

The new Office

Productivity and collaboration in education

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Trends impacting the way we work

Devices



1 billion
smartphones by 2016,
350M of those being
used at work

People



82%
of the world's online
population engages in
social networking

Cloud



50%
of enterprise customers
are "**on the road**" to
cloud

Technology shifts in education

Architects



Educators

Own the classroom experience –Look to be unique and **innovative**

Instruction



Institutions

Integrating technology seamlessly with teaching practices delivering **impact** to learning outcomes

Office Productivity

Essential for educators and students

Comprehensive tools
to do your best work



Enterprise-grade
cloud services



The Office 365 platform

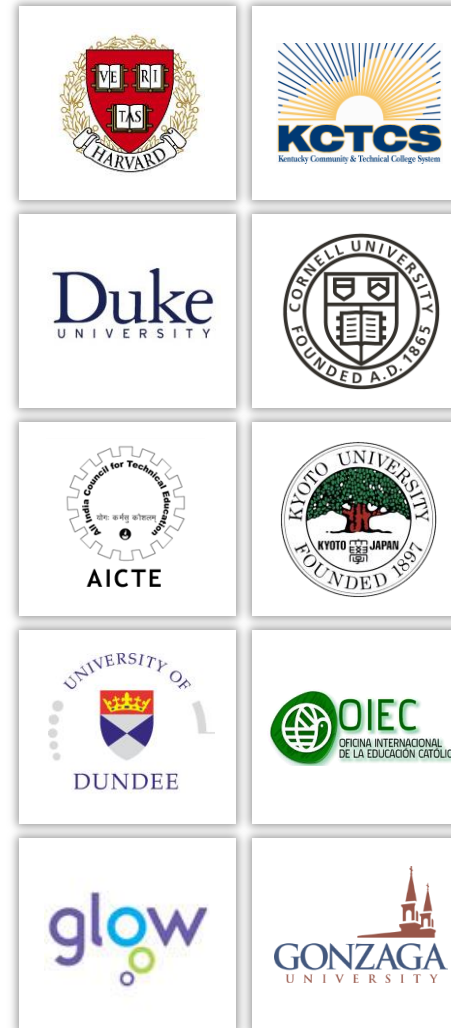
Integrated best-of-breed solutions



Education Momentum



INSTITUTIONS



PARTNERS



Office 365 Education

Exchange, SharePoint, Lync and Office working together to provide enterprise-level value

Email, Calendar, Contacts, Anti-Malware, Role-based permissions, IRM, 25 GB mailbox

IM, Presence, Audio/Video Conferencing

Office Web Apps (create/view/edit)

Collaboration, SkyDrive Pro (7 GB), Sites (up to 3,000), App Catalog, e-Discovery

Information Rights Management

Voicemail, Archiving, Data Loss Prevention

Excel/Access/Visio Services

Meeting Recording, Multi-Party Web Video, Persistent Group Chat

Office 365 ProPlus

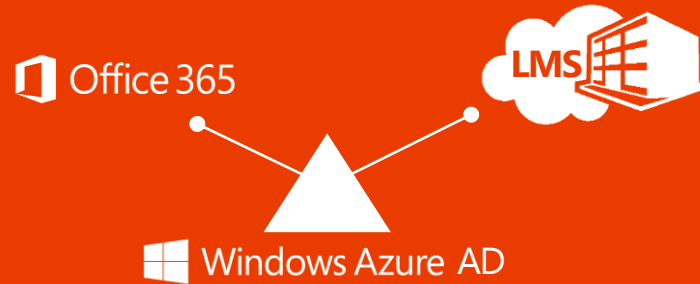
Enterprise Voice

Price (Fac/Stu)

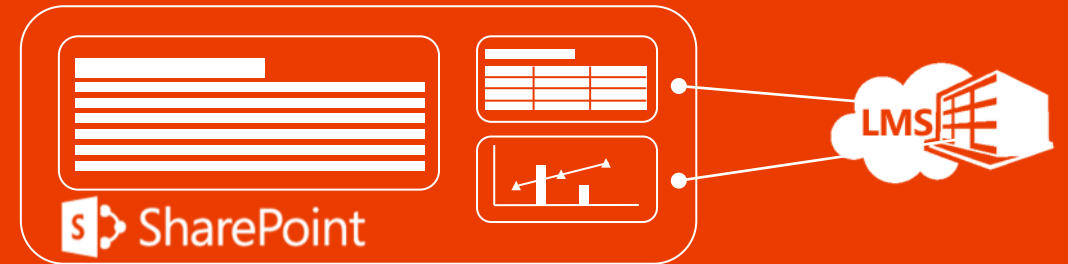
A2	A3	A4
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Free	\$4.5/\$2.5	\$3/\$6

