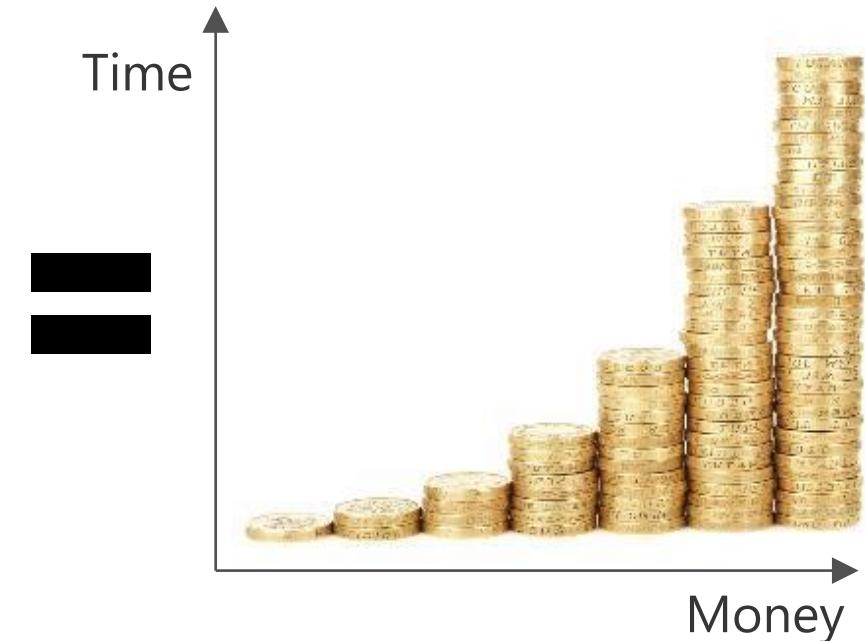
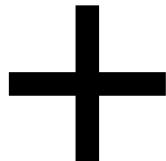
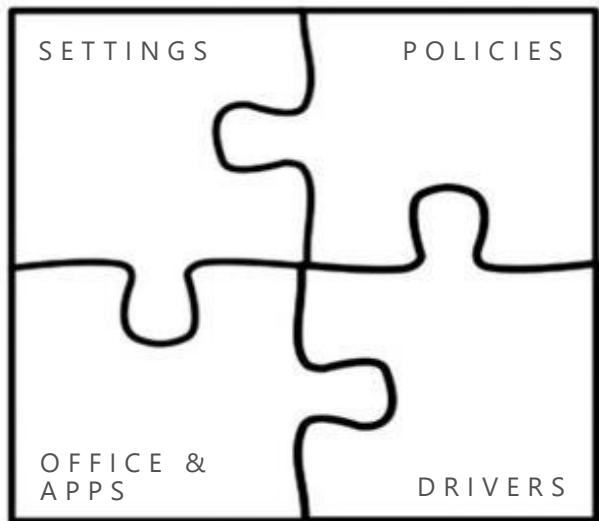
TRADITIONAL

Image-based wipe-and-reload approach for moving from Windows 7 and 8.1 to Windows 10

Higher effort and cost, but necessary in some scenarios

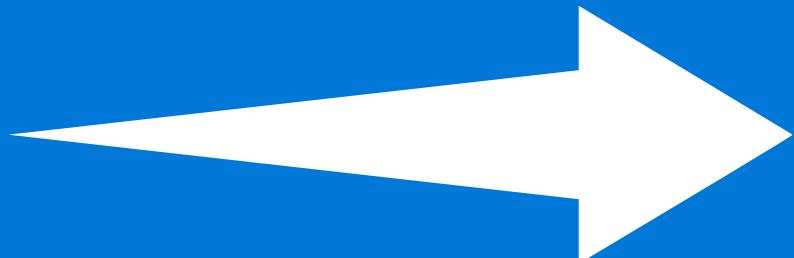
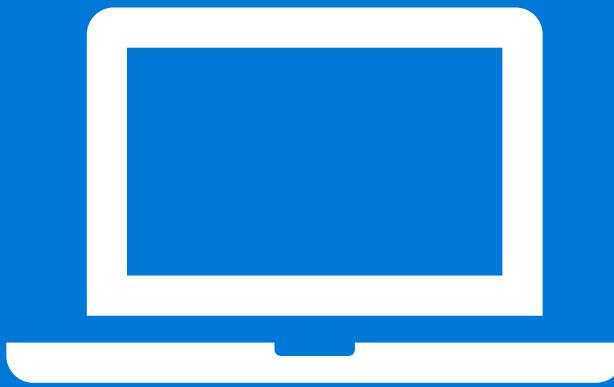
Easy Deployment

TRADITIONAL DEPLOYMENT: **THE OLD WAY**



1. Build a custom image, gathering everything else that's necessary to deploy
2. Deploy image to a new computer, overwriting what was originally on it

MODERN DEPLOYMENT: **THE NEW WAY**



1. Un-box and turn on off-the-shelf Windows PC
2. Transform with little or no user interaction



Device is ready for productive use

INTRODUCING THE **WINDOWS AUTOPILOT DEPLOYMENT PROGRAM**



Cloud-Driven

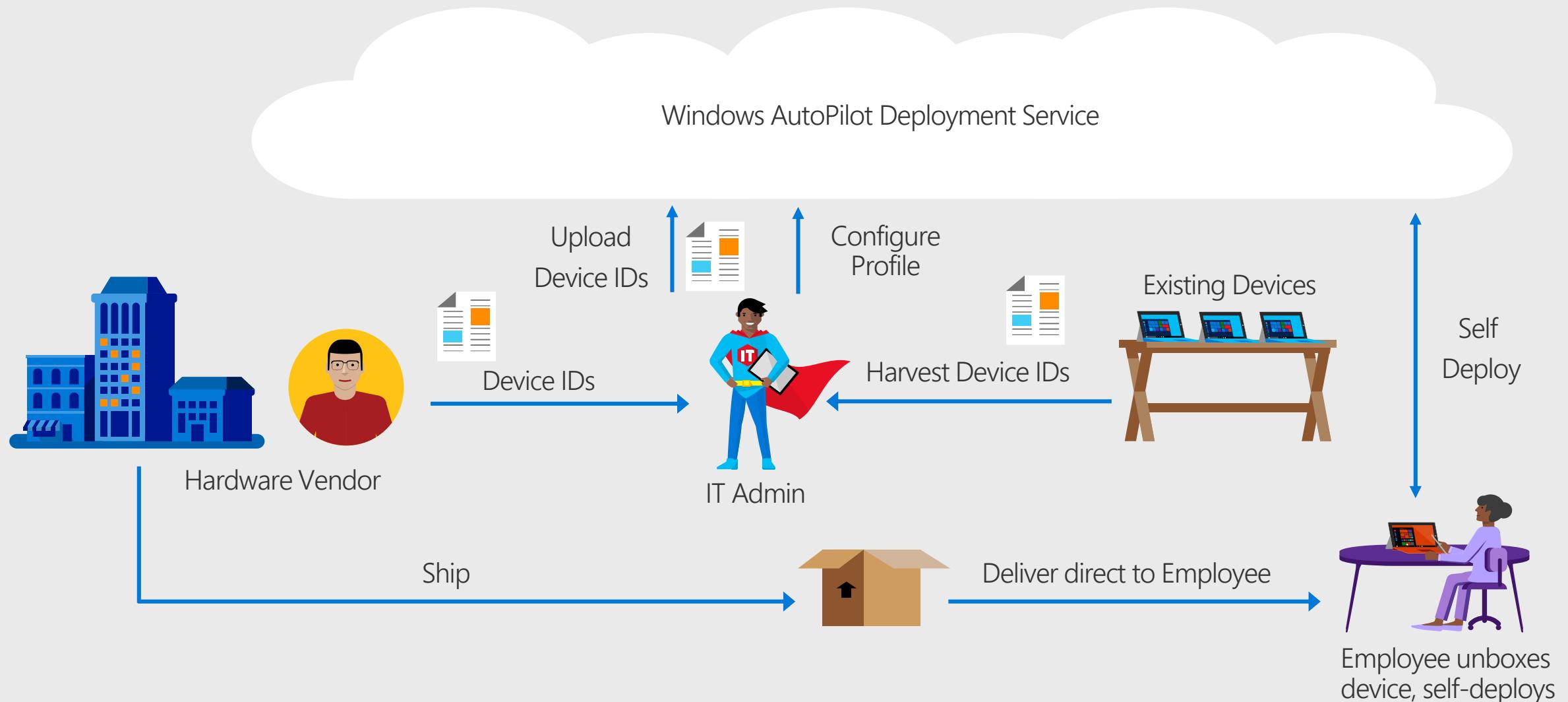
The golden path:

- No need for IT to touch the devices
- Simple process for users
- Integration in the supply chain

Key technologies:

- Windows AutoPilot deployment service
- Azure Active Directory
- Microsoft Intune
- Office 365 ProPlus

INTRODUCING THE WINDOWS AUTOPILOT DEPLOYMENT PROGRAM



Demo

Windows AutoPilot



Enrollment – Windows enrollment

Intune

Search settings

Overview

MANAGE

Apple enrollment

Android for Work enrollment

Windows enrollment

Terms and conditions

Enrollment restrictions

Device categories

Corporate hardware identifiers

Device enrollment managers

MONITOR

Enrollment health

Corporate enrollment

Use these enrollment features to get your Windows devices enrolled.

General



Auto Enrollment

Configure Windows devices to enroll when joining your Azure AD (Azure AD join)



Windows Hello for Business

Replace passwords with strong two-factor authentication



CNAME Tester

Test CNAME configuration before enrolling Windows devices

Windows AutoPilot Deployment Program



Deployment Profiles

Customize the provisioning experience on your Windows AutoPilot devices



Devices

Manage your Windows AutoPilot devices



Co-Management Connector

Configure Hybrid Azure AD join co-managed devices.

