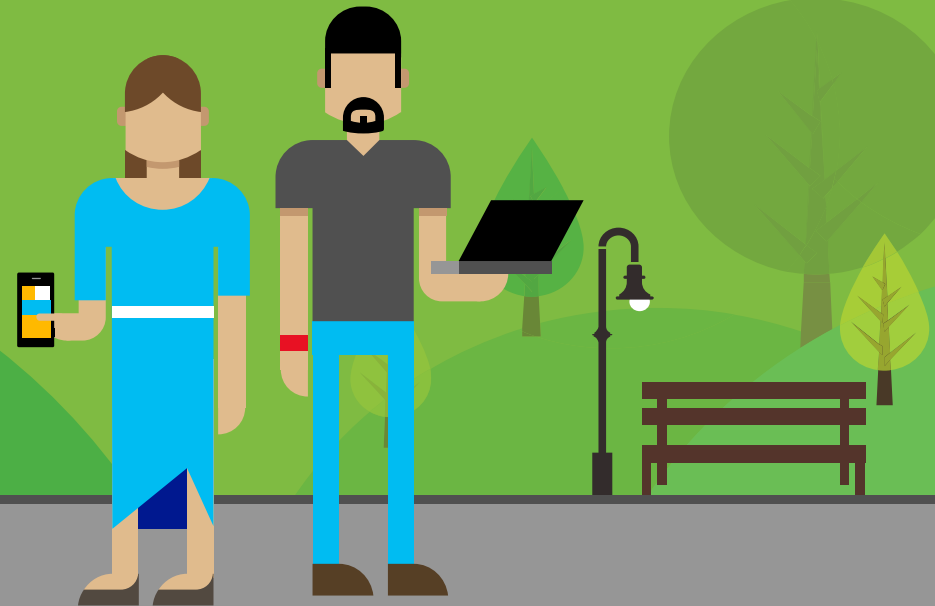


# Richtig rechnen

Azure & EMS

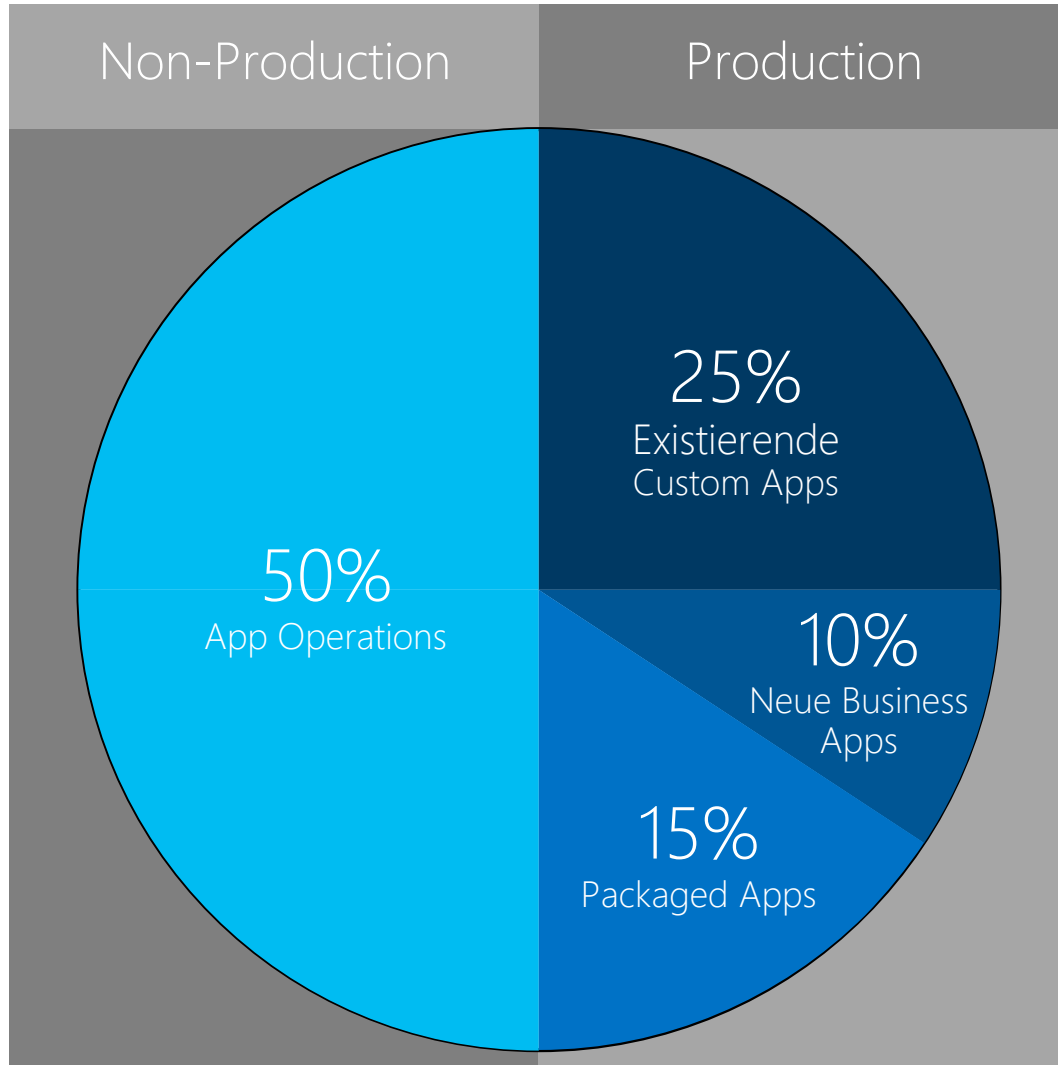
Beat Küng

Partner Business Developer – Cloud Services



# Wo hat Cloud den grössten Effekt, wo fange ich an?

## IT Portfolio (CHF, Ressourcen, Effort)



### 1. Application Operations

- Sie haben VIEL davon... 50-70% oder mehr??
- Wird 5-10% der Zeit gebraucht
- Projekte sind Low Risk, potenziell hoher ROI



### 2. Packaged Apps

- Was kann man STOPPEN zu Machen? SaaS
- Microsoft (O365/Exchange/SharePoint, CRM, Visual Studio Online etc.)



