



Getting to Know Office365



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Outline

- What's Office 365?
- Why IT Gets Easy
- I Was Told There'd Be No Math
- IT's Getting Difficult
- <Insert Snarky "Cloud" Comment>
- Tie IT All Together



What is Office 365?

- Email and Calendaring
- Office Web Apps
- Websites and Collaboration
- IM and Online Meetings
- Hosted by Microsoft – *in the cloud!*



Office 365 Improvements



New Identity Platform

- Single Sign-In (SSO)
- Federated identity
- Live ID infrastructure
- Microsoft Federation Gateway

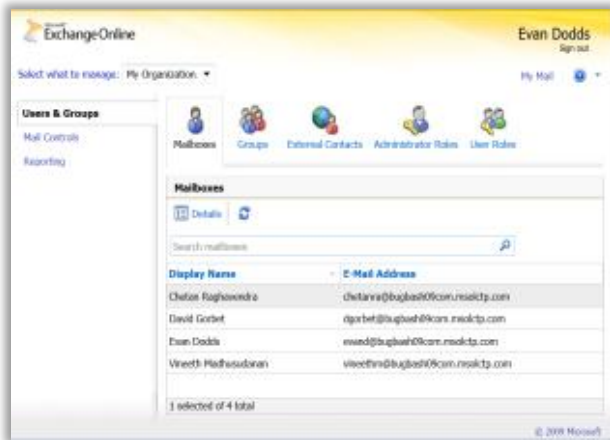
New Server Platforms

- Exchange 2010, SharePoint 2010, Lync 2010
- Architected from the ground up for multi-tenancy
- Server-service parity
- Improved coexistence
- Native migration tools

Improved Administration

- Role-based access control
- Remote PowerShell
- Extended control panels
- Self-serve user admin
- More settings / options exposed to admin.

Programmability & Control



Service Specific Control

Fall through experience to specific services to gain similar server configuration control

Platform Web Services

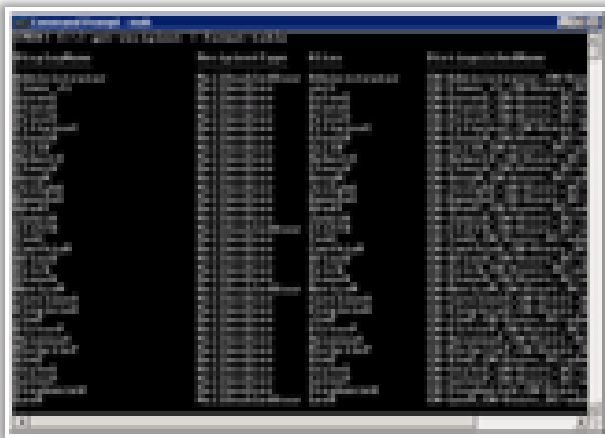
New programmability layer allowing third party to interact with platform, by-passing the user interface

Remote PowerShell

Manage the hosted Exchange environment via command line, build applications that leverage the service to meet your existing business requirements and processes

Collaboration Customization

Visual Studio 2010 and SharePoint tools for building, testing and packaging Sandboxed Solutions



SharePoint Online Configuration & Extensibility



Configuration (Out-of-the-Box)