Create profile ✖

AutoPilot deployment profile

* Name

Description

* Join Azure AD as i

Out-of-box eexperience (OOBE)
Defaults configured >CreateOut-of-box experience (OOBE)
AutoPilot profiles ✖

Pre-configure your AutoPilot devices with the settings below.

By default, the following options are enabled automatically when an AutoPilot deployment profile is assigned to an AutoPilot device

- Skipping Work or Home usage selection
- Skipping OEM registration, OneDrive and Cortana

Privacy settings iShow HideEnd user license agreement (EULA) iShow HideUser account type iAdministrator StandardOK

Windows AutoPilot devices

Windows enrollment

 Sync  Assign profile  Filter  ExportLast requested sync: 4/20/2017 4:20 AM
Last successful sync: 4/20/2017 4:20 AMWindows AutoPilot Deployment Program lets you customize the out-of-box experience for your devices. [Learn More.](#)

Search serial numbers

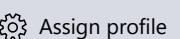
SERIAL NUMBER	MAKE	MODEL	BATCH	PROFILE
091036254753	HP	EliteBook	None	Not assigned
437181047919	HP	EliteBook	None	Not assigned
422816322326	Lenovo	ThinkPad	Marketing New Hires	Not assigned
517080390658	Lenovo	ThinkPad	Marketing New Hires	Not assigned
944186172254	Microsoft	Surface Pro 4	Engineering Surface...	Not assigned
384634471860	Microsoft	Surface Pro 4	Engineering Surface...	Not assigned
713905629452	Microsoft	Surface Pro 4	Engineering Surface...	Not assigned
217718332749	HP	EliteBook	VPs	Not assigned
241471754123	HP	EliteBook	VPs	Not assigned
332961541509	HP	EliteBook	VPs	Not assigned
217718332749	HP	EliteBook	Marketing New Hires	Not assigned

 Sync complete.

9:42 PM

Windows AutoPilot devices

Windows enrollment

 Sync  Assign profile  Filter  Export

Last requested sync: 4/20/2017 4:20 AM
Last successful sync: 4/20/2017 4:20 AM

Windows AutoPilot Deployment Program lets you customize the out-of-box experience for your devices. [Learn More.](#)

Search serial numbers

SERIAL NUMBER	MAKE	MODEL	BATCH	PROFILE
<input checked="" type="checkbox"/> 091036254753	HP	EliteBook	None	Not assigned
<input checked="" type="checkbox"/> 437181047919	HP	EliteBook	None	Not assigned
<input checked="" type="checkbox"/> 422816322326	Lenovo	ThinkPad	Marketing New Hires	Not assigned
<input checked="" type="checkbox"/> 517080390658	Lenovo	ThinkPad	Marketing New Hires	Not assigned
944186172254	Microsoft	Surface Pro 4	Engineering Surface...	Not assigned
384634471860	Microsoft	Surface Pro 4	Engineering Surface...	Not assigned
713905629452	Microsoft	Surface Pro 4	Engineering Surface...	Not assigned
217718332749	HP	EliteBook	VPs	Not assigned
241471754123	HP	EliteBook	VPs	Not assigned
332961541509	HP	EliteBook	VPs	Not assigned
217718332749	HP	EliteBook	Marketing New Hires	Not assigned

Create profile
AutoPilot deployment profile* Name
Description
* Join Azure AD as
* Connectivity Profile
* Device name
* Domain
Out-of-box eexperience (OOBE)
*Defaults configured*Out-of-box experience (OOBE)
AutoPilot profiles

Pre-configure your AutoPilot devices with the settings below.

By default, the following options are enabled automatically when an AutoPilot deployment profile is assigned to an AutoPilot device

- Skipping Work or Home usage selection
- Skipping OEM registration, OneDrive and Cortana

Privacy settings

End user license agreement (EULA)

User account type

Demo Windows AutoPilot End User Experience



Continue in English?

English

Français

Español

中文繁体

中文简体

Next



Would you like to continue in English?



Let's start with region. Is this right?

United Arab Emirates

United Kingdom

United States

Uruguay

Uzbekistan

Vanuatu

Vatican City

Venezuela

Yes



Listening...



Is this the right keyboard layout?

US

United States-Dvorak for left hand DVORAK L

United States-Dvorak for right hand DVORAK R

United States-International QWERTY

Albanian QWERTZ

Azerbaijani PUSUDB

Azeri Latin QUERTY

Belgian (comma) AZERTY

Yes



Listening...





Want to add a second keyboard layout?



Add layout

Skip



Listening...





Let's connect you to a network



ContosoMNGuestWiFi

Open

 Connect automatically[Connect](#)

Contoso Corp

Secured



Contoso Corp 2

Secured



Network4

Open

[Skip for now](#)

Now let's get you connected to a network. That way you get updates, apps and cat videos as soon as possible. How about the first one on the list? Want to use that one?





Network

Let's connect you to a network



ContosoMNGuestWiFi

Open

Connect automatically

Connect



Contoso Corp

Secured



Contoso Corp 2

Secured



Network4

Open

Skip for now



Now let's get you connected to a network. That way you get updates, apps and cat videos as soon as possible. How about the first one on the list? Want to use that one?





Network



http://captiveportalwi-fi/eula/1234.htm



CONTOSO

Welcome to our Guest Wi-Fi

Agree & Connect

By clicking on the connect button you agree to our [Terms of Service](#) and have reviewed the [Contoso Privacy Policy](#).





Network



http://captiveportalwi-fi/eula/1234.htm



CONTOSO

Welcome to our Guest Wi-Fi

Agree & Connect

By clicking on the connect button you agree to our [Terms of Service](#) and have reviewed the [Contoso Privacy Policy](#).





Just a moment...



Now we can go look for any updates



Account



Welcome to ContosoMN

Enter your ContosoMN email



Need help?

Please sign in with your ContosoMN email address

[Change account](#)

[Privacy & Cookies](#)

[Terms of Use](#)

[Next](#)



Listening...





Account

Welcome to ContosoMN!

Enter your ContosoMN email



anna@contosomn.com

Need help?

Welcome to ContosoMN

Change account

Privacy & Cookies

Terms of Use

Next



Listening...





Account

Welcome to ContosoMN!

Enter your ContosoMN password



• • • • • •

Need help?

Welcome to ContosoMN

Change account

Privacy & Cookies

Terms of Use

Next



Listening...





Please wait while we setup your device...



Your device will reboot now....
We'll continue setting up your device after reboot





Connecting to your organization's network...



Other User

Contoso\AnnaAnders



Sign in to: CONTOSO

How do I sign in to another domain?

Sign-in options



Other User

Contoso\AnnaAnders

• • • • • • •



Sign in to: CONTOSO

How do I sign in to another domain?

Sign-in options

We're getting everything ready for you.

Don't turn off your PC



Setting up your device for work



Security setup complete



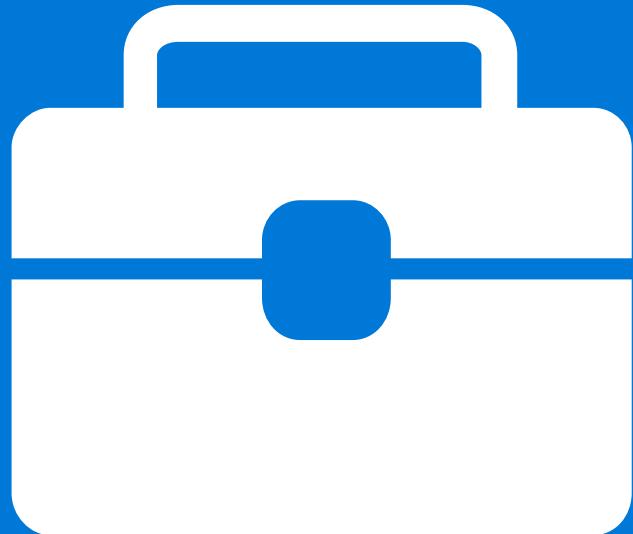
Network setup complete



Application installation complete

Leave everything to us. (Don't turn off this device.)

INTRODUCING THE **WINDOWS CONFIGURATION DESIGNER**



IT-Driven

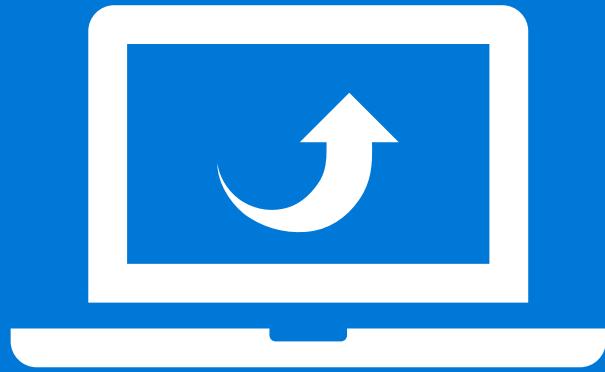
For IT-driven scenarios:

- Bulk device provisioning
- Full configuration prior to users receiving the device
- No cloud requirements
- Still image-free transformation

Key technologies:

- Windows Configuration Designer

FROM WINDOWS 7 TO WINDOWS 10 **USING IN-PLACE UPGRADE**



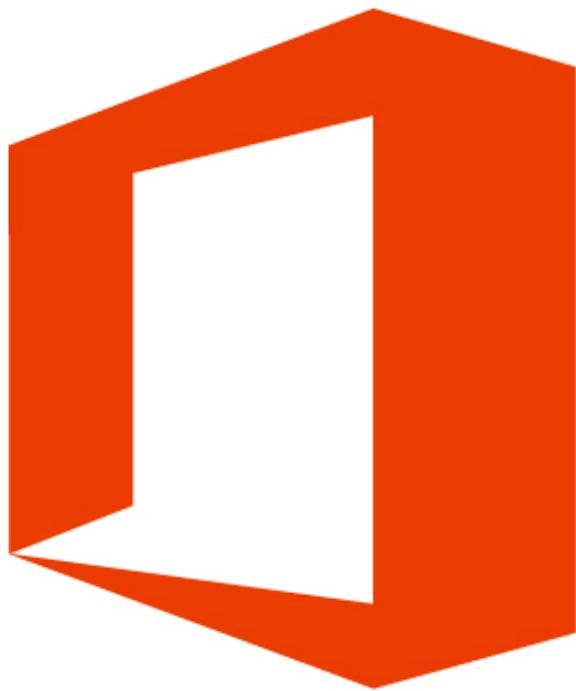
Let Windows do the work:

