



MICROSOFT REINVENT PRODUCTIVITY IN THE NEW WORLD

Nguyen Van Giap

Country Lead, Small and Mid Market – Microsoft Vietnam



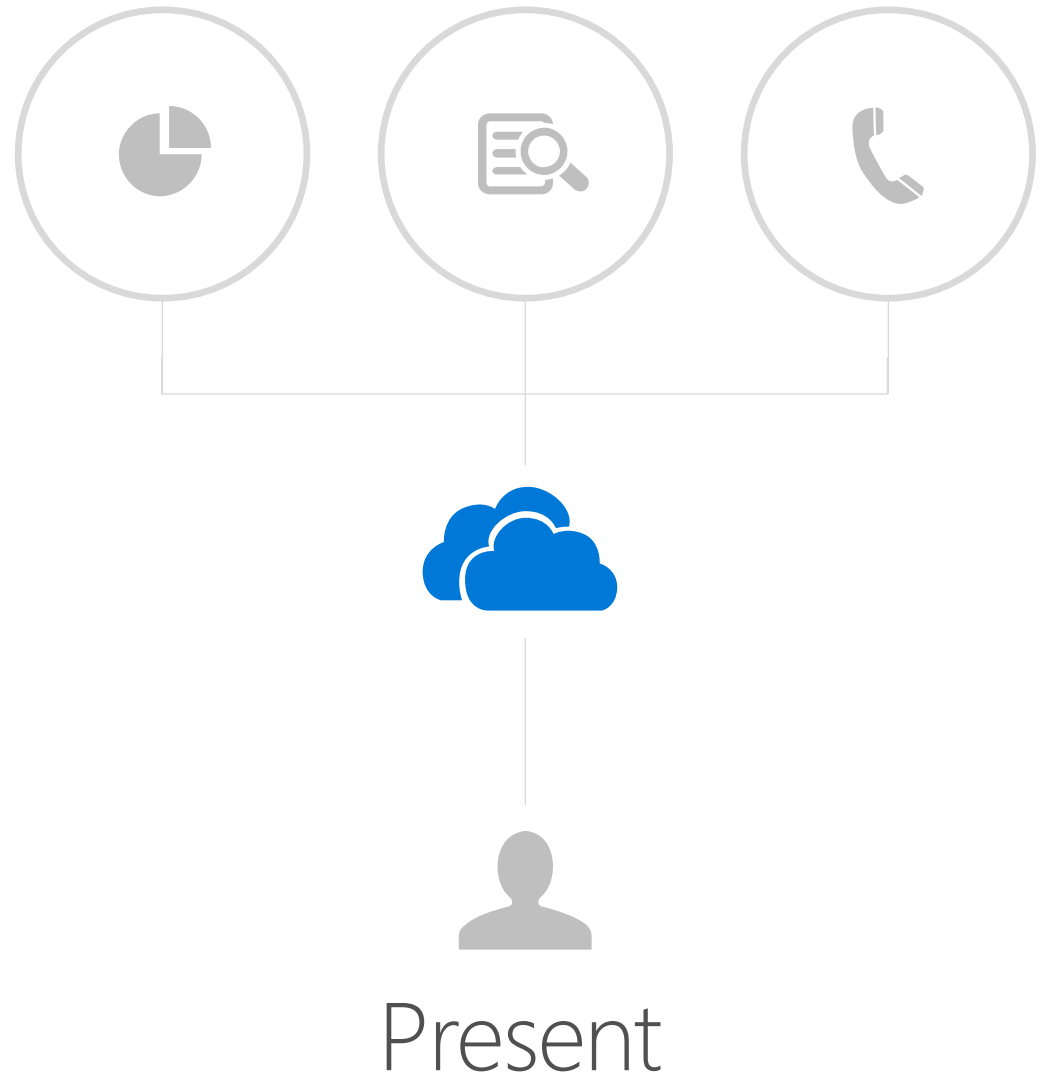
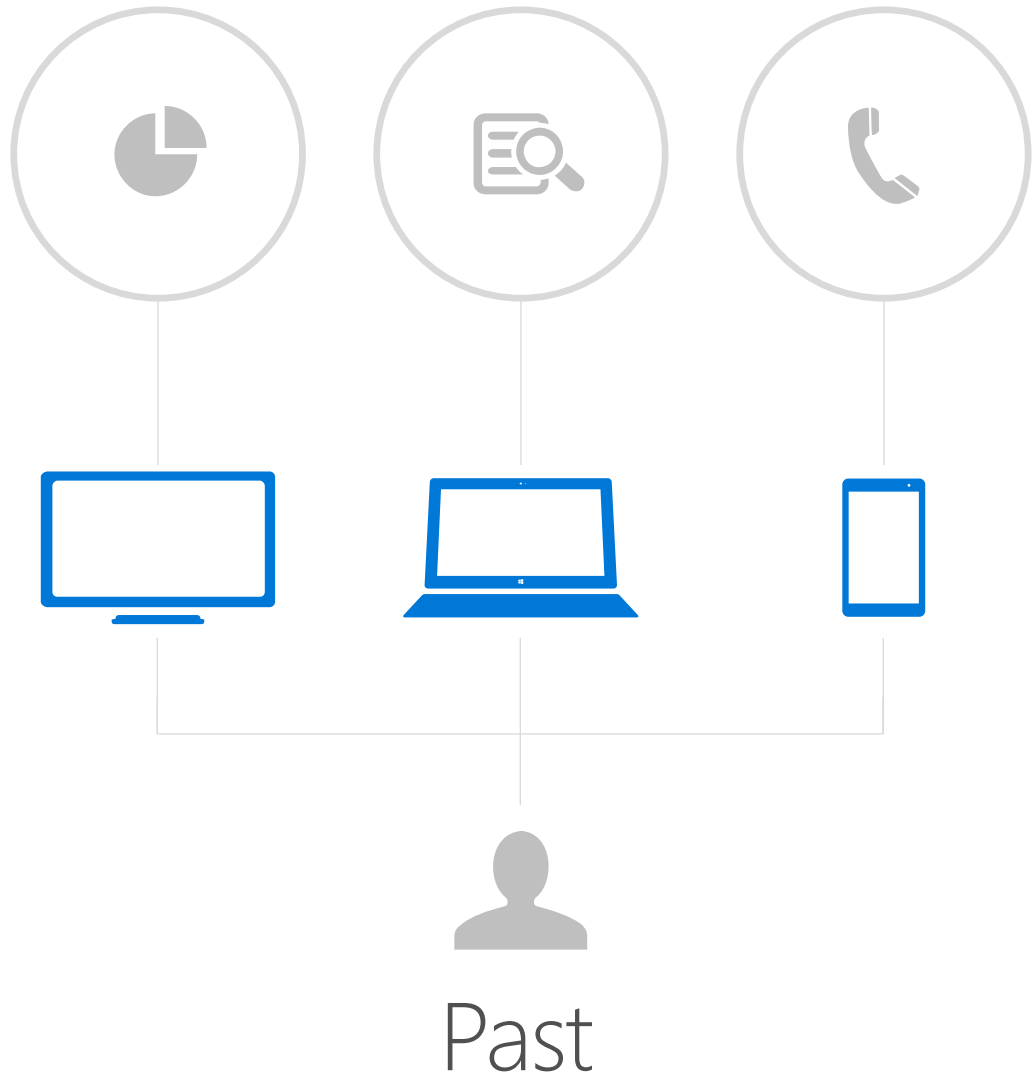