### 3. Neue Business Apps

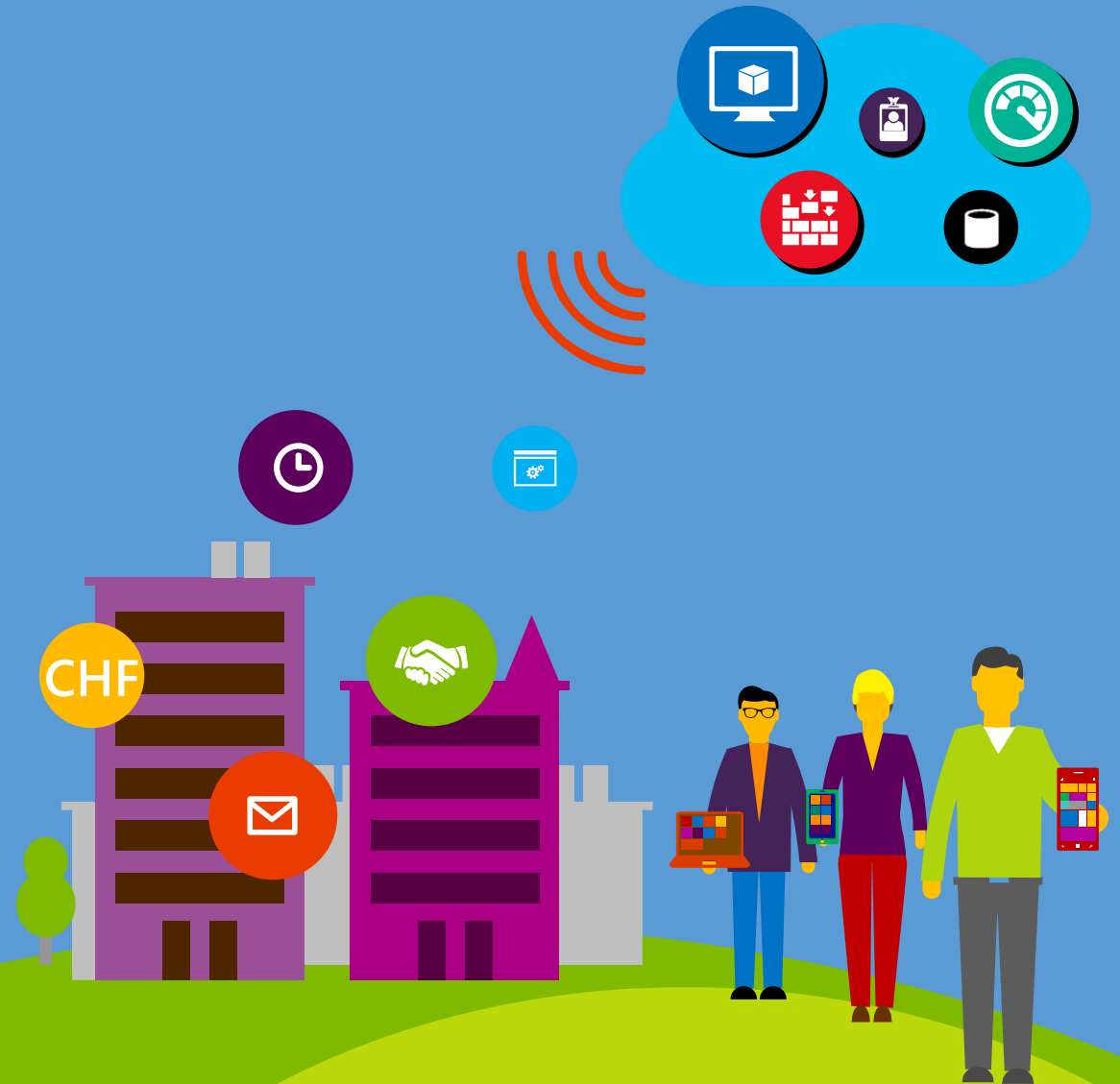
- Azure PaaS building blocks
- Produktiver, weniger Infrastruktur Arbeit



### 4. Existierende Custom Apps

- Lass 80% der existierenden Apps wo sie sind
- MOVE KLEINE und high burst workloads

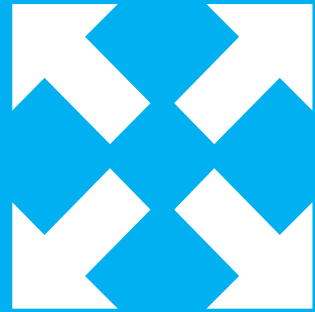
# Microsoft Azure



Speed



Scale



Economics



Economics?

