

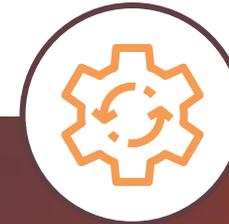


*One Team, One Dream,
One Collaboration Environment*

Enabling IT to respond to M&A and other changes in ownership

We Are AvePoint

Leader in Microsoft 365 data management solutions



 AvePoint[®] is headquartered in Jersey City, NJ, with approximately 1,500 employees across 29 offices, 14 countries, and five continents.



25%
Fortune 500



7M
Cloud Users



88
Countries



7
Continents

Microsoft
Partner



5x

Partner of the Year
Award Winner



Agenda

Meet your hosts

State of play: M&A today

What business restructuring means for IT

Best practice approach
(and how we can help at each stage!)



Meet your host(esses)



Kate Faaland

SVP Client Services & Product Strategy

<https://www.linkedin.com/in/kaitlynfaaland/>



Mary Leigh Mackie

CMO

<https://www.linkedin.com/in/mary-leigh-mackie/>



M&A activity: trends this year

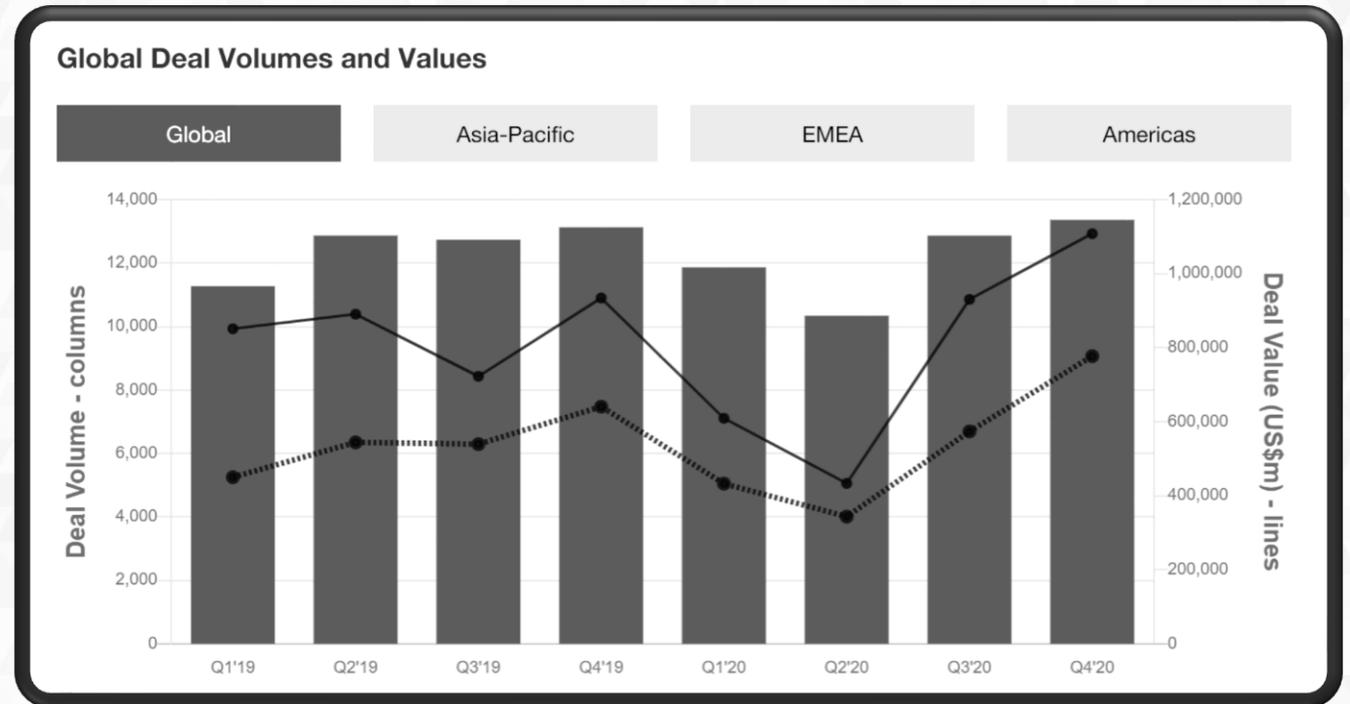
What Business Leaders are Saying (PwC)

76% plan to allocate more resources to digital transformation... in:

- data analytics,
- automation,
- the cloud,
- customer experience, and
- product and service transformation.

53% would allocate more to M&A activity to achieve their key strategic priorities.

<https://www.pwc.com/gx/en/services/deals/trends.html>



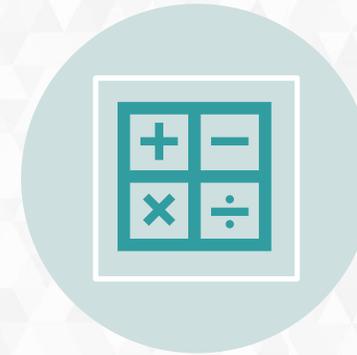
Getting to growth



CUT BOTTOM LINE (COSTS)



DRIVE GROWTH
(NEW REVENUE)

