

**Placeholder for  
Partner logo**

# The Network Solution for Small Business

**Name**

**Title**

**Department**

**Company**

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# Welcome

## Agenda

- What network solutions are available?
- How can [YOUR COMPANY NAME] and Microsoft help your business?
- Provide a roadmap

# Who Are We?

## We are a Microsoft Certified Partner

- **What does this mean to you?**
  - **We have proven Microsoft expertise**
  - **We partner with Microsoft which allows us access to the most up to date training and technology to support your business needs.**
  - **We have access to 24X7 support from Microsoft to help support our customers mission critical applications**

# What Do We Focus On?

- [Insert company-specific information here]

# What Are Your Business Computing Needs?

- **Reliable, fast, stable infrastructure**
- **The ability to communicate and collaborate**
- **Accessibility to critical corporate data**
- **Internet presence and connectivity**
- **At an affordable price!**

# How Can We Help You

- **Build business value into technology solutions**
- **Help reduce support and administration costs**
- **Improve productivity**
- **Develop a plan to help you prepare for the future of your computing environment**

# What Is The Platform?

A core set of Microsoft Technologies creating a standard and consistent operating environment for:

- **The Business Desktop**
  - Windows XP Professional
  - Office XP
- **Business Network**
  - Windows 2000 Server
  - Exchange 2000, SQL 2000, IIS



# Evolution of the Desktop

- **A Worker's Tool**
  - Write Letters
  - Check E-mail
  - Browse the Internet
- **A Knowledge Worker's Productivity Platform**
  - Manage information
  - Turn information into knowledge
  - Make business decisions

# How Office <sup>XP</sup> and Windows <sup>XP</sup> Can Help

- **Productivity** – Making users' personal experiences better by:
  - Simplifying the way they work
  - Providing information and tools to work more efficiently
- **Collaboration** – Making it easier for teams to connect and communicate clearly -- anytime, anywhere
- **Organizational Management** – Improving deployment so new business applications are delivered in a secure and reliable way

# Introducing...

## Microsoft Office **XP**

*The Next Generation of Productivity*

*“Our users already use Office 97 and we have considered Office 2000 but we seem to be doing just fine. What does Office XP offer to make the upgrade compelling?”*

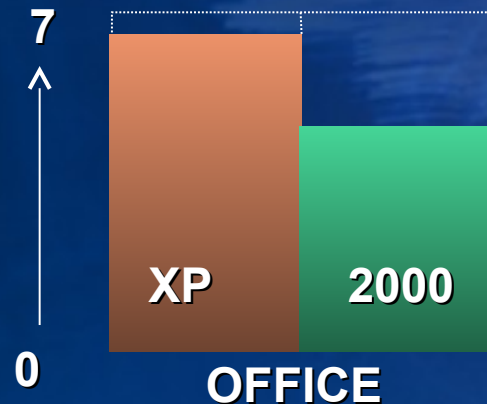
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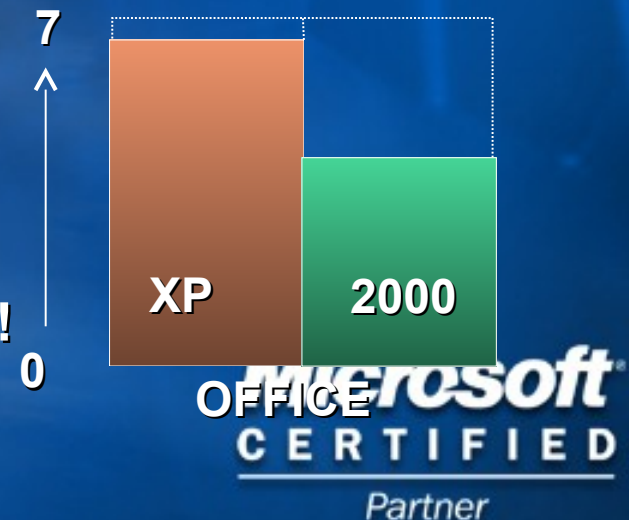
# Office <sup>XP</sup> Improves Productivity

- An independent study conducted by American Institutes for Research shows that end users complete a list of common tasks significantly faster in Office XP versus Office 2000



- On a scale from 0 to 7, users rated Office XP easier to use than Office 2000 – with a score of **6.52** versus **4.19**!

