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Title

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Title
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PowerPoint Template
Subtitle color

- **Select File/Save As**

- **Select File/Slide Setup choose On Screen Show**

- **See next slide for guidelines**

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Slide Guidelines

- **Slides should emphasize key points**
  - ➢ **Limit to 6 lines per slides**
  - ➢ **Limit to 6 words per line**
- **Font, size, and color for text have been formatted for you in the Slide Master**

Sample fill color

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The E**xp**erience Desktop: More Productive, More Collaborative, More Effective

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Welcome

Agenda

- **What business desktop solutions are available?**

- **How can [YOUR COMPANY NAME] and Microsoft help your business?**

- **Provide a roadmap**

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Who Are We?

- **[Insert Company Name Here] is 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

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What Do We Focus on?

- [Insert company-specific information here]

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What Is the Role of Technology in Business?

- **Originally**
  - **An enabler. Provides a competitive edge**
- **Often viewed today as**
  - **A commodity. IT as 'service bureau'**
- **What needs to change?**
  - **Understanding issues and opportunities -- not just problems**
  - **Integrated solutions -- not just features**
  - **End-to-end platforms -- not just random products**
  - **Providing information and intelligence wherever and when ever -- to all levels of org**
  - **Creating measurable value from technology investments!**

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Your Role as a Technology Manager

- **Set and monitor technology direction**
  - **Cost of IT, ROI, maintenance**
  - **Did old technology bets pay off?**
  - **What does the future look like?**
- **Manage infinite requests with finite resources -- # of projects exceeds resources to complete them**
  - **Prioritization of projects**
  - **Leveraging technology/staying agile**
  - **Finding faster, more efficient methods**
  - **Lowering costs associated with technology investments**
- **Respond to business requirements**
  - **Align technology implementation with strategic business goals**
  - **Reprioritize**
  - **Increase user productivity, effectiveness, efficiency with technology**
  - **Internal Customer Satisfaction (reliability, responsiveness, quality)**
  - **Use technology to build competitive edge**

Why Look at Office **XP** and Windows **XP**?

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

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How Can We Help?

- **Flexible and customizable, solutions, enabling software, and services**
  - ➢ **Reliable, integrated, ubiquitous infrastructure**
  - ➢ **Experience with enterprise issues and solutions**
- **Proof tools**
  - ➢ **Documented approaches of companies with similar problems**
  - ➢ **Cost understanding and economic justification tools**
- **Extensive partner support**
  - ➢ **Custom and packaged solutions**
  - ➢ **Outsourcing IT needs**
- **A community of resources for you and others with similar issues**
  - ➢ **Training and education on software and services for IT staff**
  - ➢ **Comprehensive web resources**

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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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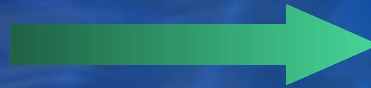**CERTIFIED**

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Office XP Business Value

Business Need

Value Opportunity

Business Need		Value Opportunity
Return on People	→	Employee Productivity
Return on Knowledge	→	Utilization of Corporate Data
Return on Value Chain	→	Integrating Partners, Customers, LOB App's
Return on IT	→	Maximizing finite resources

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Office XP Makes Productivity Simple

Return on People

Return on Knowledge

Return on Value Chain

Return on IT

- **Return on people is increased by:**
  - **Speed of work**
  - **Quality of output**
  - **Employee satisfaction and health**
- **Office XP contributes by providing:**
  - **One-click access to commonly use features**
  - **Reduced number of steps to complete routine tasks**
  - **Control over AutoFeatures**
  - **Preventing data loss**
- **Metrics for measurement include:**
  - **Time to complete standard tasks**
  - **End user downtime**

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Office XP Makes Productivity Simple

