





THE WORLD  
HAS CHANGED.











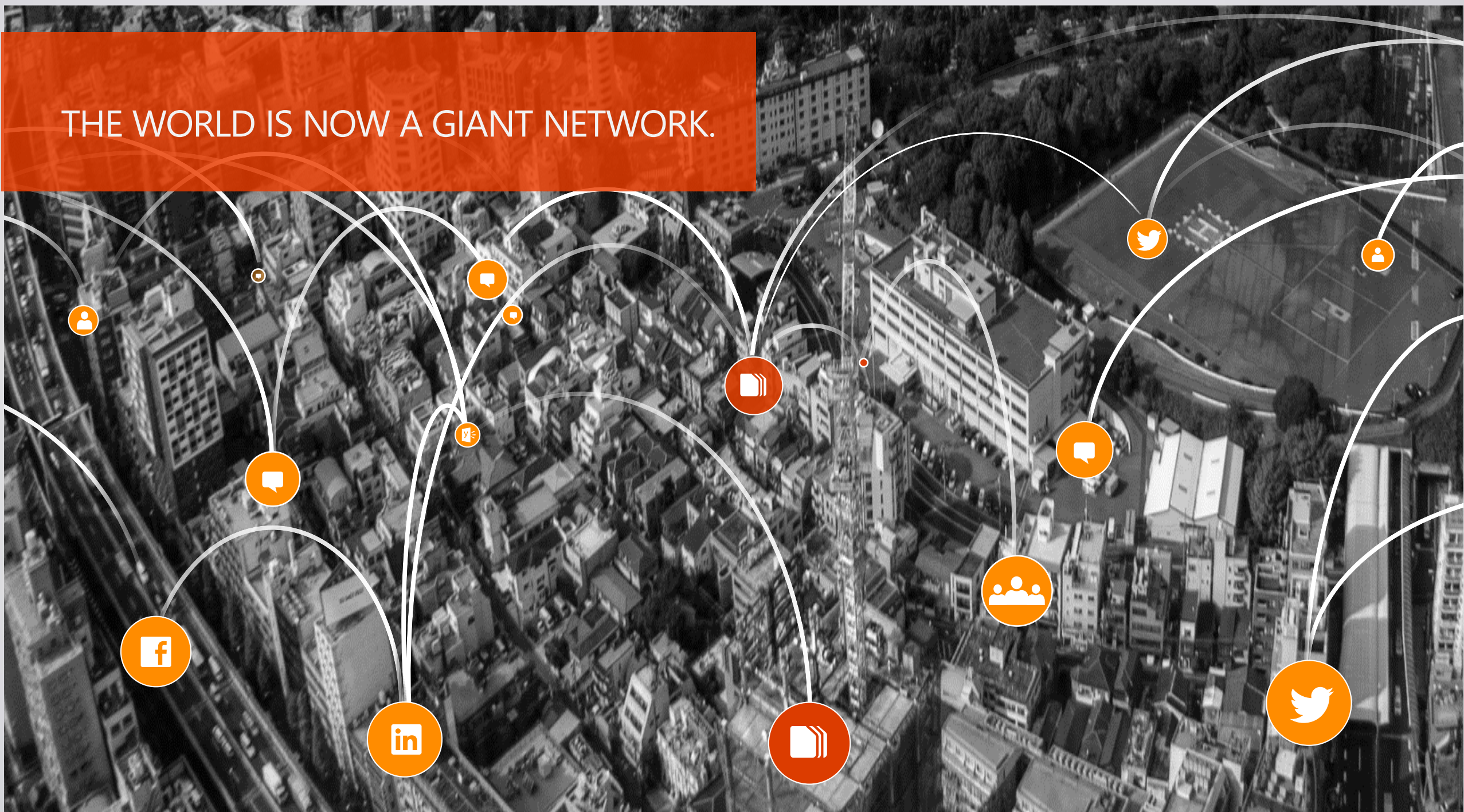








THE WORLD IS NOW A GIANT NETWORK.





