

MODERN WORKPLACE

MICROSOFT 2015



ALWAYS EVOLVING



HYBRID AND ON-PREMISES RELEASE CADENCE UNCHANGED

Approximately 3 year cycle

New features and value at major updates

Interim Service Packs

Office 2016 client and on-premises servers release
starting September 2015



CLOUD UPDATES ON A REGULAR, ROLLING BASIS

Monthly updates

Deliver new features and value

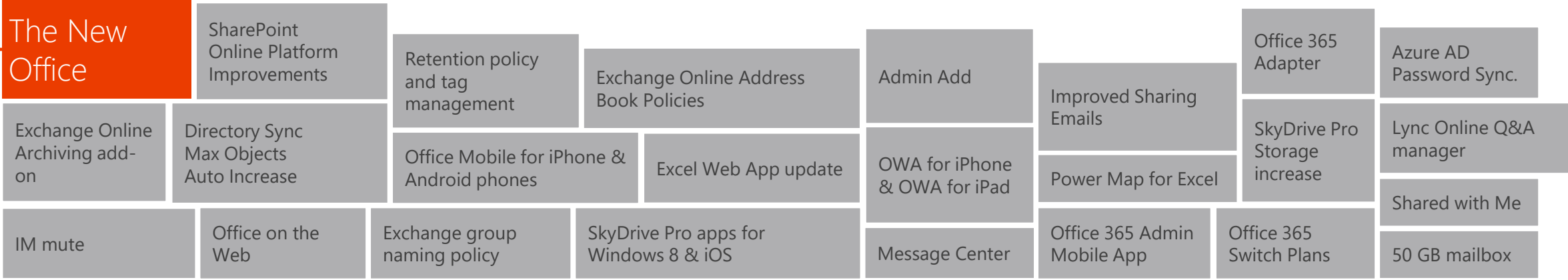
Updates, not upgrades

IT Controls and insight using First Release

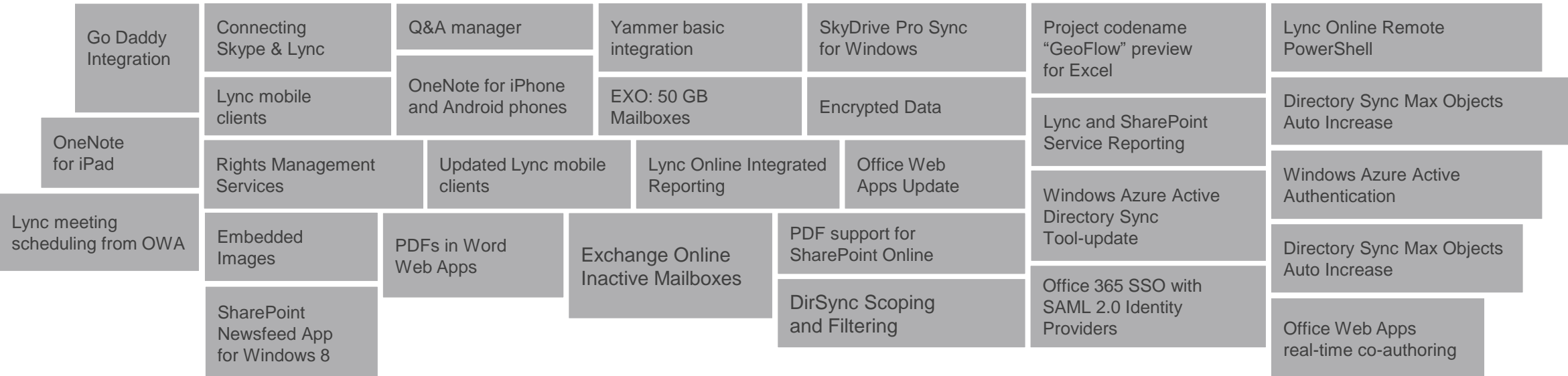
Accelerate adoption via Success Center

What we've delivered

The New Office

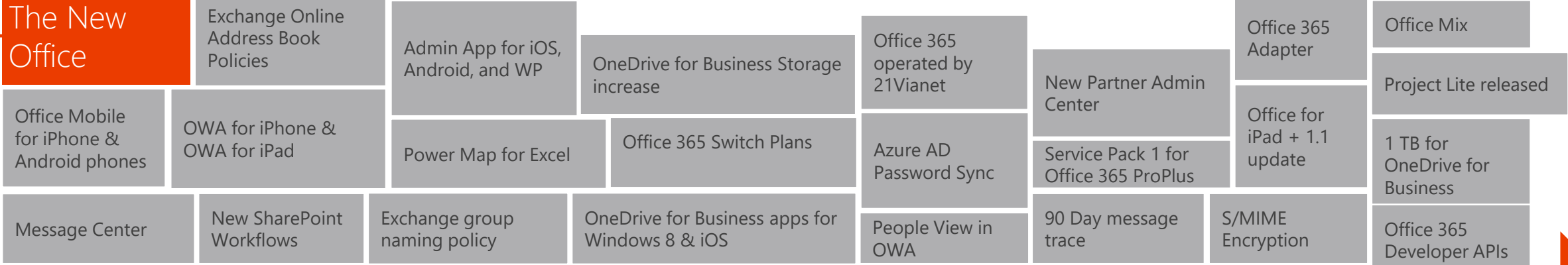


2013 highlights

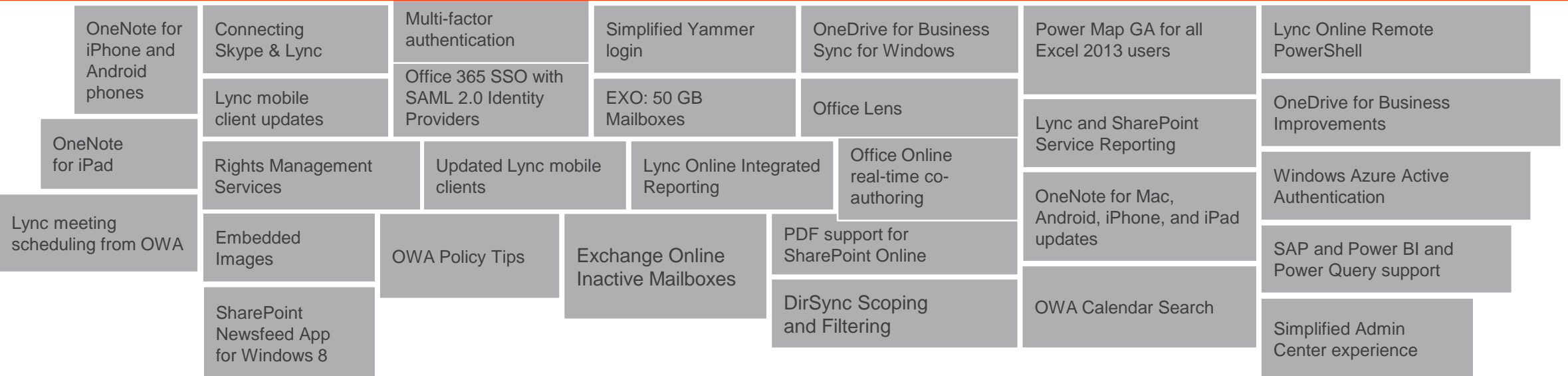


What we've delivered

The New Office



2014 highlights



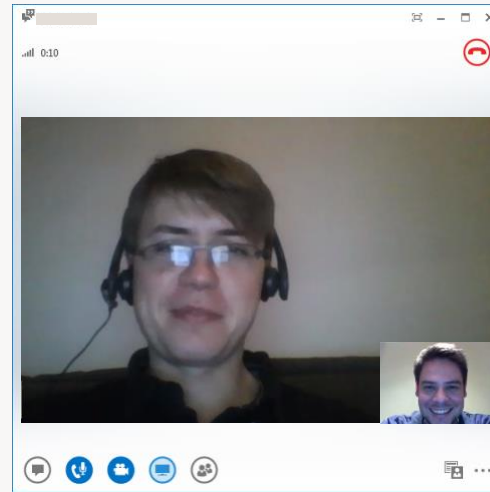
Delivered in 2015 and Beyond

LYNC-SKYPE CONNECTIVITY

Comprehensive UC capabilities
available as a service

Connecting Lync and Skype users

Large-scale and structured meeting experiences



 Lync



 skype™

INTEGRATED SOCIAL NETWORKING

Private, secure social network for your business

Inline social experiences across Office makes posting updates, docs, and emails easy

SharePoint-based file storage provides a single place to manage your content

The screenshot displays the PowerPoint Online interface for a presentation titled "Marketing Campaigns FY14". The main slide, "Slide 1 of 5", features a forest background with a green circular graphic and the text: "EE TV ENERGY EFFICIENT TV MARKETING CAMPAIGN. Garth Fort | March 2014". The ribbon includes tabs for FILE, HOME, INSERT, DESIGN, TRANSITIONS, ANIMATIONS, VIEW, and OPEN IN POWERPOINT. The Yammer Conversations sidebar on the right shows a discussion thread with participants Anne Wallace, Garth Fort, and Katie Jordan. The thread includes messages such as "Katie Jordan Bonnie Kearney can you please review by Thursday?" and "Anne Wallace can you please provide feedback by Friday?".