Return on People

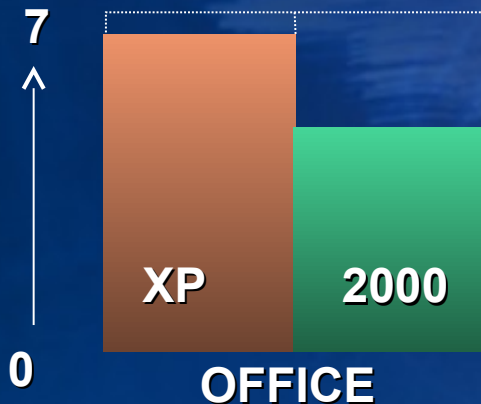**Return on Knowledge**

Return on Value Chain

Return on IT

- *"Simplifying the end-user environment was the best way to improve our document creation productivity."*

  -- **Manager of Desktop Engineering Development and Operations – Large Pharmaceutical Company in the US**

- **REJ analysis projects a 7.6% increase in personal and group productivity for one large pharmaceutical firm from simplified document creation using smart tags, task panes and styles and formatting**
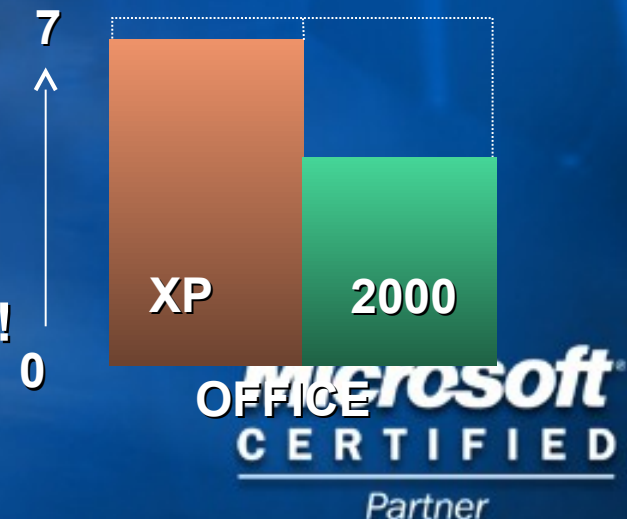
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Office ^XP Improves Productivity

- 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

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Office XP 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
TOTAL	20:06	43:42	23:36

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Video Case Study: Columbia Sportswear

Demonstration 1
Productivity
Using Office XP Smart Tags

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Office XP Facilitates Access to Information

Return on People

Return on Knowledge

Return on Value Chain

Return on IT

- **Return on knowledge is increased by:**
  - **Providing a simple way for users to tap these information assets**
  - **Facilitating collaboration across the organization**
  - **Leveraging your existing corporate knowledge stored in databases and on people's desktops**
- **Office XP contributes by providing:**
  - **Customized Smart Tags**
  - **SharePoint™ Team Services**
  - **Unified communication tools in Outlook® and improved document collaboration**
  - **Easy access to enterprise data and a familiar front-end for analysis**
- **Metrics for measurement:**
  - **Time to complete standard tasks**
  - **Decreased response time**
  - **Improved workflow, faster project completion**
  - **The amount of time spent re-creating work**

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Office XP Facilitates Access to Information

Return on People

Return on Knowledge

Return on Value Chain

Return on IT

- *"The use of Smart Tags showed us that we could universally access the knowledge stored in our company databases from within Office applications. This improves the speed with which scientists can cross-reference information on pharmaceuticals under development."*

- *"We expect the new collaborative features in Office XP, like Send for Review, to be instrumental in speeding up the document creation and review cycles for both R&D and marketing."*

  -- **Manager of Desktop Engineering, Large Pharmaceutical Company in the US**

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Office XP Enhances Integration

Return on People

Return on Knowledge

Return on Value Chain

Return on IT

- Return on value chain is increased by:
  - Better integration of customers, partners and LOB applications
  - Better enabling partners
  - Bringing more value to customers with same or less resources
- Office XP contributes by providing:
  - Standards-based sharing of information with XML
  - Custom customer-facing solutions that increase value (one-click access with Smart Tags, XSL)
  - Better quality output, collateral, etc.
- Metrics for measurement:
  - Improved workflow
  - Process efficiency
  - Increased customer value
  - Customer and partner satisfaction