Infinite

devices and data

Finite

time and attention





We will help anyone **make the most** of any moment



Mobile



Social



Intelligent



Natural



Learn to work
the way we do



Empower social
productivity



Anticipate and
prioritize



Learn to work the
way we do



Learn to work
the way we do



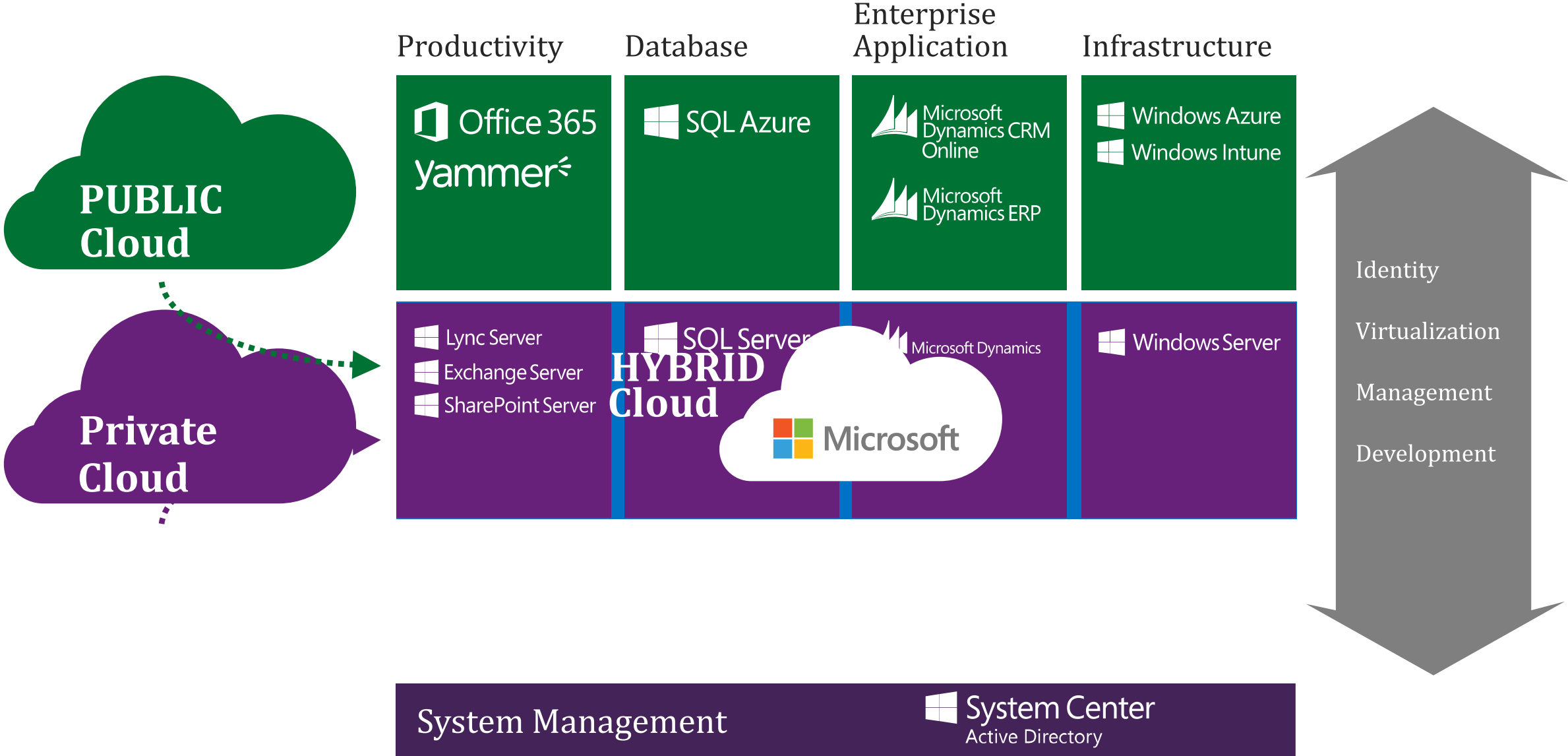
Empower social
productivity

Anticipate and
prioritize



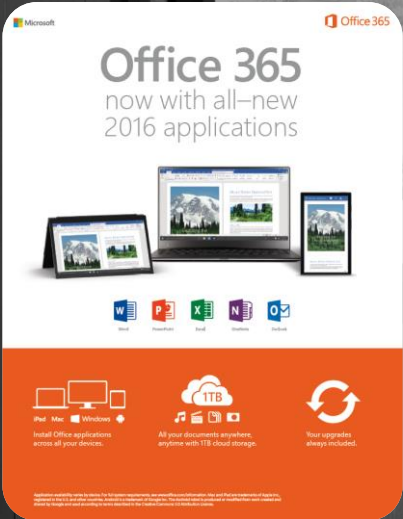
Learn to work the
way we do

MICROSOFT CLOUD SOLUTIONS FOR BUSINESS



WHAT'S OFFICE 365: YOUR COMPLETE OFFICE IN THE CLOUD

Full Office Desktop Apps Offline
Office Online
Office Mobile
Storage on Cloud, Local or Both



WHY?

One size doesn't fit all

Complete Solution

USER SUBSCRIPTION LICENSE (USL) BASICS



Per user (not per device)

Subscription model

Lower cost of entry

Predictable budgeting

Up-to-date software

What's Office 365

MAIL + CALENDAR

Exchange
Office

From 2GB > Unlimited
Mailboxes

Encryption, Legal Hold
Data Loss Prevention

Send Encrypted Emails

SHARING + COLLABORATION

OneDrive For
Business

Extensive Cloud Storage

Encryption in Transit and
at Rest

Apps Available for Your
Favorite Devices

ENTERPRISE SOCIAL

Yammer

Private Social Network
from any device

Office Video

Enterprise Search

UNIVERSAL COMMUNICATION

Skype for
Business

Full Skype Federation

Up to 10k people per
video conference

Multi-person HD video
chat

MICROSOFT OFFICE

Office
365











Office for PC or Mac

Office for iPad and
Android

First class browser
experience

NOTE: Details above represent features available as part of the overall Office 365 portfolio of offerings. Not all specific features are available on all Office 365 SKUs and as robust on all platforms. Please review www.office.com/information for detailed information on specific SKUs and device compatibility.

