

Take your business Mobile with Windows Devices

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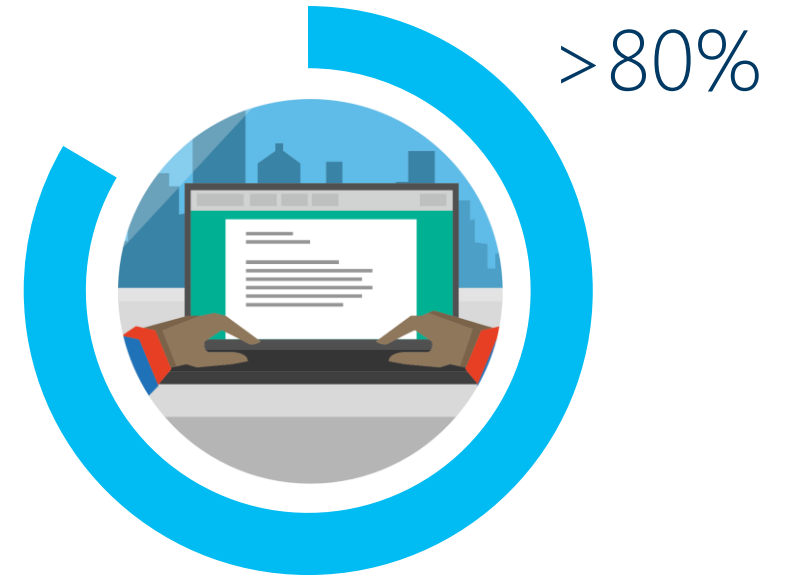
Mobility is the new normal



52% of information workers across 17 countries report using three or more devices for work*



90% of enterprises will have two or more mobile operating systems to support in 2017**



>80% of employees admit to using non-approved software-as-a-service (SaaS) applications in their jobs***

* Forrester Research: "BT Futures Report: Info workers will erase boundary between enterprise & consumer technologies," Feb. 21, 2013

** Gartner Source: Press Release, Oct. 25, 2012, <http://www.gartner.com/newsroom/id/2213115>

*** <http://www.computing.co.uk/ctg/news/2321750/more-than-80-per-cent-of-employees-use-non-approved-saas-apps-report>

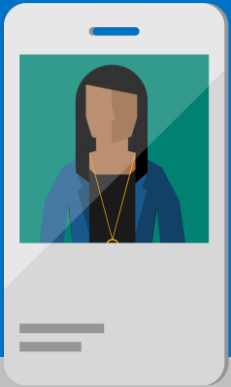
What's Driving Change?