*Wer weiss was über Kosten?*

**SERVER COSTS**

Source: OEM websites; 20% discount

Equiv Instance type	Cost to buy (capex)	VMs/Server (How many VMs would you run on this server?)
A0 (shared core, 768 MB RAM)	\$300	1
A1 (1 X 1.6 GHz core, 1.75 GB RAM)	\$500	1
A2 (2 X 1.6 GHz core, 3.5 GB RAM)	\$1'000	1
A3 (4 X 1.6 GHz core, 7 GB RAM)	\$2'500	1
A4 (8 X 1.6 GHz core, 14 GB RAM)	\$5'000	1
A5 (2 X 1.6 GHz core, 14 GB RAM)	\$3'000	1
A6 (4 X 1.6 GHz core, 28 GB RAM)	\$8'000	1
A7 (8 X 1.6 GHz core, 56 GB RAM)	\$15'000	1
A8 (8 X 1.6 GHz core, 56 GB RAM, 40Gbps InfiniBa	\$28'000	1
A9 (16 X 1.6 GHz core, 112 GB RAM, 40Gbps Infini	\$55'000	1

**USEFUL LIFE**

Asset	Useful Life
Servers	3 Years
Windows Server OS	3 Years
Data Center	20 Years

Source: Burton Group

**NETWORK COSTS**

Annual network switch cost per server \$166 Source: Burton Group

**SOFTWARE COSTS**

Windows license cost

Equiv Instance type	Per license cost	License type
A0 (shared core, 768 MB RAM)	\$1'000	Windows Server Standard Edition
A1 (1 X 1.6 GHz core, 1.75 GB RAM)	\$1'000	Windows Server Standard Edition
A2 (2 X 1.6 GHz core, 3.5 GB RAM)	\$1'000	Windows Server Standard Edition
A3 (4 X 1.6 GHz core, 7 GB RAM)	\$3'680	Windows Server Datacenter Edition
A4 (8 X 1.6 GHz core, 14 GB RAM)	\$7'360	Windows Server Datacenter Edition
A5 (2 X 1.6 GHz core, 14 GB RAM)	\$1'000	Windows Server Standard Edition
A6 (4 X 1.6 GHz core, 28 GB RAM)	\$3'680	Windows Server Datacenter Edition
A7 (8 X 1.6 GHz core, 56 GB RAM)	\$7'360	Windows Server Datacenter Edition
A8 (8 X 1.6 GHz core, 56 GB RAM, 40Gbps InfiniBa	\$7'360	Windows Server Datacenter Edition
A9 (16 X 1.6 GHz core, 112 GB RAM, 40Gbps Infini	\$7'360	Windows Server Datacenter Edition

Linux license cost \$0

**STORAGE COSTS**

\$/GB for tier-2 storage on-premises \$3 Source: Burton Group

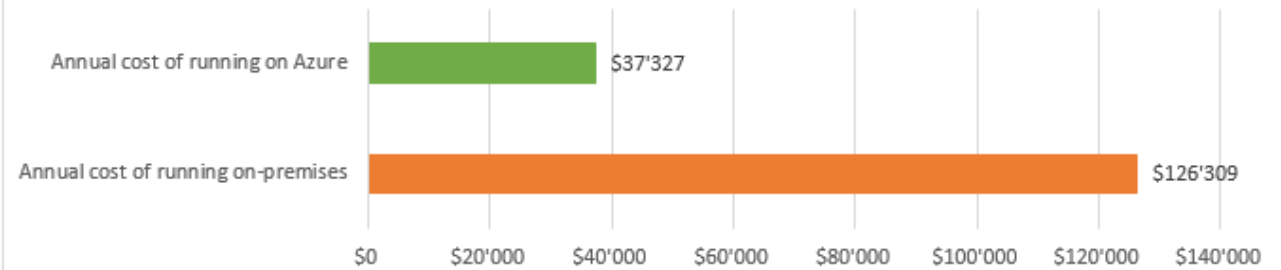
**ADMIN AND MAINTENANCE COSTS**

Annual maint. Cost as % of h/w cost 15% Source: Burton Group  
 Servers per admin FTE (on-prem) 387 Source: Burton Group  
 VMs per admin FTE (public cloud) 516 Assumed 75% admin effort required in public cloud compared to on-premise  
 Annual fully loaded cost per HC \$100'000

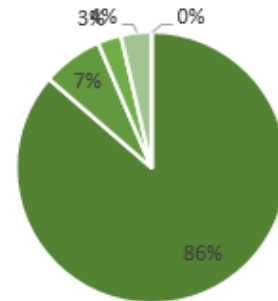
**POWER COSTS**

Price per KW hour \$0.10 Source: USDOE/ Burton Group  
 PUE (customer datacenter) 1.7 Source: Burton group

**Cost comparison (On-premises vs. Azure)**

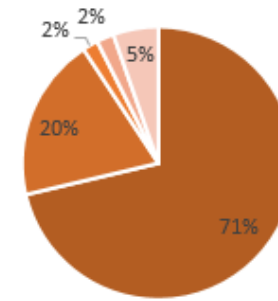


**Annual cost of running on Azure**



- Annual Azure VMs expense
- Annual storage expense
- Annual egress expense
- Annual admin expense
- Annual other expenses

**Annual cost of running on-premises**

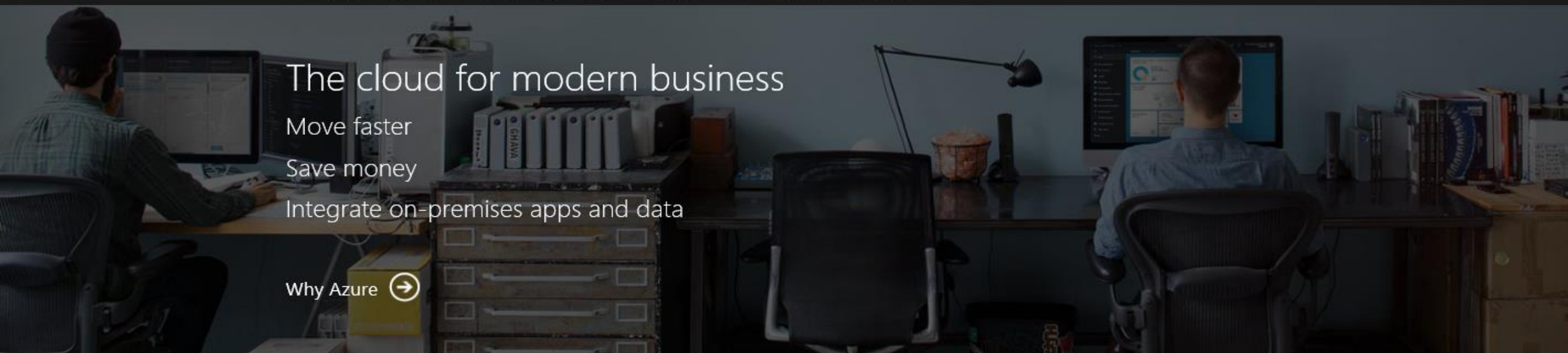


- Annual hardware expense
- Annual software expense
- Annual power expense
- Annual administration costs
- Annual DC facility expenses

Was kostet...  
1 GB on-prem (tier2) Storage?