## Shadow IT's Growing Footprint

### Shadow IT Is Rampant

81% of line-of-business workers and 83% of IT staff admit to using nonapproved SaaS apps.

CIO INSIGHT



Dropbox



A NEW WAY TO  
WORK TOGETHER



# THE MODERN STUDENT



Always mobile,  
always moving

Collaborate early,  
often, and always

Grown up on  
social networks




*' At our core, Microsoft is the productivity and platform company for **the mobile-first and cloud-first world.***

*We will reinvent productivity to empower every person and every organization on the planet to do more and achieve more.'*





Energy use report



There's heavy traffic.  
Better head out soon.



1251 Unread emails



104 Tweets



Needs water



12 Meetings



Locks secure

9,501 steps



68

INFINITE DATA, APPS AND  
DEVICES... FINITE TIME





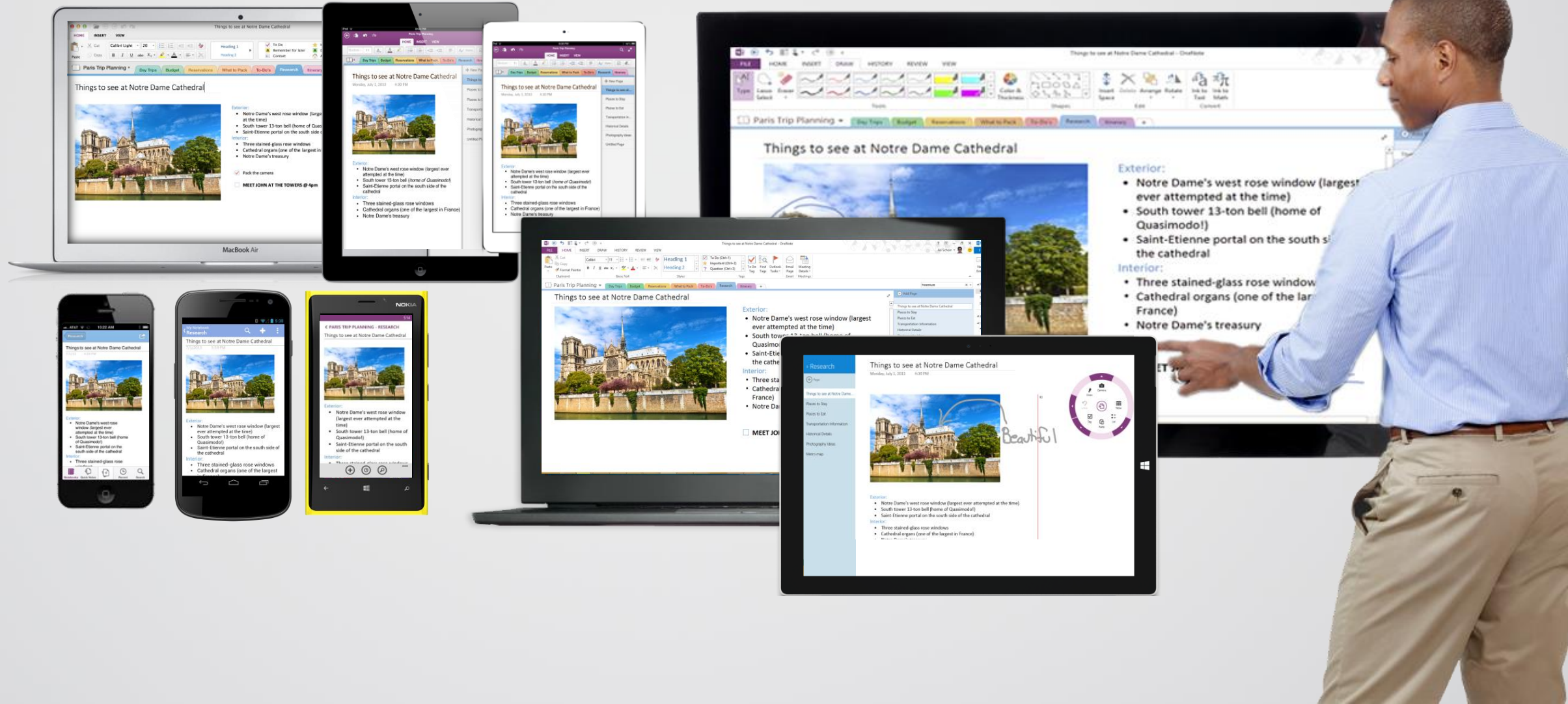
UBIQUITOUS  
COLLABORATION

PEOPLE CENTRIC  
COMPLIANCE

# THE MODERN WORKPLACE

PERSONALIZED  
INSIGHT

Great experiences across devices







Office 365

# Always Evolving

UNIVERSAL APPS FOR WINDOWS

LYNC-SKYPE VIDEO FEDERATION

INTUNE UPDATES

MODERN APPS FOR ANDROID

1 TB ONEDRIVE WITH OFFICE

OFFICE FOR MAC

EXPANDED DLP

OFFICE FOR MAC

INTUNE UPDATES

ENCRYPTION AT REST

DELVE AND OFFICE GRAPH

OFFICE 365 VIDEO





Share  
Organize  
Discover  
Build



The screenshot displays the SharePoint interface for a site named "CONTOSO". The top navigation bar includes "Office 365" and links to "Outlook", "Calendar", "People", "Newsfeed", "SkyDrive", "Sites", and "Admin". The user "Garth Fort" is logged in. The left sidebar shows navigation options: "Home", "Notebook", "Documents" (selected), "Recent", "Tasks", "Pictures", "Mailbox", and "Site Contents". The main area shows the "Marketing Campaigns" document library. A list of documents is displayed, with "California Q3 and Q4 Marketing Campaign" selected. A callout box points to the document icon in the list, stating "Drag and drop content into SharePoint". A preview of the selected document is shown on the right. The preview displays a slide titled "California Q3 and Q4 Marketing Campaign" with the subtitle "New Strategies". A callout box points to the preview, stating "Live document previews". Below the preview, it shows the document was "Changed