

Microsoft Cloud Drives Innovation

Enable Business with Microsoft Office 365

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INTRODUCTION

Today's workplace is fast-paced, and organizations must turn on a dime. IT professionals are now responsible for more than just repairing PCs and monitoring servers—they are responsible for ensuring the technical agility of the offices they support.

Cloud solutions enable IT professionals to manage computing in an easier, more flexible way. The cloud gives them more control, more options, more convenience—and can even ensure tighter security.

Microsoft Office applications are the modern standard in productivity software. Most organizations consider them critical to doing business today. Thanks to Microsoft Office 365 and the Microsoft Cloud, deploying, managing, updating and securing Microsoft Office is easier than ever for IT professionals.

The cloud is an enabler of business outcomes, and it also empowers IT professionals to keep their organizations agile and flexible. Moving to Microsoft Office 365 and the Microsoft Cloud can increase the whole organization's efficiency—while also saving money. But transitioning to the cloud can seem daunting.

That's where a trusted partner in IT solutions can make a huge difference.





THE BENEFITS OF OFFICE 365

Office 365 is a cornerstone product within the Microsoft Cloud—It is not only productivity software, but also a driver of innovation. This cloud-based subscription service provides office productivity tools, business communication solutions and administrative controls. An Office 365 subscription offers many benefits.



Office Apps and Office Web Apps

Whether employees are writing documents in Word, compiling spreadsheets in Excel, creating presentations in PowerPoint or checking email in Outlook, they need access to the entire Office suite to do their jobs.

Office 365 combines the familiar Office desktop suite with cloud-based versions of next-generation communications and collaboration services: Exchange Online, SharePoint Online and Skype. When IT professionals migrate their organizations to Office 365, all of these familiar tools become powerful business drivers.



Always Up-to-Date

Updating software can be a significant time commitment for IT professionals. Office 365's automatic patches and upgrades save time, resources and downtime for IT professionals and the organizations they support. Upgrades happen in the background—on every managed device, at no additional cost—and new features are installed without extra effort.



Optimized Experience for Common Devices

Most workforces today are not sitting at desktop computers all day long. They're taking laptops to meetings, they're using smartphones on the road and they're doing presentations from their tablets. Having access to full Office apps in any location with an internet connection is invaluable in business today. IT professionals can enable this mobility and productivity with Office in the cloud.



Reliable Service and a 99.9% Uptime SLA

With technical fire drills a part of their everyday work lives, IT professionals need all the peace of mind they can get. Microsoft's financially-backed service level agreement comes with a 99.9% uptime guarantee along with some of the most reliable service in the industry.



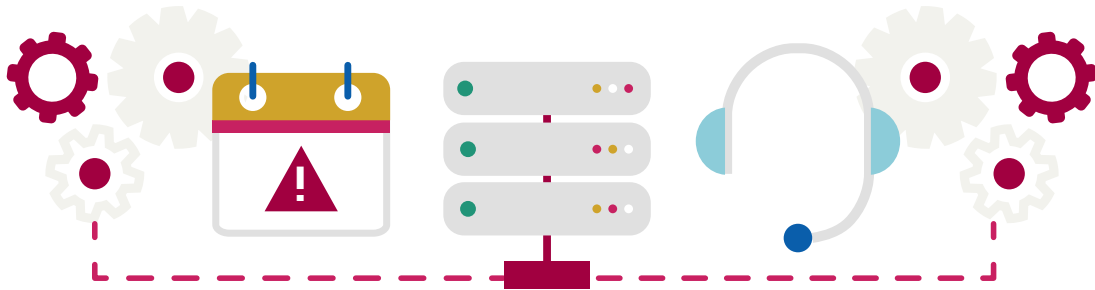
Advanced IT Controls and Configuration

Whether it's applying security policies to ensure that data is synced and accessible only on authorized devices, managing user permissions or establishing policies, administration and control of Office 365 is much easier in the Microsoft Cloud. Office 365 includes enterprise-level, web-based admin controls.



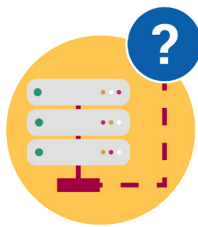
Industry-Trusted Certifications

The security compliance and certifications that come with Office 365 subscriptions will help IT professionals breathe easier. Microsoft's service is verified to meet requirements specified in ISO 27001, EU model clauses, HIPAA BAA, and FISMA.



COMMON DEPLOYMENT HURDLES

Deploying cloud solutions of any kind can be intimidating. By choosing an expert technology partner, however, IT professionals can rest assured that the migration will run smoothly.



