

Whiteboarding Session

Company description

- 250 employees
- Offering financial and accounting services to multinational companies in EMEA (Europe, Middle East and Africa)
- Existing infrastructure: Active Directory on-premises, SCCM, GPO, PCs and Laptops with Windows 7 and Office 2010

Requirements/Considerations

- Leadership is open to transitioning to cloud
 - HR is interested in addressing complaints for lack of productivity/teamwork
 - IT is concerned about the all-in-once transition scenario
 - Employees should have at least one device and be able to use their personal devices (mobiles phones and laptops) for work as well
 - Mobility requirements: Medium
 - Security requirements: High
- Split into teams and **create and present a draft plan** of how you would approach this selling opportunity. Explain which **solution(s) you would recommend and why** and in **which products you would focus on** in order to successfully pitch M365 to the leadership team.