by Robin Counts on 3/6/2013 10:32 PM" and is "Shared with Zrinka Makovac, Tony Krijnen, Sara Davis, and 21 more". A callout box points to the sharing information, stating "Track who you're sharing with". At the bottom of the preview, there is a URL: "https://svaivek.sharepoint.com/sites/contoso/Departments/SM/". A callout box points to the "EDIT", "SHARE", and "FOLLOW" buttons at the bottom of the preview, stating "Edit, share or follow documents with one click".

Office 365 Outlook Calendar People Newsfeed SkyDrive Sites ... Admin

Garth Fort

BROWSE FILES LIBRARY

CONTOSO

Marketing Campaigns EDIT LINKS

Documents

+ new document or drag files here

All Documents Find a file

✓ Name

✓ California Q3 and Q4 Marketing Campaign

Campaign Effectiveness by Language Group

Campaign Strategies 2012

Cross Cultural Marketing Campaigns

Marketing Campaign Effectiveness

Marketing Campaign Strategies Europe

XT2000 Marketing Campaign

California Q3 and Q4 Marketing Campaign

Live document previews

Changed by Robin Counts on 3/6/2013 10:32 PM

Shared with Zrinka Makovac, Tony Krijnen, Sara Davis, and 21 more

https://svaivek.sharepoint.com/sites/contoso/Departments/SM/

EDIT SHARE FOLLOW ...

Edit, share or follow documents with one click

Track who you're sharing with



The screenshot shows the SharePoint interface with a 'Share' dialog box open for the document 'Building Better Windmills'. The dialog box has a title bar 'Share 'Building Better Windmills'' and a close button. It shows the document is shared with 'Yong Rhee, Tom Ham, Maria Cameron and 4 more' and a 'View everyone' link. The 'Invite people' section has a text input field 'Type names or email addresses' with a mouse cursor, a 'can Edit' dropdown menu, and a text area 'Include a personal message with this invitation (Optional)'. There is a checked checkbox for 'Require sign-in' and a 'SHOW OPTIONS' link. 'Share' and 'Cancel' buttons are at the bottom right. Three callout boxes highlight specific features: 'Share documents with people inside and outside your organization' points to the top of the dialog; 'Manage permissions' points to the 'can Edit' dropdown; and 'Enforce sign-in to comply with data governance and protection policies' points to the 'Require sign-in' checkbox.