- Recommend for all organizations
- Installs a clean Windows 10 image
- Automatically migrates all existing apps, settings, data, and needed drivers
- Reliable, with bulletproof rollback

Supported by key tools:

- Windows Server Update Services (WSUS)
- System Center Configuration Manager
- Microsoft Deployment Toolkit
- Third-party management tools

SUPPORTING WINDOWS AUTOPILOT WITH **OFFICE 365 PROPLUS VIA MDM**



Easily install Office 365 ProPlus on new devices

- New Office deployment capabilities in Windows 10 1703
- Install desired Office 365 ProPlus components and languages
- Configure the preferred servicing channel
- Available via Intune and third-party MDM services

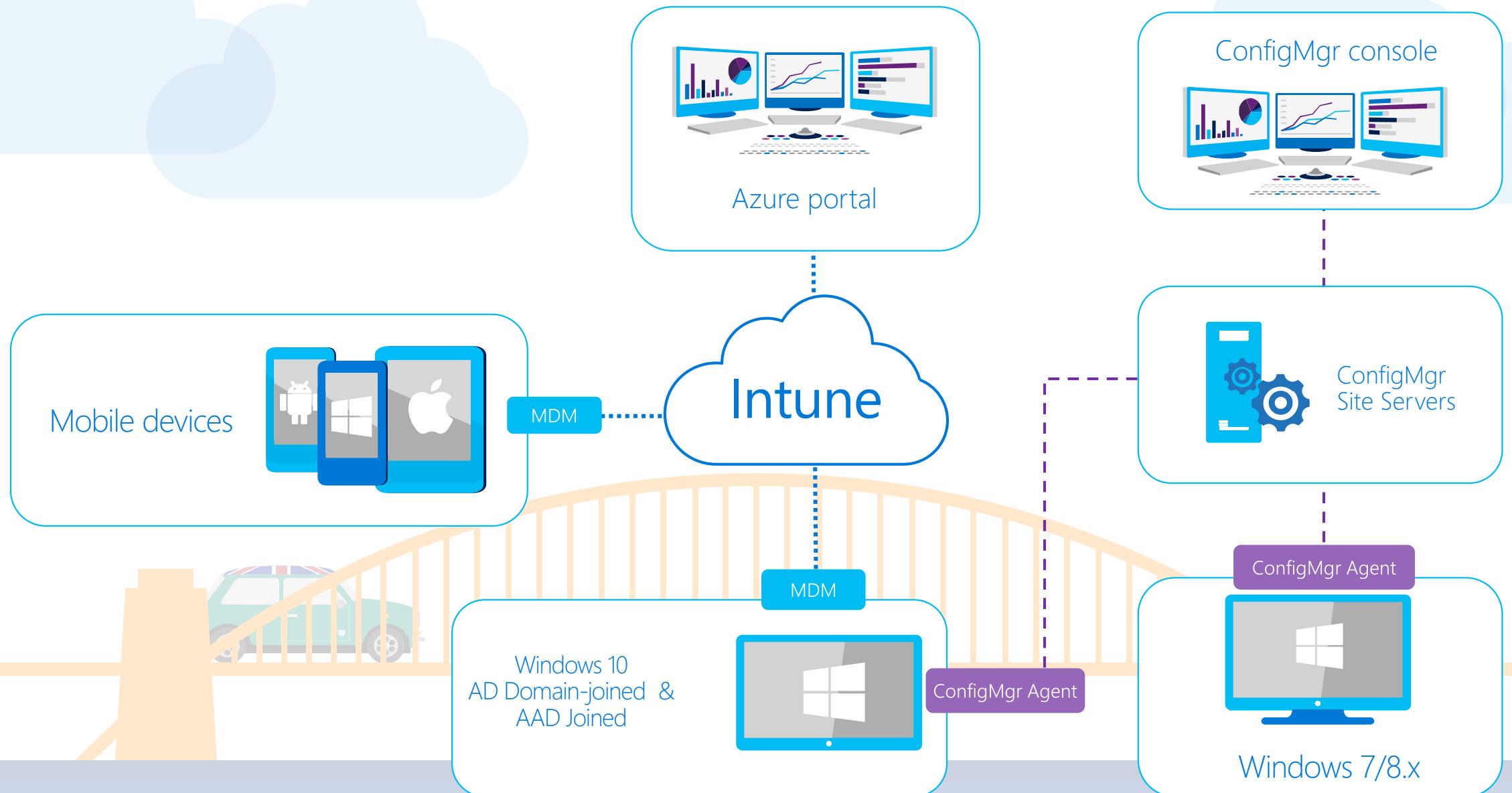
Co-Management

Evolution

Traditional → Co-Management → Modern

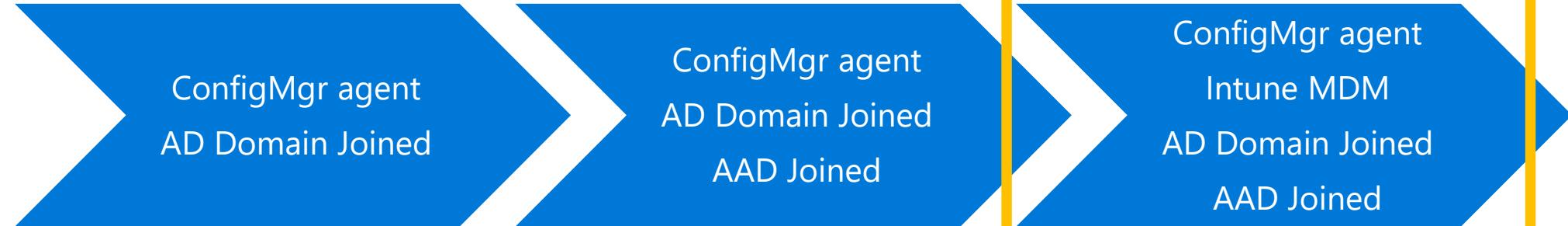
Connectivity	Corpnet connection	Any internet connection	Any internet connection
Operating system image	Custom corp image	OEM image	OEM image
Identity	Active Directory and Azure Active Directory	Azure Active Directory	Azure Active Directory
Device management	System Center Configuration Manager (ConfigMGR)	ConfigMGR + Intune	Intune
Updates	Windows Server Update Services (WSUS)	WSUS + WUfB	Windows Update for Business (WUfB)
Security	Security tools	Security tools	Security tools
Applications	Multiple app stores	Multiple app stores	Microsoft Store for Business (MSfB)

Co-Management Architecture With ConfigMgr and Intune

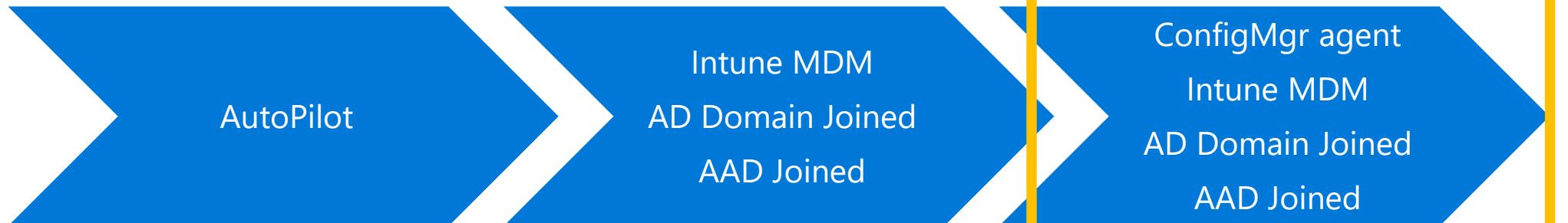


How to get to co-management

Existing ConfigMgr managed devices



New devices



MDM Migration Analysis Tool for IT Admins

An easy-to-use tool which quickly shows you MDM support for the Group Policies your organization uses today.

The screenshot displays two windows side-by-side. On the left is a Windows PowerShell window titled 'TECH-WAD-HOL210: Using MMAT to accel'. It shows a command-line session where the user changes the execution policy to unrestricted, runs the MMAT tool, and views the results of a file analysis. The output includes details about Group Policy objects and their support for MDM. On the right is the 'MDM Migration Analysis Tool (MMAT) User Manual' web page. The page has a header with tabs for 'Content', 'Machines', and 'Support', and a progress bar indicating '7 Hr 42 Min Remaining'. The main content area is titled 'MDM Migration Analysis Tool (MMAT) User Manual' and includes sections for 'Executive Summary' and 'What is this thing called MMAT?'. It also contains a detailed explanation of the challenges of transitioning from Group Policy to MDM and how MMAT helps. A note at the bottom states that MMAT will detect if a Group Policy targets Minimum Password Length and inform the user that MDM supports it.

TECH-WAD-HOL210: Using MMAT to accel

Administrator: Windows PowerShell

Windows PowerShell
Copyright (C) 2016 Microsoft Corporation. All rights reserved.