COMPARISON OF OFFICE CLIENT COMMERCIAL OFFERINGS

	Office Standard 2016	Office Professional Plus 2016	Office 365 Business (300 seat max)	Office 365 ProPlus
 Word  Excel  PowerPoint	•	•	•	•
 Outlook  OneNote  Publisher				
 Access  Skype for Business		•		•
 Sway *  OneDrive 1 TB OneDrive for Business storage			•	•
Enterprise management of apps		•		•
Do-it-yourself business intelligence		•		•
Office on multiple devices Install Office 365 apps on up to 5 PCs or Macs, 5 tablets, and 5 phones			•	•
Roaming documents and settings			•	•
Office Mobile apps with commercial use rights			•	•
Always up-to-date			•	•
Shared computer activation				•

*Sway is not currently available for Government Community Cloud (GCC) customers and customers in certain geographies at this time. Some legacy Office 365 plans that are no longer in market as of August 2015 may also not have access to Sway.

OFFICE 365 OFFERINGS FOR EVERY CUSTOMER TYPE

Get the most secure
Office for your business

Now includes the all-new Office 2016 apps!

- Access files anywhere—online or offline
- Get monthly security updates & feature releases
- Use the web version of Office—with rich features



Office 365 Business Essentials	Office 365 Business	Office 365 Business Premium <small>BEST VALUE</small>
USD 5.00 <small>per user/month annual commitment pay monthly</small>	USD 8.25 <small>per user/month annual commitment pay monthly</small>	USD 12.50 <small>per user/month annual commitment pay monthly</small>
USD 5.00 annual plan, pay monthly	USD 8.25 annual plan, pay monthly	SAVE 16% USD 12.50 annual plan, pay monthly
Buy now	Buy & download now	Buy & download now
Get business-class email & the web version of Office applications <ul style="list-style-type: none">• Business-class email with 50 GB mailbox• Web version of Office 2016: Outlook, Word, Excel, and PowerPoint (desktop version of apps not included)• 1 TB file storage & sharing• HD video conferencing with Skype for Business*• 24/7 phone & web support	Get the desktop and web version of Office applications <ul style="list-style-type: none">• (Email not included)• Desktop & web version of Office 2016: Outlook, Word, Excel, and PowerPoint• One license covers 5 phones, 5 tablets, & 5 PCs or Macs per user• 1 TB file storage & sharing• 24/7 phone & web support	Get business-class email & the desktop and web version of Office applications <ul style="list-style-type: none">• Business-class email with 50 GB mailbox• Desktop & web version of Office 2016: Outlook, Word, Excel, and PowerPoint• One license covers 5 phones, 5 tablets, & 5 PCs or Macs per user• 1 TB file storage & sharing• HD video conferencing with Skype for Business*• 24/7 phone & web support

Price does not include GST.

WHAT'S THE OFFICE 365 EXPERIENCE

Work **Smarter** ➤ Work **Faster** ➤ Deliver **Stronger Results**

Organized Inboxes

Time-saving tools to more efficiently organize, respond to, and manage your emails, calendar, contacts, & everyday tasks.

Productive Meetings

Web conferencing and unified communication & collaboration capabilities that can make your team more productive in the workplace or on the go.

Informed Decisions

Integrated search capabilities and enterprise networking tools that put you in closer touch with the information and people you need to get work done.

Professional Documents

Professional tools to produce the quality documents you demand with the storage options and co-authoring features to save valuable time.

Data-Driven Insights

Business intelligence capabilities accessible to virtually everyone that can improve and accelerate decision making based on data-driven facts.

5 Things Customers Want...

Professional Tools &
Capabilities

"Our Ability to quickly expand and open new franchises would not be possible without the turnkey capabilities enabled by office 365."
Ted Vu -Cofounder, Tastea [Learn More](#)

Low Total Cost of
Ownership

"Thanks to the high level of security and reliability of Office 365, HSS avoids the need to hire staff to manage security that would be required with using exchange server."
Marina Johnson -Chief Information Officer, HSS [Learn More](#)

Secure Future

"We could see that the Microsoft solution was very robust and complete, and we liked their strategy for integration between on-premises systems and cloud service."
Leandro Balbinot -Chief Information Officer, Lojas Renner [Learn More](#)

Low/No Switching Costs

"Microsoft Office 365 works with Active Directory, so we have more control in administering our environment - while delivering benefits like a single sign-on experience to employees."
Muttia Alkhayat -Chief Information Officer, UrbaCon [Learn More](#)