Share documents with people inside and outside your organization

Manage permissions

Enforce sign-in to comply with data governance and protection policies

Office 365 Outlook Calendar People Newsfeed SkyDrive Sites ... Garth Fort

packaging product history

Everything People Conversations Videos

Result type

PDF

PowerPoint

Word

Author

Fabrice Canel

Garth Fort

Julian Isla

Dorena Paschke

David Longmuir

SHOW MORE

Modified date

One Year Ago Today

All

You've seen this result before

**Packaging Project**

Convey the unique benefits of our ... to be a reason for this **packaging**—our marketing research shows that every element should help the consumer connect with the **product** in some way ...

[pmg095.sharepoint.com/sites/.../Documents/Packaging Project.docx](#)

**Northwind Traders Project Plan**

This is a working reference document ... to be a reason for this **packaging**—our marketing research shows that every element should help the consumer connect with the **product** in some way ...

[pmg095.sharepoint.com/sites/.../Northwind Traders Project Plan.docx](#)

**Summer Projects and Activities**

Please add or reply to comments ... 2011 **PACKAGING** PROJECT PLANNING OVERVIEW 3 **HISTORY** **Packaging** for previous releases of this **product** have had one substantial flaw glaringly in ...

[pmg095.sharepoint.com/.../Summer Projects and Activities.pdf](#)

**New Product Pricing Chart**

to be a reason for this **packaging**—every element should help the consumer connect with the **product** in some way ... **History** ... Their reactions to **packaging** were very personal ...

[pmg095.sharepoint.com/sites/.../New Product Pricing Chart.docx](#)

**Contoso Electronics Packaging Project**

**Packaging** Review ... It's about the person, not the **packaging** ... **Packaging** is part of the **product** ... It's time to break new ground with ... **Packaging** project **history** ... Project **history** & Current trends ...

[pmg095.sharepoint.com/.../Northwind Traders Packaging Rev...](#)

**Northwind Traders Legal Briefs**

Please add or reply to comments ... needs to be a reason for this **packaging**—our legal research shows that every element should help the consumer connect with the **product** in some way ...

Re-find information based on your historical search behavior

Contoso Electronics Packaging Project

21 views

CONTOSO ELECTRONICS PACKAGING

Be inviting; never intimidating

Encourage curiosity

Empower confidence

Inspire emotional connection

It's about

MARKETING IMPLICATIONS

For Internal Use Only

Take a look inside

Contoso Electronics **Packaging** Project

**Packaging** is part of the **product**

Design considerations

Project **history** & Current trends

Changed by ☐ Garth Fort on 11/4/2012 4:19 AM

EDIT FOLLOW SEND VIEW LIBRARY

Drill to the detail inside documents to help you find answers



My apps

Outlook	Calendar	People	Yammer	OneDrive	Sites	Projects
CRM	Tasks	Power BI	Social Listening	Delve	Video	Word Online
Excel Online	PowerPoint Online	OneNote Online				

	Created	Modified	Modified By
07 Het Nieuwe Werken	...	July 02	Erwin Theunissen
08 Office	...	July 02	Erwin Theunissen
09 Office 365	...	July 02	Erwin Theunissen
09. FY13 Office Pro Plus en Office	...	July 25, 2013	Erwin Theunissen
10 SharePoint & Yammer	...	July 10	Erwin Theunissen
10. FY13 Office365	...	July 25, 2013	Erwin Theunissen
11 Licenties & Contracten	...	July 02	Erwin Theunissen