- Users were also more satisfied with time taken to complete tasks in Office XP vs. Office 2000 with a score of **6.50** versus **3.93**!



Details

# Office <sup>XP</sup> Improves Productivity

Task (average task times in min:sec)	Office XP	Office 2000	Time Saved
Cut/paste PPT content into new presentation	2:30	3:00	0:30
Add diagram to PPT slide	1:00	4:17	3:17
Apply new PPT design template	0:31	1:35	1:04
Apply another PPT design template	0:21	1:18	0:57
Find and fix formula errors in Excel	4:22	4:53	0:31
Paste Excel table into Word and match format	0:50	3:42	2:52
Import stock data from Web into Excel	1:08	7:31	6:23
Dismiss 10 appt reminders in Outlook	0:07	0:15	0:08
Disable autocorrect functions in Word	4:22	6:05	1:43
Change style/formatting of headings in Word	3:20	4:28	1:08
Merge changes into Word document	1:35	6:38	5:03
<b>TOTAL</b>	<b>20:06</b>	<b>43:42</b>	<b>23:36</b>

# Demonstration 1

## Productivity

### Using Office <sup>XP</sup> Smart Tags

# Introducing...

## Microsoft Windows <sup>XP</sup> Professional

*The Next Generation of Desktop OS*

*“Most of our users are using Windows 98 or Windows 2000 Professional. Why should we consider Windows XP Professional? Are the improvements over Windows 2000 more than cosmetic?”*

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The background is a solid blue color with a faint, light blue grid pattern. In the lower-left quadrant, there is a faint, semi-transparent image of a person riding a bicycle.

# Demonstration 2

## Windows XP Security

### Enhanced Networking Support and the Internet Connection Firewall



# Microsoft Windows <sup>XP</sup> Professional and Office <sup>XP</sup> Summary

eXPerience the new standard in business productivity AND  
the freedom to work smarter in the digital world

## Productivity

Individual

- Simplify your everyday tasks
- Use your resources more effectively
- Work globally

## Connectivity

Teams

- Communicate easily, Coordinate effectively
- Collaborate and share with others
- Stay connected with your info anytime, anywhere and do it securely!

## Dependability

Organization

- Increase reliability and security
- Reduce help and support costs
- Deploy and manage with ease
- Platform for robust business solutions