Security, Compliance &
Privacy

"WITH office 365, Microsoft could meet all of our security requirements in addition to our needs for regulatory and legal compliance."
Charles Wardrip -Vice President of Information Technology and Infrastructure Services, Kindred Healthcare [Learn More](#)

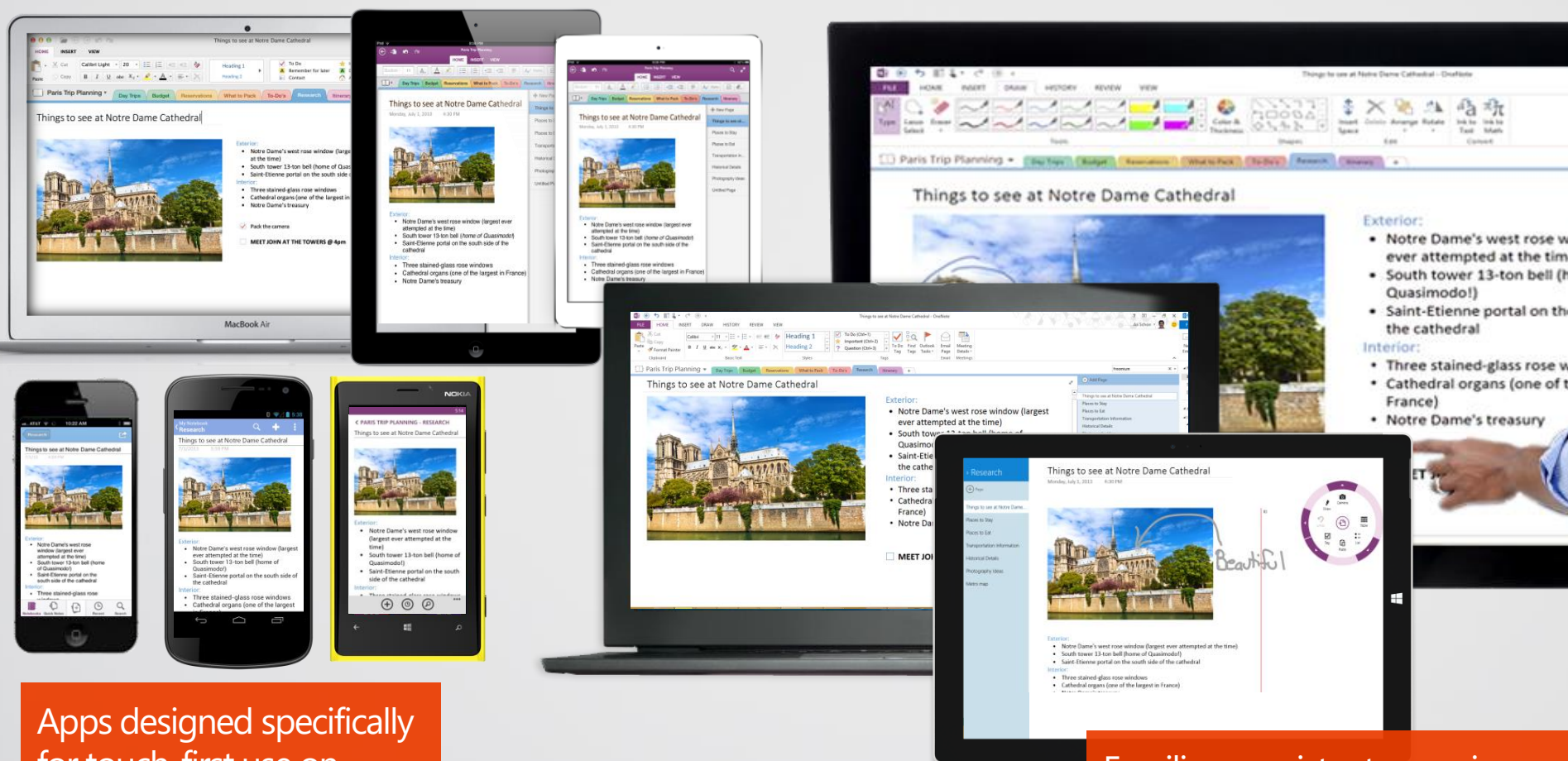
All possible with **Office 365** -
online, on-premises, or hybrid.