# Office Graph



Discover new information tailored to you from your network

Stay connected and informed on topics that matter the most

A natural new way to navigate, discover, and search across your organization

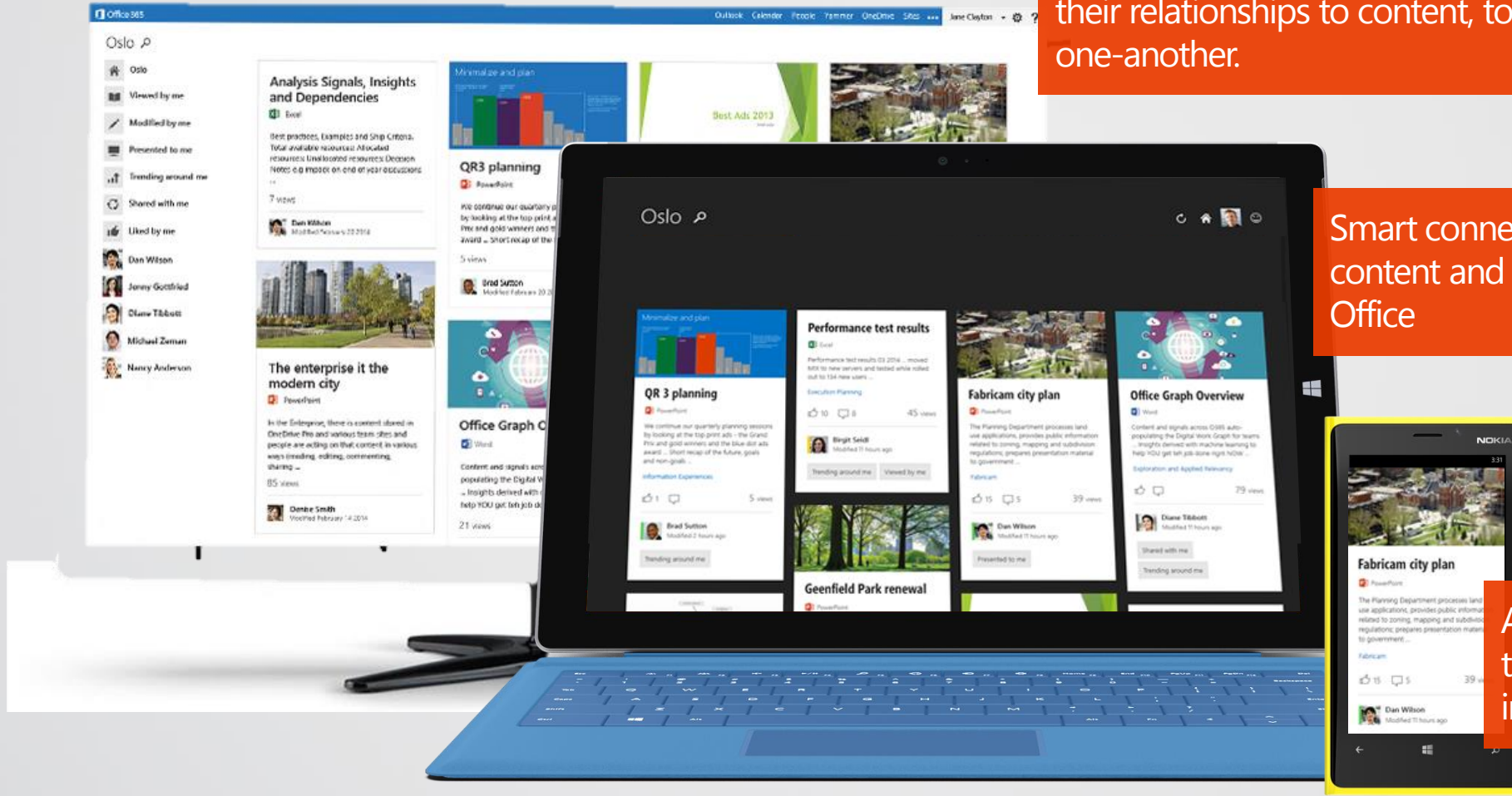


# Delve

Insights derived from each users behavior, their relationships to content, topics and one-another.