GROUPS

Groups help users collaborate more effectively by providing a shared inbox, calendar, document library, site, and Yammer feed

Groups enable users to discover new information and meet new people within their organization

Membership for Groups is integrated across Exchange, SharePoint, and Yammer to deliver a unified collaboration experience

The screenshot displays the Office 365 Group interface for a group named "Keynote Demo". The interface is divided into three main sections:

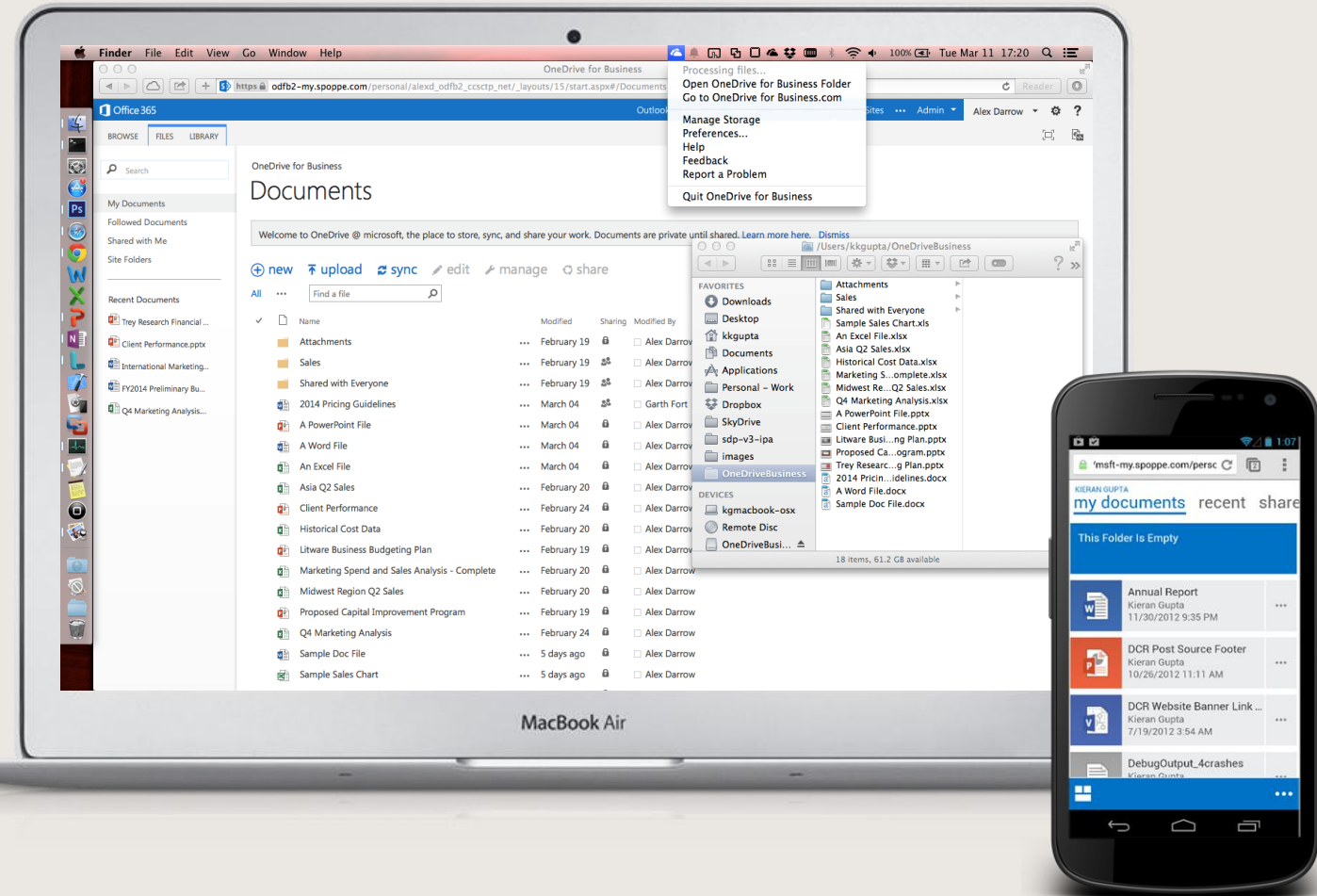
- Left Navigation Panel:** Shows the group's structure with sections for "INBOX 29", "FOLDERS" (Inbox 29, Sent Items, Drafts, More), "PEOPLE" (Robin Counts 3, Sara Davis 6, Garth Fort 6, Molly Dempsey 6, Alex Darrow 6, More), and "GROUPS" (Keynote Demo, Marketing, Morale Events, Northwind Project, More).
- Group Conversation:** A central pane titled "start a group conversation" showing a message from Katie Jordan: "Team - This Group will be really important to help us...". Below it are sections for "Keynote Dry Run" (Katie Jordan, Mon 11:09p) and "Demo Content Review" (Keynote Demo, Mon 11:07p).
- Yammer Feed:** A right-hand pane showing a conversation thread with 6 replies. The main message is from Garth Fort: "Great idea, Katie! I read this great article on the WSJ recently. We may want to call it out during our keynote: [http://blogs.wsj.com/digits/2014/01/20/its-debate-time-which-brand-makes-customers-happier/](\"http://blogs.wsj.com/digits/2014/01/20/its-debate-time-which-brand-makes-customers-happier/\")". Other replies include Molly Dempsey, Robin Counts, Sara Davis, Katie Jordan, and Sara Davis.

ONE DRIVE FOR BUSINESS

Collaborate on Office documents in real time

Get started with file, sync and share in the cloud quickly and easily

Securely store, sync, and share work files from any device or platform with unlimited storage