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Office XP Enhances Integration

Return on People

Return on Knowledge

Return on Value Chain

Return on IT

- *"We expect that universal access to our corporate knowledge base will accelerate the speed and efficiency with which we access and use data to develop and market new products."*

- *"The economic analysis convinced us just how beneficial it would be to implement Office XP throughout the company. Simplifying the way people work and providing one-click access to our wealth of global information with smart tags will greatly improve our development cycles and give us that extra margin of competitive advantage."*

    -- **Manager of Desktop Engineering, Large Pharmaceutical Company in the US**

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Demonstration 2
Collaboration
Enhance Collaborative Efforts

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Office XP is Easily Managed

Return on People

Return on Knowledge

Return on Value Chain

Return on IT

- **Return on IT is increased by enhancing:**
  - **Manageability**
  - **Reliability**
  - **Security**
  - **Training**
- **Office XP contributes by:**
  - **Lowering cost and time to deploy and maintain the desktop**
  - **Empowering users to build their own sites**
  - **Decreasing the development effort to provide users with access to information**
  - **Improving application reliability, recoverability**
  - **Including step-by-step interactive training**
- **Metrics for measurement:**
  - **End user downtime**
  - **Count of SharePoint sites**
  - **Help desk calls**
  - **Cost to create standard desktop image**
  - **Decreased development cycle**

