

WEBINAR

How to accelerate  
with the  
Office 365+ Program?

February 13th, 2018



# We Are Keenondots



- A Cloud Enablement Company
  - Cloud Ordering, Delivery & Billing Platform
  - Partner Cloud Acceleration Program
- Based in Enschede & Hoofddorp, active since 2008

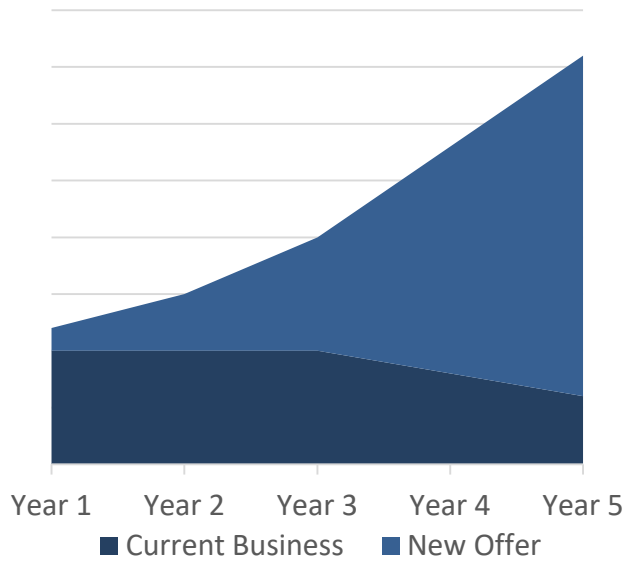


# Agenda



- **Partner Acceleration Program**
- 365+ program
- How to start
- Q&A

# Goal of the Partner Acceleration Program



A new engine for your business



Accelerate your business



Grow revenue & margin



Together

# Focus Areas of our Program



Cloud Knowledge



Solutions Design

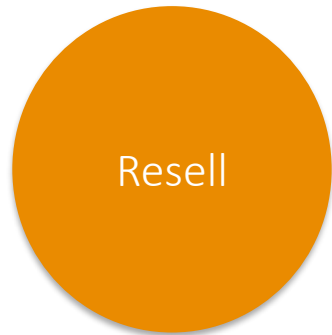


Revenue & Margins



Partner Eco System

# Revenue & Margin



Resell products



Product resell with  
Integration &  
Management Services



Design, Development  
& Resell of complete  
Solution Sets  
(products + services)



End to end solutions  
including services,  
technology & IP

Trade

Bespoke

Turn Key



# Partner Eco System



- Creations of partner-to-partner solutions
  - Adoption services
  - Implementation service
  - Training
  - DaaS
- Partner in the spotlight
- Partner matrix
- Partner dating

Services/ Partner	Digital Workplace	Azure	Workspace 365	IaaS	DaaS
Partner A	V		V		
Partner B	V				V
Partner C		V		V	

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# 365+ Program



Sell an outcome not a product

Create an own Digital Workplace as a  
Service solution on top of Office 365

## The 4 components of a digital workplace

### 1. Business Drivers

*Measurable  
Business Value*

### 2. Control

*Governance, Risk &  
Compliance*

### 3. Use

*Collaborate,  
Communicate,  
Connect*

### 4. Technology

*The Products*

# 365+ Program



## The products

Messaging



Productivity



Collaboration



Communication



Security



Applications



Mobility



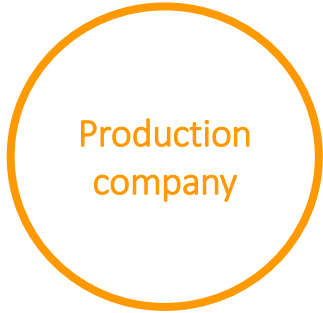
Connectivity



# 365+ Program



**Customer example:** Improve customer satisfaction by having access to a single point of up to date information



150 employees	On-premise applications	Office 365	Personalized services
Bespoke machines	File share	Sharepoint	Simplify activities
Global customers		CRM	Streamline processes
		Project application	Secure data
		MDM	Improved communication

## 365+ Templates for specific business issues and/or users



### 365+ Data Security

#### Products:

- Office 365 business essentials
- Backup solution
- Antivirus solution
- Workspace365



### 365+ Productivity

#### Products:

- Office 365 business premium
- Data security pack +
- VOIP
- Signature tool
- Document signing tool
- BI tooling



### 365+ Mobility

#### Products:

- Data security pack
- Device as a Service
- Device management
- Authentication & Access
- Data security



## 365+ Data Security

### Products:

- Office 365 business essentials
- Backup solution
- Antivirus solution

### Services:

- Office 365 installation & tutorial
- Backup installation & configuration
- Antivirus installation & configuration
- Monitoring services
- Helpdesk subscription

# 365+ Program



Resell model

Office 365 business

€ 9 and € 11  
per user/month

## Solution Set model

Adoption program	€ 100	-	€ 150 user
Office 365 Business	€ 9	-	€ 11 user/month
Office 365 installation & tutorial	€ 70	-	€ 80 user
Helpdesk subscription	€ 20	-	€ 30 user/month
Antivirus subscription	€ 10	-	€ 20 user/month
Antivirus installation & configuration	€ 25	-	€ 35 user
Backup subscription	€ 5	-	€ 20 user/month
Backup installation & configuration	€ 25	-	€ 35 user
Migration of file share to Sharepoint	€ 25	-	€ 35 user
<b>Total upfront: € 245 - € 335</b>	<b>€ 44</b>	<b>-</b>	<b>€ 81 user/month</b>

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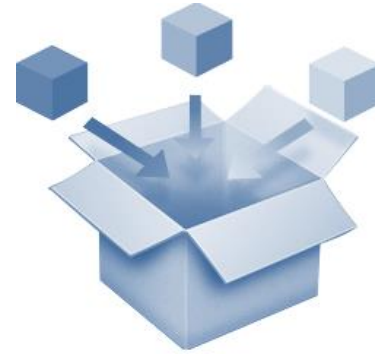
# How to start

## Tailor made



- 250+ seats
- Change management perspective

## Pre-packaged proposition



- Volume based
- Start dialogue with existing customers

# How to start



## Tailor-made

- Assess the current state of your customer
- Develop a digital workplace strategy
- Select the products
- Execute change management
- Measure success
- Create reference stories



## Pre-packaged proposition

- Select the pain point you are going to solve
- Select target customers
- Develop a digital workplace proposition
- Test the proposition
- Develop go-to-market
- Measure success
- Create reference stories

# Contact us



Cloud  
Automation  
Platform



Partner  
Acceleration  
Program



Happy  
customers