Auf Azure kostet 1GB Storage ...  
CHF 0,043





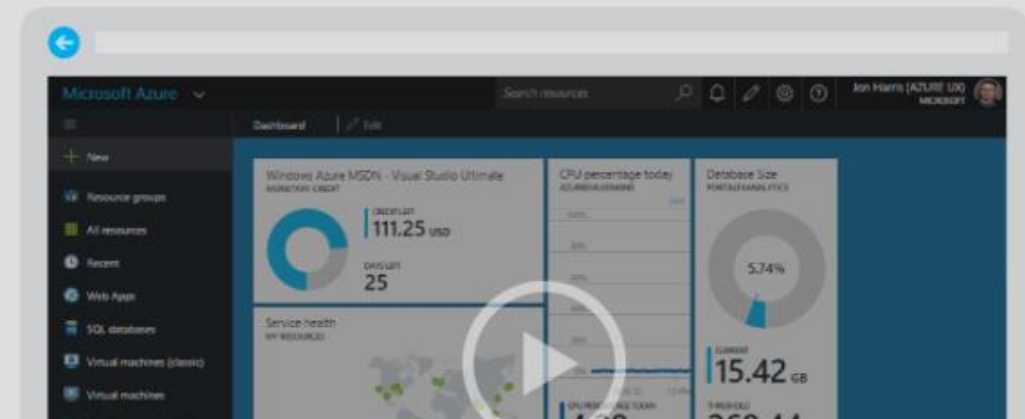
## The cloud for modern business

- Move faster
- Save money
- Integrate on-premises apps and data

Why Azure →

Sign up and deploy your first cloud solution in under 5 minutes

Try for free >



### Get started

Watch three-minute videos that teach you how to quickly get started with Microsoft Azure.

Explore more ▶

# Hyper scale Infrastructure ist der Enabler

28 Regionen Weltweit, 22 ONLINE... riesige Kapazität – Global ...und weiter wachsend



- 100+ Datacenters
- Top 3 Netzwerk weltweit
- 2x AWS, 7x Google DC Regions
- G Series – grösste VM der Welt, 32 Cores, 448GB Ram, SSD...

■ Operational  
■ Angekündigt  
\* Operated by 21Vianet \*\* Data Stewardship by Deutsche Telekom

## Platform Services

### Security & Management

- Portal
- Active Directory
- Multi-Factor Authentication
- Automation
- Key Vault
- Store / Marketplace
- VM Image Gallery & VM Depot

### Compute

- Cloud Services
- Service Fabric
- Batch
- Remote App

### Web and Mobile

- Web Apps
- API Apps
- API Management
- Mobile Apps
- Logic Apps
- Notification Hubs

### Developer Services

- Visual Studio
- Azure SDK
- Team Project
- Application Insights

### Hybrid Operations

- Azure AD Connect Health
- AD Privileged Identity Management
- Backup
- Operational Insights
- Import/Export
- Site Recovery
- StorSimple

### Integration

- Storage Queues
- Biztalk Services
- Hybrid Connections
- Service Bus

### Analytics & IoT

- HDInsight
- Machine Learning
- Data Factory
- Event Hubs
- Stream Analytics
- Mobile Engagement

### Data

- SQL Database
- SQL Data Warehouse
- Redis Cache
- Search
- DocumentDB
- Tables

### Media & CDN

- Media Services
- Content Delivery Network (CDN)

## Infrastructure Services

### Compute

- Virtual Machines
- Containers

### Storage

- BLOB Storage
- Azure Files
- Premium Storage

### Networking

- Virtual Network
- Load Balancer
- DNS
- Express Route
- Traffic Manager
- VPN Gateway
- Application Gateway

**Datacenter Infrastructure (24 Regions, 19 Online)**



Zu kompliziert?

Würden Sie so Lego kaufen / verkaufen?



# Zwei Komponenten

## Software Licensing

Software Licensing encourages you to think strategically by determining your long-term needs and goals at the very onset of the program, but selecting the proper solution can be complex and time consuming. Simplify this process and realize a cost effective solution by working with our first class team of Software Licensing Specialists. For more information or to enroll in a licensing program call an Account Executive.

### Preferred Partners:



# Warum Microsoft Azure

- Tolle Möglichkeiten für Services Revenue on top von Lizenzmarge
- Ein attraktiver, schnell wachsender Markt
- Ablösung von eigener Hardware, immer aktuell
- Sehr attraktives Pricing
- Voll automatisierbar
- Sichert die Kundenbasis – sehr sticky!!