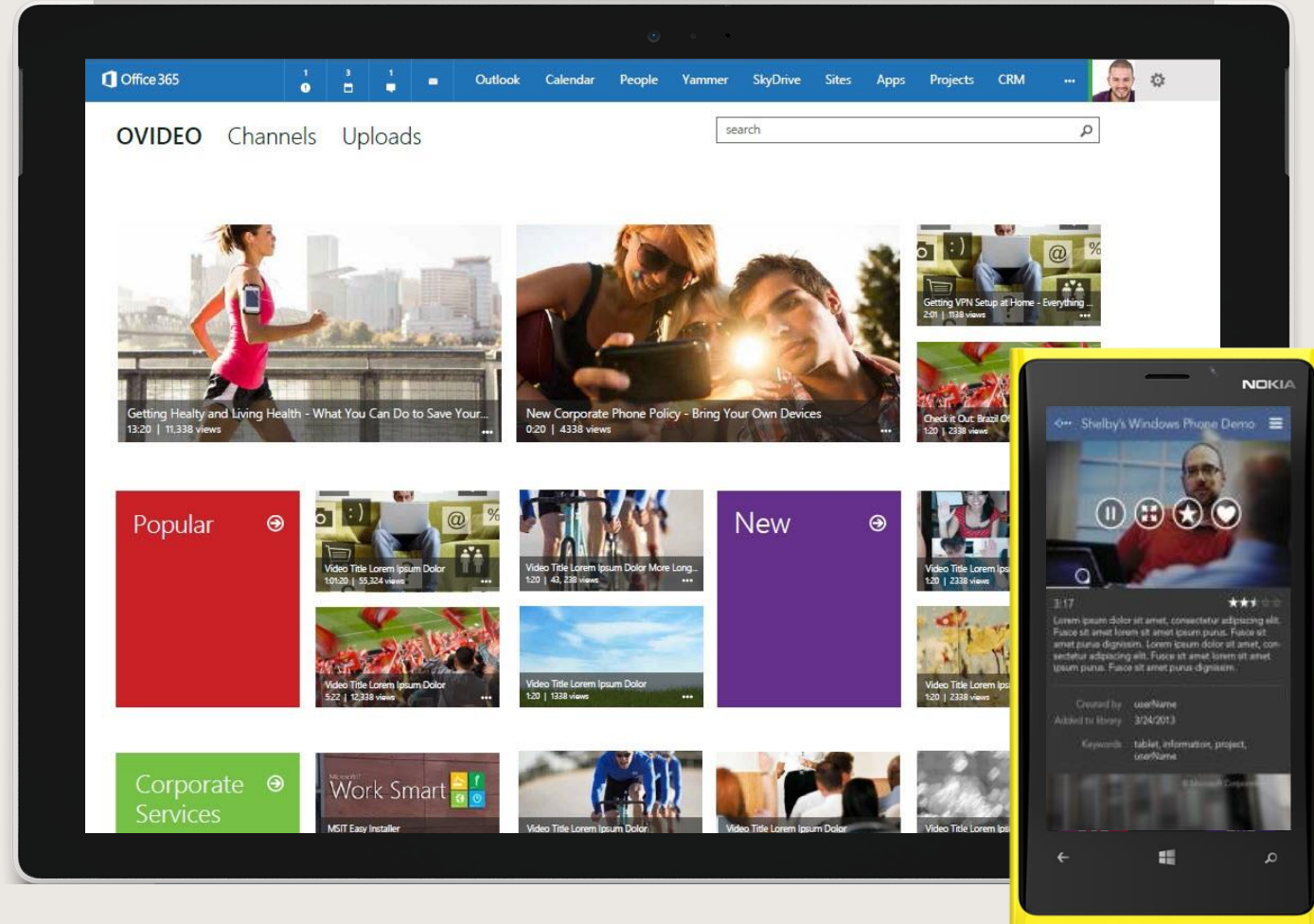


OFFICE 365 VIDEO

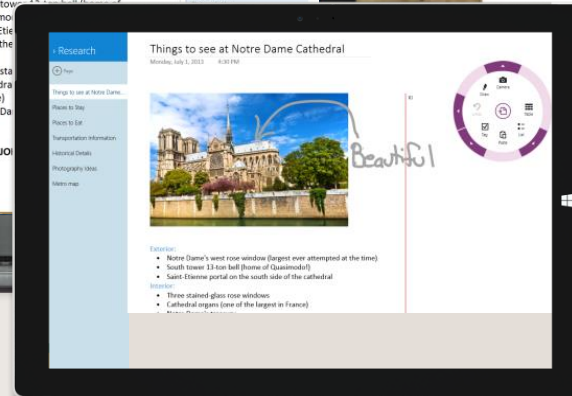
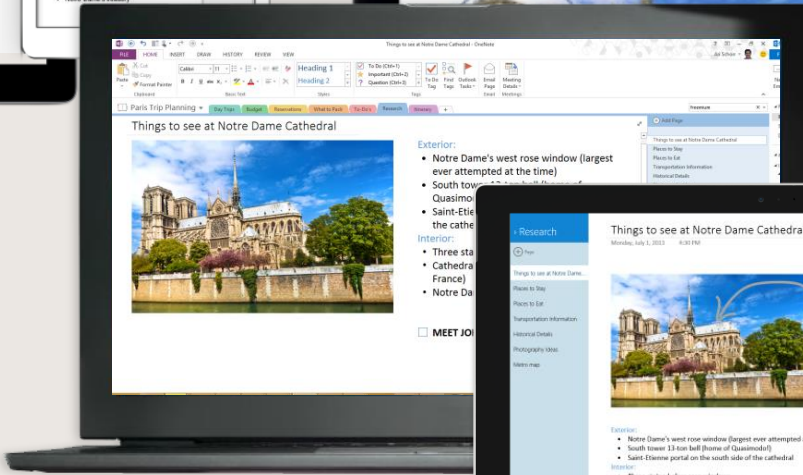
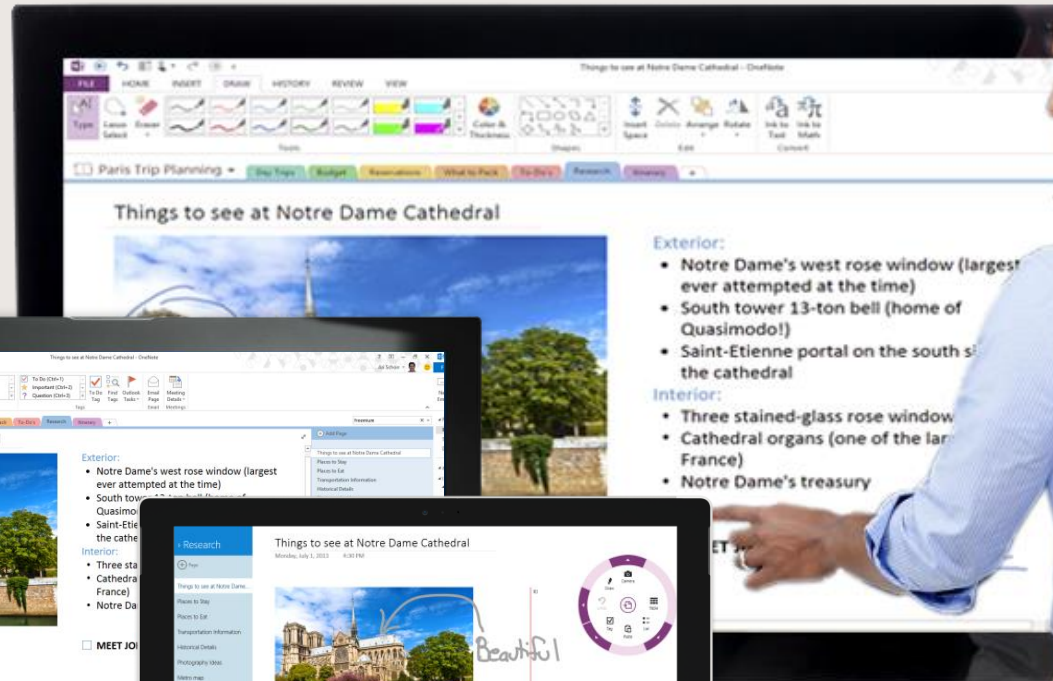
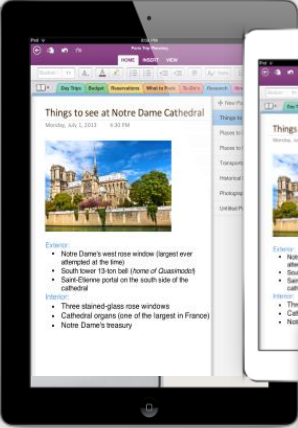
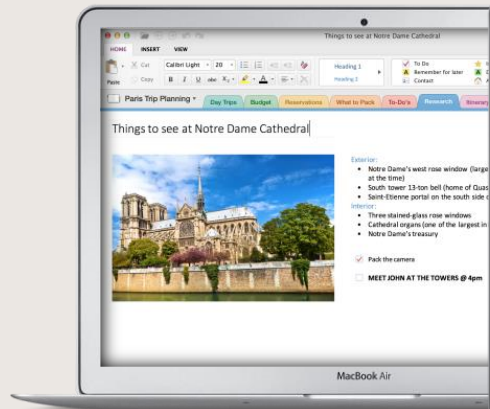
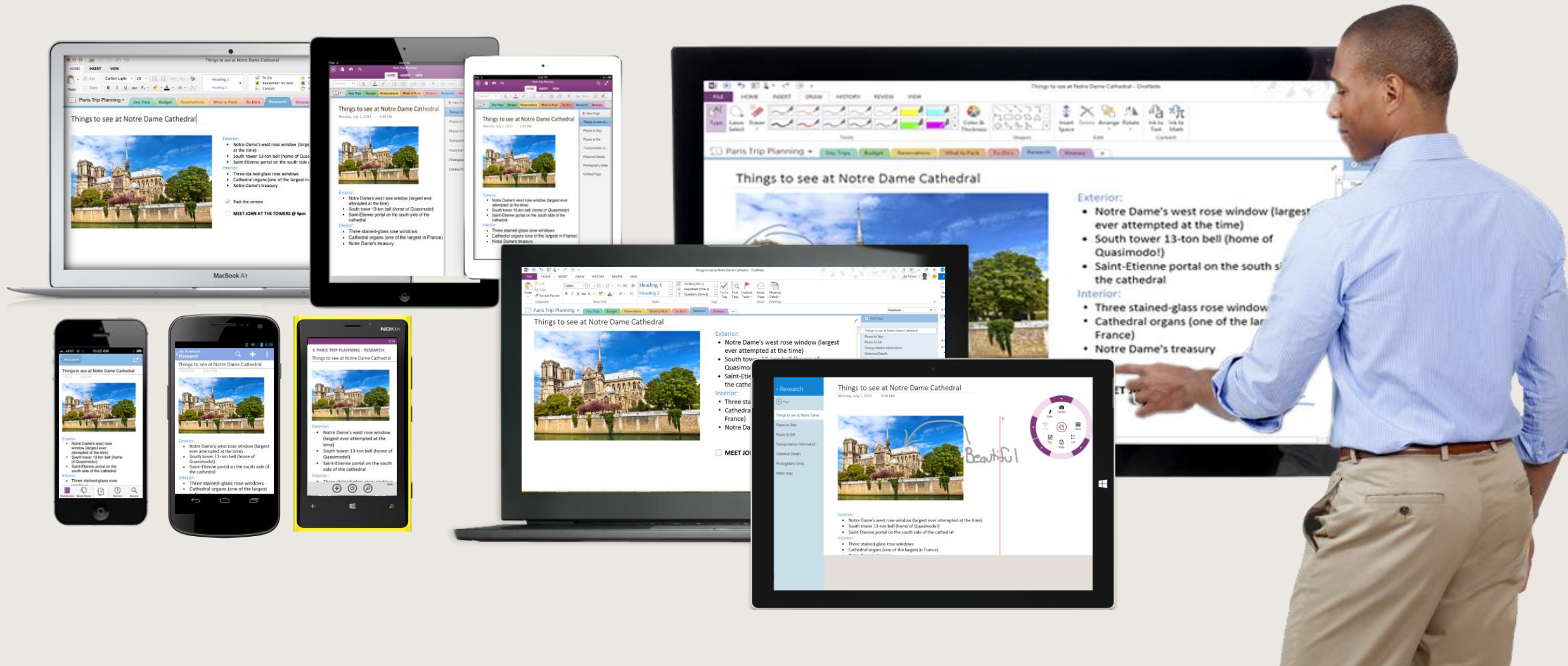
Create, manage, and subscribe to various channels