Web Parts

Workflows

Site templates

Lists, libraries

Design

SharePoint Designer 2010

No-code workflows

Master pages

Site templates

Extensibility

Visual Studio 2010

Sandboxed Solutions

Silverlight

Client-Object Model

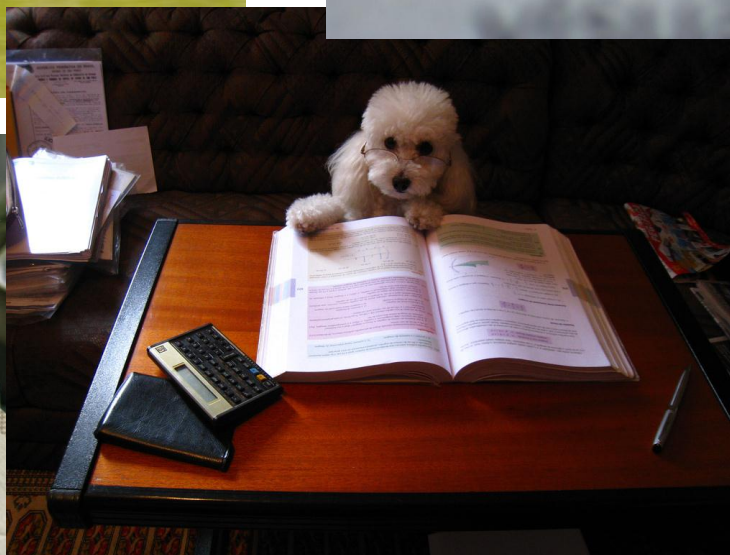
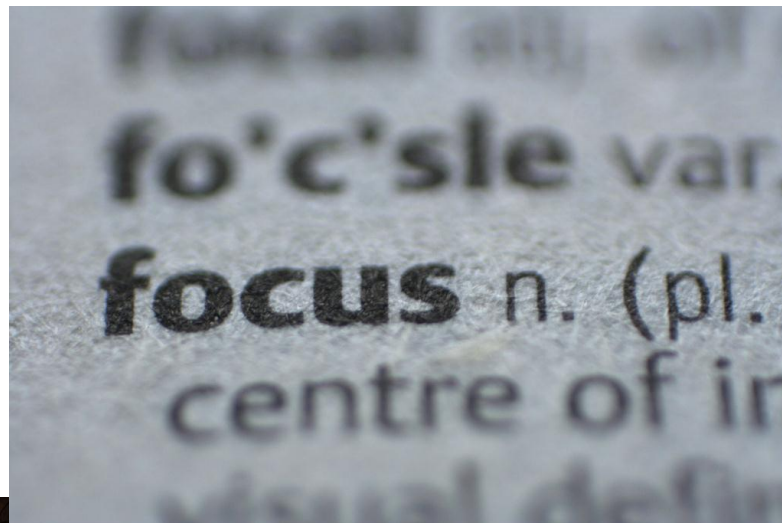
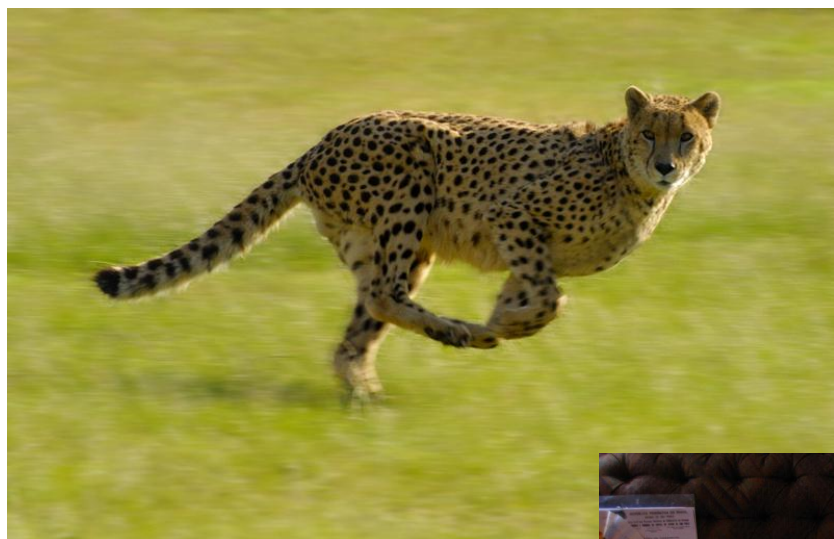
Web Services

For more information, please go to:

- The [SharePoint Online Developer Guide](#)
- The [MSDN SharePoint Online Resource Center](#)



Why IT Gets Easy





Get IT There Faster





Users Know IT





IT's Got a Definite Cost



CAUTION: Math-like Content!



- SharePoint Standard: **\$15.50 per user per month**
 - Server License: \$4600
 - Server: \$1500 x 2 servers = \$3000
 - SQL Server 2008 Std: \$2000
 - User CALs: \$90 x 100 users = \$9000 a year
- Exchange Standard: **\$7.17 per user per month**
 - Server License: \$1100
 - Server: \$1500
 - User CALs: \$60 x 100 = \$6000 a year
- Lync Standard: **\$6.14 per user per month**
 - Server License: \$670
 - Server: \$1500
 - SQL Server 2008 Std: \$2000
 - User CALs: \$32 x 100 = \$3200 a year

Total Cost
Per Year **\$34,570**



Microsoft®
Office 365

SharePoint Online: **\$4.00**

Exchange Online: **\$4.00**

Lync Online: **\$2.00**

\$9,600



But in the long run...