A close-up photograph of a person wearing a light-colored trench coat and dark trousers, sitting on a blue and white striped blanket on a grassy field. The person is holding a tablet computer with both hands. The tablet screen displays a business dashboard with various charts, graphs, and data points. The person's left hand is holding the bottom edge of the tablet, and their right hand is pointing at the screen. The background is a blurred green field.

modern experiences

Great experiences across devices and platform

On-the-go document review, creation, and collaboration



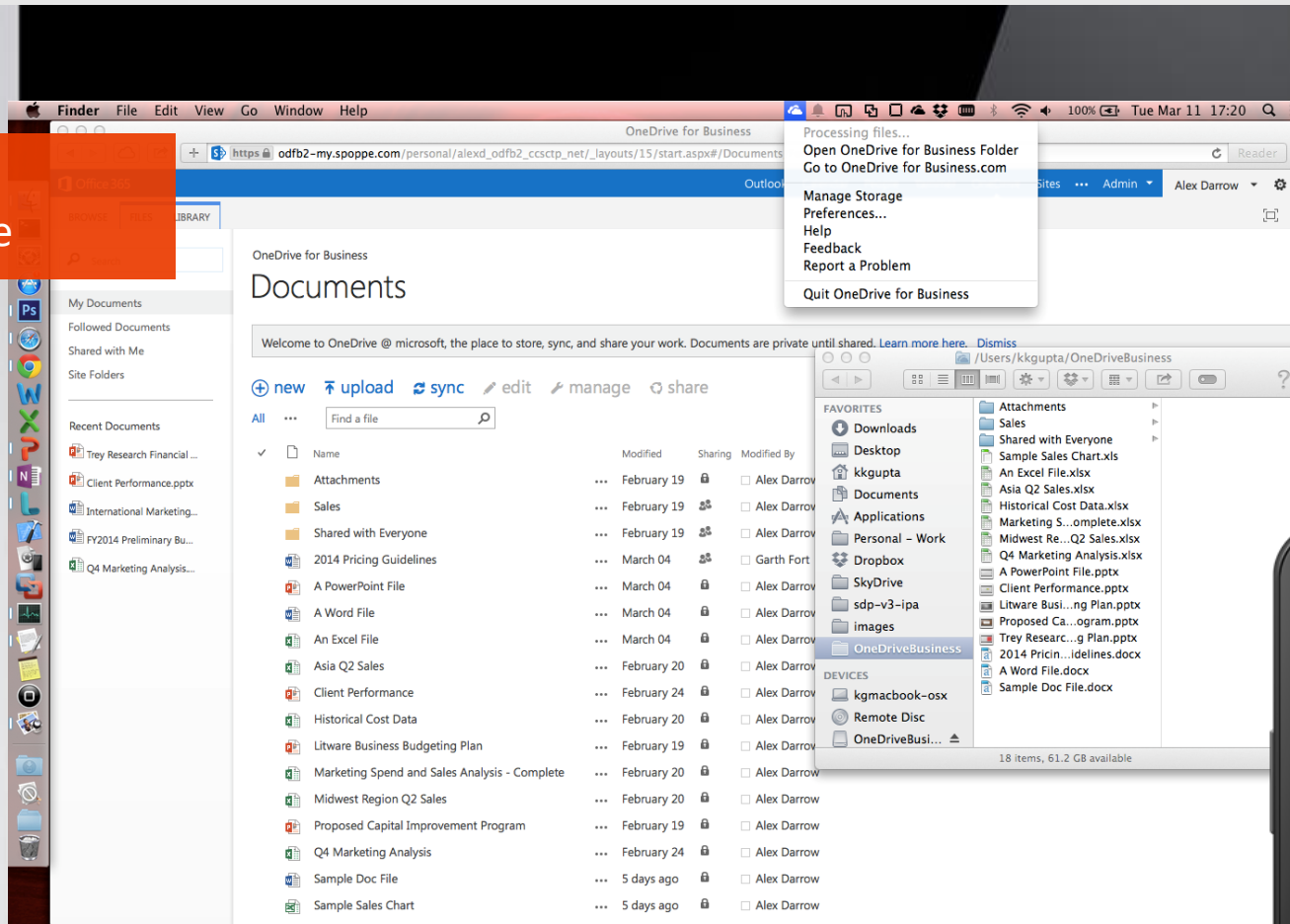
Apps designed specifically for touch-first use on tablets and phones