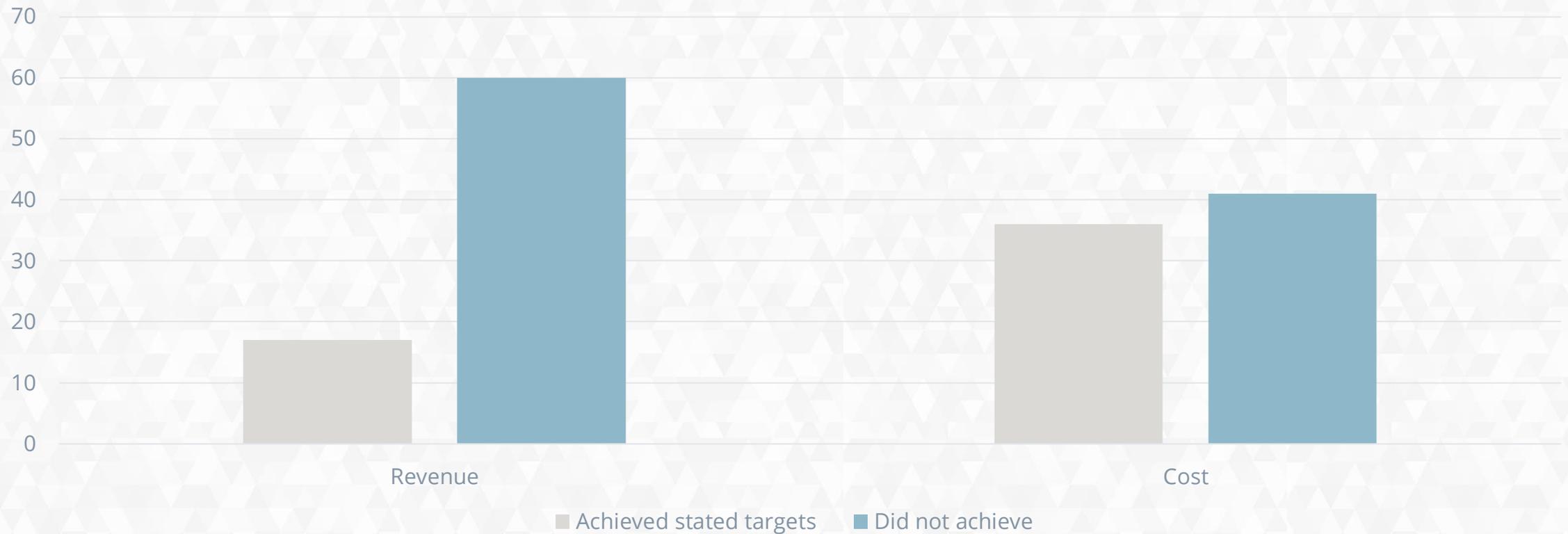


FORCE MULTIPLIERS
(1+1=3)



How likely are we to succeed?

Historical Data: What % of Mergers Achieve Stated Revenue and Cost Targets





Revenue synergy targets overestimated (negative synergies ignored)



Synergy team in headquarters silo



Start too late



Cost prioritized over growth



Sales attrition stifles growth



Pricing overlooked



Aligning IT to support business growth



Control costs

Consolidated systems
& data

“Tenant consolidation
& migration”



Facilitate growth

Rapid digital (cloud)
collaboration

“Microsoft Teams roll-out”



Force multipliers

Scale through
automation

“Automated self-service”

Business Goal

IT
opportunity

Project



M&A timeline



Secure exports
Data protection

Initial systems scope

Today's focus



Project considerations

Organizational Maturity

- How mature are your organizational processes?
- How well do you understand your data and collaboration?
- Team experience in “migration”
- User reactions & change management