- With Office 365, you pay \$9,600 every year
- With On Premises, you don't

- But with On Premises you do pay:
 - To keep it up and running
 - To fix problems
 - To upgrade



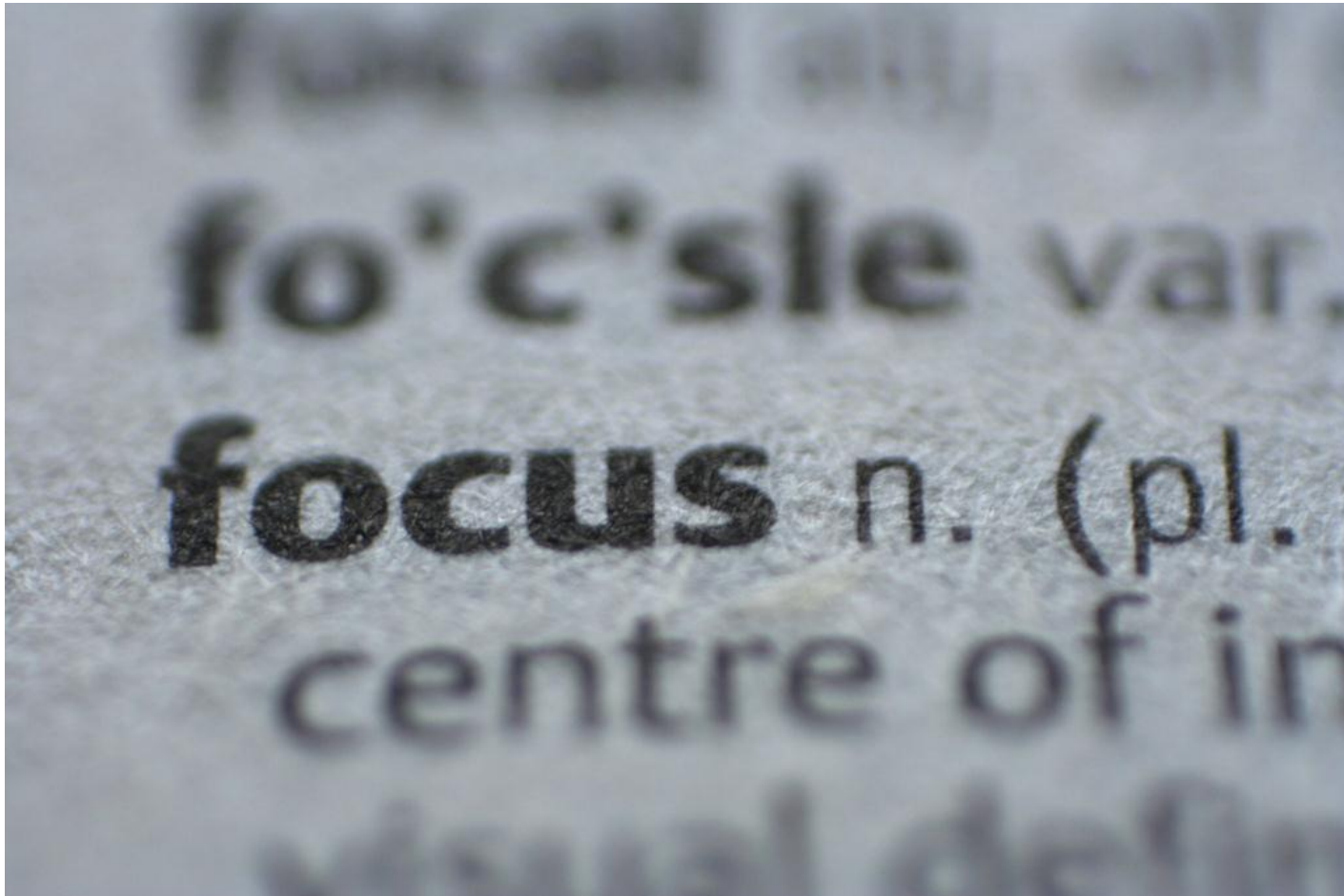
But Does IT Include?