Secure cloud based video upload, storage and optimized playback

Capture, share, and discover videos from any device



GREAT EXPERIENCES ACROSS DEVICES



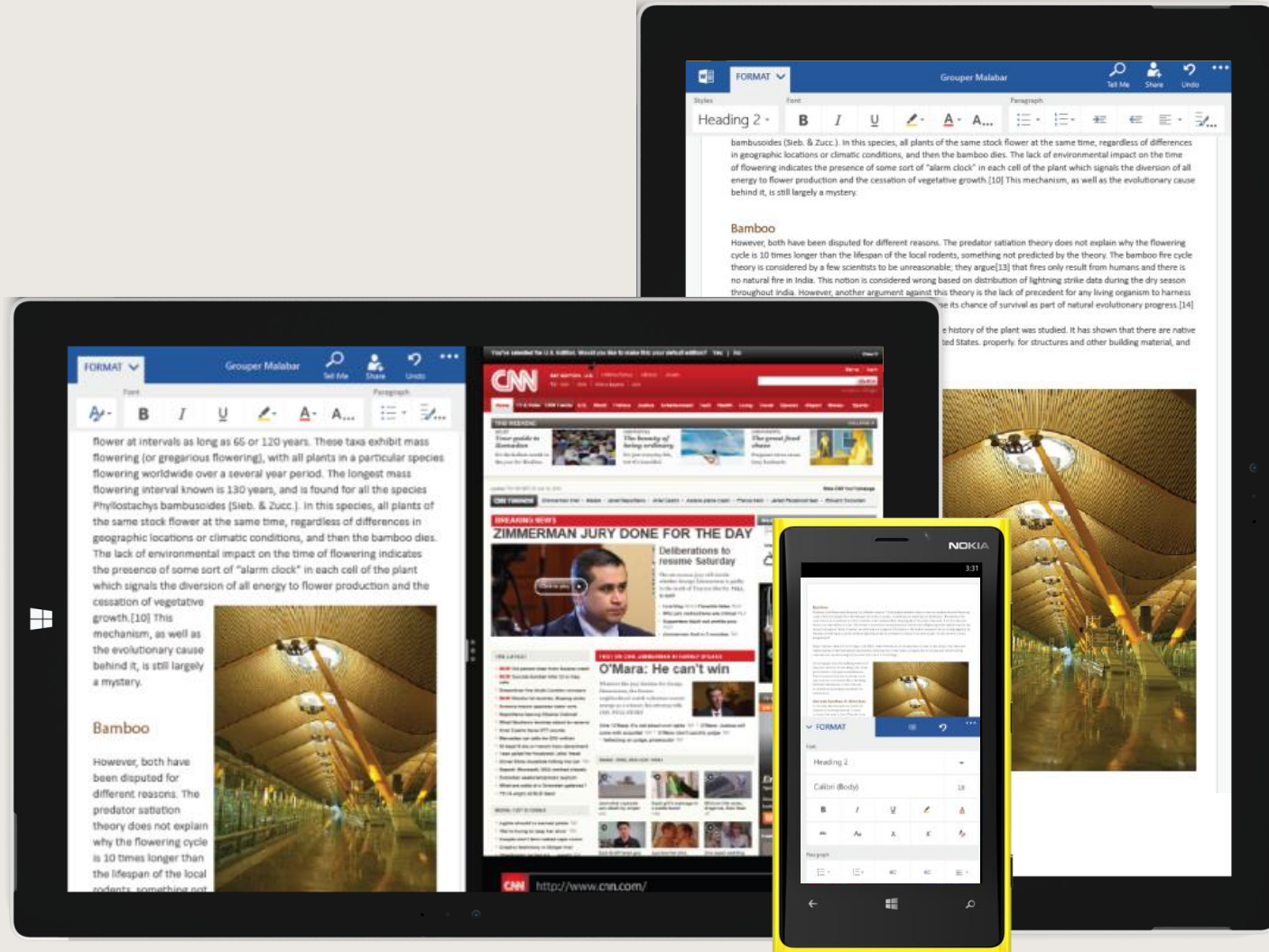
OFFICE ACROSS DEVICES

Apps designed specifically for touch-first use on tablets and phones

On-the-go document review, creation, and collaboration

Familiar, consistent experience across phone, tablet, and desktop

Document fidelity remains priority



OFFICE FOR THE MAC

Seamless integration with Office 365, OneDrive
and SharePoint

New & improved features for easy collaboration

Similar look & feel of Office on Windows



**PERSONALIZED
INSIGHT**

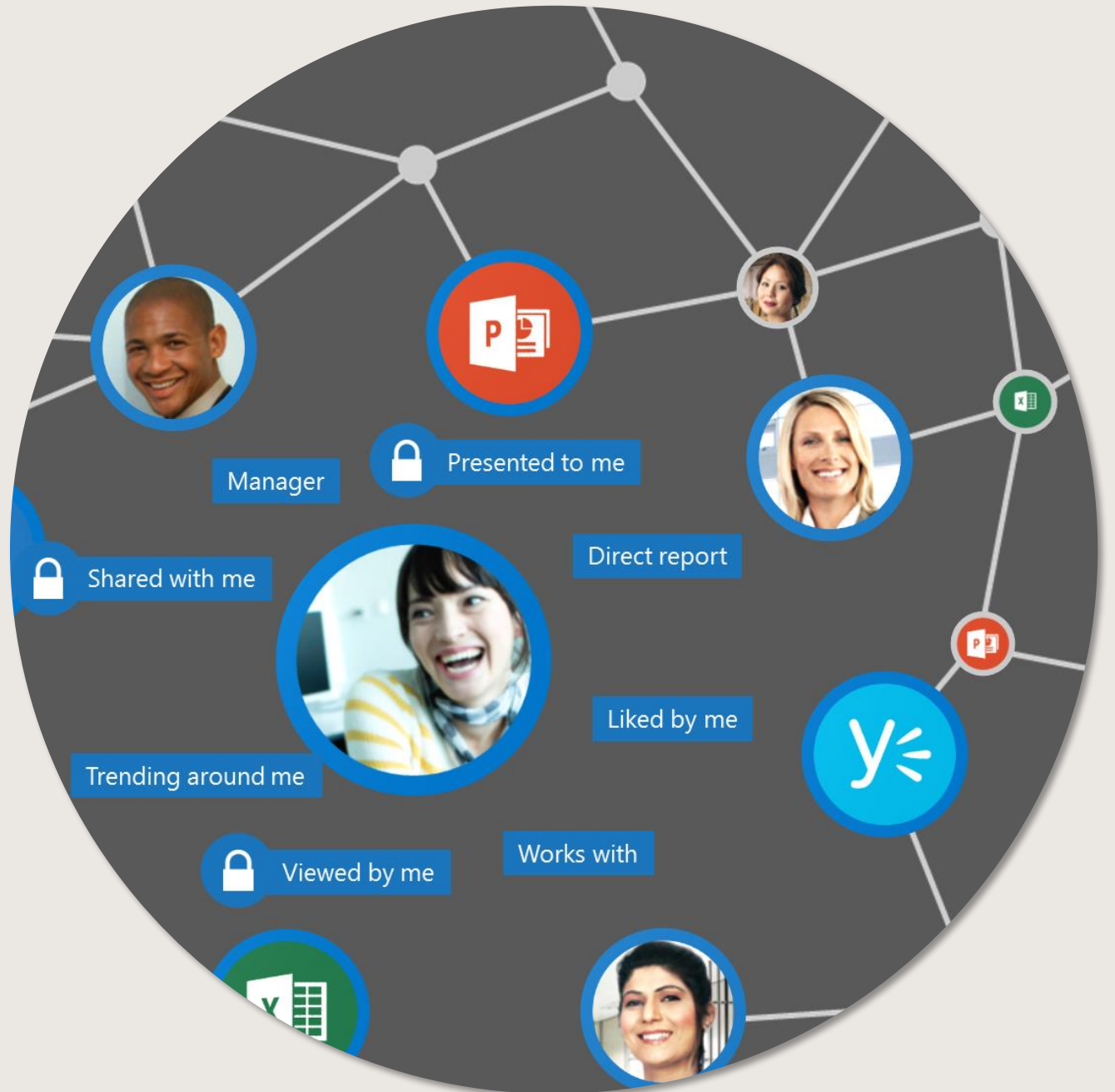


OFFICE GRAPH

Discover new information tailored to you from your network

Stay connected and informed on topics that matter the most

A natural new way to navigate, discover, and search across your organization

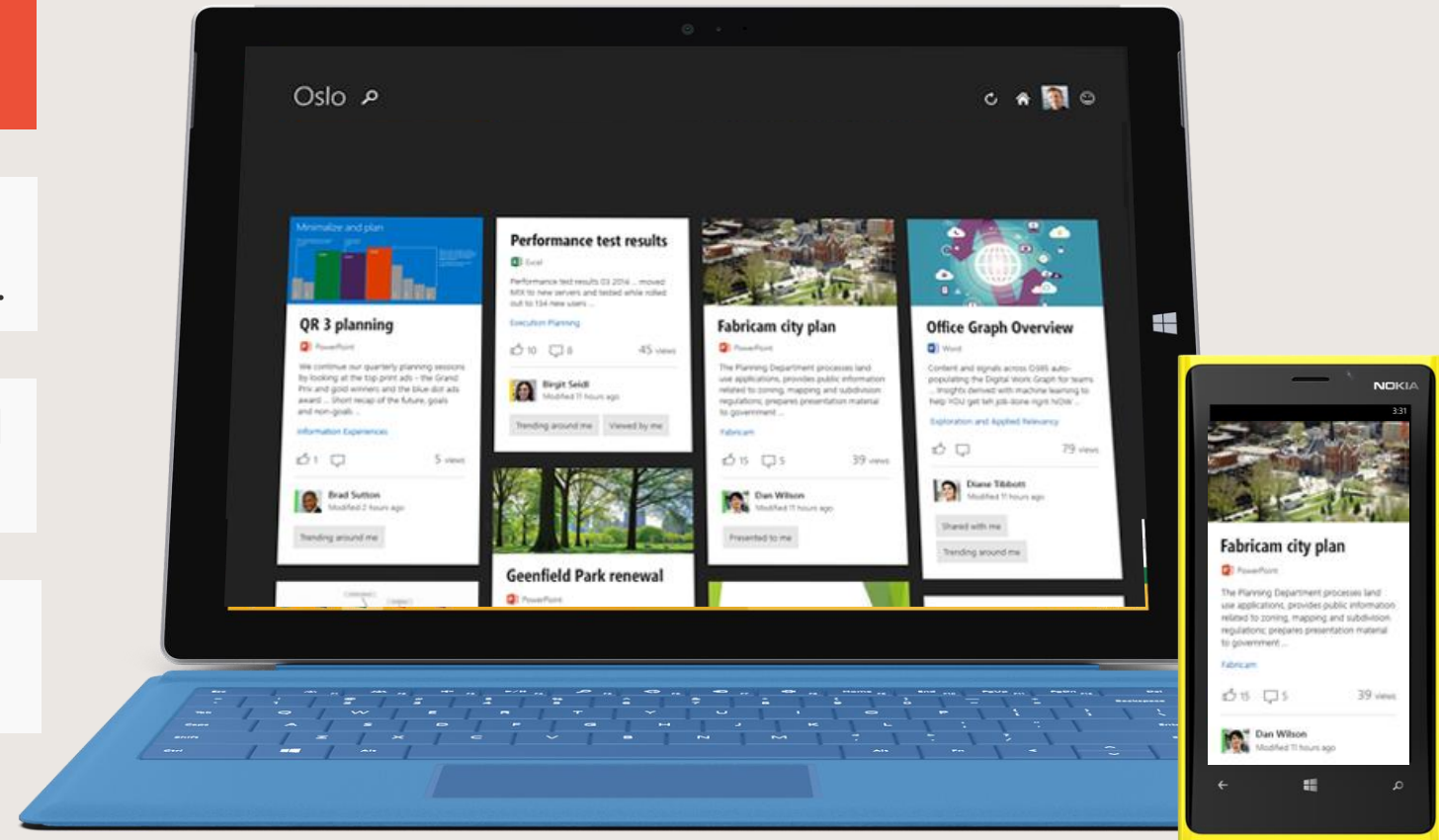


DELVE

Insights derived from each users behavior, their relationships to content, topics and one-another.

Smart connections between people, content and conversations across Office

An extensible intelligence fabric that delivers a new era of information experiences



BI FOR EVERYONE

Filter, shape, and merge queries from multiple data sources

Search and connectivity to public and corporate data all within Excel

The screenshot displays the Microsoft Excel interface with a data table and the Query Editor window. The data table shows demographic information for various US states and districts, including population and racial/ethnic percentages. The Query Editor window is open, showing the 'Query' tab with options like 'Apply & Refresh Close', 'Remove Top Rows', and 'Remove Columns'. The 'View' tab is also visible, showing options like 'Remove Alternate Rows', 'Keep Top Rows', and 'Sort'. The 'Query Settings' pane is open on the right, showing the query name 'Breakdown by state - Race and ethi' and the source 'RemovedColumns'. The 'LOAD SETTINGS' section is also visible, with 'Load to worksheet' checked.