USD estimated prices per user/month

Common Office 365 Integration Scenarios in education



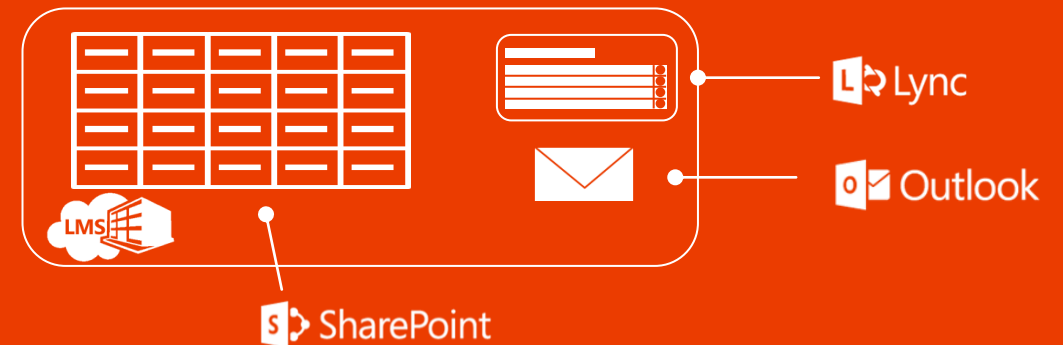
Single Sign On



Mashup with SharePoint using apps



Provision and Manage Office 365 elements



Add value with Office 365 elements

Get Training



Office.com

Free [online training](#) for all Office products

- Links directly from Office 365 portal
- Webinars every Tuesday – Downloadable to watch offline
- Specialized content for a variety of countries and regions



Partners in Learning

Learn more about using Office 365 in the classroom on [PiLN](#)

- Online training materials – with step-by-step instructions
- Video tutorials
- Lesson Plans using O365



IT Academy

A complete training and certification solution for students, teachers and technical staff

- Make students career-ready with Microsoft Certifications
- Campus wide access to official Office 365 e-learning
- Includes technical library, curriculum and certification resources





Cloud

Cloud is here today



7Mil

Estimated new cloud jobs
worldwide by 2015*

80%

Two years ago only 30% of IT
decision makers understood
the benefits of cloud. Today
80% of enterprises are using
cloud.****

6x

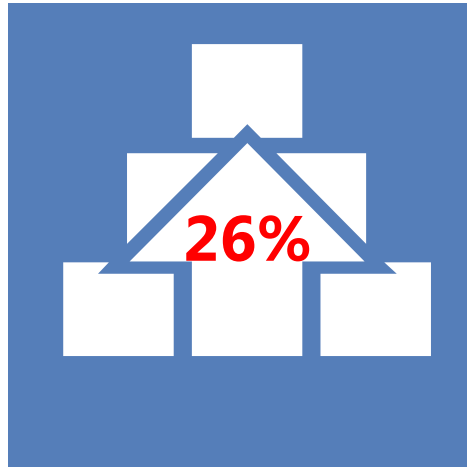
Growth rate of needed
Cloud Skills vs the
growth rate of IT Skills
overall.*

92%

Higher demand for
cloud skills in March
2012 versus February
2011.***

Sources: *IDC, *Climate Change: Cloud's Impact on IT Organizations and Staffing*, Nov 2012, ***Wanted Analytics, *Hiring Demand for Cloud Computing Skills Skyrocketing*, Mar 2012, **** CompTIA's 3rd Annual Trends in Cloud Computing study, 2012