PS C:\Users\Administrator> cd c:\mmat
PS C:\mmat> Set-ExecutionPolicy -ExecutionPolicy Unrestricted -Scope Process

Execution Policy Change
The execution policy helps protect you from scripts that you do not trust. Changing the
you to the security risks described in the about_Execution_Policies help topic at
<http://go.microsoft.com/fwlink/?linkID=135170>. Do you want to change the execution policy?
[Y] Yes [A] Yes to All [N] No [L] No to All [S] Suspend [?] Help (default is "N"):
PS C:\mmat> \$VerbosePreference="Continue"
PS C:\mmat> .\Invoke-MdmMigrationAnalysisTool.ps1 -collectGPOreports -runAnalysisTool
VERBOSE: Starting analysis tool: <C:\mmat\Invoke-MdmMigrationAnalysisTool.ps1\..\MdmMigrationAnalysisTool>
MDM Migration Analysis Tool. Copyright (c) Microsoft 2016.
Completed MDM Migration Analysis Tool
VERBOSE: Completed running analysis tool
PS C:\mmat> dir

Directory: C:\mmat

Mode	LastWriteTime	Length	Name
d----	7/6/2017 10:24 AM		collectGPOReports
d----	6/8/2017 11:43 AM		sampleOutput
d----	7/6/2017 10:27 AM	12381	GPReport-{31B2F340-016D-11D2-945F-00C04148}
a----	7/6/2017 10:27 AM	24148	GPReport-{6AC1786C-016F-11D2-945F-00C0419195}
a----	1/27/2017 8:03 AM	19195	Invoke-MdmMigrationAnalysisTool.ps1
a----	7/6/2017 10:27 AM	12378	MachineRspn.log
a----	1/27/2017 8:03 AM	748435	MDM Migration Analysis Tool Instruction
a----	7/6/2017 10:32 AM	16823	MDMMigrationAnalysis.html
a----	7/6/2017 10:32 AM	139723	MDMMigrationAnalysis.xml
a----	7/6/2017 10:27 AM	385	MDMMigrationAnalysisReportInformation.xml
a----	7/6/2017 10:32 AM	1624	MdmMigrationAnalysisTool-PS1-Invocation
a----	1/27/2017 8:03 AM	192512	MdmMigrationAnalysisTool.exe
a----	7/6/2017 10:32 AM	564	MdmMigrationAnalysisTool.log
a----	1/27/2017 8:03 AM	611840	MdmMigrationAnalysisTool.pdb
a----	1/27/2017 8:03 AM	33657	MdmMigrationAnalysisXmlToHtml.xls1
a----	1/27/2017 8:03 AM	99768	MDMPolicyMapping.xml
a----	1/27/2017 8:03 AM	1064	MIT_License.txt
a----	1/27/2017 8:03 AM	370	PartiallySupportedPolicyStrings.xml
a----	1/27/2017 8:03 AM	120	README.md
a----	1/27/2017 8:03 AM	2099	RegistryFilterList.xml
a----	7/6/2017 10:27 AM	2178	UserRspn.log

Content Machines Support

7 Hr 42 Min Remaining

MDM Migration Analysis Tool (MMAT) User Manual

Executive Summary

What is this thing called MMAT?

More and more organizations want to move to mobile device management (MDM) to manage their devices including PC. For Windows 10 Creators Update, Microsoft is adding functionality to the Operating System itself to make transitioning to MDM easier. See additional documentation for more background.

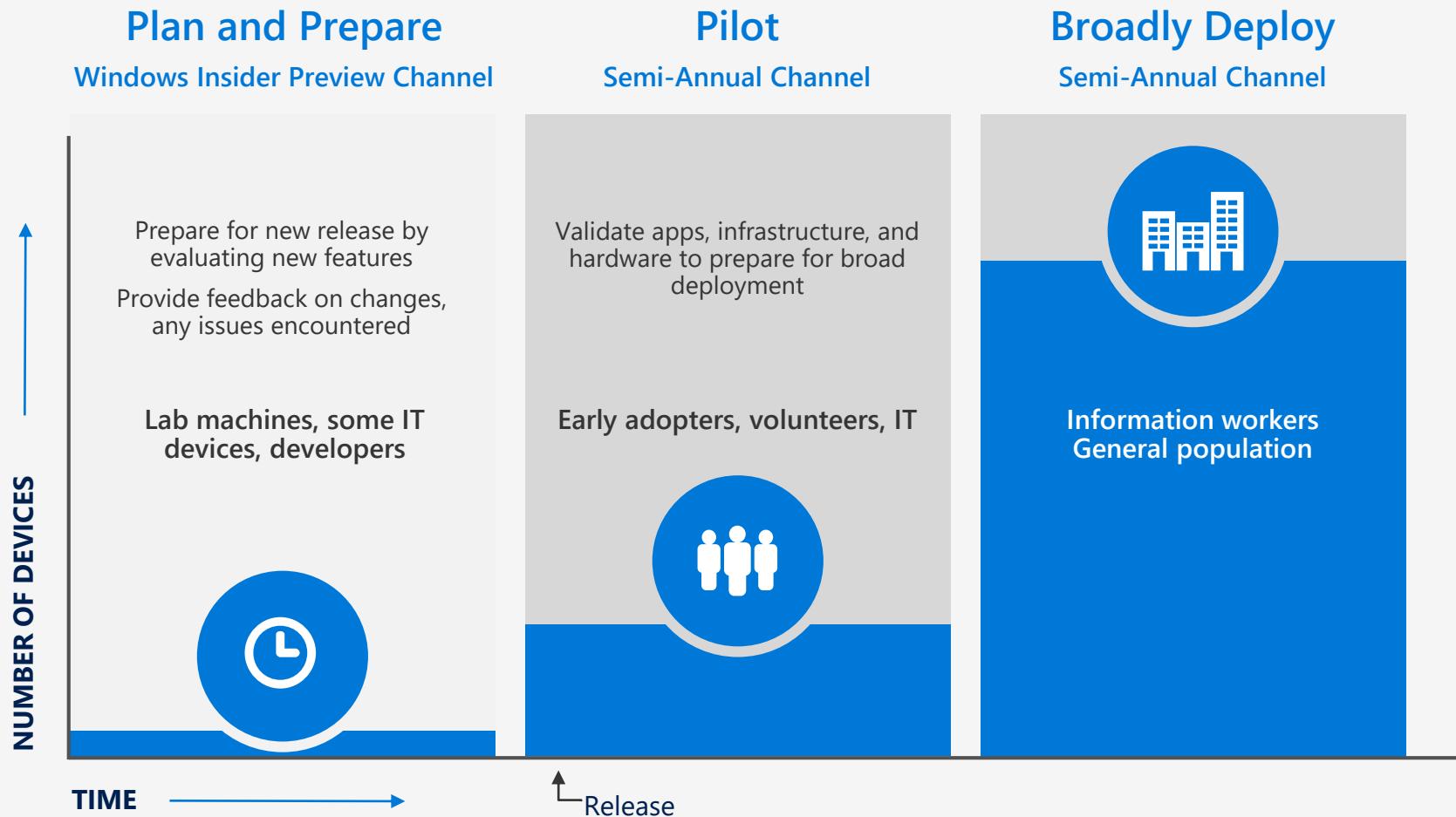
Transitioning from Group Policy to MDM can be challenging. Some organizations have Group Policies that have been in place for over a decade and which may not be fully inventoried, never mind understood. Furthermore, MDM does not have a 1-1 mapping for all legacy Group Policies. While it is possible for an IT administrator to manually inventory Group Policy and cross reference MDM documentation on MSDN to determine the support level, this would be labor intensive and error prone.

Microsoft created the **MDM Migration Analysis Tool** – aka MMAT – to help. MMAT will determine which Group Policies have been set for a target user/computer and cross-reference against its built-in list of supported MDM policies. MMAT will then generate both XML and HTML reports indicating the level of support for each Group Policy in terms of MDM equivalents.

If you have a Group Policy targeting Minimum Password Length, for instance, MMAT will detect this and tell you that MDM also supports this policy. If you