Empowering Enterprise Mobility

People-centric approach

User



Enable
your users

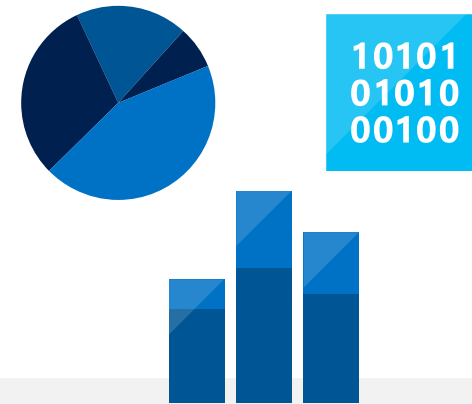
Devices



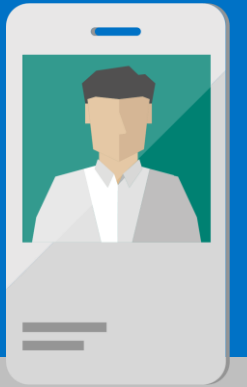
Apps



Data



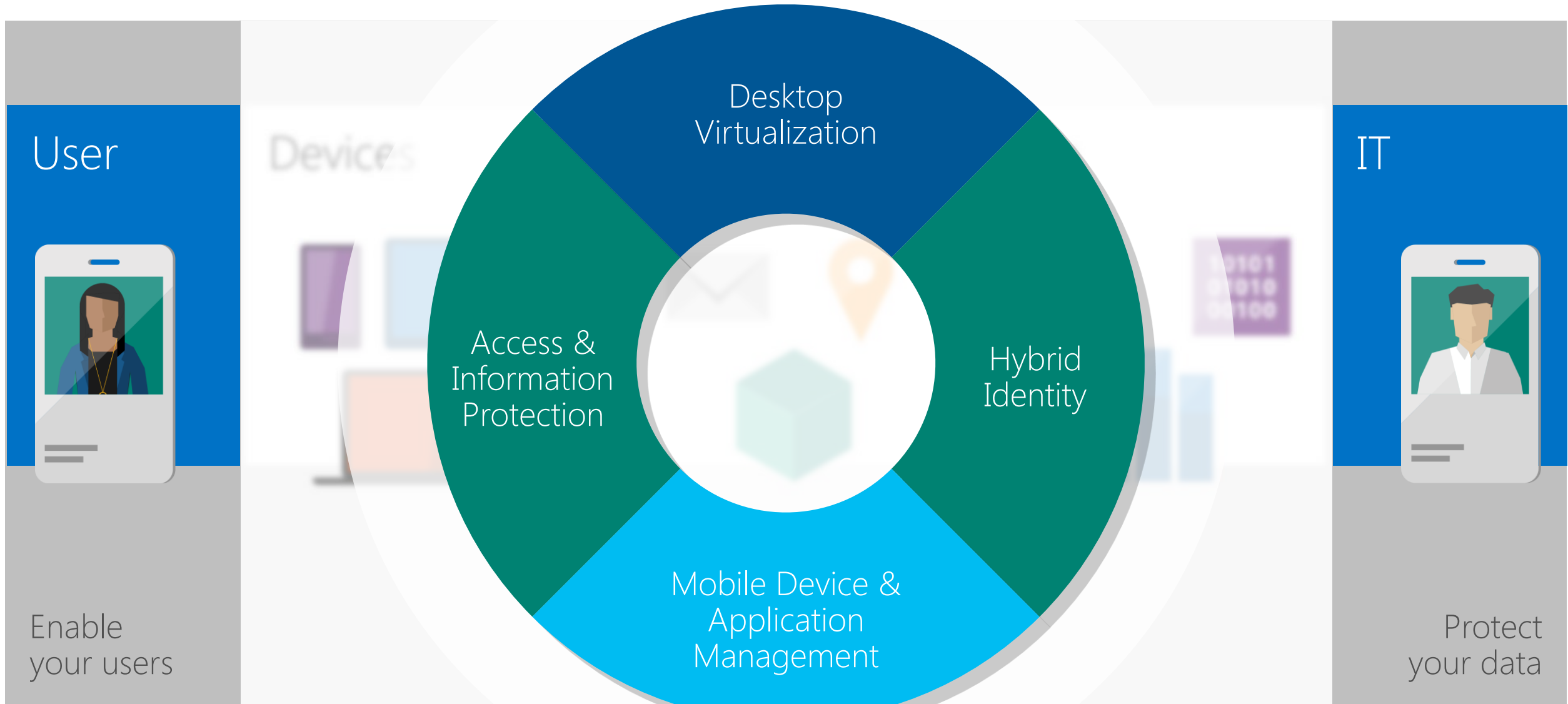
IT



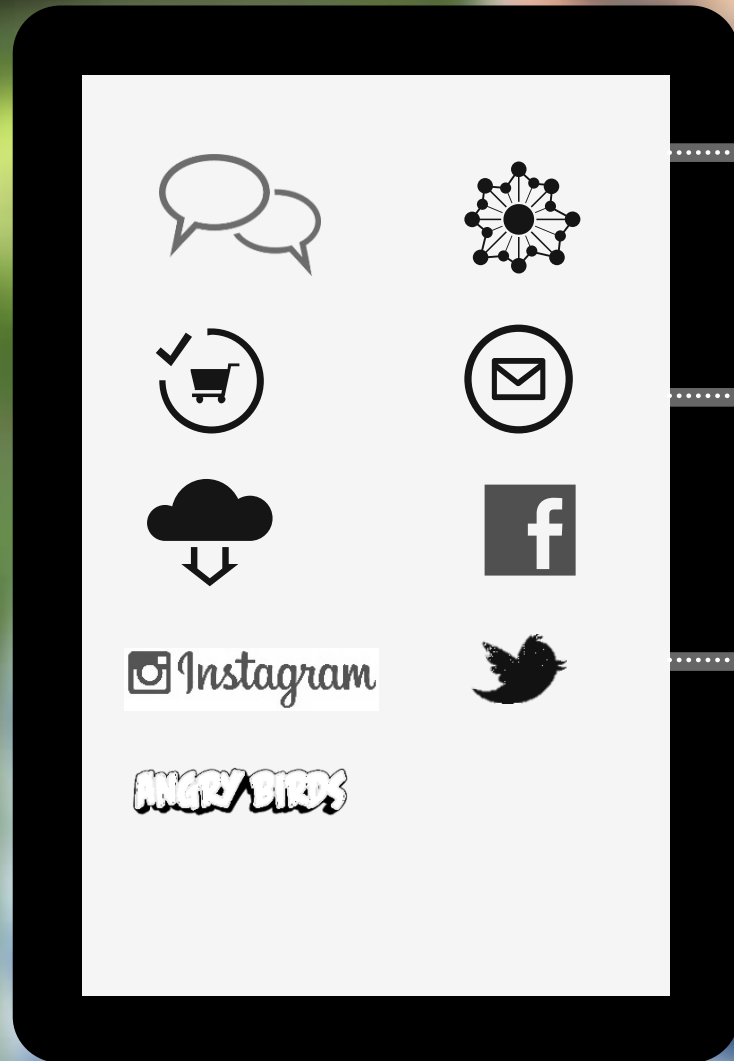
Protect
your data

Unify Your Environment

Empowering Enterprise Mobility







James uses different apps for document creation on each device



He stores company documents in the same place he stores vacation photos



He uses a conferencing app that does not work with other apps



Inconsistent user experiences

Uneven security

Data spread across incompatible services

Company data in more secure, approved apps



**Microsoft Enterprise
Mobility Suite**



James opens the latest version of the proposal from his secure online storage site



He edits his section of the proposal, even while others are editing and reviewing the document



James responds to his manager that the task is done



James uses IM and video conferencing, or social media, to connect with colleagues who can answer his questions