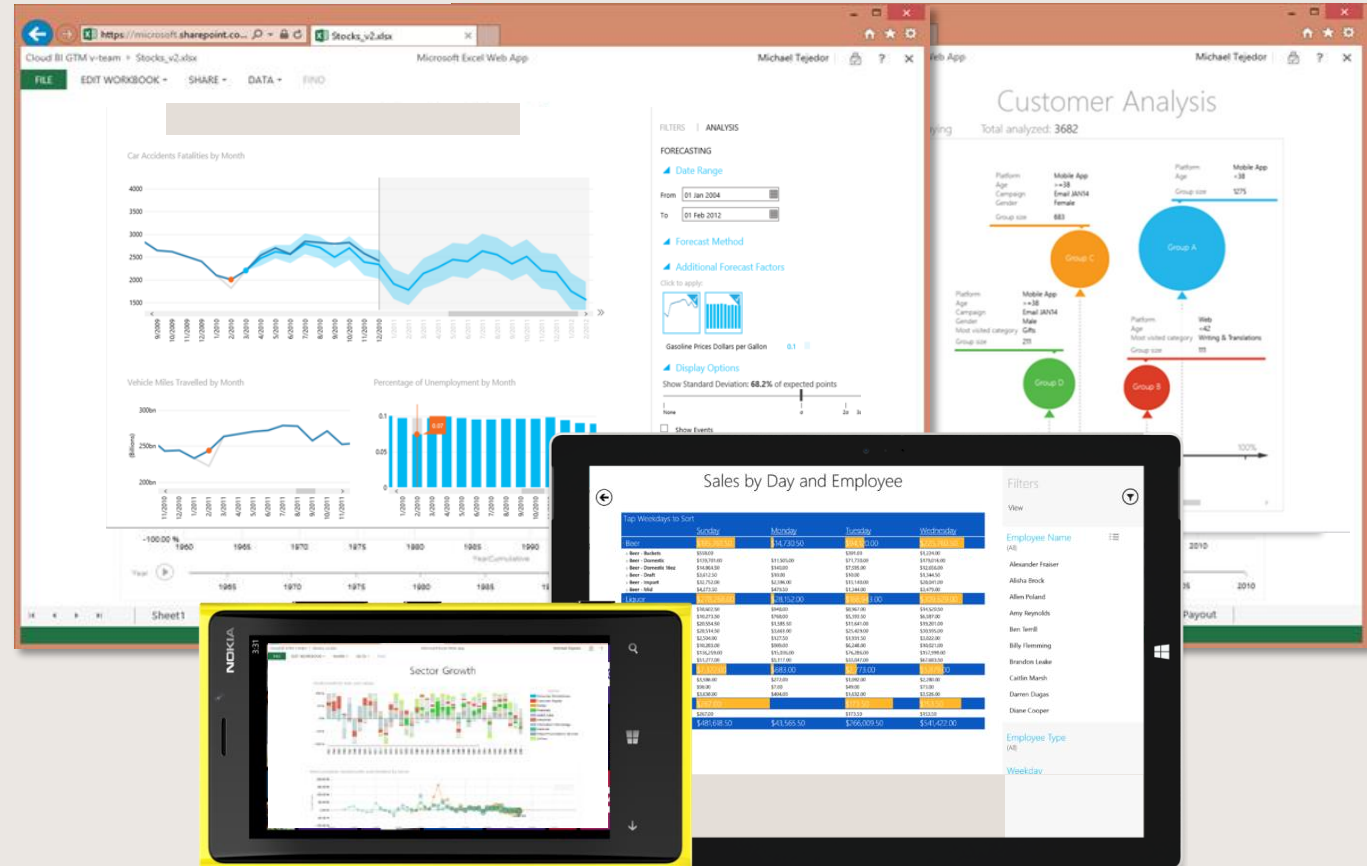
State or District	Population	Non-Hispanic White	Hispanic/Latino	Black	American Indian or Alaskan Native	Asian	Native Hawaiian or Pe
1 Alabama	4800736	67	3.9	26.2		0.6	1.1
2 Alaska	740231	64.1	5.5	3.3		14.8	5.4
3 Arizona	6694017	57.8	29.6	4.1		4.6	2.8
4 Arkansas	2937979	74.5	6.4	15.4		0.8	1.2
5 California	38053956	40.1	37.6	6.2		1	19
6 Colorado	5229196	70	20.7	4		1.1	2.8
7 Connecticut	3580709	71.2	13.4	10.1		0.3	3.8
8 Delaware	947934	65.3	8.2	21.4		0.5	3.2
9 District of Columbia	632323	35.5	9.9	50.1		0.6	3.8
10 Florida	19057542	57.9	22.5	16		0.4	2.4
11 Georgia	9792653	55.9	8.8	30.5		0.3	3.2
12 Hawaii	1400301	22.7	8.9	1.6		0.3	38.6
13 Idaho	1607582	84	11.2	0.6		1.4	1.2
14 Illinois	12869257	63.7	15.8	14.5		0.3	4.6
15 Indiana	6589802	81.5	6	9.1		0.3	1.6
16 Iowa	3246355	88.7	5	2.9		0.4	1.7
17 Kansas	2963118	78.2	10.5	5.9		1	2.4
18 Kentucky	4368956	86.3	3.1	7.8		0.2	1.1
19 Louisiana	4673372	60.3	4.2	32		0.7	1.5
20 Maine	1401361	94.4	1.3	1.2		0.6	1
21 Maryland	5873552	54.7	8.2	29.4		0.4	5.5
22 Massachusetts	6601629	76.1	9.6	6.6		0.3	5.3
23 Michigan	9876187	76.6	4.4	14.2		0.6	2.4

VISUALIZATION & MOBILITY

Add predictive analytics to your reports for forecasting and population plotting

Access touch-first reports across devices, anywhere for Mobile BI

Interactively visualize data to uncover insights & share in the cloud





**PEOPLE CENTRIC
SECURITY**

TRUST CENTER

Authenticated customer-specific Customer Trust Center

Improved Compliance Customer controls expanding these technologies across various services (Archiving, Auditing, Data Loss Prevention, E-discovery)

Access to Office 365 compliance controls and customer dashboard for compliance

View customer-relevant reports – ISO, SOC Audit reports, notifications about updates, regulatory changes, etc.

Office 365 Trust Center

Security. Compliance. Privacy.

Learn how we, as an industry leader in cloud productivity services, are continually taking steps to maintain your trust in Office 365.

Our commitment to the area of trust is explained through the five pillars of the Trust Center.



Watch the video to learn more...

Your privacy matters

- Your data is not used for our advertising
- We enable you to collaborate but also give you the ability to control information sharing
- You own and retain all rights to your data in Office 365

[Learn more](#)

Leadership in transparency

- You know where your data resides
- We are transparent about who can access your data and under what circumstances
- If you choose, we keep you updated about changes to data center locations and other audit information

[Learn more](#)

CONTROL ON YOUR TERMS

Office 365 provides built-in capabilities and customer controls

Advanced encryption with RMS helps to improve security

The screenshot displays the SharePoint interface for a site named 'Financial Audit'. The main content area shows a document titled 'All Japan Revenues By City - Excel' from 'Katie Jordan's SkyDrive @ Microsoft'. A 'Protect Workbook' dialog box is open, offering several protection options:

- Mark as Final**: Let readers know the workbook is final and make it read-only.
- Encrypt with Password**: Require a password to open this workbook.
- Protect Current Sheet**: Control what types of changes people can make to the current sheet.
- Protect Workbook Structure**: Prevent unwanted changes to the structure of the workbook, such as adding sheets.
- Restrict Access**: Grant people access while removing their ability to edit, copy, or print.
- Add a Digital Signature**: Ensure the integrity of the workbook by adding an invisible digital signature.

The 'Restrict Access' option is currently selected. A secondary menu is visible, showing 'Unrestricted Access', 'Restricted Access', 'Microsoft - Confidential', and 'Microsoft - Confidential View Only'. The right-hand side of the interface shows document properties: Size (87.5KB), Title (Add a title), Tags (Add a tag), Categories (Add a category), Related Dates (Last Modified: 10/23/2012 1:18 PM, Created: 10/23/2012 1:12 PM), and Related People (Author: Denis Dehenne).

COMPLIANCE CENTER

Built into Exchange and SharePoint in the cloud or on-premises

All compliance tasks in one place

The image displays two overlapping screenshots of the Microsoft Compliance Center web interface. The top screenshot shows the 'Policy Management' section, which includes a table of policies:

NAME	STATUS	MODE
PCI Data	Audit	Enable
US Financial Data	Audit	Enable

The bottom screenshot shows the 'Auditing' section, which includes a list of site collections and documents:

URL	audit settings view auditing reports
http://spc14c-public.spoppe.com/	
https://spc14c.spoppe.com/	
https://spc14c.spoppe.com/search	
https://spc14c.spoppe.com/Sites/CompliancePolicyCenter	
https://spc14c.spoppe.com/Sites/Contoso	
https://spc14c.spoppe.com/Sites/eDiscoveryCenter	
https://spc14c.spoppe.com/Sites/HoldPolicyCenter	
https://spc14c.spoppe.com/Sites/supportDisc	
https://spc14c-my.spoppe.com/	

eDISCOVERY

In-Place Hold: protect content in-place in real time

Query: find up to date and relevant content quickly

Export: transfer content for review and production

Across: SharePoint, Exchange, Lync, and file shares on-premises and Office 365

The screenshot shows the SharePoint eDiscovery interface for a site named 'Financial Audit'. The interface includes a search bar with the query '(investor NEAR(30) relations OR financial*)', start and end date fields, and an author/sender field. Below the search bar, there are sections for 'Sources' and 'Query Statistics'. The 'Sources' table lists various sources and their item counts and sizes. The 'Query Statistics' table shows the breakdown of the search results. At the bottom, there is a table of search results for Exchange, showing message types, subjects, recipients, senders, and dates.