# Windows 2000 Server

The multi-purpose network operating system for businesses of all sizes

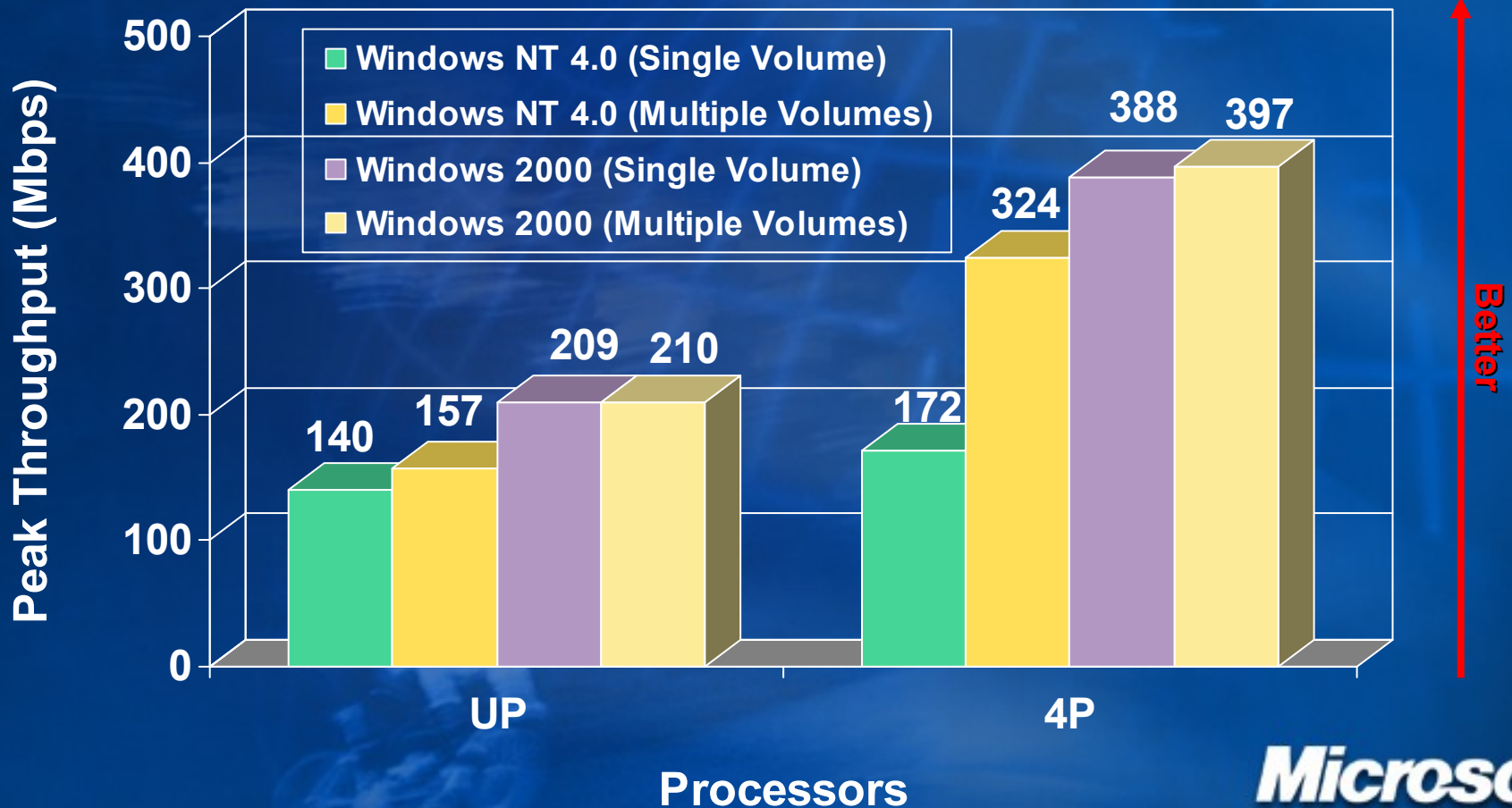


- **Robust**
  - Reliable
  - Scalable
  - Fast & Powerful
  - Secure
- **Flexible**
  - Easy to support, manage, and use
  - Easy to manage
  - Comprehensive
- **Innovative**
  - Extend to the Internet
  - Connect end-users with Information
  - Embrace Mobile Workers & New Devices