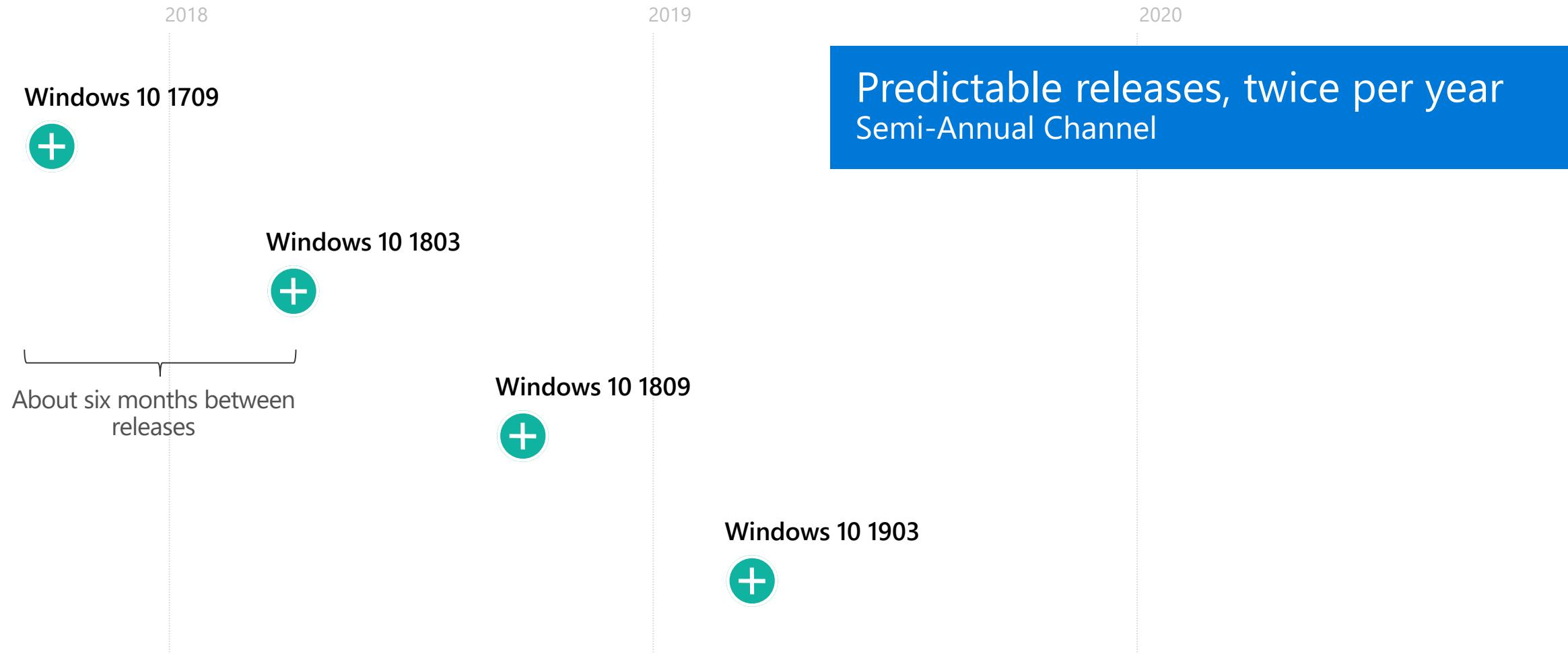
Windows as a service

Moving from project to process



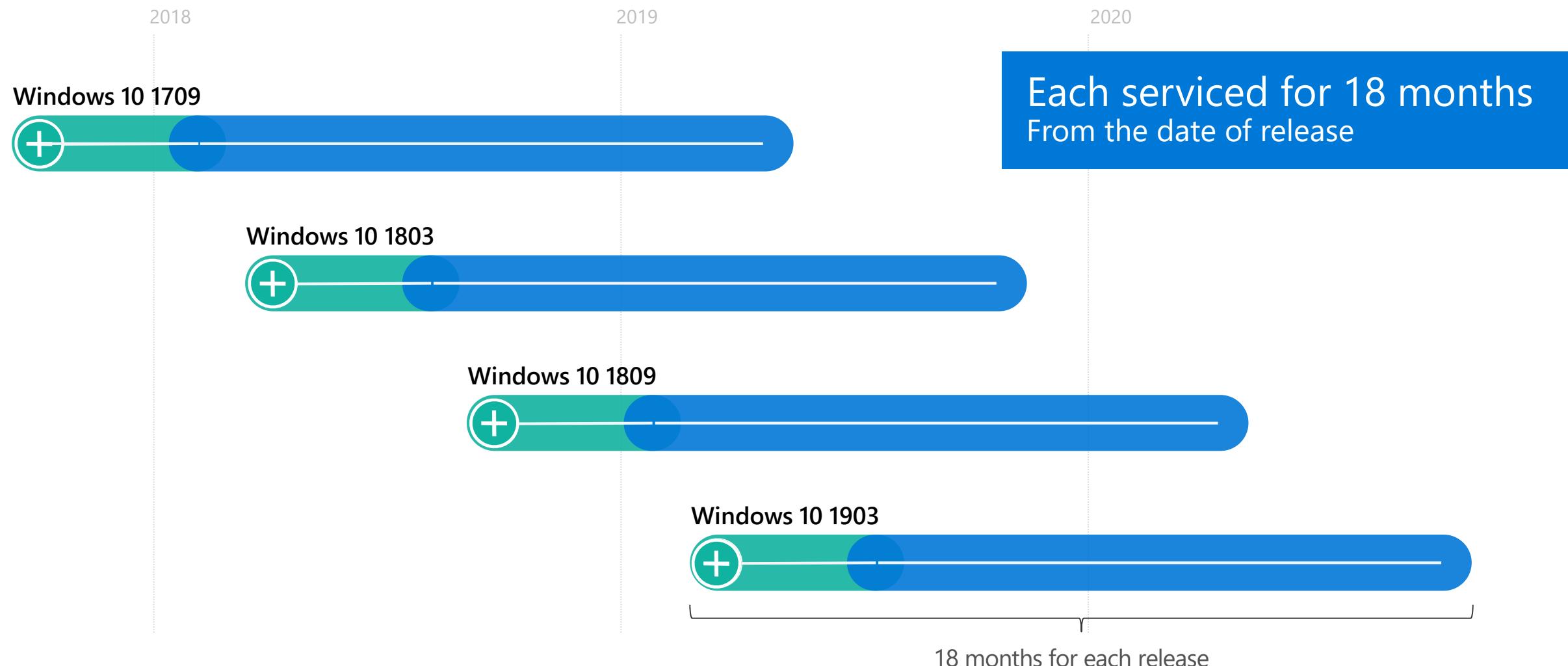
Staying Current

Key things to know about Windows as a Service



Staying Current

Key things to know about Windows as a Service



18 months for each release

Staying Current

Key things to know about Windows as a Service

2018
Windows 10 1709



Office 365 ProPlus 1708



Windows 10 1803



Office 365 ProPlus 1802



Windows 10 1809



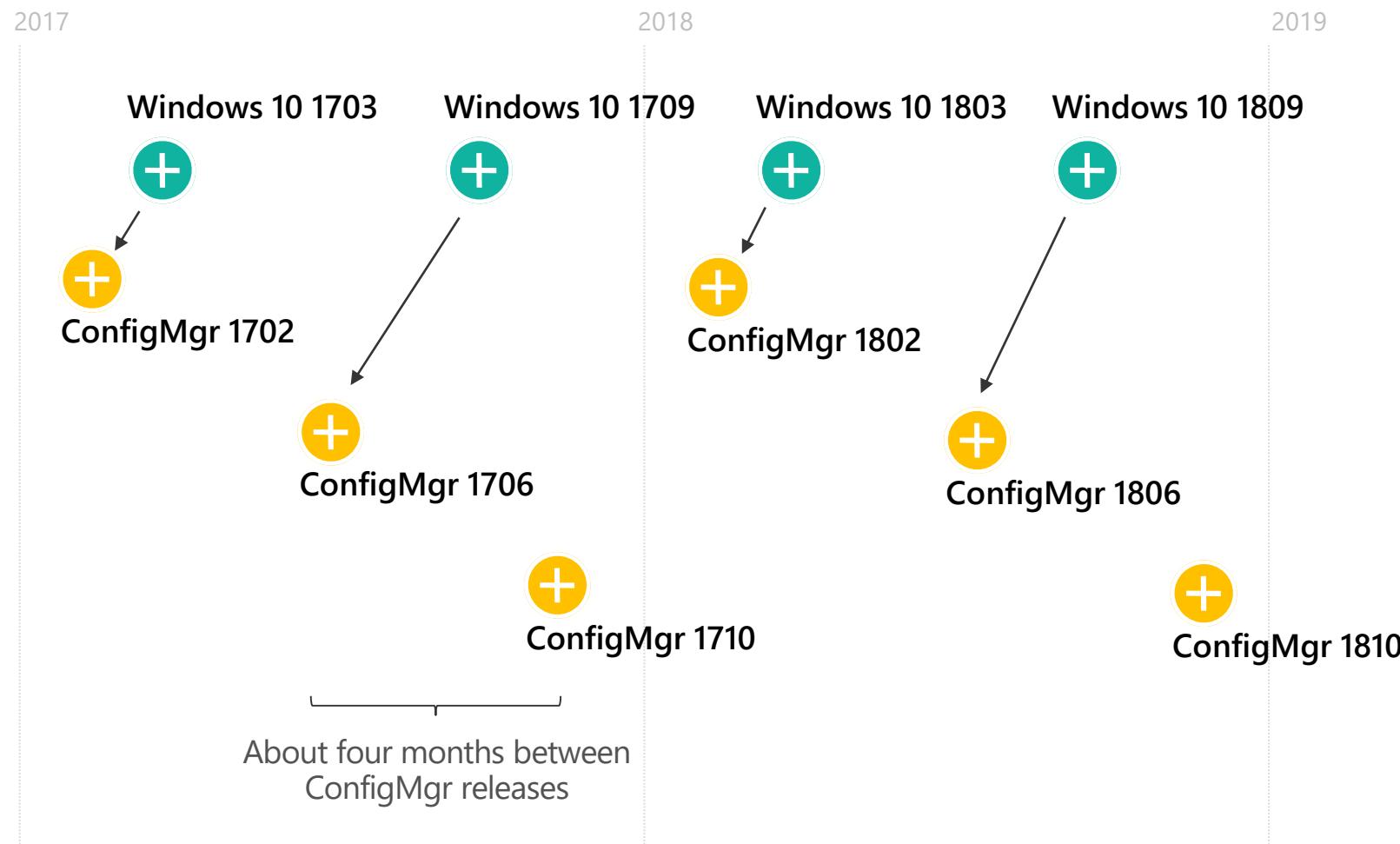
Office 365 ProPlus 1808

2020

Aligned with Office
For simpler deployment planning

Staying Current

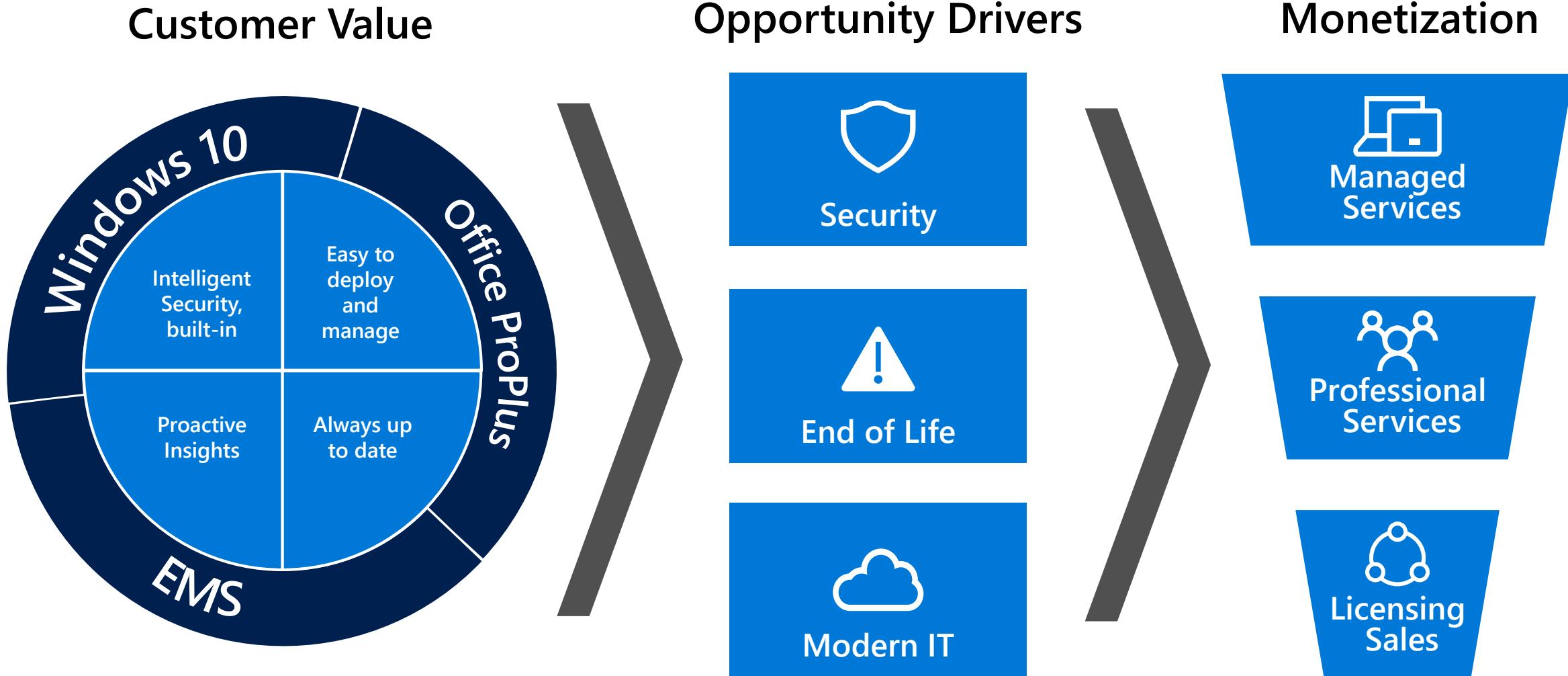
Key things to know about Windows as a Service



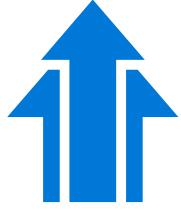
Supported by
ConfigMgr Current
Branch

Partner Opportunity

Microsoft 365 powered device partner value framework

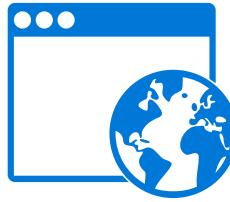


Why does Microsoft 365 matter?



Grow with Managed Services

- **Expand your business** by modernizing your customers' desktop and keeping them up to date on Windows 10 and Office 365 ProPlus with Autopilot
- **Unlock new opportunities** with funded offers around Proof of Concepts and Pilots in production
- **Compelling events** such as Security, End of Life and Modern IT all require professional services and in life managed services to maximize returns for customers



Differentiate your offerings

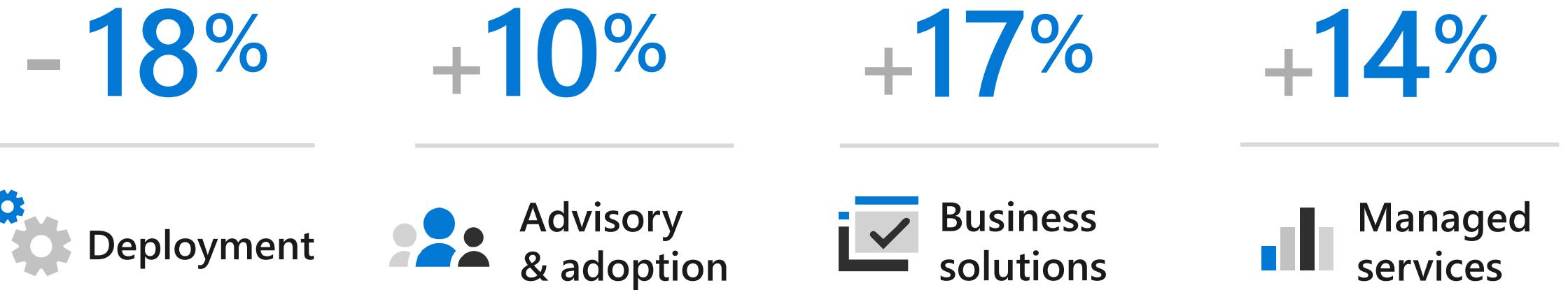
- Help customers **interpret and respond to risks** surfaced from threat detection dashboards such as Windows Defender ATP & Advanced Threat Analytics
- Develop unique **Value-add IP** to differentiate and create more margin
- **Create intelligent automated deployment** using Windows Autopilot, Azure AD and Intune to drive efficiency, decrease error rates and increase user satisfaction and partner efficiency



Increase deal size

- **Expand your portfolio** to offer managed services around secured and productive devices. Integrate proactive management with real time Insights and consider Device as a Service
- **Sell managed updates** that match the customers compliance needs to ensure the users are always up to date and hence always compliant.
- **Focus on business outcomes** through end-to-end solutions that improve business efficiency, agility, and profitability

Evolving partner business model



End of support drives customer urgency

Windows 7

[Jan 2020](#)

Office 2010

[Oct 2020](#)

**Changes to Office 365
commercial services**