Name	Items	Size
Sally Beck	3,573	1,016.18 MB
Team	147	31.55 MB
FY2012 Annual Report VTeam	4	67.50 KB
Geoffrey Storey	84	27.06 MB
Matthew Motley	74	25.97 MB
Total:	5,975	1.22 GB

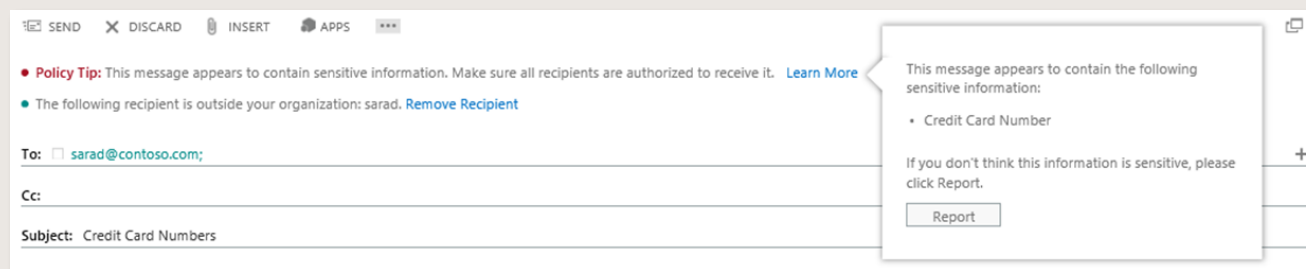
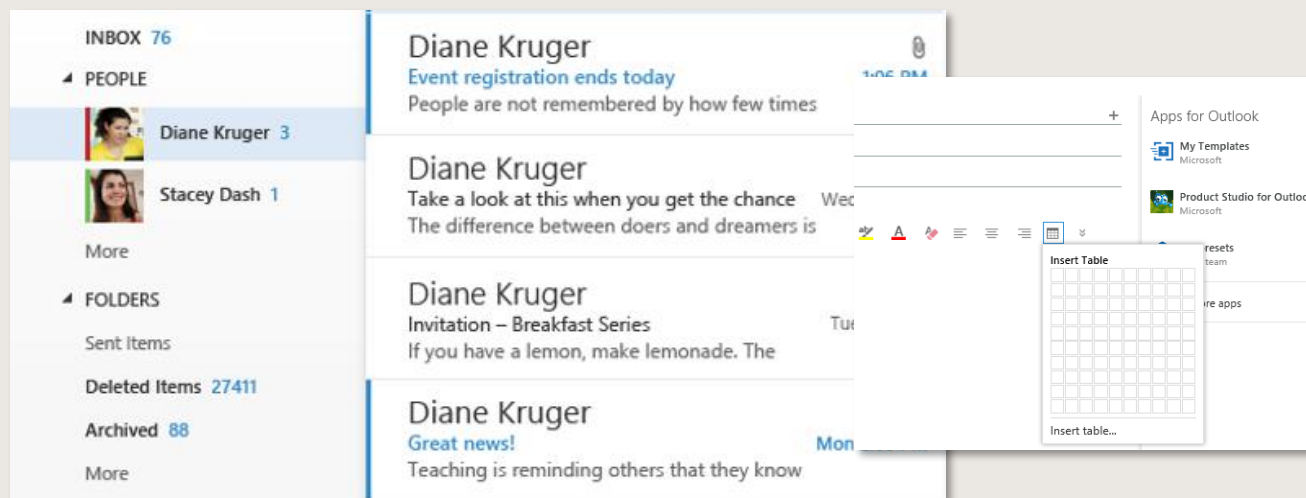
Query	Count
+ (investor NEAR(30) relations OR financial*)	5975
+ (investor NEAR(n=30) relations)	7
+ financial*	327
+ investor OR financial*	328
+ relations OR financial*	349

Message Type	Subject	Recipients	Sender	Date
<input type="checkbox"/> Email	hr division profit and loss.xlsx - Upload failed	Sally Beck	Sally Beck	6/7/2012
<input type="checkbox"/> Contacts	hr division profit and loss.xlsx - Upload failed	Sally Beck	Sally Beck	6/7/2012
<input type="checkbox"/> Meetings	hr division profit and loss.xlsx - Upload failed	Sally Beck	Sally Beck	6/6/2012
	hr division profit and loss.xlsx - Upload failed	Sally Beck	Sally Beck	6/6/2012
	Conversation with Geoffrey Storey	Geoffrey Storey	Sally Beck	6/4/2012

DATA LOSS PREVENTION

Greatly enhanced security capabilities

New security features like DLP Policy Tips



ENCRYPTION

Office 365 Messaging Encryption;
send secure, encrypted emails to anyone!

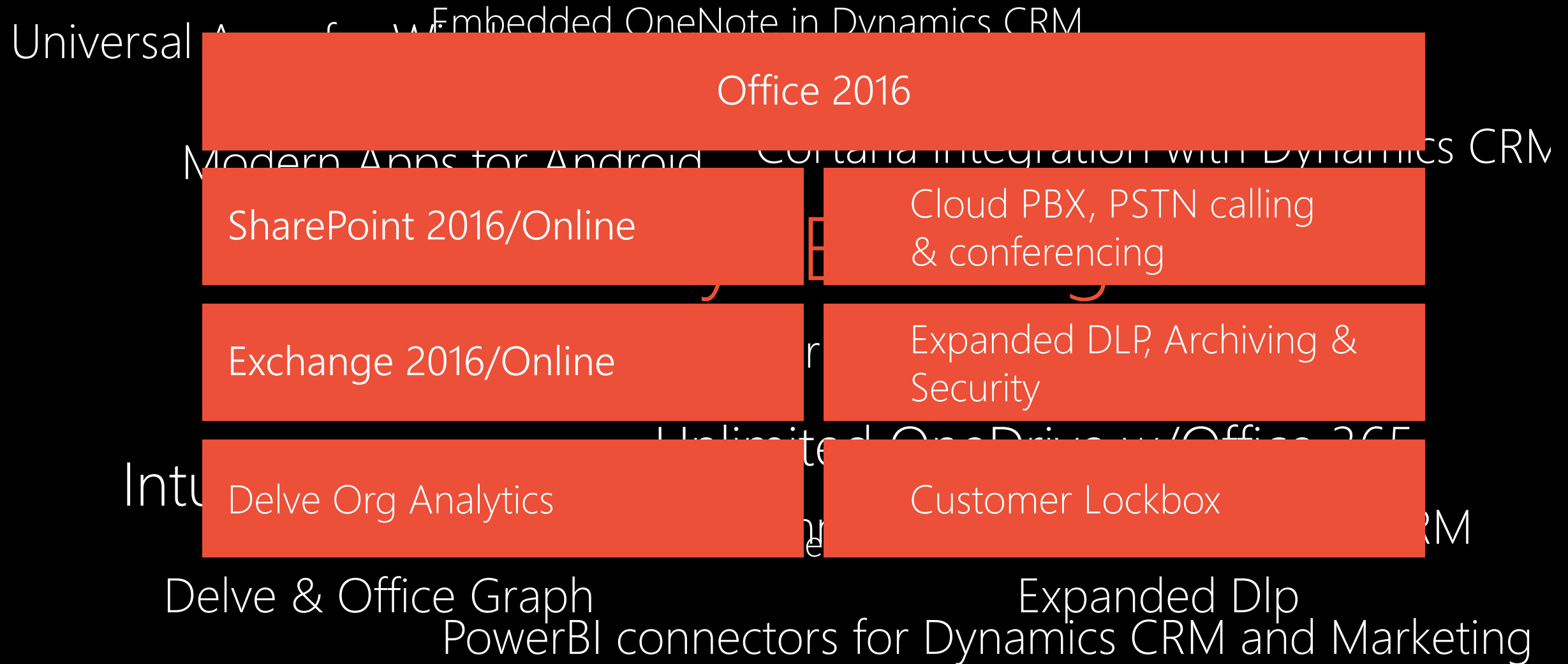
S/MIME Encryption
Uses client side encryption keys

Strengthening encryption to protect your data;
data encrypted at rest and in motion

The screenshot shows the Microsoft Office 365 ribbon with the 'OPTIONS' tab selected. The ribbon includes sections for 'FILE', 'MESSAGE', 'INSERT', 'OPTIONS', 'FORMAT TEXT', 'REVIEW', and 'DEVELOPER'. The 'MESSAGE' section contains 'Bcc', 'Permission', 'Encrypt', and 'Sign'. The 'INSERT' section contains 'Tracking' and 'Save Sent Item To'. The 'FORMAT TEXT' section contains 'Delay Delivery' and 'Direct Replies To'. Below the ribbon, a message body is visible with the text 'Hi John, Attached is the new sale...'. A table is overlaid on the right side of the screenshot, detailing security risk scenarios and their corresponding mitigation technologies.