Smart connections between people, content and conversations across Office

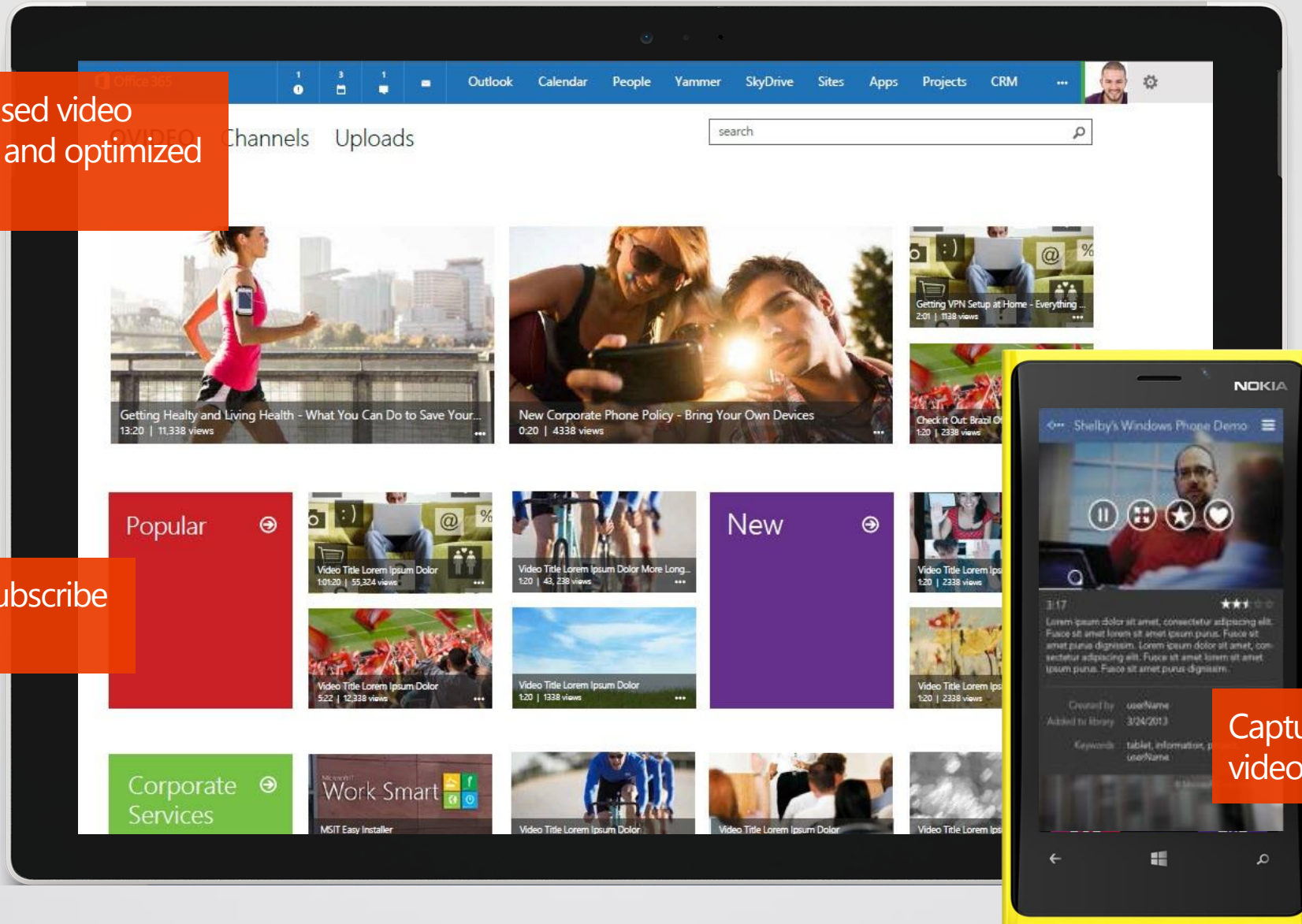
An extensible intelligence fabric that delivers a new era of information experiences



# New Office 365 Video Experience

Secure cloud based video upload, storage and optimized playback

Create, manage, and subscribe to various channels



Capture, share, and discover videos from any device





# Business value

**Connect, engage**  
and **collaborate** with employees,  
customers, and partners



# IT value

Deliver **connected experiences**  
with an **enterprise-class**  
**social platform**