[Oct 2023](#)



EOS is a compelling event for modern desktop adoption



 Microsoft®
Office 2010



 Office 365



 Windows® 7



 Windows 10

Opportunity to drive revenue with Modern Desktop

Begin with the basics to shorten time to value and then expand into more complex scenarios

Good

\$ per user per month

-  **M365 license management**
-  **Professional services**
 - M365 powered device POC
 - M365 powered device Pilot
 - Consulting assessment

+

Better

\$\$ per user per month

-  **M365 license management**
 - Upsell complimentary workloads
-  **Professional services**
 - Full-scale deployment of Windows 10 Office ProPlus
-  **Managed Services**
 - Device management
 - Windows and Office update management
 - 24/7 break-fix support
 - Technical support block plan

+

Best

\$\$\$ per user per month

-  **M365 license management**
 - Upsell high value workloads
-  **Managed Services**
 - Premium devices
 - Security managed services
 - Customer and technical support block plan
 - Complimentary 3rd party applications
-  **Create Packaged Offerings**
 - Custom Value-add IP

Sample Managed Services

Ideas for the creation of managed services to drive long term revenues

- PC or Device-as-a-Service
- Powered device-as-a-Service
 - Windows-as-a-service
 - Office 365 ProPlus servicing
- Security managed services

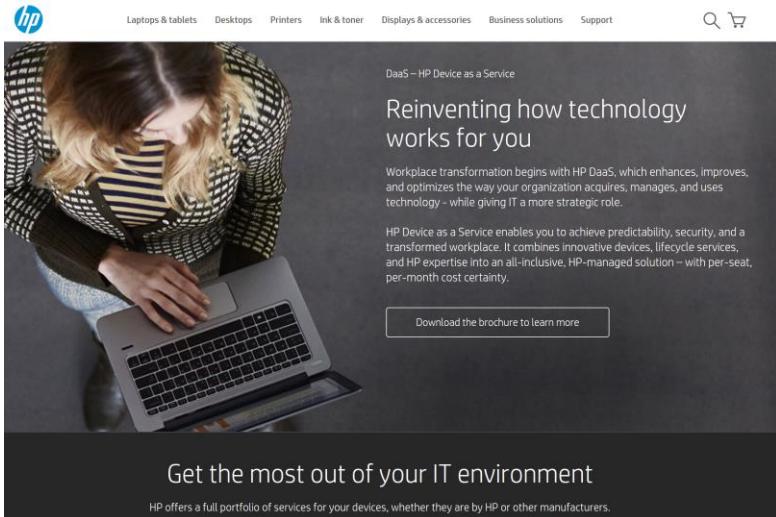


Device or PC as-a-Service

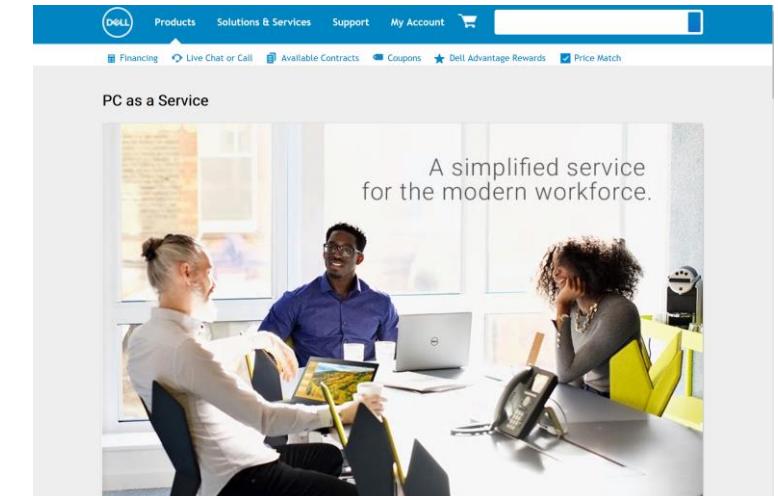
Create in-house or leverage existing offerings in-market

Example components

- Device
- On-site delivery
- Technical support
- Configuration
- Break-fix



The screenshot shows the HP website's DaaS landing page. At the top, there's a navigation bar with links for Laptops & tablets, Desktops, Printers, Ink & toner, Displays & accessories, Business solutions, and Support. Below the navigation is a search bar and a shopping cart icon. The main content features a woman working on a laptop. The heading "DaaS – HP Device as a Service" is followed by the sub-headline "Reinventing how technology works for you". A paragraph explains that workplace transformation begins with HP DaaS, which enhances, improves, and optimizes the way an organization acquires, manages, and uses technology. Another paragraph describes how HP Device as a Service enables predictability, security, and a transformed workplace. A "Download the brochure to learn more" button is present, along with a note that HP offers a full portfolio of services for your devices.