Microsoft **CERTIFIED** *Partner*

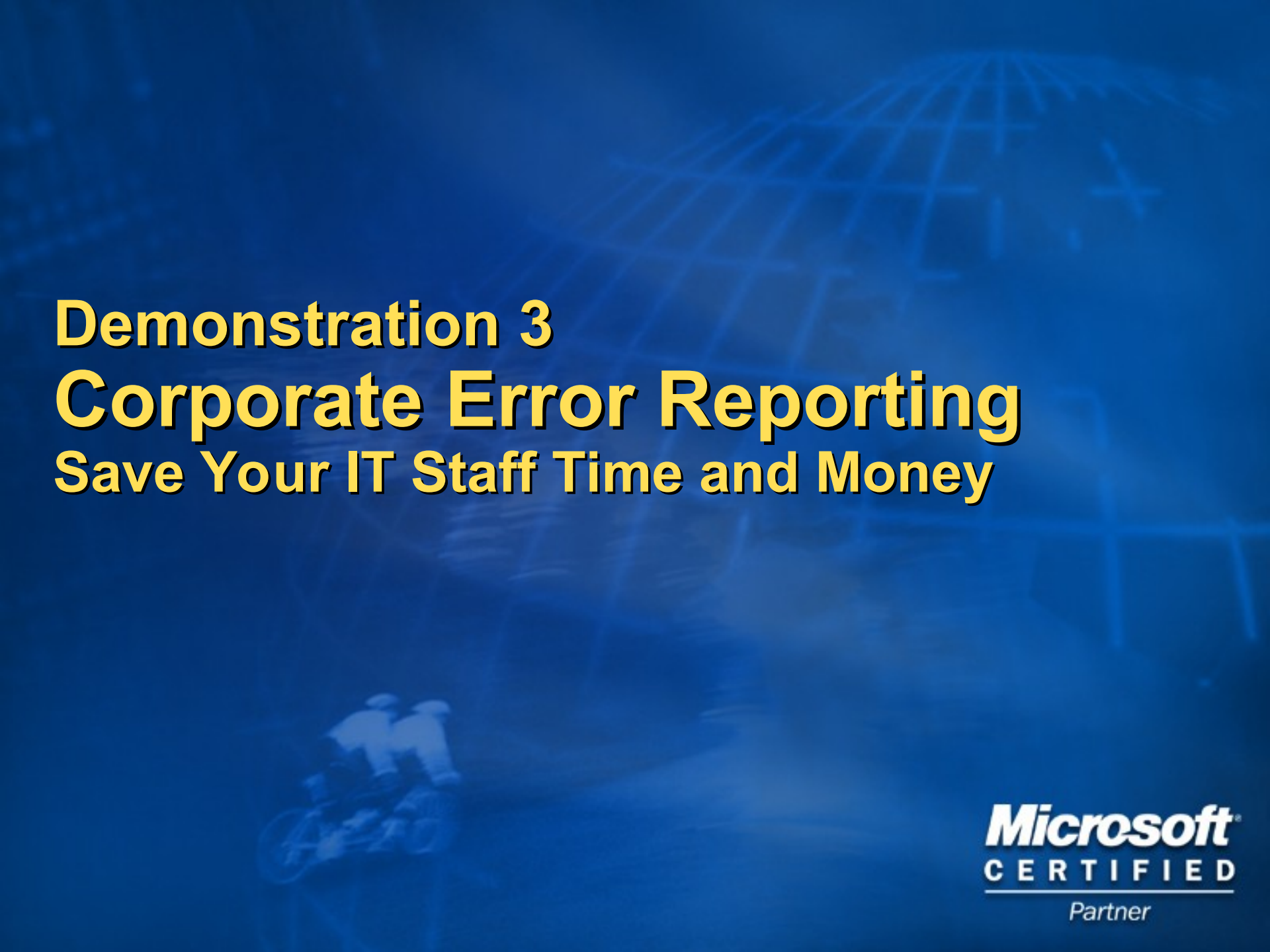# Office XP is Easily Managed

Return on People

Return on Knowledge

Return on Value Chain

Return on IT

- *"Automatic document recovery allows us to reduce user downtime, plus decrease helpdesk calls and thus overall support costs."*

  -- **Manager of Desktop Engineering, Large Pharmaceutical Company in the US**

- Application and document recovery feature will contribute to a 3.1% increase in productivity

- Economic analysis projects 25% fewer calls to the help desk to resolve common user problems and an 18% decrease in the cost of building, testing and maintaining the standard desktop image

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Demonstration 3
Corporate Error Reporting
Save Your IT Staff Time and Money

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So, how do I think about this in terms of my organization…?

…The Office XP Framework

Individuals **Teams** **Organizations**

Personal Experience

Makes Productivity Simple

- **Simplifying the way you work**
- **Right tools, right information, right time**
- **Tools you can rely on**

Collaborative Experience

Enables Collaboration for Everyone

- **Communicate clearly, connect effectively**
- **Document collaboration made easy**
- **Introduces SharePoint Team Services**

Organizational Experience

Flexible Way to Address Business Needs

- **Enables new business applications**
- **Improving reliability and security**
- **Easier to deploy and control**

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The Total XP Experience

- **Office XP is ready to be deployed today, but the complete experience will include the forthcoming Windows XP**

+

= **Next Generation Desktop OS**

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Introducing…

Microsoft Windows **XP** 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?"

Microsoft
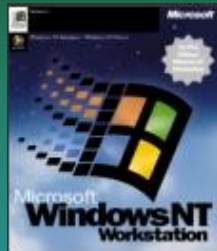C E R T I F I E D
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Windows Roadmap

Disparate Codebase → **Unified Codebase** →

Home PCs

Win9x Codebase

Business PCs

Windows XP Home Edition

32-bit version

Windows XP Professional

32 & 64-bit Versions

New Windows Engine

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Windows XP Professional Business Value

Business Need

	Value Opportunity
Increased Efficiency	→ **Greater Productivity**
Increased Security	→ **Protection of Corporate Data**
Increased Dependability	→ **Lower costs & greater uptime**
Increased Manageability	→ **Easier Maintenance**

Windows **XP** Professional Enhanced Design

Increased Efficiency

Increased Security

Increased Dependability

Increased Manageability

- **Fresh Visual Design**
  - ➢ **Allows users to get the most out of their PC**
  - ➢ **Allows users to get more done -- quicker**

- **Adaptive User Environment**
  - ➢ **Displays the most frequently used applications on the Start Menu**
  - ➢ **Allows multiple windows from the same application to be consolidated into a single task bar button**
  - ➢ **Hides unused notification area icons**