Security Risk Scenarios	Risk Mitigation Technology
Rogue Admin	RMS, BitLocker
Data Loss Prevention (DLP)	DLP Policies
Stolen/Lost Laptop	BitLocker
Stolen/Lost Mobile Device	BitLocker, Mobile Device Management
Send encrypted email outside the organization	Office 365 Message Encryption
B2B	S/MIME

Upcoming product roadmap



NEW ENTERPRISE VALUE IN OFFICE 365

MODERN COLLABORATION

Complete meeting solution including PSTN Conferencing

Call management with your Cloud PBX

PSTN Calling offers plans with minutes directly from Microsoft

PERSONALIZED INSIGHT

Live business analytics & visualization in one place with Power BI Pro

Team & organizational insights with Delve Org Analytics

PEOPLE CENTRIC COMPLIANCE

Customer-controlled data access with Customer LockBox

Secure attachments and URLs with Advanced Threat Protection

Enhanced legal & compliance search with Analytics for eDiscovery

MODERN COLLABORATION

SKYPE MEETING BROADCAST

- Reach up to 10K for very large meetings
- Attendees join from virtually any browser and device

PSTN CONFERENCING

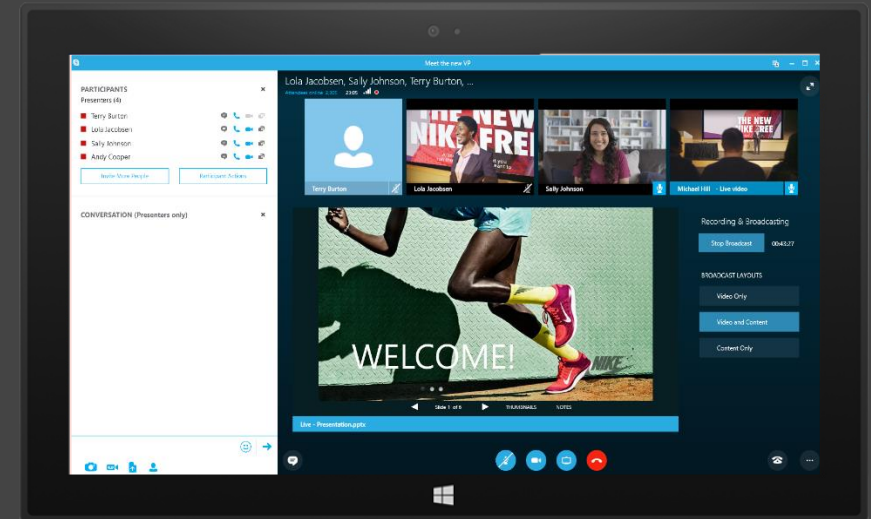
- Use a dial-in number to join Skype meetings from any device
- Dial-out to bring participants into the meeting

CLOUD PBX

- Office 365 as the central location to manage users for communications, email and content
- Eliminate separate PBX systems and transition to the cloud

PSTN CALLING

- Subscribe to calling plans from Office 365
- Use existing phone numbers or get new ones

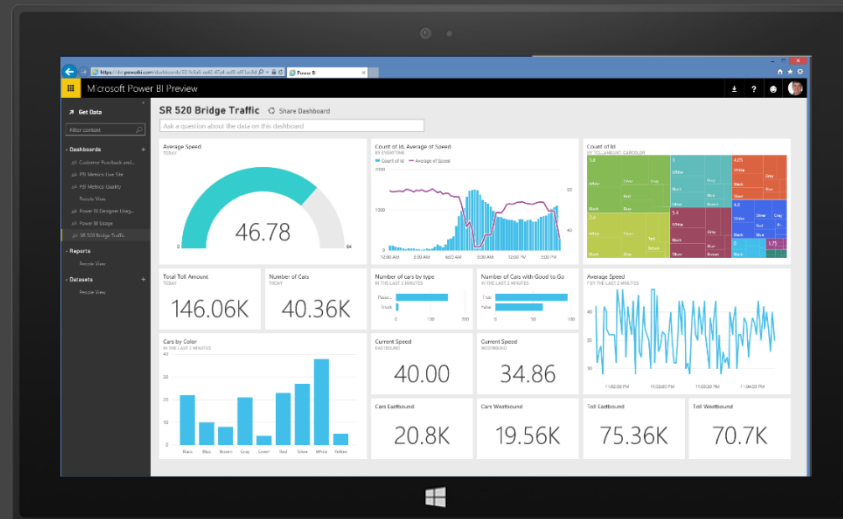


SKYPE MEETING BROADCAST

PERSONALIZED INSIGHT

POWER BI PRO

- Fast, easy access to the data you need
- One dashboard, a live 360° view of your business
- Explore your data and discover new insights



POWER BI PRO

DELVE ORG ANALYTICS

- Real-time work map of team engagement
- Surface trending topics & interaction around those topics



DELVE ORG ANALYTICS

PEOPLE CENTRIC COMPLIANCE

CUSTOMER LOCKBOX

- Customer explicitly controls all access to data
- Nearly zero Microsoft interaction with customer content
- All access control activities logged and audited

ADVANCED THREAT PROTECTION

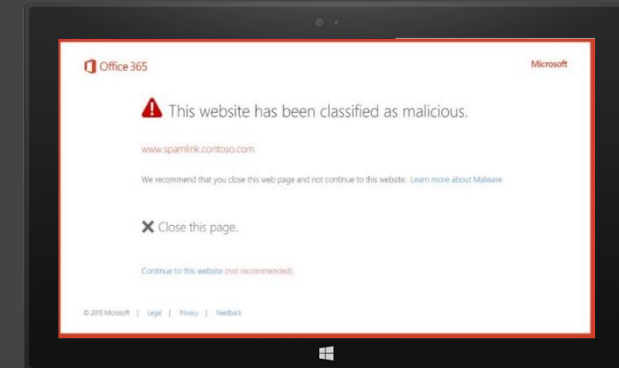
- Protection against unknown malware and viruses
- Real time, time-of-click protection against malicious URLs
- Rich reporting and URL trace capabilities with Click Tracing

EQUIVIO ANALYTICS FOR eDISCOVERY

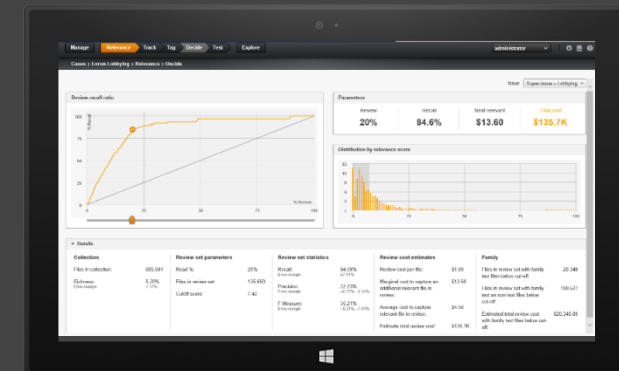
- Email review simplified by detection analytics
- Predictive coding trains system to identify relevance
- Themes and Search help map unstructured data



CUSTOMER LOCKBOX



SECURED ATTACHMENTS/URLS



ANALYTICS FOR eDISCOVERY

OFFICE 365 ENTERPRISE SUITES

	E1	E3	E5
Features <i>Office 365 Services</i>	\$8	\$20	\$35
Business Class Email and Calendars <i>Exchange Online</i>	50 GB	Unlimited	Unlimited
Social, Video, Sites <i>Yammer, O365 Video, SharePoint Online</i>	●	●	●
IM, Online Meetings, Meeting Broadcast <i>Skype for Business</i>	New ●	New ●	●
File Storage, Sharing, Information Discovery <i>OneDrive for Business, Delve</i>	●	●	●
Office Online	●	●	●
Office Client Apps <i>Office 365 ProPlus</i>		●	●
Archiving, Rights Management, Data Loss Prevention, Encryption		New ●	●
Analytics for eDiscovery, Secure Attachments and URLs, Access Control			●
End User and Organizational Analytics <i>Power BI Pro, Delve Org Analytics</i>			●
Cloud PBX <i>Skype for Business</i>			●
PSTN Conferencing <i>Skype for Business</i>			●
PSTN Calling <i>Skype for Business</i>			+\$24**

*PSTN Calling Add-On price to E1 & E3 is \$32, which includes Cloud PBX & PSTN Conferencing

**\$24 includes both International and Domestic calling plans. Domestic only calling plans are available for \$12. Tax is included in price.



Microsoft