The screenshot shows the Dell website's PC-as-a-Service landing page. The top navigation bar includes links for Products, Solutions & Services, Support, My Account, and a shopping cart. Below the navigation are links for Financing, Live Chat or Call, Available Contracts, Coupons, Dell Advantage Rewards, and Price Match. The main headline is "PC as a Service" with the sub-headline "A simplified service for the modern workforce." Below the headline is a photograph of three people working together at a desk with laptops. The Dell logo is visible in the top left corner of the page.

[HP DaaS](#) which delivers a modern consumption model that simplifies how commercial organizations equip users with the right devices, accessories, and lifecycle services

Device as a Service (DaaS) solutions like [Dell PC-as-a-Service](#) which combine hardware, software, PC lifecycle services

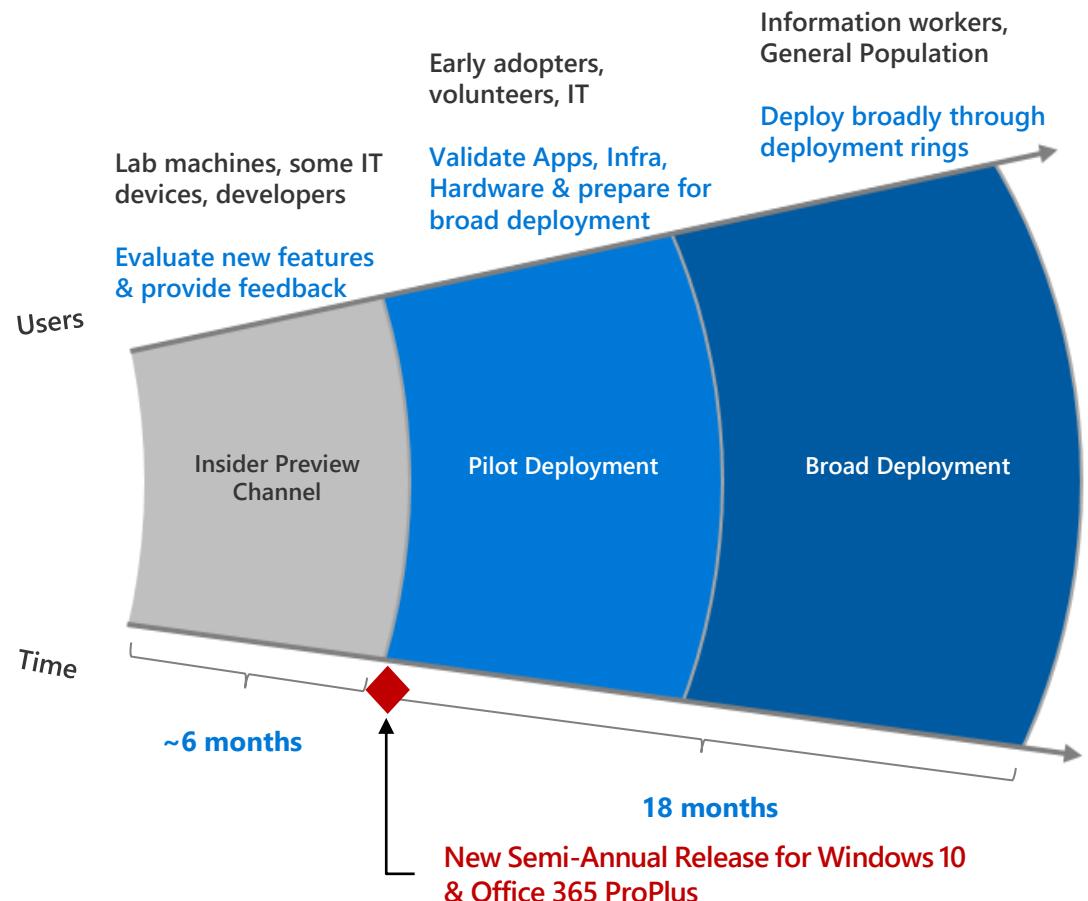
Powered device-as-a-Service

Windows-as-a-service & Office 365 ProPlus servicing

Example components

- Deployment of Windows 10 and Office 365 ProPlus
 - Use the deployment rings approach to deploy new updates incrementally
- Management of Windows 10 and Office 365 ProPlus
 - Build recurring managed services around the aligned, semi-annual update model for Windows 10 and Office 365 ProPlus
- Use Windows Analytics to verify application and driver compatibility

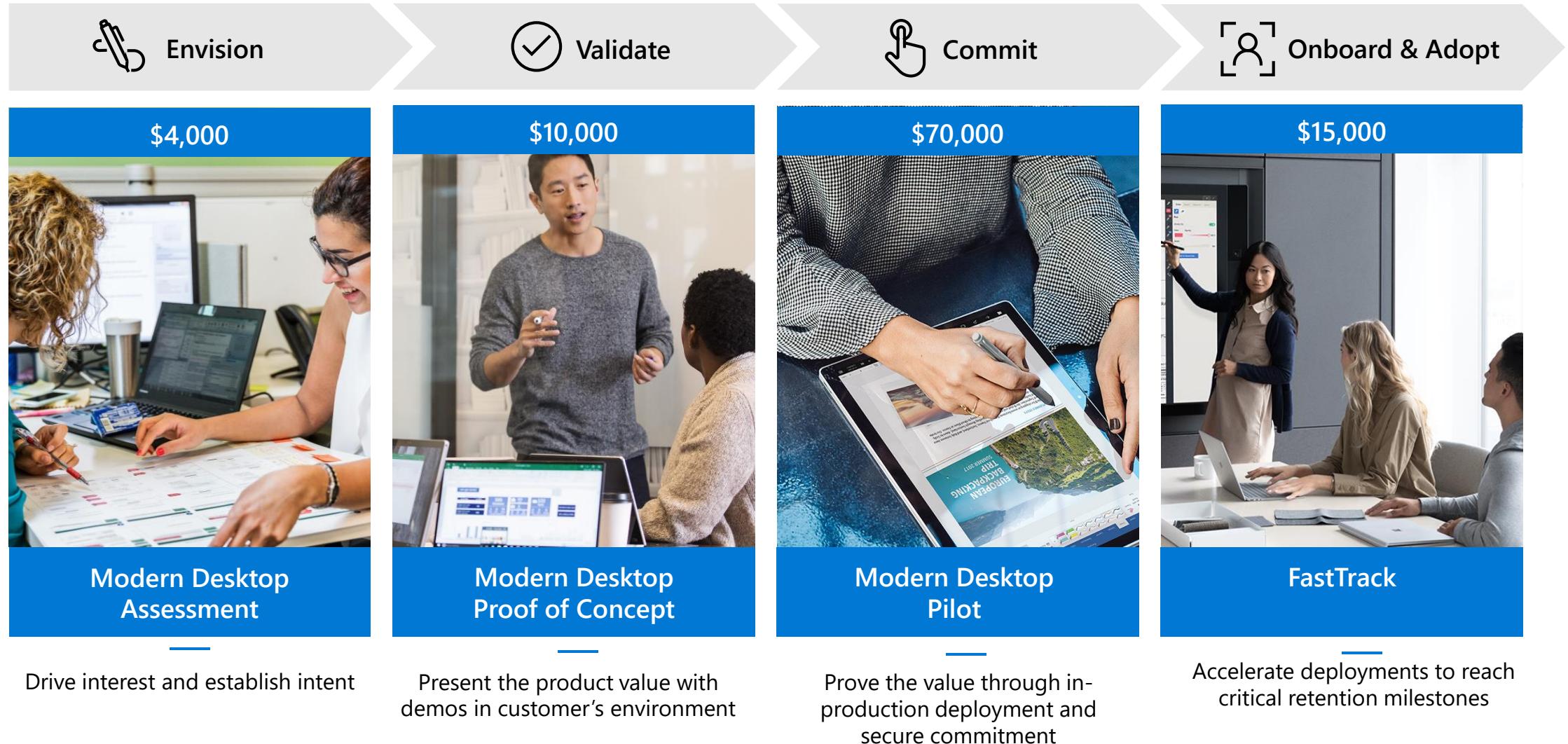
Leverage New Semi-Annual Release for Windows 10 & Office 365 ProPlus



Partner Investments

Up to \$100,000 in investment funds are available for strategic customers

Partner Programs & Offers





Envision

Modern Desktop Assessment

Program Overview

3-day engagement: create customer intent and assess readiness of their IT environment for Windows 10 and Office 365 ProPlus deployments

Customer Qualification

- PC Installed Base (PCIB) with greater than 1,000 seats (2,000 seats for US customers)
- Deployment no greater than 15% - Windows 10 and/or Office 365 ProPlus

Eligible Funding

Seat-size (PCIB)	1,000-5,000	5,000+
Funding	\$3,000	\$4,000

Note: Above includes \$1,000 available to cover T&E, available only in case of travel

Partner Eligibility

- FastTrack Ready Partner or Co-Sell Prioritized
- Active Gold or Silver competency in the Windows and Device **and** the Cloud Productivity competency

Proof of Execution

- Customer filled and signed survey forms: Pre-Assessment and Post-Assessment
- Submission of the customer assessment report

Get started: submit nominations at <https://aka.ms/ModernDesktopAssessment>

Need help? Email ftm365md@microsoft.com



Modern Desktop Assessment



Validate

Modern Desktop Proof of Concept

Program Overview

5-day engagement: showcase value of Windows 10 and Office 365 ProPlus using hand-on demo and labs