Cost & complexity

Speed to
consolidate

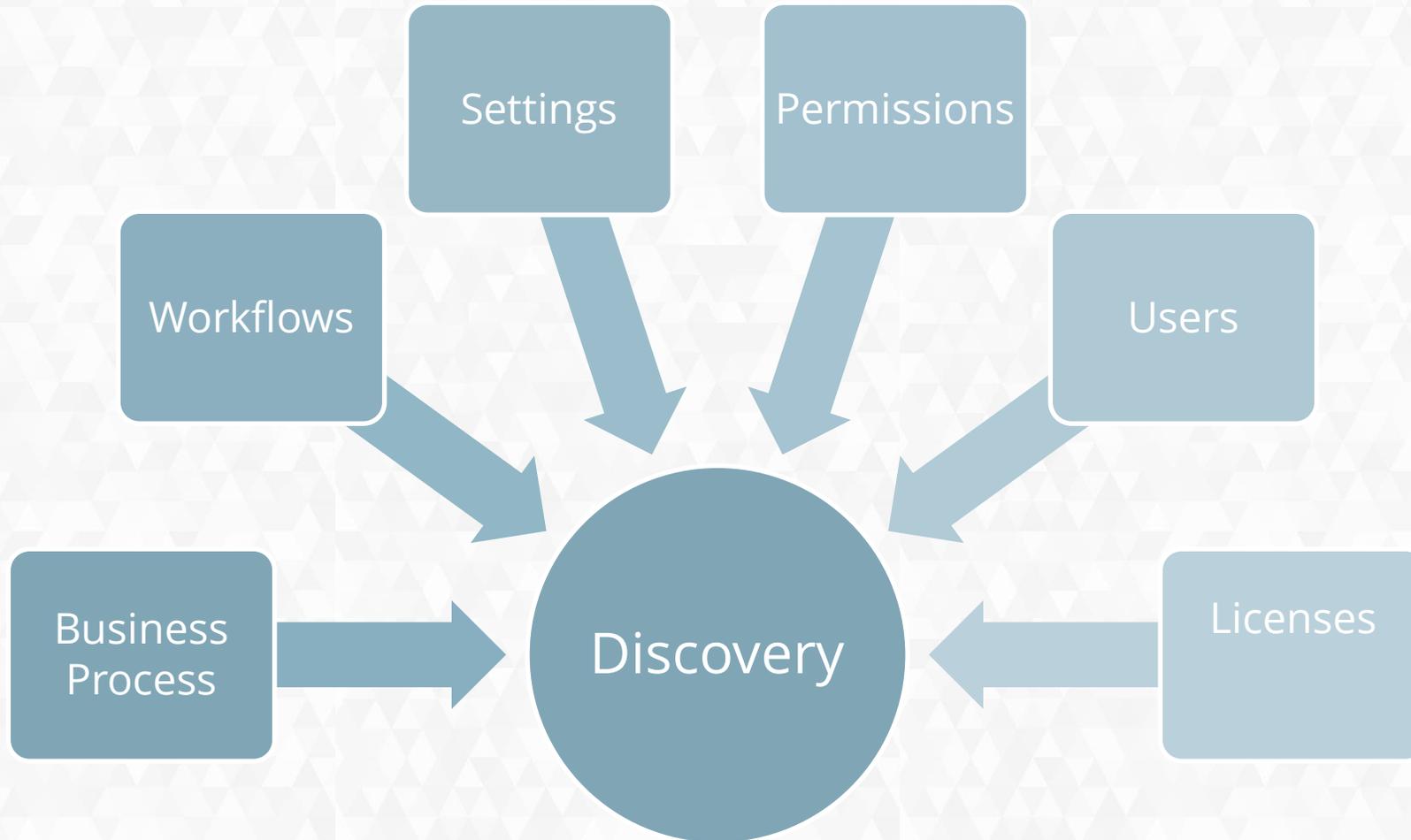
License Costs

Reconciliations
between
tenants

"Right"
Approach



Discovery – not just content!



Discover configurations (beta)

The screenshot displays the Elements console interface for configuring a Settings Template. The main dashboard shows three cards: 'Settings Template', 'Job Monitor', and 'Customer App Profile'. The 'Settings Template' card is selected, and its configuration form is shown in three callout windows:

- 1. Basic Information:** Fields for Template Name (Tenant Settings), Description, and a dropdown for 'Select a Customer Tenant to Export Settings' (Gemini Master Tenant). It also shows authentication status for Customer App and Service Account.
- 2. Module Settings:** A section for 'Select Modules' with checkboxes for Azure Active Directory (Azure AD), Microsoft Intune, Exchange Online, SharePoint Online, OneDrive for Business, and Microsoft Teams. A text field for 'Specify users you want to export settings for' is also present.
- 3. Settings:** A list of settings categories including Active Directory (User Creation, Group Creation, Company Branding, Self-service Password Reset (SSPR), External Collaboration, Security Defaults), Microsoft Intune (Enrollment, Compliance Policy, Conditional Access, Configuration Profile), and others.



Discover licenses

Dashboard | Tenants: All | User container groups: All | Synchronizing license and user information...

MOD Administrator

License summary



Purchased licenses	735
Assigned licenses	421
Available licenses	314
Free licenses	2006003

Licenses consumed by inactive users

63	62	61
INFORMATION_ PROTECTION...	OFFICE 365 E5	ENTERPRISE M OBILITY + SEC...

[View all](#)

Dashboard | Tenants: All | User container groups: All | Synchronizing license and user information...

MOD Administrator

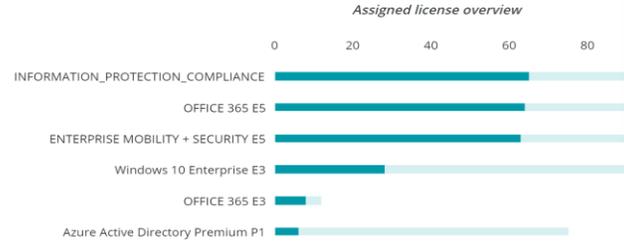
License summary



Purchased licenses	735
Assigned licenses	421
Available licenses	314
Free licenses	2006003

License consumption

Assigned license overview



INFORMATION_PROTECTION_COMPLIANCE	~65
OFFICE 365 E5	~60
ENTERPRISE MOBILITY + SECURITY E5	~60
Windows 10 Enterprise E3	~30
OFFICE 365 E3	~10
Azure Active Directory Premium P1	~70
FREE MARKETING USER	~5

Search by name

- All
- 12121
- 2323
- 5248_M
- 5791_2
- 5791_A
- A
- adele&nina
- all
- colin51372
- delete1

[Cancel](#) [Apply](#)

Licenses consumed by inactive users

61
ENTERPRISE MOBILITY + SECURITY...

[View all](#)

Cost ranking (for the current month)

- Microsoft 365 Domestic and International ...
- INFORMATION_PROTECTION_COMPLIANCE
- Microsoft 365 Audio Conferencing
- ENTERPRISE MOBILITY + SECURITY E5
- Windows 10 Enterprise E3

Time of 'admin@M365x905791.onmic...

OFFICE 365 E3:

- Microsoft Teams** 1 month 7 days ago
- Yammer for the Starship Enterprise** No activities
- Skype for Business Online Standalone Plan 2** No activities
- SharePoint Online** 1 month 21 days ago
- Exchange Plan** No activities