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# Faster File Server

49% faster than Windows NT Server 4.0



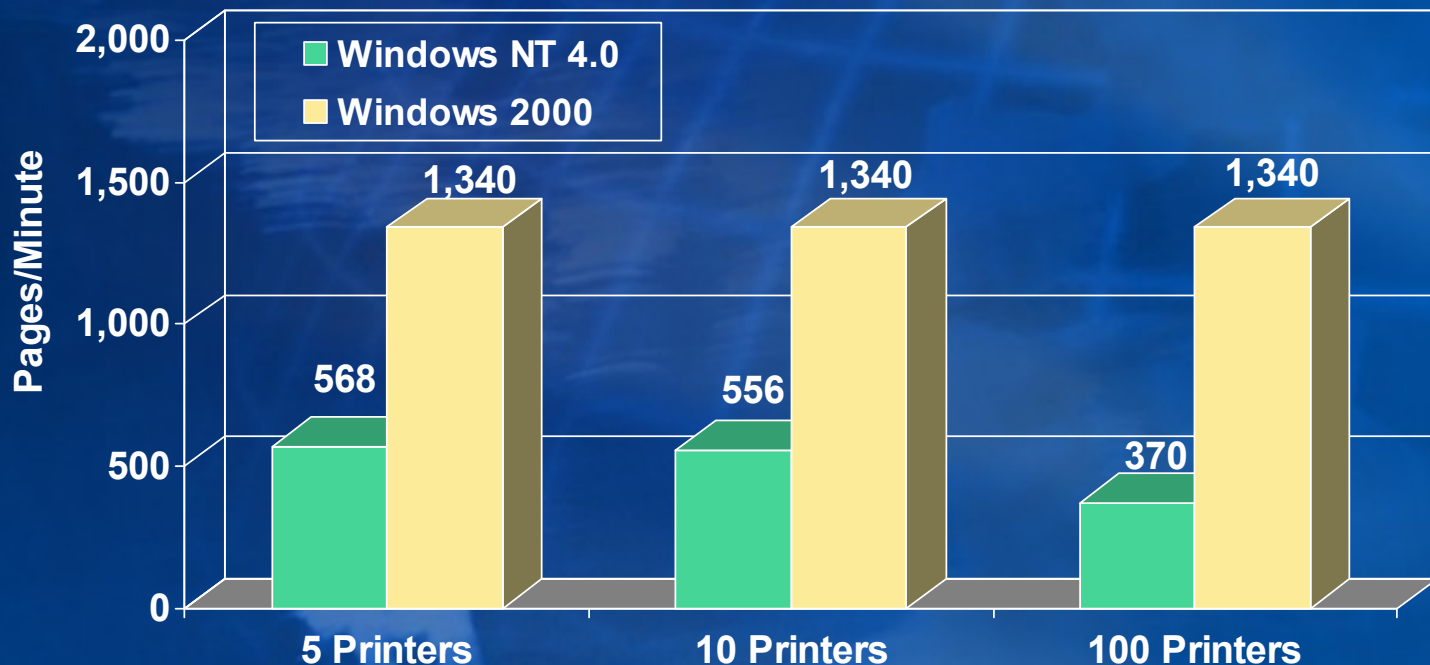
Windows 2000 with Windows 2000 clients & Windows NT 4.0 with Windows NT 4.0 clients

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# More Efficient Print Server

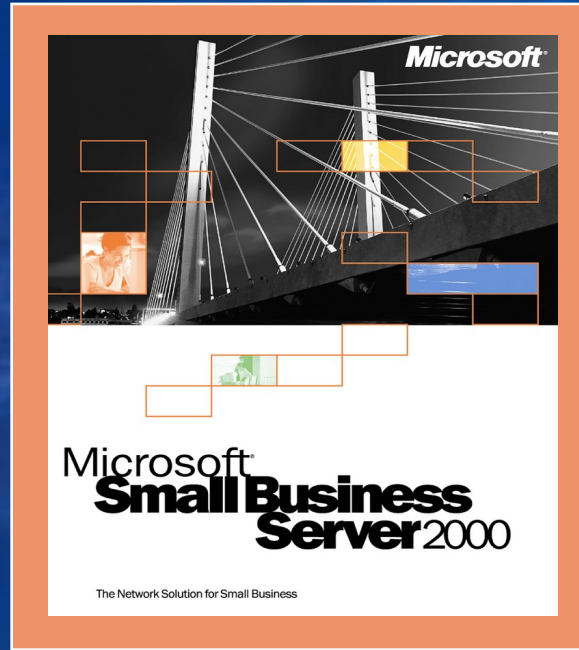
## 135% faster than Windows NT Server 4.0

Based on a 20-Page text document (EMF)

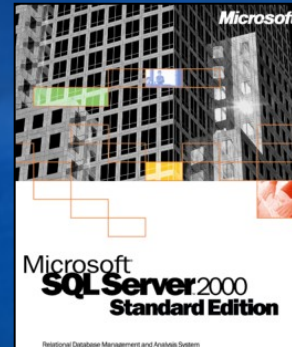
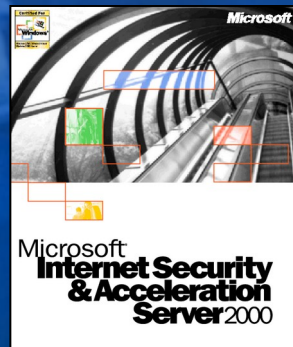
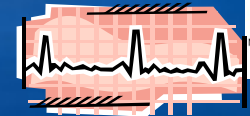