# EMS Enterprise Mobility Suite

Jann Deiss

Partner Technical Strategist

Microsoft Schweiz





Jeder ist vernetzt – jederzeit – an jedem Ort

> 4,5 Milliarden

Social-Nutzer

> 400 Millionen

Tweets pro Tag zu Produkten,  
Dienstleistungen und Marken

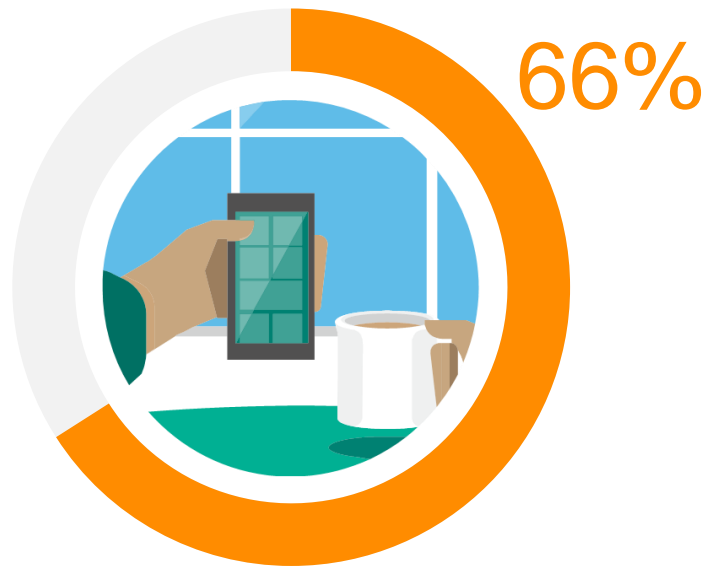
> 6,8 Milliarden

mit mobilen Endgeräten

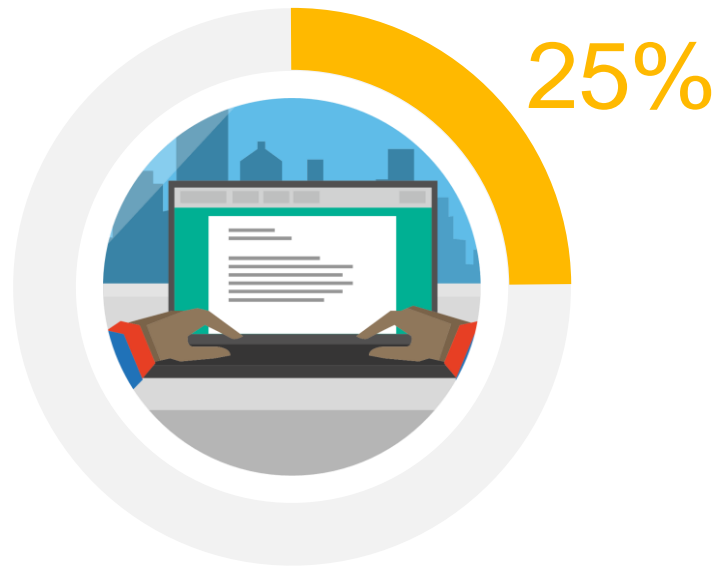
150 x

pro Tag checkt jeder von uns im  
Durchschnitt sein Handy ...

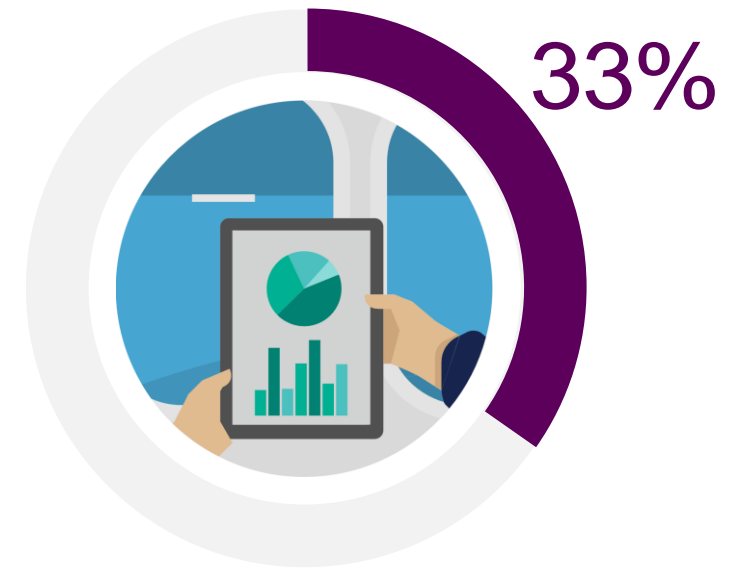
# Mobilität ist der neue Standard



der Mitarbeitenden verwenden private Geräte für berufliche Zwecke.\*



jeglicher Software, die in einer SaaS Bereitstellung bis 2020 enthalten sein wird.\*\*