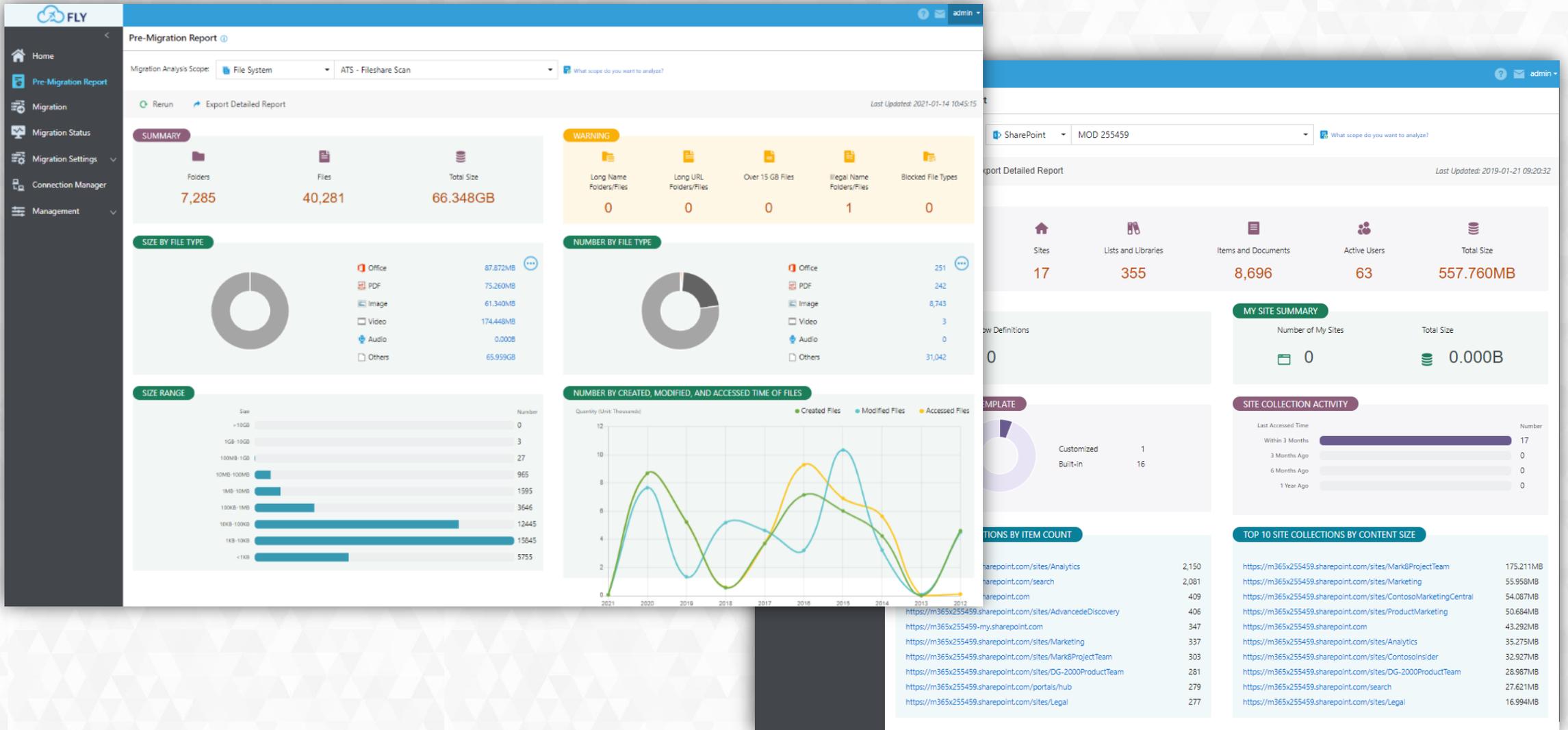
OFFICE 365 E5:

- Microsoft Teams** 1 month 7 days ago
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- Skype for Business Online Standalone Plan 2** No activities

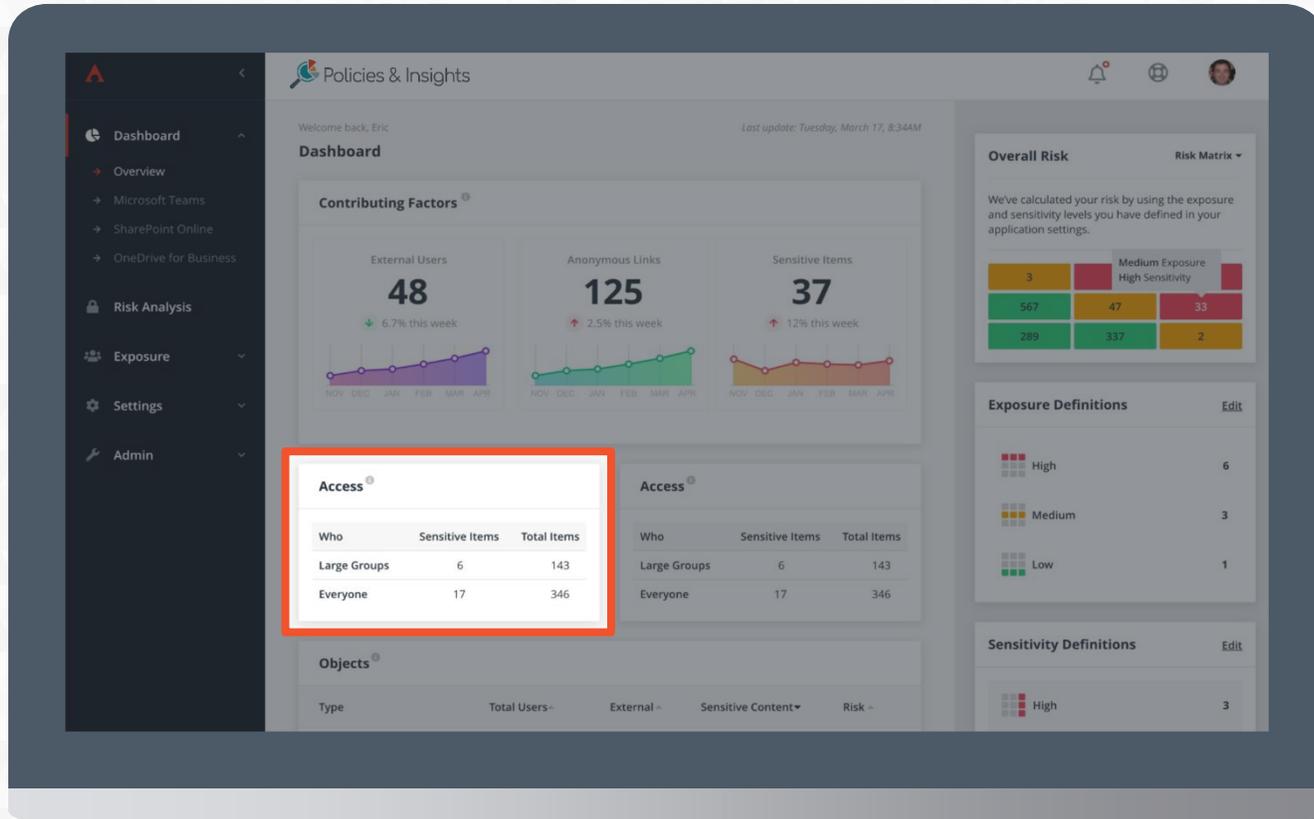
[Manage licenses](#)