- **Metrics for measurement include:**
  - ➢ **Time to complete standard tasks**
  - ➢ **End user downtime**
  - ➢ **Increased efficiency over time**

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Windows **XP** Professional Enhanced Design

Increased Efficiency

Increased Security

Increased Dependability

Increased Manageability

- **Improved Architecture**
  - ➢ **Allows multiple applications to run simultaneously, while preserving system responsiveness**
  - ➢ **Supports up to two processors and four GB of RAM, 64 bit processors**
- **Fastest Windows Yet**
  - ➢ **Boots faster, runs applications quicker, and resumes from hibernate/standby more rapidly than previous versions of Windows**
- **Metrics for measurement include:**
  - ➢ **Time to complete productivity work**

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Windows XP Professional Secures the Desktop

Increased Efficiency

Increased Security

Increased Dependability

Increased Manageability

- **Standards Based Security**
  - Kerberos and Smart Cards provide standards based authentication
  - IPSec allows for the secure transmission of data over public and private networks
- **Protecting Local Data**
  - Encrypting File System provides a means to Encrypt local files and folders
- **Online Security**
  - Internet Connection Firewall protects individual workstations from network based attacks
- **Metrics for measurement include**
  - Decreased loss of data
  - Decreased end user downtime
  - Increased assurance of data

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Demonstration 4
Windows XP Security
Enhanced Networking Support and the Internet Connection Firewall

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Windows XP Professional Keeps PCs Up and Running

Increased Efficiency

Increased Security

Increased Dependability

Increased Manageability

- **Improved Reliability**
  - **Built on Windows 2000**
  - **Full 32-bit architecture, protected memory model for reducing system crashes**
  - **Improved system Code Protection**
  - **Keeps hardware working with protected device drivers**
  - **Eliminates most scenarios that forced end users to reboot in Windows NT® 4.0 and Windows 9x**
- **Metrics for measurement include**
  - **Machine stability and recoverability**
  - **Decreased end user downtime**

Windows **XP** Professional Keeps PCs Up and Running

Increased Efficiency

Increased Security

Increased Dependability

Increased Manageability

- **Increased Control**
  - ➢ Integrated service to manage software installation, removal, and repair
  - ➢ Prevents unauthorized drivers from being loaded
  - ➢ Automatically protects key system files from being overwritten
  - ➢ Allows an administrator to block application execution
- **Metrics for measurement include**
  - ➢ Machine stability and recoverability
  - ➢ Decreased end user downtime

Windows XP's Simplified Management

Increased Efficiency

Increased Security

Increased Dependability

Increased Manageability

- **Return on IT Investment**
  - ➤ **Windows XP Professional will prompt to download updates at install time**
  - ➤ **Windows XP Professional can download fixes in the background then install when the update is received – customizable!**
  - ➤ **Administrative remote control of users workstation for real-time helpdesk assistance**
  - ➤ **On-line resources Integrated into desktop help tools**
- **Metrics for measurement include**
  - ➤ **Reduced support costs**
  - ➤ **Faster helpdesk support**
  - ➤ **Cost to create standard desktop image**

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Demonstration 5
Remote Assistance
Reduce Support Costs in a Distributed Enterprise

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Microsoft Windows **XP** Professional and Office **XP** 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

Microsoft® **Office** xp

Microsoft® **Windows** xp

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How to Get There

- **Currently Running Office 95, Office 97, or Office 2000?**
  - Begin evaluation of Office XP as soon as possible. The older your version, the more compelling the reason to upgrade
  - Review case studies on how others have saved time and money with Office XP

- **Currently Planning an Upgrade or Deploying Windows 2000?**
  - Continue deployment! Don't stop and wait for Windows XP
  - Windows XP builds on essential Windows 2000 technologies

- **Already running Windows 2000 Professional**
  - See the side by side comparison of 2000 and XP found at http://www.microsoft.com/windowsxp and evaluate the advantages

- **Everyone**
  - Contact [YOUR COMPANY NAME] for planning and deployment assistance

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Discussion