- Implementation Costs
- 24/7 Support Costs
- Antivirus/Anti-SPAM
- High Availability
- Disaster Recovery
- Networking/Power/HVAC
- Huge Mailboxes (25 GB)
- Large Email Attachments (up to 25 MB)
- Office Web Applications

And with Office 365
can you do IT for...
\$8 - \$22
per user per month?

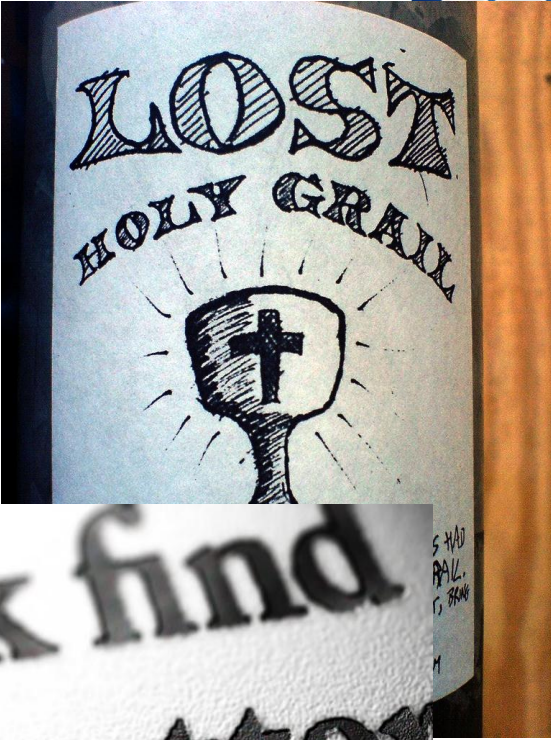
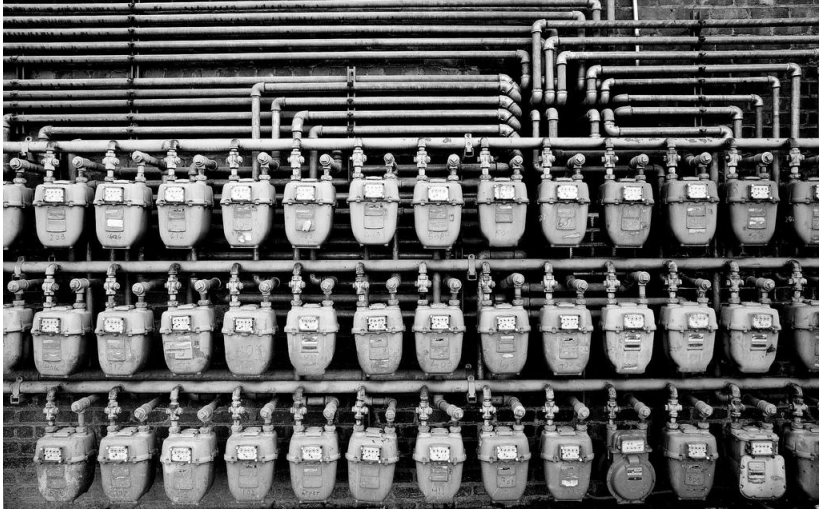


Where Did IT Go?