Office 365



SharePoint

Lync



Microsoft Dynamics

LOB Apps

yammer





# Integrated Social Networking

Private, secure social network for your business

PowerPoint Online | Garth Fort | Marketing Campaigns FY14

FILE HOME INSERT DESIGN TRANSITIONS ANIMATIONS VIEW Tell me what you want to do OPEN IN POWERPOINT

3 other people are here

Anne Wallace Editing Slide 2

Garth Fort Editing Slide 1

Katie Jordan Editing Slide 2

EE TV  
ENERGY EFFICIENT TV  
MARKETING CAMPAIGN.

Garth Fort | March 2014

Executive Summary

- Contoso and Northwind have a long and trusted relationship that spans more than three decades.

SLIDE 1 OF 5

HELP IMPROVE OFFICE

## Yammer Conversations

Say something about this document

Garth Fort  
To All Company, Katie Jordan, and Bonnie Kearney  
Katie Jordan Bonnie Kearney can you please review by Thursday?  
Like · Reply · View Conversation · Monday at 2:12pm

Katie Jordan likes this.

Katie Jordan  
Can we please schedule a call numbers today?  
Like · Reply · View Conversation

Anne Wallace likes this.

Write a reply...

Garth Fort  
To Product Launch and Anne Wallace  
Anne Wallace can you please provide feedback by Friday?  
Like · Reply · View Conversation · 10 hours ago

Anne Wallace likes this.

Anne Wallace  
Will do!  
Like · Reply · View Conversation · 9 hours ago

Write a reply...

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

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

# Dynamics CRM Integration

The screenshot displays the Yammer social network interface integrated with Microsoft Dynamics CRM. The interface is divided into several sections:

- Left Sidebar (Contoso Sales):** Contains navigation links for **FILE**, **DASHBOARDS**, **Workplace**, **My Work** (What's New, Dashboards, Activities, Reports), **Customers** (Accounts, Contacts), **Sales** (Leads, Opportunities, Competitors), **Service** (Cases, Queues, Articles), and **Settings**.
- Top Bar (Contoso):** Features the Yammer logo, a search bar for people, groups, and conversations, and navigation links for **Add**, **People**, **Groups**, **Files**, and **Apps**.
- User Profile (Nancy Johnson):** Located on the left, it includes a profile picture, name, and a list of groups: **Home**, **Inbox** (2), **GROUPS** (+), **All Company** (20+), **hemantg123**, **Marketing**, **Global Strategy & Sale...**, **HR Department**, **GroupLoc**, **IT Department**, **Browse Groups**, and **Create Group**.
- Main Feed:** Displays a post by **Walter Harp** praising Nancy Johnson for a deal. The post includes a thumbs-up icon, a quote, and a link to [blue.crm.crmilivetoday.com](http://blue.crm.crmilivetoday.com). Below the post, it shows **Unlike · Reply · Share · More** and the date **December 5, 2012 at 10:57am**. A comment by **Terry Adams** is also visible, stating "Indeed! Good work @Nancy Johnson" and including **Like · Reply · Share · More** options.
- Right Sidebar:** Contains three sections:
  - RECENT ACTIVITY:** Lists recent actions such as "Nancy Johnson followed A. Datum Corporation (sample) in Dynamics CRM Test" and "Nancy Johnson followed Contoso 3000 seat upgrade in Dynamics CRM Test".
  - SUGGESTED GROUPS:** Shows groups like **Development** and **Sales** with **Join** buttons and a **see all** link.
  - TRENDING FILES:** Displays a file titled **Contoso Pricing Proposal** posted by Terry Adams.