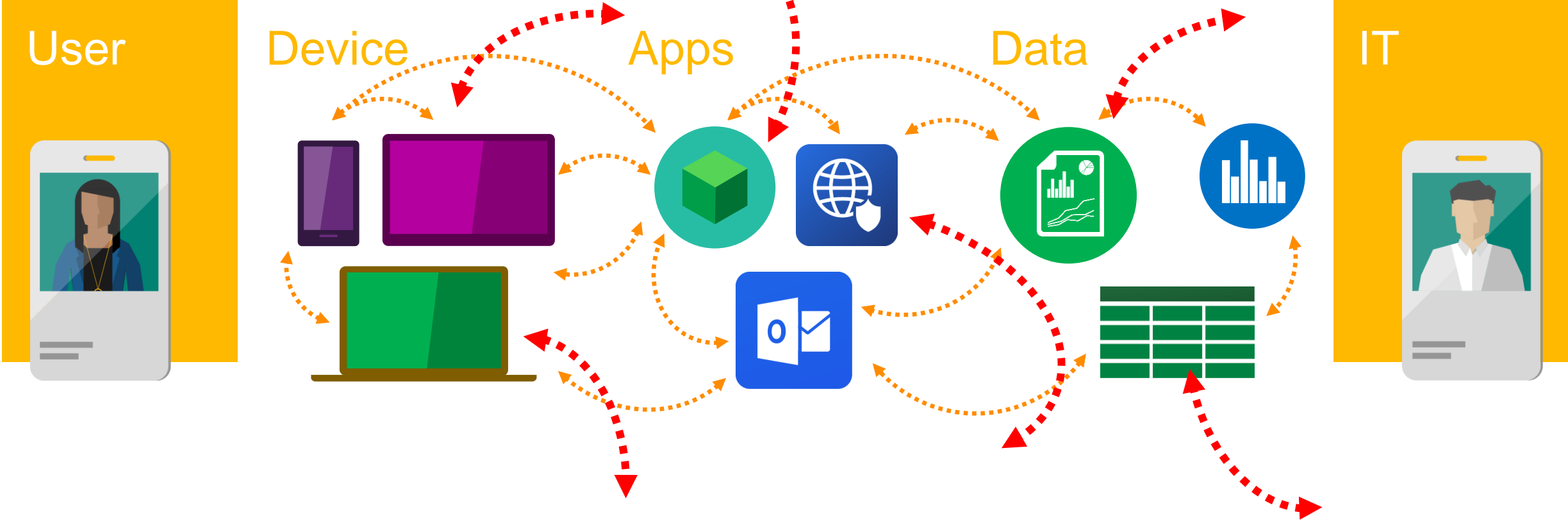
der Mitarbeitenden, die in der Regel in den Räumlichkeiten des Arbeitgebers arbeiten, arbeiten auch häufig abseits ihres Arbeitsplatzes.\*\*\*

\*CEB Die Zukunft der Unternehmens-ITL: 203-2017. 2013.

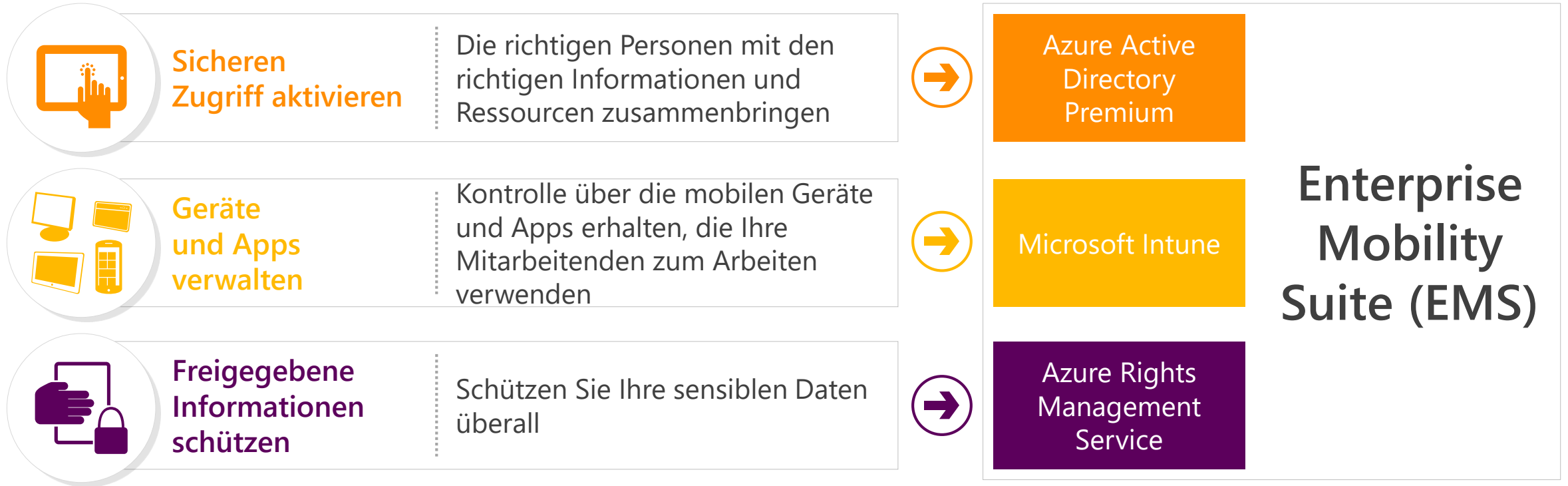
\*\*Forrester Application Adoption Trends: The Rise Of SaaS

\*\*\*CEB-Bericht zur Effektivität der IT: Five Key Findings on Driving Employee Productivity Q1 2014.

# Impact der neuen Herausforderungen



# Enterprise Mobility Suite





Sicheren Zugriff aktivieren

# Sicheren Zugriff aktivieren!

Enterprise Mobility Suite

## Azure Active Directory Premium

- Einmaliges Anmelden für alle Cloud-Apps
- Mehrstufige Authentifizierung für alle Workloads
- Self-Service-Kennwortzurücksetzung und Gruppenverwaltung
- Erweiterte Sicherheitsberichte und -warnungen

## Grundlegende Identitätsverwaltung für Office 365

- Einmaliges Anmelden für Office 365
- Grundlegende mehrstufige Authentifizierung für O365

## Single Sign On – Admin experience

What do you want to do?