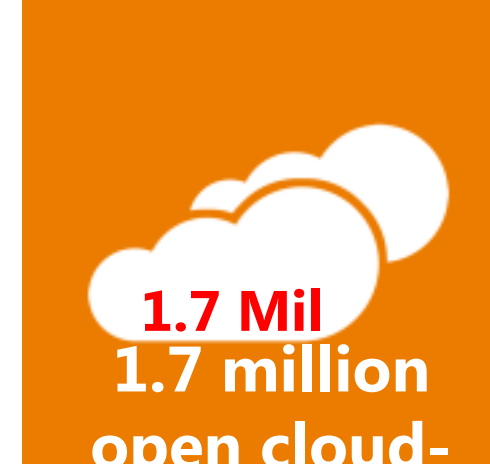
Cloud is severely impacting IT staffing



Cloud-related skills represent virtually all of the growth opportunities in IT worldwide and will **grow by 26% annually through 2015.***



40% of new cloud-related jobs will be in emerging markets.*



related positions that opened up over the past year that went **unfilled***

Cloud-related skills needed today

The ability to:

Assess risk and consequences of cloud computing

Assess cloud's impact on IT service management

Build steps to successful adoption of cloud computing

Interpret business and IT perspective of cloud computing

Recommend technical alternatives in cloud implementation

Cloud Job Median Wages

Job Role	MS Certifications	US	UK	India	China	Germany	Brazil
Database Programmer, Database Developer, BI and Reporting Engineer, DB Analyst	MCSE: Business Intelligence or MCSE: Desktop Infrastructure →	\$ 76,946	£39,906	Rs.526,410	¥210,466	€31 932	R\$86,100
Systems Analyst, Network Analyst, Business Analyst	MCSE: Server Infrastructure or MCSE: Business Intelligence or MCSE: SharePoint →	\$ 72,758	£40,326	Rs.665,081	¥183,251	€39 104	R\$68,133
Web Developer, Web Administrator, Test Engineer, Quality Engineer, App Engineer	MCSD: Windows Store Apps or MCSD: Web Applications or MCSD: App Lifecycle Management →	\$ 64,043	£32,822	Rs.490,890	¥79,706	€36 106	R\$62,027
Developer, Programmer, Software Engineer, Solutions Engineer, Software Developer	MCSD: Windows Store Apps or MCSD: Web Applications →	\$ 90,090	£39,371	Rs.572,146	¥122,373	€42 082	R\$58,324
Information System Manager, Network Designer, Network Architect,	MCSE: Server Infrastructure or MCSE: Desktop Infrastructure →	\$ 64,762	£42,321	Rs.669,259	¥267,568	€69 209	R\$80,755
Server Admin, Systems Admin, Enterprise Admin, Network Engineer, Systems Engineer, LAN/WAN Administrator	MCSE: Server Infrastructure or MCSE: Private Cloud or MCSE: SharePoint or MCSE: Communications or MCSE: Messaging →	\$ 73,882	£34,251	Rs.354,531	¥165,016	€32 566	R\$42,294

Average 5 year experience salary, no people to manage, by location per Payscale.com, January 2013



92%

higher demand for cloud related skills versus a year ago in Feb 2011**

92%

of IT Leaders indicate it is challenging for IT organizations to secure the necessary skills***

60%

of IT Cert holders say a certification led to a new job*

58%

of IT holders said a cert led to a salary boost or bonus*

Sources: **Wanted Analytics, *Hiring Demand for Cloud Computing Skills Skyrocketing*, Mar 2012; ***TEKsystems/CIO Magazine, *Planning the IT Workforce*, May 2011; *Network World and SolarWinds, *IT Networking Study*, Oct 2011



80%

of IT managers believe
effective training is critical
to the success of a
project**



3 out of 4 managers
believe effective training
increases the chances of
a project meeting its
deadlines**