Familiar, consistent experience across phone, tablet, and desktop

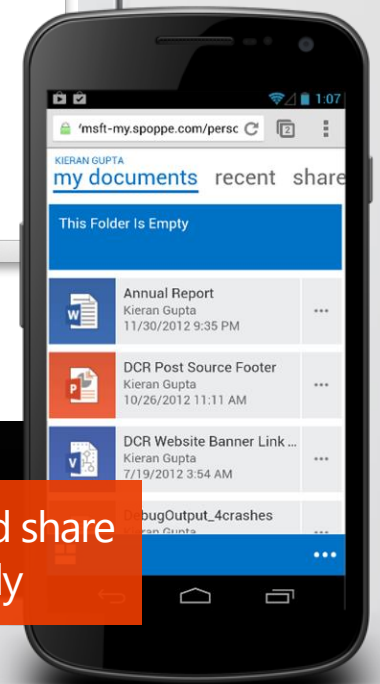
OneDrive for Business

Collaborate on Office documents in real time

Securely store, sync, and share work files from any device or platform



Get started with file, sync and share in the cloud quickly and easily



Integrated Social Networking

Private, secure social network for your business

The screenshot shows the PowerPoint Online interface. The title bar indicates the document is 'Marketing Campaigns FY14'. The ribbon includes FILE, HOME, INSERT, DESIGN, TRANSITIONS, ANIMATIONS, VIEW, and a search bar. The main slide area displays a presentation slide with a forest background. The slide content includes a video player, the title 'EE TV ENERGY EFFICIENT TV MARKETING CAMPAIGN', and the author 'Garth Fort | March 2014'. A slide thumbnail pane on the left shows five slides. The bottom status bar indicates 'SLIDE 1 OF 5' and 'HELP IMPROVE OFFICE'.

The screenshot shows the Yammer Conversations interface. The title is 'Yammer Conversations'. A search bar at the top says 'Say something about this document'. Below, a conversation thread is visible. The first post is from Garth Fort, addressed to 'All Company, Katie Jordan, and Bonnie Kearney', asking for a review by Thursday. The second post is from Katie Jordan, asking to schedule a call. The third post is from Garth Fort, addressed to 'Product Launch and Anne Wallace', asking for feedback by Friday. The interface includes user avatars, names, and interaction options like 'Like', 'Reply', and 'View Conversation'.

Inline Social experiences across Office makes posting updates, docs, emails easy

SharePoint-based file storage provides a single place to manage your content

Groups

Membership for Groups is integrated across Exchange, SharePoint, and Yammer to deliver a unified collaboration experience

Groups help users collaborate more effectively by providing a shared inbox, calendar, document library, site, and Yammer feed

Public Groups enable users to discover new information and meet new people within their organization

The screenshot displays a Microsoft Groups interface. At the top, navigation links for Outlook, Calendar, People, and Yammer are visible. The main content area shows a conversation thread titled "Team - This Group will be really important to help us demo some of our marquee features". The thread includes several messages from participants: Garth Fort, Molly Dempsey, Robin Counts, Sara Davis, and Katie Jordan. Each message includes a profile picture, the sender's name, the message content, and a timestamp. The interface also features a left-hand navigation pane with sections for "PEOPLE" (listing individuals like Robin Counts, Sara Davis, etc.) and "GROUPS" (listing various organizational groups like Keynote Demo, Marketing, etc.).

BI for everyone

The screenshot displays the Microsoft Excel interface with a data table and the Query Editor window. The data table is titled "Breakdown by state - Race and ethnicity - Demographics of the United States - Query Editor" and contains the following data:

State or District	Population	Non-Hispanic White	Hispanic/Latino	Black	American Indian or Alaskan Native	Asian	Native Hawaiian or Pe
1 Alabama	4800736	67	3.9	26.2	0.6	1.1	
2 Alaska	740231	64.1	5.5	3.3		14.8	5.4
3 Arizona	6694017	57.8	29.6	4.1		4.6	2.8
4 Arkansas	2937979	74.5	6.4	15.4		0.8	1.2
5 California	38053956	40.1	37.6	6.2		1	13
	5229196	70	20.7	4		1.1	2.8
	3580709	71.2	13.4	10.1		0.3	3.8
	947934	65.3	8.2	21.4		0.5	3.2
	632323	35.5	9.9	50.1		0.6	3.8
	19057542	57.9	22.5	16		0.4	2.4
	9792653	55.9	8.8	30.5		0.3	3.2
	1400301	22.7	8.9	1.6		0.3	38.6
	1607582	84	11.2	0.6		1.4	1.2
	12869257	63.7	15.8	14.5		0.3	4.6
	6589802	81.5	6	9.1		0.3	1.6
	3246355	88.7	5	2.9		0.4	1.7
	2963118	78.2	10.5	5.9		1	2.4
	4369356	86.3	3.1	7.8		0.2	1.1
	4673372	60.3	4.2	32		0.7	1.5
	1401361	94.4	1.3	1.2		0.6	1
	5873552	54.7	8.2	29.4		0.4	5.5
	6601629	76.1	9.6	6.6		0.3	5.3
	9876187	76.6	4.4	14.2		0.6	2.4