Customer Qualification

- PC Installed Base (PCIB) with greater than 1,000 seats
- Deployment no greater than 15% of the customer's PCIB

Eligible Funding

- Up to \$10,000 USD

Partner Eligibility

- FastTrack Ready Partner (preferred)
- Active Gold or Silver competency in the Windows and Device **and** the Cloud Productivity competency

Get started: visit <https://aka.ms/ModernDesktop-PoC> and contact your local Microsoft representative to submit a request



Modern Desktop Proof of Concept



Commit

Modern Desktop Pilot

Program Overview

10-week engagement: deploy 500+ seats of Windows 10 and Office 365 ProPlus together in a production environment

Customer Qualification

- PC Installed Base (PCIB) with greater than 1,000 seats
- Deployment no greater than 15% of the customer's PCIB

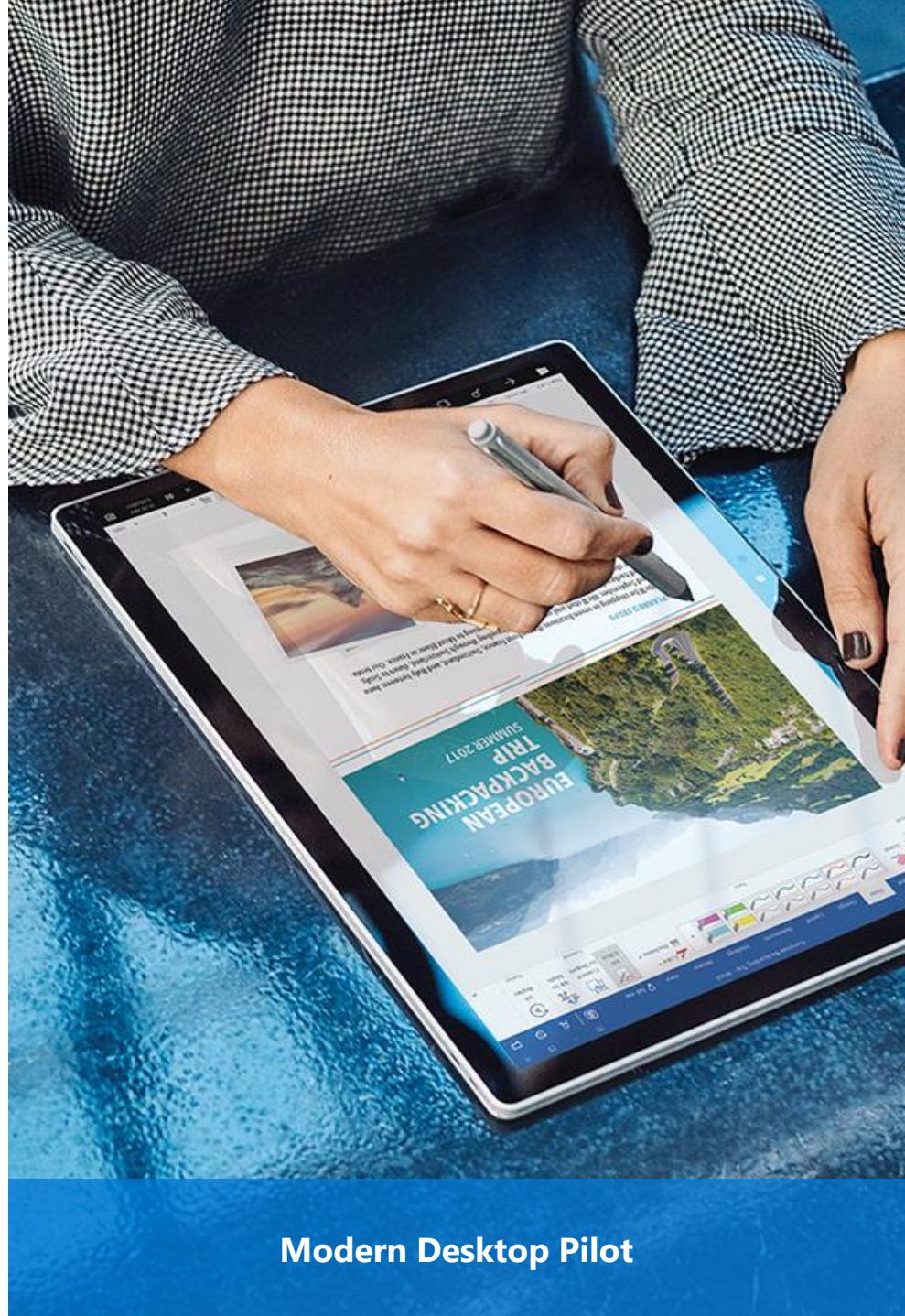
Eligible Funding

- Up to \$70,000 USD

Partner Eligibility

- FastTrack Ready Partner (Preferred)
- Active Gold or Silver competency in the Windows and Device **and** the Cloud Productivity competency

Get started: visit <https://aka.ms/ModernDesktopPilot> and contact your local Microsoft representative to submit a request



Modern Desktop Pilot



Onboard & Adopt

FastTrack

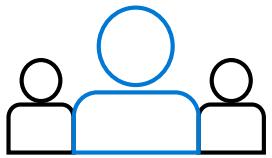
- Access to FastTrack tools and guidance designed to reduce your deployment cost
- Supported by engineering resources to help you accelerate your customers' success: **App Assure Service**
- Customer referrals focused on getting you connected to new customers
- FRP Only: payments for successfully moving customers to Office 365 ProPlus – up to \$15,000 per engagement

Register customers: <https://fasttrack.microsoft.com>



FastTrack

Partner Readiness



Partner Portal
[https://aka.ms/Modern
DesktopforPartners](https://aka.ms/ModernDesktopforPartners)



Live Webinar Series
[https://aka.ms/FY19_Microsoft
365PartnerWebinarSeries](https://aka.ms/FY19_Microsoft365PartnerWebinarSeries)



Newsletter
[https://aka.ms/m365mo
derndesktopsignup](https://aka.ms/m365moderndesktopsignup)



Yammer Channel
[https://aka.ms/ModernDe
sktopPartnersYammer](https://aka.ms/ModernDesktopPartnersYammer)

Get started links:

[Modern Desktop Deployment Center](#)

[M365 Business Documentation](#)

[M365 Enterprise Documentation](#)

[M365 Deployment Advisor](#)

[Device Management Portal](#)

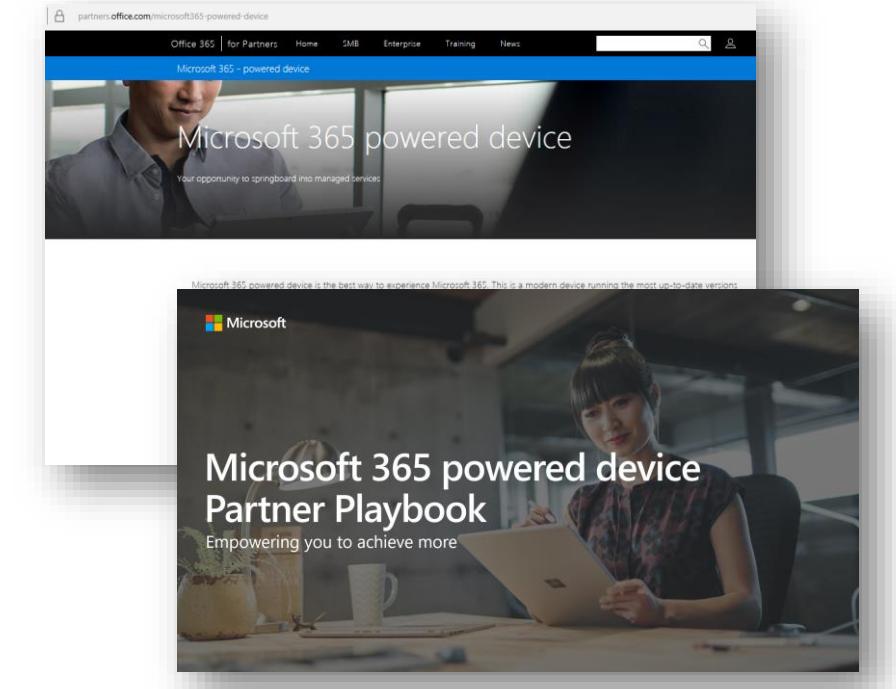
[Microsoft Store for Business \(For AutoPilot\)](#)

[Plan for Windows 10 deployment](#)

Bookmark

Microsoft 365 powered device for Partners

Customer Value, Partner Opportunity, Partner Playbook, Forrester Research, Powered Device Practice Deck, Channel Incentives, Product and Technical Training, Competency Path, Sell With Resources – Licensing, Demos, Sales Tools, Deployment Guidance



Microsoft 365 powered device Partner Playbook

Customer Value, Partner Opportunity Drivers, Conversation Starters, Objection Handling, Monetizing the Opportunity, Licensing & Managed Services Opportunities, Partner Learning Resources – including Microsoft 365 Business and Firstline Worker

Partner Learning Competencies + Learning Paths

The following is a list of relevant Microsoft 365 powered devices Competencies and their Learning Paths

Windows and Device Competency	Cloud Productivity Competency	Enterprise Mobility Competency
<p><u>Competency requirements & benefits</u></p> <p>Learning Paths:</p> <ul style="list-style-type: none">• Windows and Devices• Windows IoT• Surface Hub	<p><u>Competency requirements & benefits</u></p> <p>Learning Paths:</p> <ul style="list-style-type: none">• Enabling Office 365 Services• Managing Office 365 Identities & Requirements	<p><u>Competency requirements & benefits</u></p> <p>Learning Paths:</p> <ul style="list-style-type: none">• EMS Cloud App Security• EMS Information Protection• EMS Identity and Access Management• EMS Mobile Device and Application Management• EMS Enterprise Mobility Offerings



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