- ➔ Add an application my organization is developing
- ➔ Add an application from the gallery
- ➔ Publish an application that will be accessible from outside your network

Application for my organization to use

- Microsoft Dynamics
- Druva inSync Cloud Admin
- Druva inSync Web
- Dydacomp
- Dynadot
- Dynamics CRM
- E2open Business Network

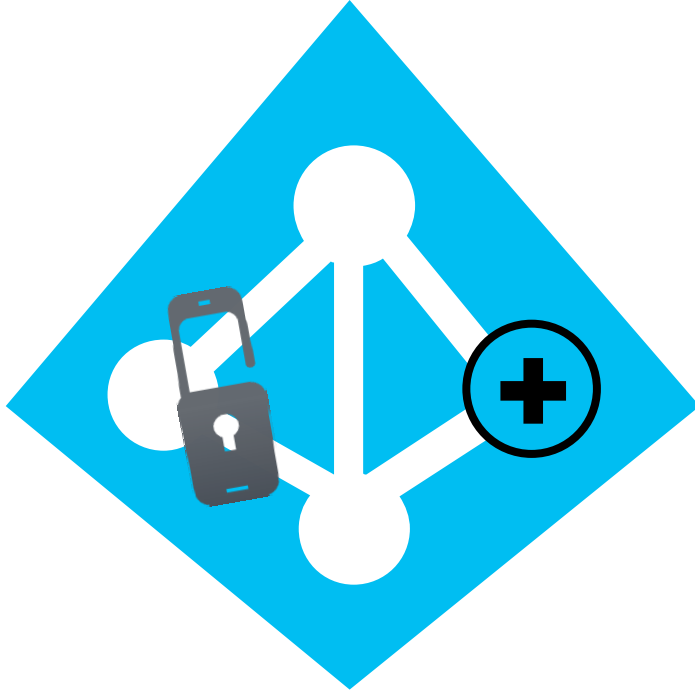
EDUCATION (10)  
ERP (17)  
FINANCE (65)  
HEALTH (13)  
HUMAN RESOURCES (56)  
IT INFRASTRUCTURE (35)  
MAIL (17)  
MARKETING (83)  
MEDIA (41)

NAME Dynamics CRM  
PUBLISHER Microsoft Corporation  
APPLICATION URL <https://www.microsoft.com/en-us/dynamics/crm.aspx>  
By default, Dynamics CRM works with Windows Azure AD. To get started, sign up for Dynamics CRM using an account in your instance of Windows Azure AD. Requires an existing Dynamics CRM subscription.  
➔ Sign up for Dynamics CRM

[Azure AD Application Proxy](#)

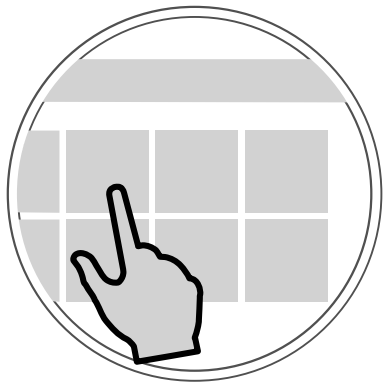
Office 365

# Microsoft Azure Active Directory Premium



Offers a rich set of capabilities to **empower enterprises** with demanding needs on identity and access management

- **Fully in sync with local Active Directory**
- **User Self Service Password Reset (to lower administrative burden for your IT staff)**
- Pre-integrated for **Single Sign On (SSO)** to currently ~2.500 popular SaaS apps (O365, Yammer, LinkedIn, Facebook,... )
  - Easily add custom cloud-based apps.
  - Easily add web-based on premises apps
- **Multi Factor Authentication (for Cloud and on premises Apps)**
- **Security reporting** to track inconsistent access patterns
- ... and **FIM/MIM** (Usage Rights for FIM/MIM Server and CALs)
- Application Proxy
- An Enterprise SLA of 99.9%
- **Windows 10 integration (Authentication, MFA, Store etc.)**



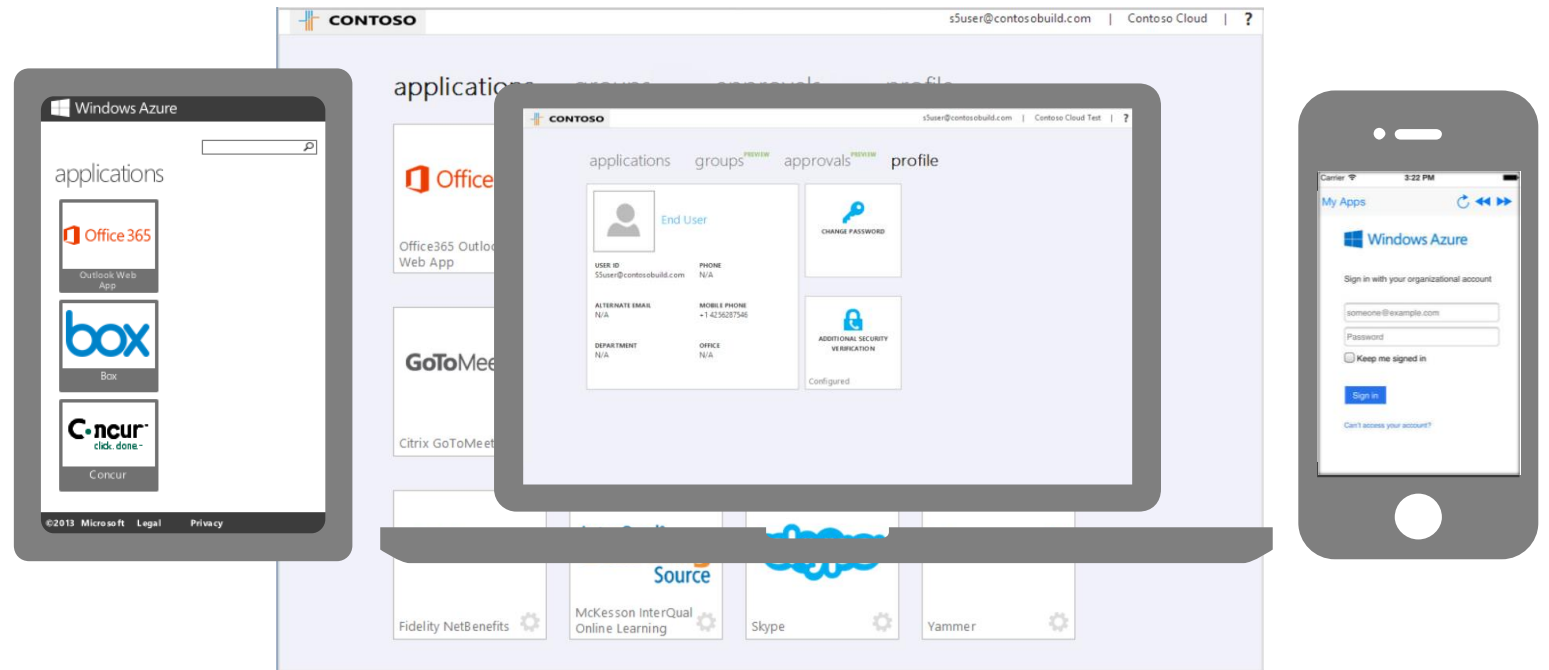
# Single Sign On – User experience

Company branded, personalized application Access Panel :