Infrastructure Readiness

To ensure a seamless migration, IT professionals should make sure their organization is prepared and their technology infrastructure properly equipped. This may include:

- LAN/WAN connectivity
- Firewall changes
- SSL certificates
- Client upgrades
- Change process
- Hardware requirements



Microsoft Exchange Service Alignment

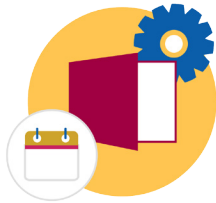
Occasionally there may be service gaps between on-premises Exchange and cloud-based Exchange. The right technology partner can help IT professionals work through any issues that may arise. They can also ensure the proper Exchange licensing and synchronize directories without any disparities.



Migration and Coexistence

The right technology partner can help manage migration and deployment around an organization's specific business needs. They can help IT professionals think through:

- Migration velocity limitations
- Migration hardware requirements
- Implementation complexities
- LOB application dependencies



Resources

There's a lot to think about as IT professionals prepare to deploy a Microsoft Cloud solution. Ensuring the right resources are in place will make the transition easier.

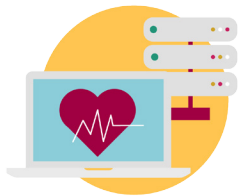
- Who needs to be involved during the Office 365 deployment?
- What subject matter experts are needed to make sure all the bases are covered during the migration from on-premises computing resources to cloud-based resources?
- Does the IT team need training in Exchange administration?
- What migration schedule will work best for the organization?



PCM + MICROSOFT CLOUD

With PCM as a technology partner, IT professionals are never alone when it comes time to move their organizations to the cloud. PCM helps make sure the important decisions are made and the right resources are in place before the transition begins. Deploying Microsoft Cloud is a lot easier with a trusted technology partner. What IT professionals should know, however, is that PCM services don't stop there.

PCM experts help IT professionals make smart decisions when it comes to cloud solutions. We start by considering business needs and budget requirements, ensuring the right technology infrastructure is in place, and then helping IT departments deploy, migrate and upgrade to the ideal cloud solution.



Health Check Services

PCM experts do a thorough health check before any solution decisions are made.

- Determine whether it's possible to increase the current environment's effectiveness
- Expose vulnerabilities
- Review security
- Focus on reducing long-term costs
- Minimize user visibility



Platform Rationalization

Is the organization ready for migration? Is the infrastructure in place? Is the office prepared for the change? PCM experts help IT professionals:

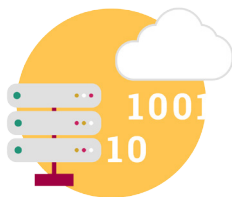
- Assess potential risks and pain points
- Identify specific requirements (both business and technical)
- Determine security and compliance needs
- Work through third-party application integration
- Perform gap analyses
- Evaluate long-term platform ROI



Deployment Services

When it comes time to deploy, IT professionals can count on PCM's:

- Background in both physical and virtual deployments
- Global Exchange environment architectures
- Single Site Exchange environments
- Specialized infrastructure solutions such as hybrid, on-premises and Office 365
- Cloud-based solutions (Office 365 and private cloud)



Migration and Upgrade Services

The IT experts at PCM are also able to help with:

- Exchange version upgrades
- Migration to the cloud
- Lotus Notes/GroupWise to Exchange migrations
- Migration from other legacy messaging solutions to Exchange
- Exchange consolidations for organizational acquisitions and mergers

PCM: Your Gold-Certified Partner For Everything Microsoft

Cloud solutions make IT professionals' lives easier—and migrating to the cloud can be a seamless process with the right technology partner. PCM can make the transition to Microsoft Cloud solutions painless. We work hard to understand the business outcomes IT professionals are trying to achieve, and to facilitate these outcomes with the right technology.

PCM delivers the services clients need to migrate, implement and deploy a Microsoft solution from a comprehensive portfolio of options. As your trusted technology partner, PCM will provide a single point of contact and an experienced team of tenured, certified professionals, at your service.

A full service technology provider with extensive capabilities in software licensing, cloud technologies, consulting, solutions architecture and product procurement, PCM is a Microsoft Gold Partner. For eight consecutive years we have won Microsoft's Operational Excellence Award. Our partnership with Microsoft allows us to offer top-tier procurement and logistics to meet our customers' most complex technology needs. Contact PCM at 800-700-1000 to learn more about Microsoft Cloud.

PCM is a Microsoft Gold Partner with competencies in the following Microsoft Solutions:

- Hosting
- Messaging
- Datacenter
- Data Platform
- Communications
- Volume Licensing
- Small Midmarket Cloud Solution
- Cloud Productivity
- Devices and Deployment
- Collaboration and Content
- Cloud Platform for Azure
- Software Asset Management
- Midmarket Solution Provider