Discover IA and content



Discover sensitive business data



Highlighting high-risk data and users in your environment

Work with native Microsoft sensitive information types*

*(Office 365 E3 feature)



Discovery output: The Plan

- Based on outputs of discovery
- Is my source ready
- Understanding the gaps
- Who is going to move first
- What does my throughput look like
- How long are my sprints



Your plan MUST include Change Management

Training Week: Schedule Example

	MON	TUE	WED	THU	FRI
9:00					
10:00					
11:00				RVA311 General Updates	
12:00					
13:00			RVA311 General Updates		RVA311 Reporting Updates
14:00					
15:00		RVA311 General Updates		RVA311 Reporting	
16:00					
17:00					

General Updates (Service Owners / Engineers)

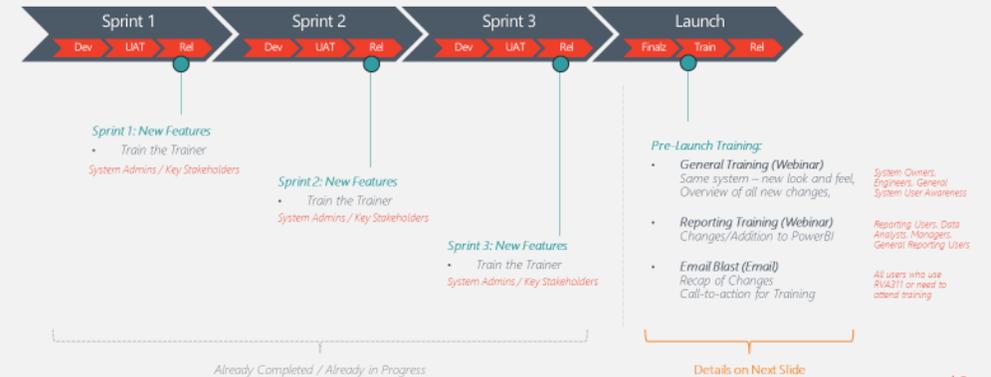
- Overview of RVA311 major updates:
 - Look-and-feel update
 - Mobile app update
 - Overview of recent sprint changes/features
 - Details on Launch Dates
- Approx. 30 mins
- Delivered Online (Teams)
- 1x Deck, run 3x times for availability of audience

Reporting Updates (Reporting Users / Managers)

High-Level Communication Plan

T-7 Weeks	T-6 Weeks	T-5 Weeks	T-3 Weeks	T-1 Week	Service Available	T+1 Week	T+ 2~12 Weeks
<ul style="list-style-type: none"> All company email (delivered by Sponsor). First touch event outlining the business reason for change and the approach that is being undertaken. Introduce the Ambassadors and Change Champion program Introduce the availability of the web site and outline how this will include answers to common questions. Tell them who they need to contact with issues or questions. 	<ul style="list-style-type: none"> Give users a similar communication to the T-4 week version, which is intended to remind them of the business reason for change (delivered by Sponsors – Personalized for each community) Senior Managers communication teams – continuing the theme – business reason for change outlining specific impacts (leverage Persona and Workforce analysis). 	<ul style="list-style-type: none"> Sponsor delivers All hands briefing (face to face) Managers begin communicating directly with employees using 	<ul style="list-style-type: none"> Auditorium Training Poster refreshed 	<ul style="list-style-type: none"> 2nd Auditorium Training Poster refreshed Brown Bag sessions delivered Online / on demand training available 	<ul style="list-style-type: none"> Early Adopter video Lunch and Learn Tips and Tricks Podcast (per community) delivered by Sponsor 	<ul style="list-style-type: none"> Lunch and learn Posters refreshed Rewards winners notified Rewards announcements included in Newsletter 	<ul style="list-style-type: none"> Lunch and learn Posters refreshed Reward announcements included in Newsletter

Internal Training Approach



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Communication: Win (Internal) Hearts and Minds



Training and Change Campaign Examples:

Previous examples of Awareness Campaigns

Benefits at a Glance

At-a-glance filing and visibility

Simplified Filing for Users for better quality content, better security

Instant Knowledge Visibility for monitoring, intervening, enforcement

Better Search and Insights time saving, o

Future Re modern and f

New features in Outlook, Office and Desktop – any working style

One-stop-shop Intelligent Search

Training Videos

AvePoint

A change to the way you work is coming!

Join us for a 30-minute session to get familiar with the new ways of Contributing, Tagging, Securing, and Retrieving Knowledge

Filing on the success of the Digital Workspace Instant, we are proud to launch the new **Digital Workplace Repository on Dec 10**. You play a role in building up our Knowledge Reserves!

As I... plays an instrumental role in national building, we need to also capture and retain the 'what and the how' we have shaped Singapore Future through I... policies and programmes in the MOF Digital Workspace Repository. Preserving our Corporate Memories and building up our Knowledge Reserves are of significance as we journey together to shape Singapore Future.