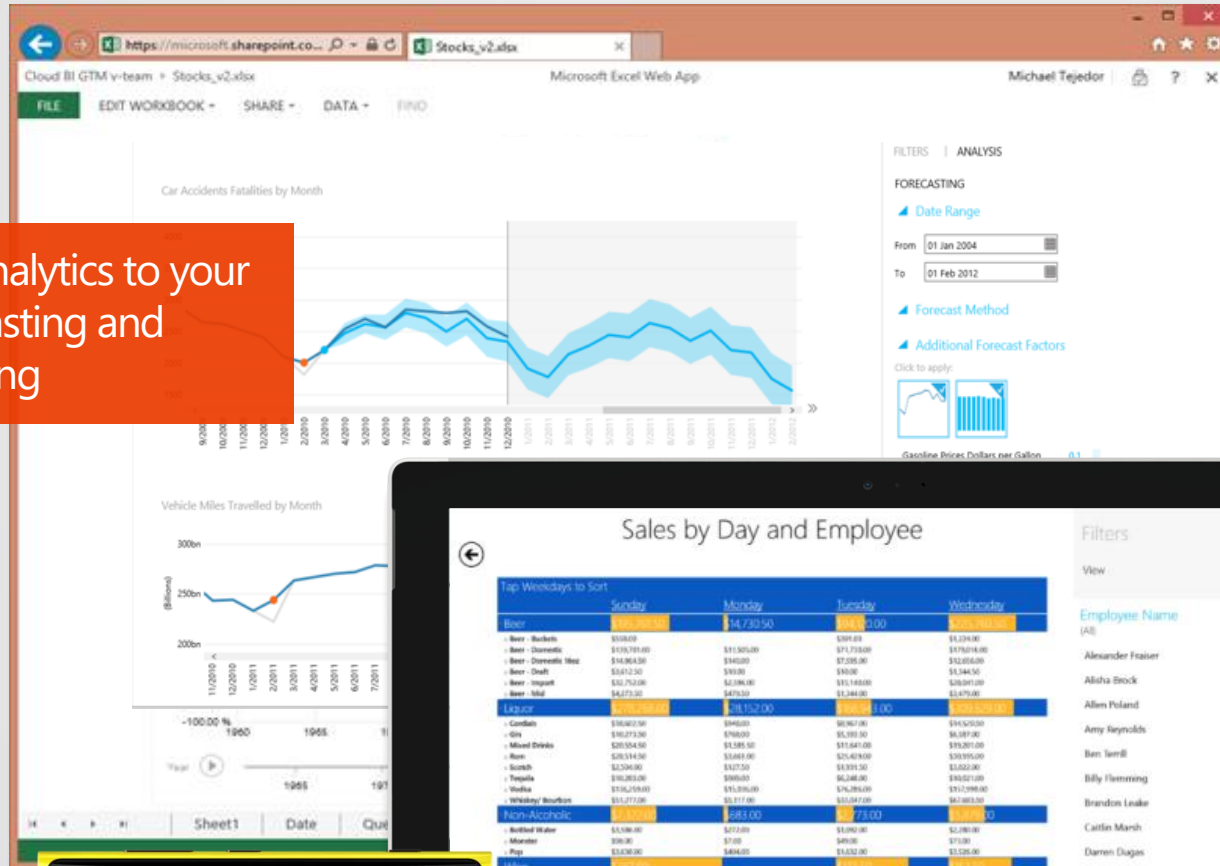
The Query Editor window shows a table with columns for "State or District", "Population", "Non-Hispanic White", "Hispanic/Latino", "Black", "American Indian or Alaskan Native", "Asian", and "Native Hawaiian or Pe". The "Query Settings" pane on the right shows the "PROPERTIES" section with "Name: Breakdown by state - Race and ethi" and "Description: Demographics of the United States - Wikipedia, the free encyclopedia". The "APPLIED STEPS" section shows "RemovedColumns". The "LOAD SETTINGS" section has "Load to worksheet" checked and "Load to Data Model" unchecked.

Filter, shape, and merge queries from multiple data sources

Search and connectivity to public and corporate data all within Excel

Visualization & Mobility

Add predictive analytics to your reports for forecasting and population plotting



Interactively visualize data to uncover insights & share in the cloud



Access touch-first reports across devices, anywhere for Mobile BI