## Groups

- All Company 20+
- Holland STU... 1
- Microsoft Off... 1
- EPG NL STU 3
- VenJ Account T...
- PS ATU Netherl...
- The Netherla... 20+
- BZK Account T...
- G6 Account Te...
- PS Netherlands
- EPG Netherla... 18
- BZ Account Te... 4
- responsiveor... 20+
- CEO Connect... 20+
- One Producti... 20+
- TechReadeliv... 20+
- WE Producti... 5
- Retired (201... 5
- Networks 6



### Announcing Elena Osipova as the first Project Online Global Black...

Posted by Sanjay Patel November 6 at 10:41am

17 3

Update Poll Praise

What are you working on?

Top All Following (101)



### Julie de Widt-Bakker

To The Netherlands, Hans van der Meer, Natasja van Geemen, and Pooya Obbohat

Follow

KNGF Geleidehonden in Amstelveen heeft hulp nodig bij de implementatie van Sharepoint. Systeembeheerder Ron Busselaar heeft via TechSoup verschillende producten al in gebruik, maar heeft vooral behoefte aan het menselijke component. Hoe gebruik je het optimaal en hoe leg je het uit aan de eindgebruikers? Met andere woorden; deze organisatie wil productiever (samen)werken en vraagt onze hulp. Welke sharepoint held/heldin wil zijn of haar vrijwilligersdagen inzetten om hen te helpen?



## Recent Activity

- Gary Danoy's viewed Yammer Technical Sales - FAQ's in the Yammer Technical Sales group.
- Steven Piotrowski (MCO 12/4) and 2 others viewed Yammer Technical Sales - FAQ's in the Yammer Technical Sales

## App Directory see all

5 new featured apps added to the App Directory this week.

## Suggested People see all

- Pieter Legerstee ATS Follow
- Gabriela Ugarte Esteva Follow

Add people to this network Add



# How is your work evolving?





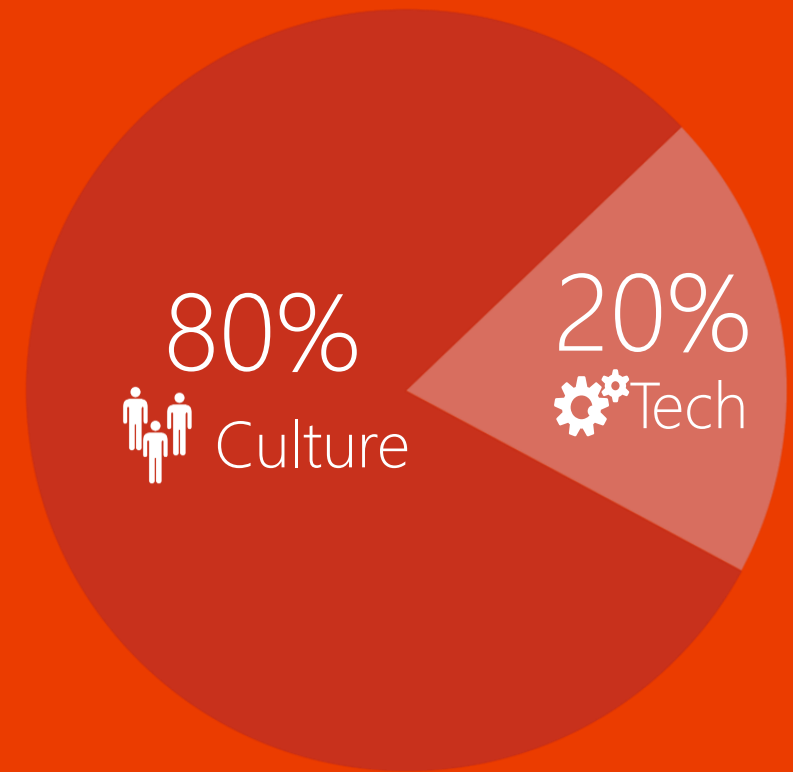
# Work like a network with Enterprise Social.



# Create a culture that works like a network.

"Social Enterprise is implemented 80% through organization culture and 20% through technology."

- Gartner, September 2012



# Use our proven methodology.

Measure, share  
success and iterate

Purchase and/or  
activate

Set vision and  
identify business  
scenarios

Map to usage  
scenarios and create  
adoption plan

Commit resources  
and execute  
adoption plan





Thank you!