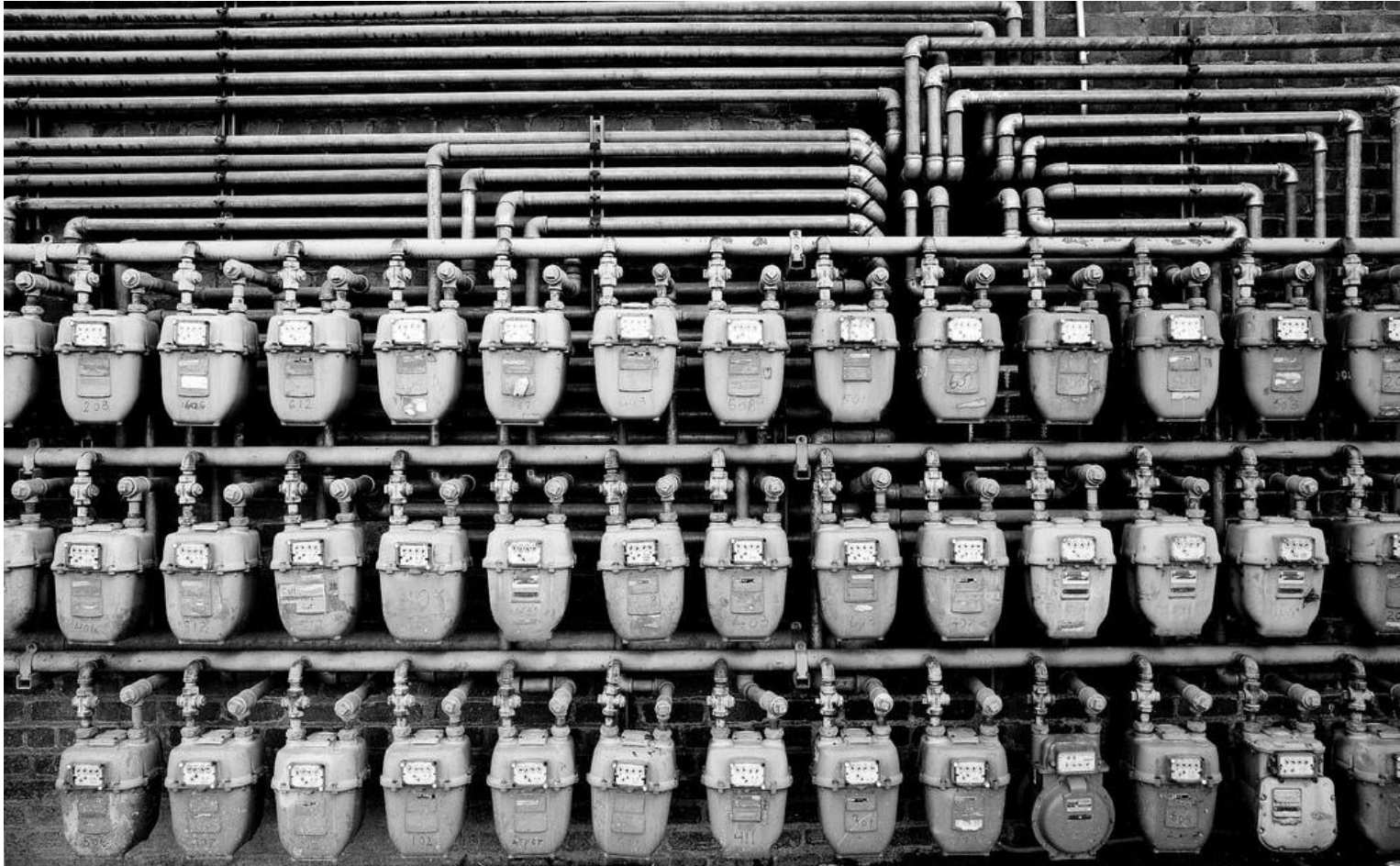


IT's Getting Difficult





IT's Meter is Running





IT's Not Your Sandbox





IT Makes the Basics Trickier



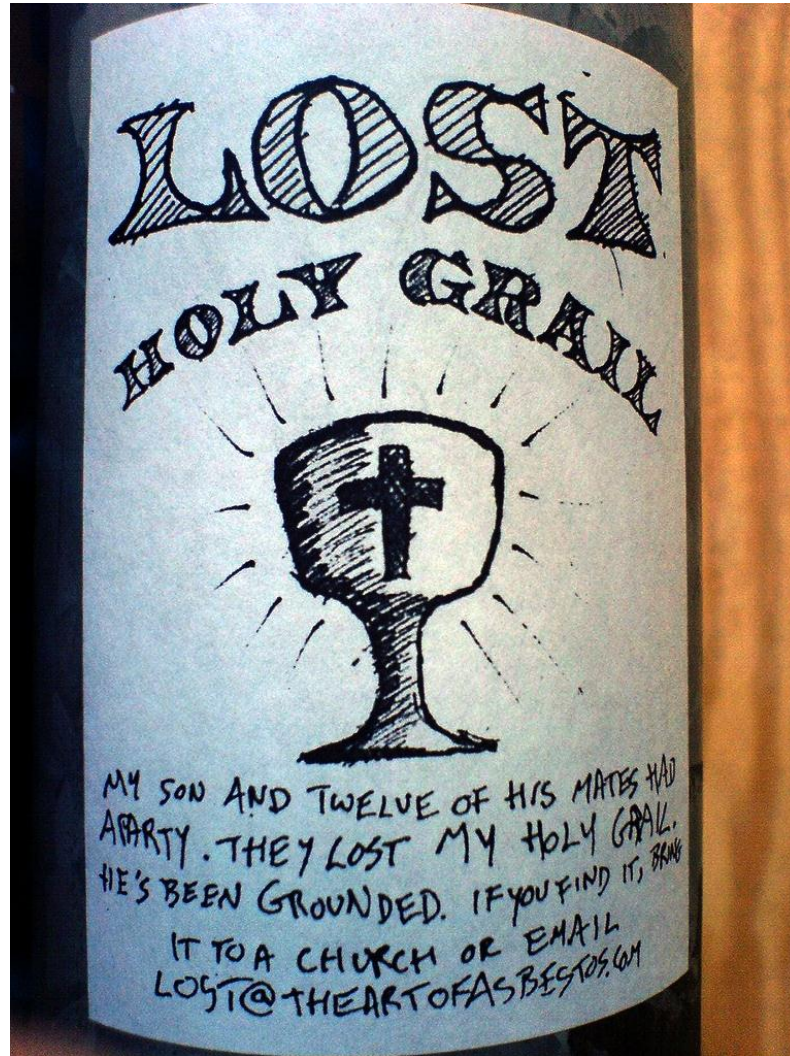


(But IT Can Be Done)

- DIY
- Small Business Essentials 2011
- Windows Azure
- Other White, Fluffy, Bob Ross-type options (although mainly for storage)
