Microsoft

Office 365

Industry trends

To stay competitive, organizations must:

Optimize operations	Transform products	Engage customers	Empower employees	Keep data secure

Customer pains

By 2020, Millennials will account for over 50% of workers—they seek more open **collaborative workspaces,** a greater sense of purpose, and a deeper connection to their company's mission.

People are asking for more touchdown spaces (instead of a traditional office) where they can **easily interact and work with one another.**

And they want the option to **work remotely, anywhere, at any time.** To do this, they need the tools and digital workspaces to communicate, access their data, and stay productive.

Employer expectations are changing, too. We've seen a **shift away from routine tasks** to a way of operating that **requires all employees to be creative and to think critically.**
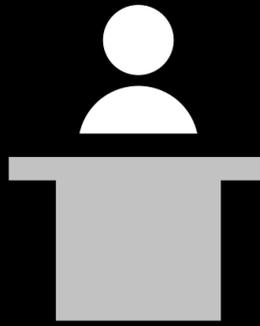
And of course, the security risks have also changed dramatically.

On the one side, there's pressure to have **open flow of information to drive productivity and teamwork.**

And on the other side, it's as critical as ever to **protect your estate because threats today are complex, use advanced social engineering, and target everyone in an organization.**

Solutions to pains

We see **demand from customers** who want to embrace these workplace trends and use technology to empower employees to do their best work.

Microsoft Office 365 for Enterprises:

Unlocks Creativity

- Intelligent Apps
- Natural working tools—ink, voice and touch
- Visualize data in new consumable ways
- Connected across any platform and device

72%
Workers who believe creativity fuels success
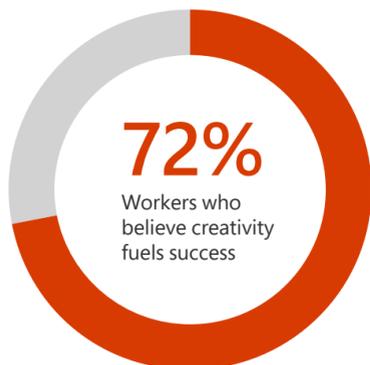
Built for Teamwork

- Interactive calendar and smart email
- Virtual meeting place to keep teams connected
- Increased productivity through connected teams

2×
Teams compared to five years ago

50%
Increase in "collaborative" work

5×
More likely to be high performing

Integrated for Simplicity

- Multiple Devices
- User and Business Owned
- Cloud Managed & SaaS Apps
- Automated
- Proactive
- Self-Service

Intelligent Security

- Identity & Access Management
- Threat Protection
- Information Protection
- Security Management

2B
Records compromised in the last year

99+
Days between infiltration and detection

$15M
Cost/business impact per breach

Customer case studies

"For us, a key value of Office 365 is that it's device-independent, which provides our employees with flexibility and mobility. It doesn't matter if you are working on a Windows-based desktop version, an online version, or an iPad version of Microsoft Word. You can put down one device, pick up another, and continue your work with a consistent, personalized experience."

— Luc Hennekens, *Chief Information Officer*
Qantas

"Our employees appreciate being able to use their own smartphones at work. And IT staffers appreciate the ability to encrypt corporate data inside a folder and wipe that piece of the device if it's lost or stolen."

— Robert Lewis, *Chief Information Officer, Group Vice President*
Assuran

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