Imagine if our MOF Knowledge Reserves can be as huge as Singapore Preserves, and we can all contribute to capturing and preserving MOF's institutional knowledge!

OUR KNOWLEDGE BUILDERS AT WORK

MOF Knowledge Builders have been working hard behind-the-scenes since March 2018 to craft a system for L... by H...

This includes:

- Mapping the HR behaviour of our staff
- Role-playing personas in Repository, LMS

If only all staff could see the building-up of MOF Knowledge Reserves is also part of MOF's role in national building and shaping!

MORE THAN 80 SUGGESTIONS AND IMPROVEMENTS HAVE BEEN INCORPORATED ALREADY!

This Repository is the result of the many workshops and testing from your colleagues, come and see what it's all about!

DATE: Fri Dec 07 **TIME:** 10:30

DURATION: 30 min **LOCATION:** L1

At-a-glance Filing and visibility with "Traffic Light" smart filing modes for easy retrieval!

One-stop-shop Intelligent Search, across multiple sources

CELEBRATING 15 YEARS
2002 - 2017

APRIL 2017

SOMETHING NEW IS ROCKETING YOUR WAY

Flyers

Office 365 Sites

NAME THE NEW LEO
for your chance to win a Xbox One!

ENTER BEFORE 31 July 2016 (11.59pm SGT)

Prizes:

- Winner: a Xbox One console with wireless controller
- Runner-up: a \$100 Cashify Careless voucher

Some ideas for inspiration: The new LMS will...

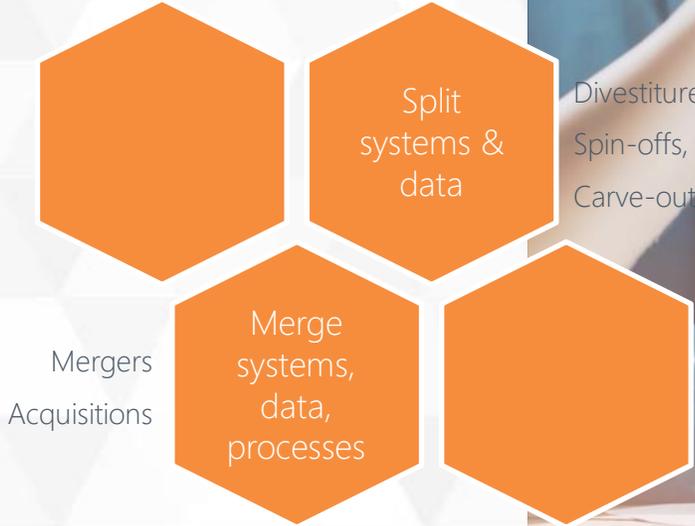
- be cloud-based
- provide online interactive learning
- be easily accessible anytime on range of devices (laptops, tablets, phones)

Microsite

Custom Emails



Putting the plan to work through your transformation kick-off

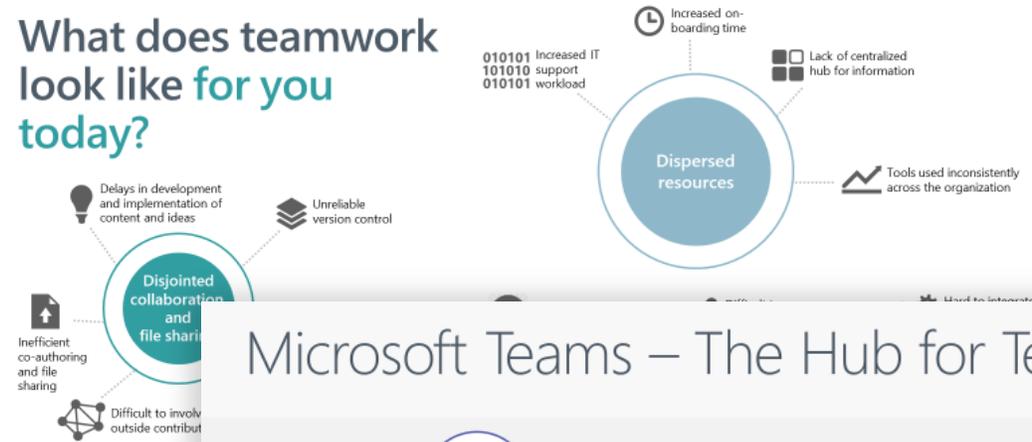


Your target: The modern workspace

Today's modern workforce



What does teamwork look like for you today?



Microsoft Teams – The Hub for Teamwork



- Communicate:** Chat, calls & meetings for today's teams
- Collaborate:** Deeply integrated Office 365 apps
- Customize & Extend:** 3rd party apps & existing systems
- Work w/ Confidence:** Enterprise security, compliance & manageability

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Challenges in migrating to Teams



Data Identification

- Identifying scope clearly
- Moving content per regulatory/compliance concerns?
- Migration performed by IT who are not owners of data



Performance & Capacity

- Throughput required
- Impact on source / destination and network



Timelines

- How long will your migration take?
- Do you have deadlines?
- Ensuring all required content was exported in time



Object Conversion

- What restructuring or transformations will need to occur during the migration?