- Vendor Tools



Where Did IT Go?

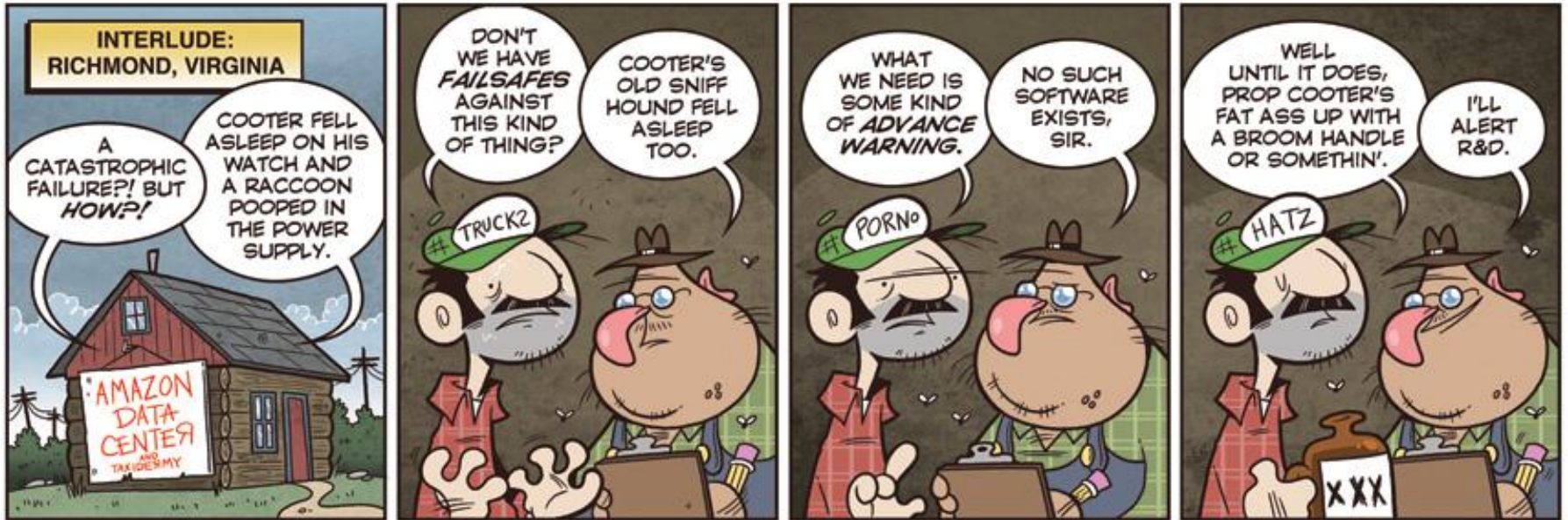


To the... Where Did We Put IT?





IT's Similar but Different



Not Invented Here™ © Bill Barnes & Paul Southworth

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Tie IT All Together





Questions?



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