Windows – The Platform of Choice

Business
Ready
Devices



81%

CIOs planning
Windows-based
tablet roll out
in 2014

Mobile
Productivity



1 Billion

Office users
worldwide

Ecosystem
Of Scale



1.5 Billion

Windows
devices

Smartphone
Devices



90%

Year over year
growth in 2013

Mobile
Management



17 Billion+

Azure Active
Directory
authentications
per week

Windows – The Platform of Choice



Accelerating roadmap



Embracing mobility and cloud



Converging application platform

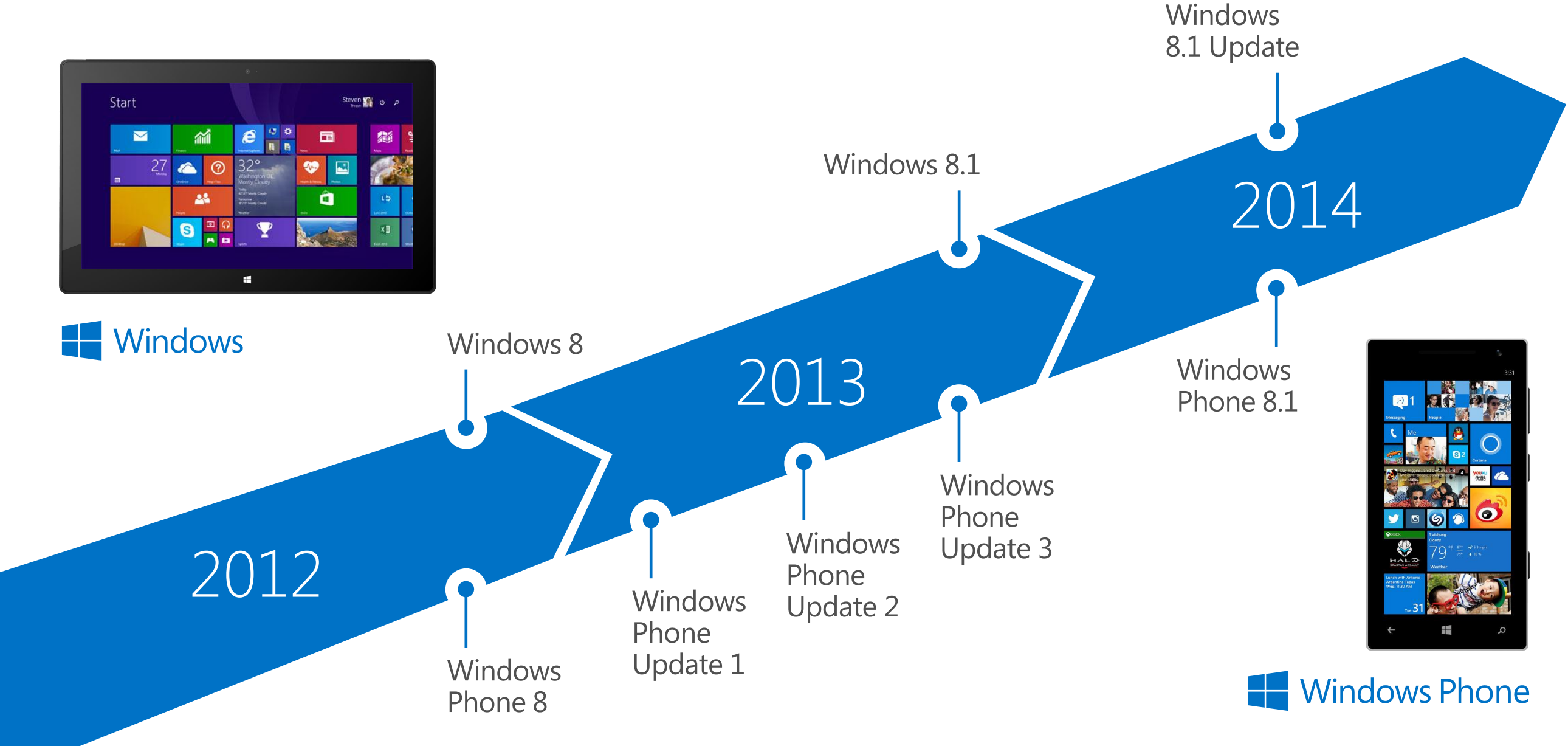


Defining enterprise-grade

Accelerating Innovation

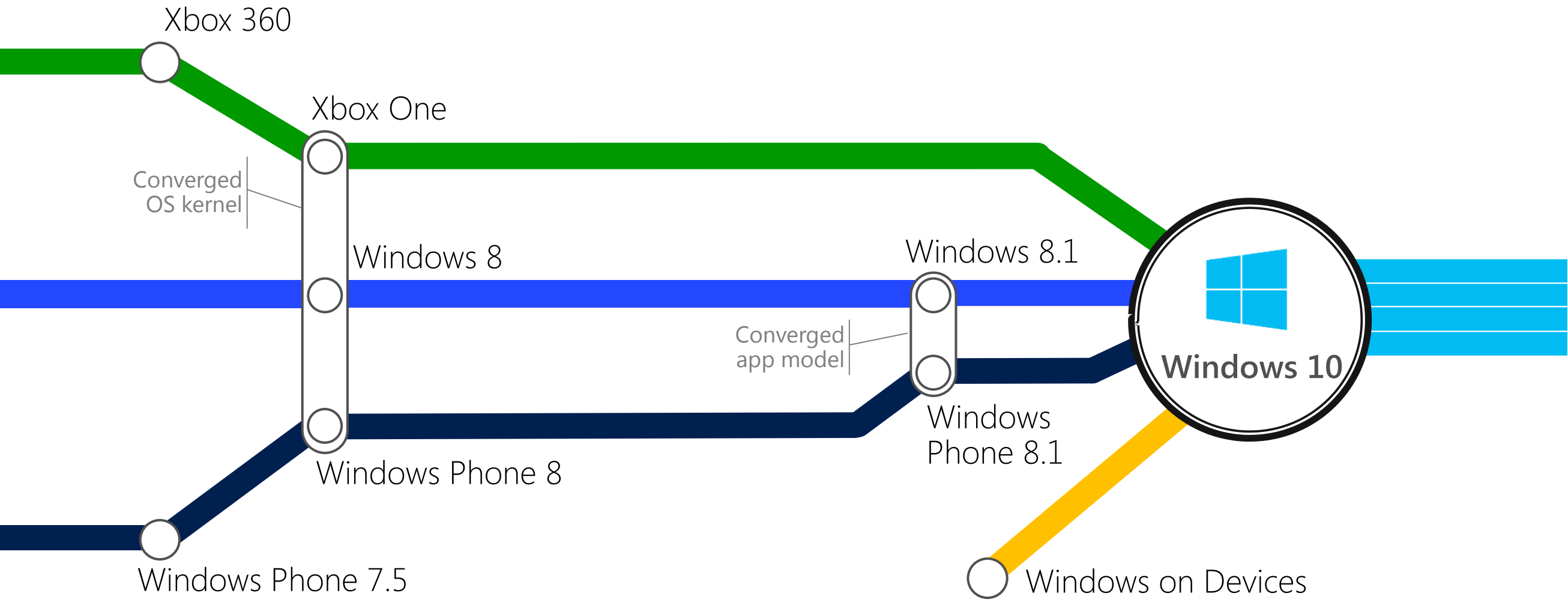


 Windows



 Windows Phone

PLATFORM CONVERGENCE JOURNEY



Business Ready Devices





Enabling Low Cost Windows Devices



Product Updates

Supporting 1 GB RAM and 16 GB storage



Reference Designs

Reducing costs and enabling innovation across array of devices



Business Model Support

Enabling devices with screens under 9"–
with \$0 license fee



Security and Management



Hardware-based device integrity and encryption



Leverages existing infrastructure investments



1st and 3rd party MDM support



Trustworthy apps



Universal Windows Applications



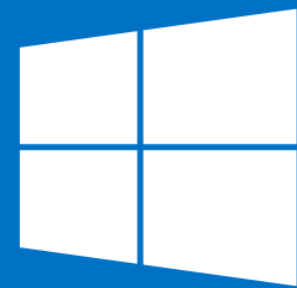
Code once for multiple form factors



Buy once for all Windows devices



Run on 4" smartphone to 82" PPI screen



Windows