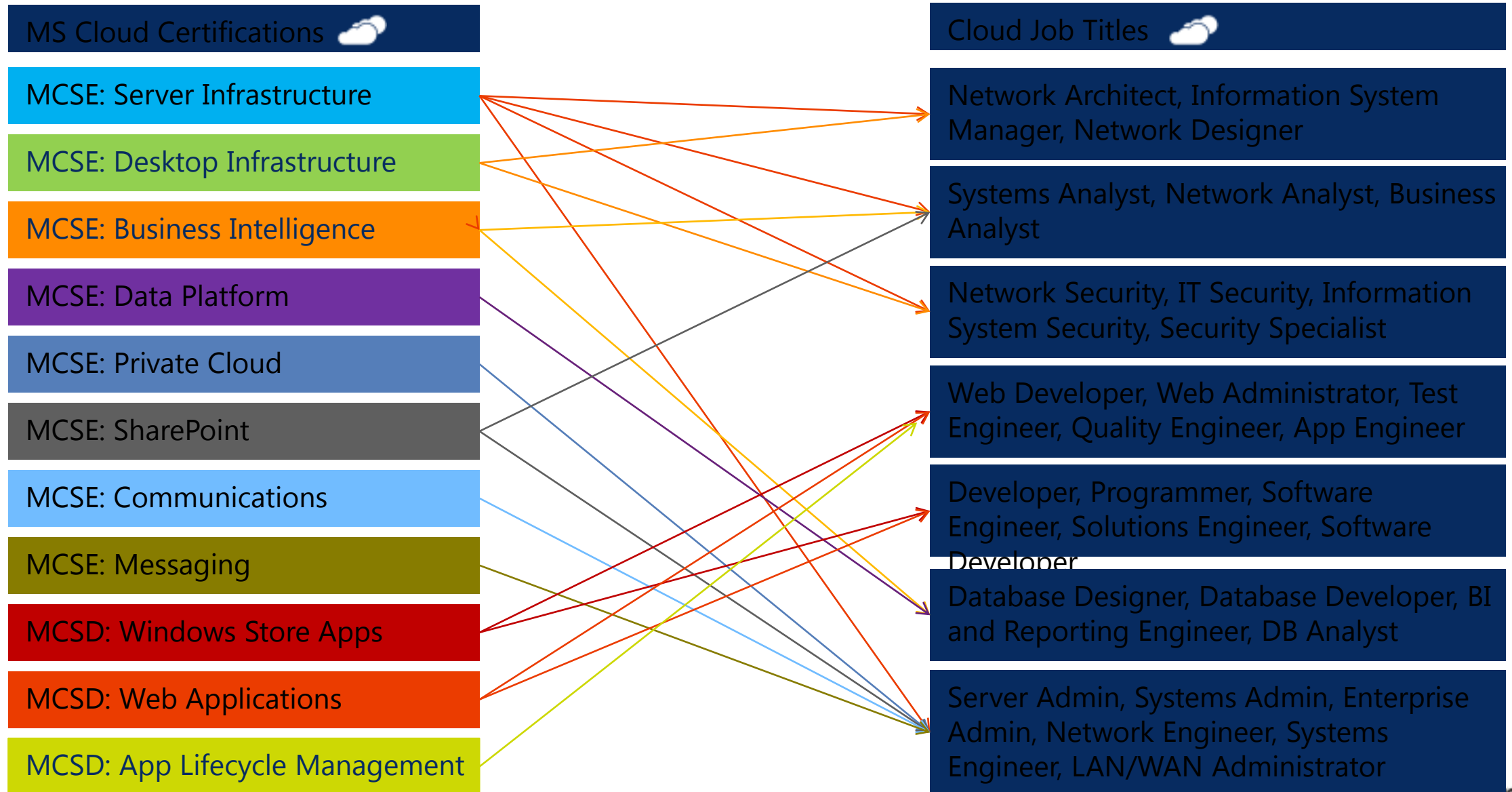
89%

of IT hiring managers
say that IT certifications
help confirm subject
matter knowledge and
expertise.*

84%

of IT hiring managers
say that IT certifications
are used as a measure of
a person's ability to work
hard and achieve goals.*

Microsoft Certifications map directly to cloud jobs



Microsoft IT Academy Benefits For Educators, Staff, and Students:



**Save Educators
Time through Curriculum:**

E-Learning, Lesson Plans, Test Banks, Digital Literacy Academic pricing on additional resources



**Lower institution
Costs through
Resources:**

One low cost provides curriculum for every student, faculty and staff



**Provide
professional development
opportunities**

Curriculum resources, Teacher Certification Starter Kit, and academic pricing on MCP exam vouchers, MCT membership



**Validate skills through
certification**

Prepare students for today's careers with curriculum aligned to Microsoft Certification



**Benefit from a
partnership
with Microsoft**

Training, FAQ, best practice, Member website,

Providing industry-leading training resources and Microsoft Certifications to enhance employability and college readiness, and encourage life-long learning

The Microsoft logo is displayed in a large, bold, italicized white font against a solid black background. The word "Microsoft" is written in a sans-serif typeface, with a registered trademark symbol (®) positioned at the top right of the final letter 't'.

Microsoft®