New Technology

- Adoption resistance and process resistance
- Teaching users how to find migrated content



Validation of Content

- Migration reports must be checked against extraction reports to ensure completeness of migration



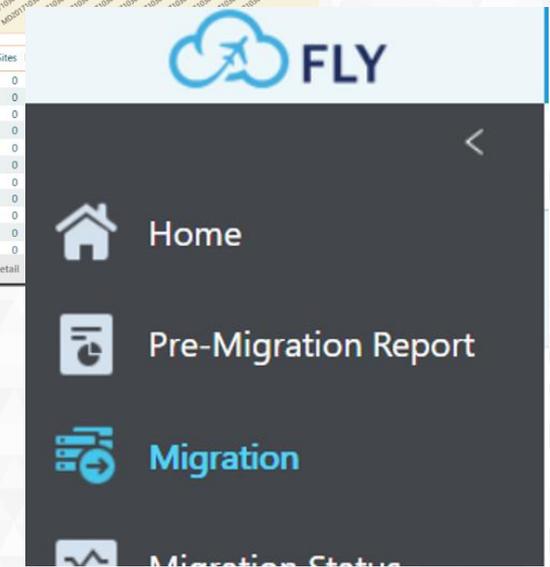
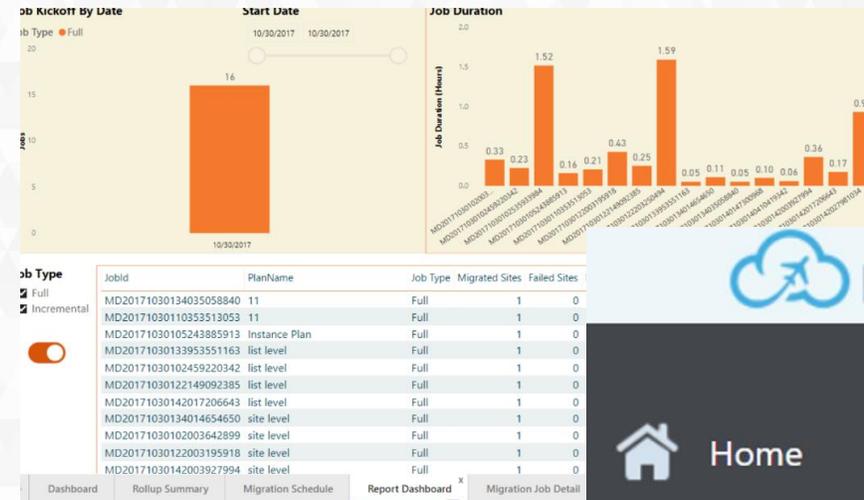
Migration Execution

Waved Execution vs Big Bang

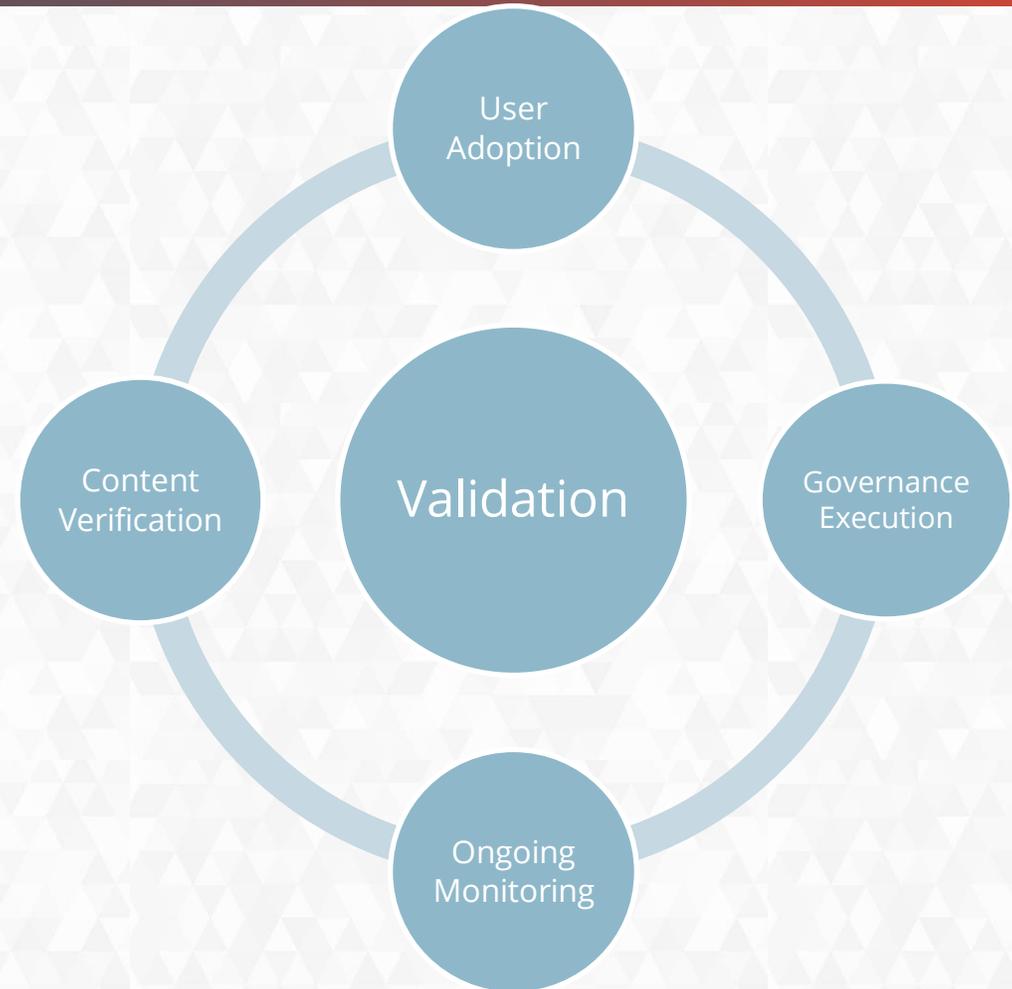
"Best Practice" Tooling

Monitoring and reporting

Exception Handling



Post-Migration



Planning for Sustainable Adoption

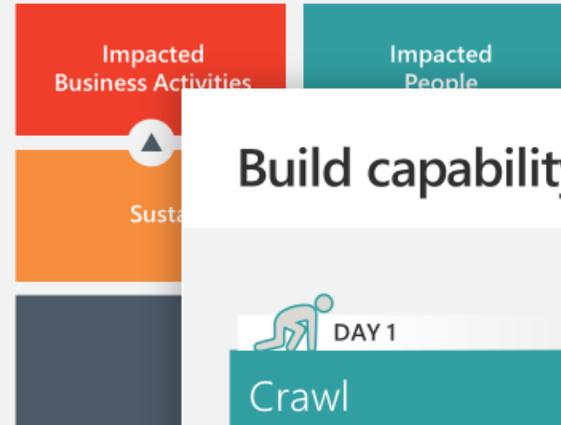
Sharing experiences and strategies for Teams rollout and adoption