# Small Business Server 2000

## The Network Solution for Small Business



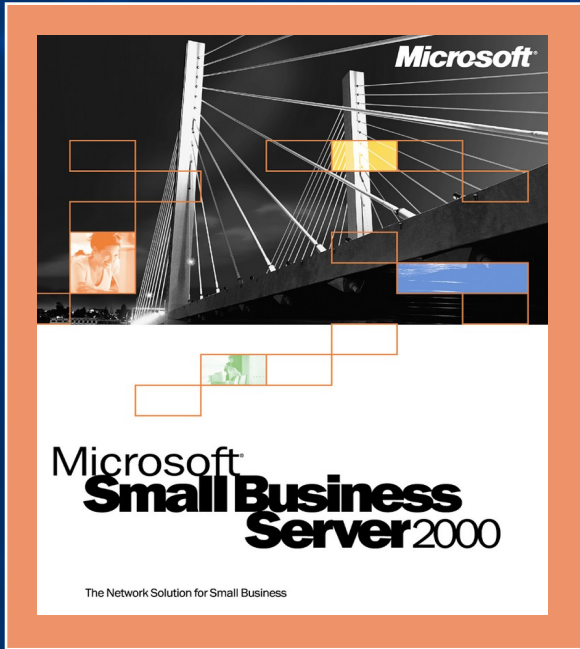
- + Shared Fax Service
- + Shared Modem Service
- + FrontPage 2000
- + Outlook 2000 Clients
- + Health Monitor



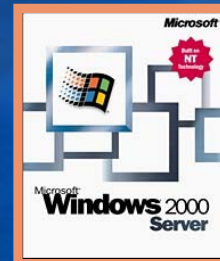
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# Small Business Server 2000

An Incredible Value!



Priced less than



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# Demonstration 3

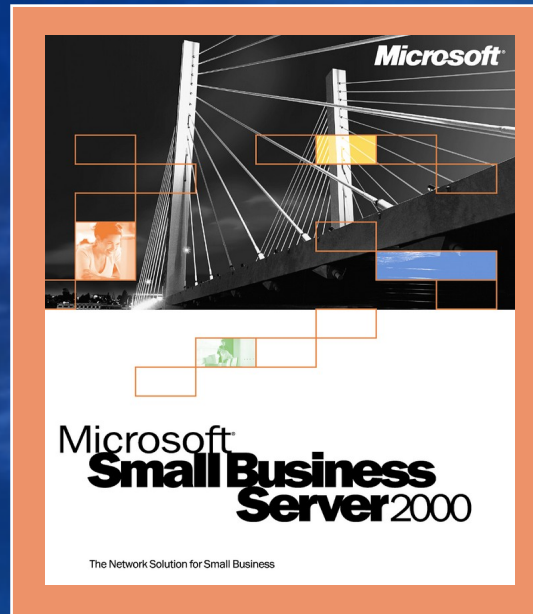
## Small Business Server 2000

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# The Network Solution for Small Business



Internet Enable  
Your Business

Manage & Grow  
Customer  
Relationships

Enhance Company  
Productivity



# Internet Enable Your Business



**Get  
Connected**



**Work Without  
Limits**



**Leverage the  
Power of the  
Internet**

- Obtain fast, secure, shared Internet access.
- Connect to the office from any device on the internet.
- Send email using an internet connection.
- Create a company website.
- Manage employee web access.
- Conduct real-time meetings over the internet.

# Manage & Grow Customer Relationships

 Enhance customer communications

 Improve customer service

 Acquire new customers

- Provide 24X7 access to company information via your own website.
- Assign individual email aliases to employees for direct, personalized customer communications
- Reach more customers with automated mass mailings via fax or email.
- Keep track of customers with a shared contact database.
- Stay in touch with customers with email.

# Enhance Company Productivity

- ✓ Empower Employees
- ✓ Save Time
- ✓ Reduce Costs
- ✓ Work & operate more efficiently
- ✓ Retain & attract quality talent

- Share files and hardware resources easily.
- Access important files and email anytime, anywhere.
- Streamline internal communications and scheduling.
- Send, receive, and schedule faxes from your desktop.
- Share and utilize business-specific applications.
- Buy fewer modems and lease fewer phone lines.