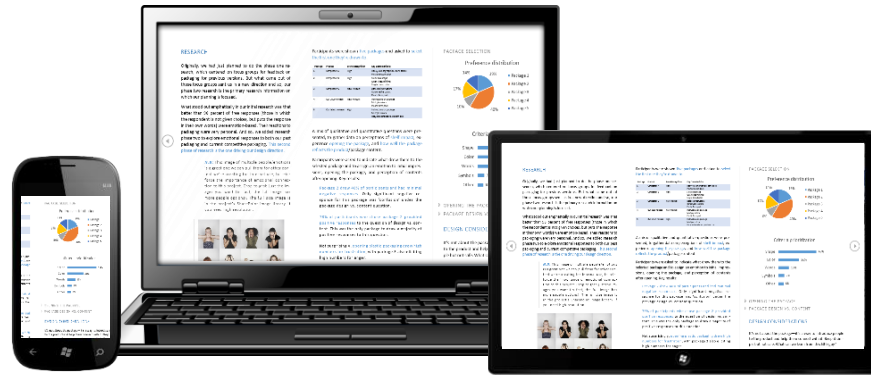


Boost Productivity Anywhere Anytime with Office 365

Robertas Tamosaitis
Business Productivity Solution Professional



Microsoft's productivity strategy



On Premise



Online

Best experience across devices

Cloud on your terms

Messaging

Voice
& Video

Content
Management

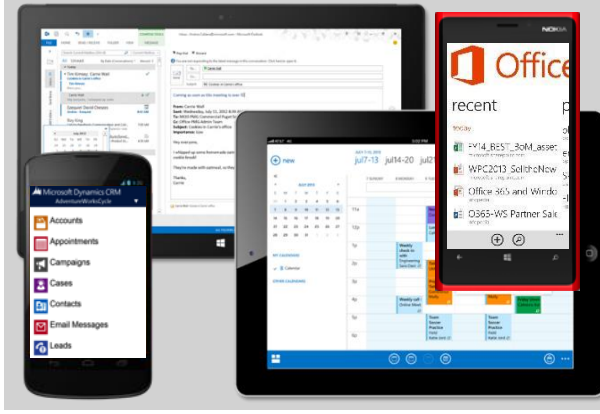
Enterprise
Social

Reporting
& Analytics

Integrated best-of-breed solutions

The best enterprise-class, end-to-end productivity

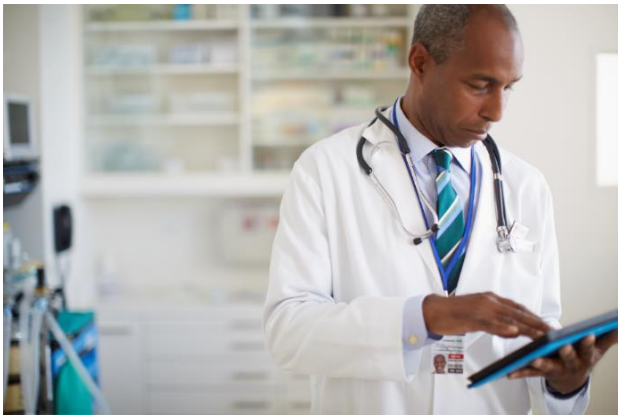
Be productive anywhere, anytime



Richest end-to-end
productivity solution

Work from anywhere on
the device of your choice

Enterprise-grade security
and management



Benefits to Microsoft's Mobile Productivity Solution

Richest end-to-end productivity solution

- Improve communications and collaboration
- Reduce time spent searching for information
- Improve business agility; resolve issues faster

Work from anywhere on the device of your choice

- Retain & attract talent with flexible work arrangements
- Reduce office space and real estate costs
- Save on licensing costs w/ per user subscription

Protect data across devices and the cloud

- Reduce risk of sensitive information being disclosed
- Reduce IT costs and time to manage a multi-device environment
- Meet regulatory and compliance requirements

Transform your business

Delight customers
with new experiences

Create new products
and services

Capabilities of Microsoft's Mobile Productivity Solution

Richest end-to-end productivity solution

- Store, sync, and share work files across multiple devices
- Real-time collaboration on documents
- Click-to-communicate and social capabilities

Work from anywhere on the device of your choice

- Rich experience online and offline
- Customize Office for your business and mobile needs
- Touch, ink and voice

Protect data across devices and the cloud

- Prevent loss of confidential information
- Multifactor authentication
- Meet regulatory and compliance requirements

So what is really O365?



Always the latest version of Office and Office Web Apps
Complete Office experience with services integration
Familiar Office user experience
Per-user licensing, 5 + 5 devices
Fast deployment & broad management controls



Online meeting with desktop sharing
IM & Presence across firewalls
Real time audio/video collaboration
Skype federation
GAL search with contact card



Access documents offline
Document-level permissions
1TB document repository per user (SOON UNLIMITED)
Share documents securely with Extranet Sites



Free/busy coexistence
50Gb mailbox with voicemail & unified messaging
Integrated personal archiving
Premium antivirus/antispam (Forefront)
Retention policies and legal hold