Resistance Management Techniques

- Empathy – Listen and understand objections
- Focus on the
- Remove barr
- Provide simp
- consequence
- Create hope
- Show benefit
- Make a persc
- Convert the s
- Create a sacri
- Find a motiva



Sustainable Adoption Objectives



- Minimize the negative impact of making technology changes

Build capability through varying methods

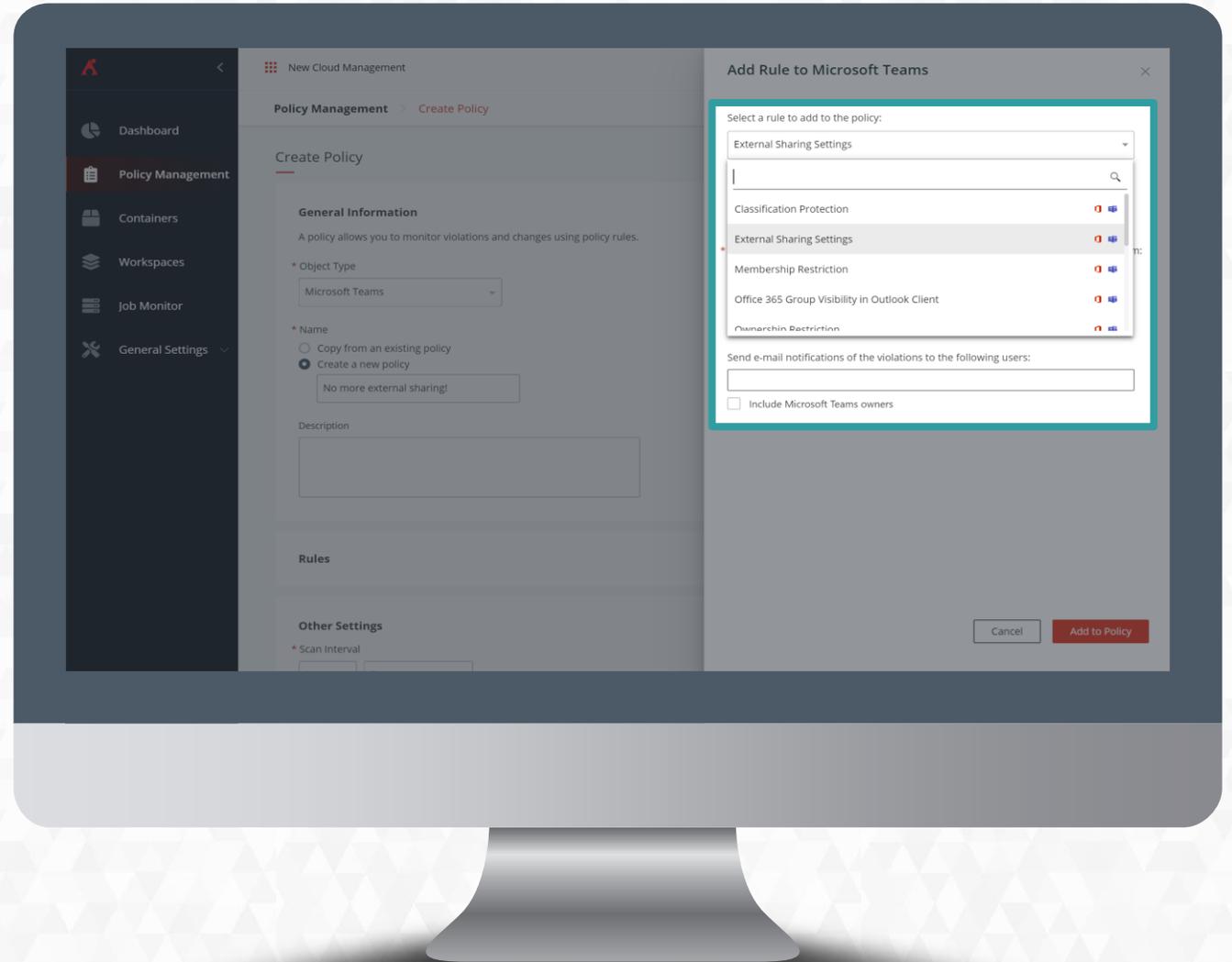


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Post-migration monitoring, policies, automation

Craft policies that can adapt to the way your teams work and block the most common risks in your Microsoft 365 environment!



Summary: How AvePoint can help

Mitigate disruption & errors

Detailed discovery and plan preparation



Elements PRO (beta!)
Cense (new!)
Fly
Policies & Insights (PI)

M&A Concierge via AvePoint Client Services

Protect the core

Prioritize key business units

Fly
Cloud Backup
Policies & Insights (PI)

Growth thru innovation

Back to business with upgraded collaboration

PI
Cloud Governance (maybe!)



What's next?

Keep reading blogs

*Schedule a
consultation*

Schedule a demo





Collaborate with Confidence