# Small Business Server 2000

## Windows 2000 Server

- Underlying Operating System
  - File & Print Services
  - Internet/Intranet Web Services
  - Dependable Platform
- Version Improvements
  - Reliability & Availability
  - Internet Enabling Standards
  - Hardware Support
  - Management Tools



# Small Business Server 2000

## Exchange 2000 Server

- Messaging Platform
  - Email
  - Real-Time Collaboration
  - Knowledge Management
- Version Improvements
  - Reliability & Manageability
  - Internet Connectivity
  - Client Access
  - Enhanced Security Measures

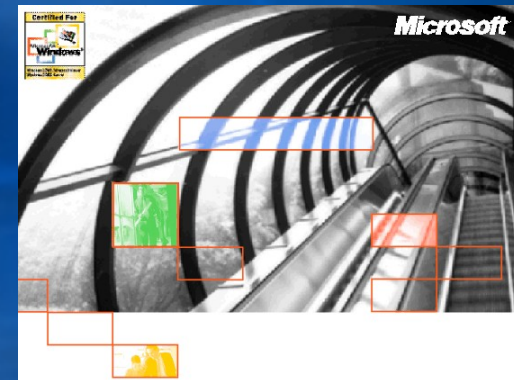


Windows 2000 Server

# Small Business Server 2000

## ISA Server 2000

- Connectivity Management
  - Web Caching
  - Firewall Services
- Version Improvements
  - Greater Network Integration
  - Access Control and Security
  - Management and Extensibility



Microsoft  
**Internet Security  
& Acceleration  
Server 2000**

Exchange Server 2000

Windows 2000 Server

# Small Business Server 2000

## SQL Server 2000

- Database Management
  - Line of Business Applications
  - Central Data Store
  - E-Commerce
- Version Improvements
  - Performance
  - Web-Enabled Features



Microsoft  
**SQL Server** 2000  
**Standard Edition**

Relational Database Management and Analysis System

**ISA Server 2000**

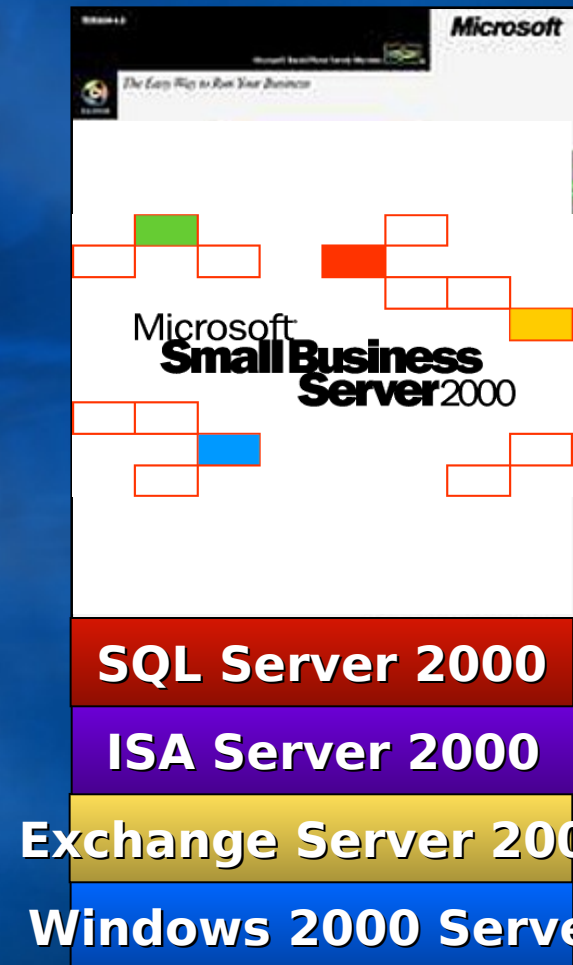
**Exchange Server 2000**

**Windows 2000 Server**

# Small Business Server 2000

## Other Components

- Modem Sharing
- Fax Services
- Outlook 2000
- Front Page 2000
- Deployment Tools
- Support Tools
- Resource Kit





# Roadmap: What's the Next Step?

- Meet with you to understand your business needs
- Develop a technology solution to solve your business problems
- Create a plan for future technology deployment

# Discussion





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The Microsoft logo is centered on the page in a large, white, bold, italicized sans-serif font. The background is a solid blue color with a faint, light blue grid pattern that resembles a globe or a network. In the lower-left corner, there is a faint, light blue silhouette of two people riding bicycles.

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