e.g. <http://myapps.microsoft.com>
























































User has to login with his AD-Credentials only here.

Then he gets access to all SAAS Apps the admin has provided to him.



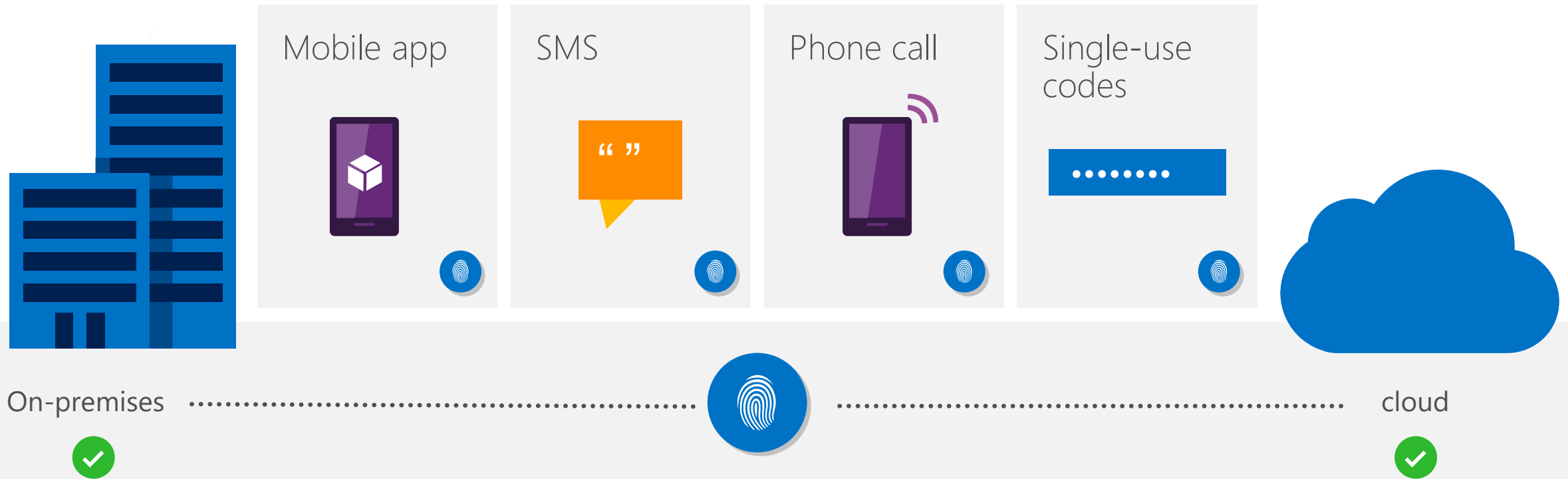
# Single Sign On for ~ 2.500 preintegrated SaaS Apps:

<http://www.windowsazure.com/en-us/gallery/active-directory>

 <p>Microsoft Developer Network (MSDN) By Microsoft Corporation</p>	 <p>Microsoft Office365 Exchange Online (Outlook) By Microsoft Corporation</p>	 <p>Microsoft Office365 SharePoint Online By Microsoft Corporation</p>	 <p>Microsoft SkyDrive By Microsoft Corporation</p>	 <p>B-kin By B-kin Software</p>	 <p>Xing Xing</p>	 <p>Blitline By BLITLINE LLC</p>	 <p>Blogger By Google</p>	 <p>Chequed By Chequed.com, Inc.</p>	 <p>Cigna By Cigna</p>	 <p>Cisco Webex By Cisco</p>
 <p>Alibaba.com By Alibaba.com Hong Kong Limited</p>	 <p>AliExpress By Alibaba.com Hong Kong Limited</p>	 <p>Amazon Web Services (AWS) By Amazon</p>	 <p>American Airlines By American Airlines</p>	 <p>Booker By Booker Software, Inc.</p>	 <p>Booking.com By Booking.com B.V.</p>	 <p>Boomi By Dell</p>	 <p>Box By Box</p>	 <p>Citrix GoToMeeting By Citrix</p>	 <p>Citrix ShareFile By Citrix</p>	 <p>Clarabridge By Clarabridge</p>
 <p>ASUS WebStorage By ASUS Cloud Corporation</p>	 <p>Async Interview By Async Interview</p>	 <p>AT&amp;T By AT&amp;T</p>	 <p>Comodo Certificate Authority By Comodo Group, Inc.</p>	 <p>Concur By Concur</p>	 <p>Concur Tripit Authority By Tripit.</p>	 <p>Configit Customer and Partner By Configit A/S</p>	 <p>Costco By Costco Wholesale Corporation</p>	 <p>DocuSign By DocuSign Inc.</p>	 <p>Dow Jones Bankruptcy and Debt By Dow Jones &amp; Company, Inc.</p>	 <p>Evernote By Evernote Corporation</p>
 <p>DreamBox Learning By DreamBox Learning, Inc.</p>	 <p>DropBox for Business By Dropbox</p>	 <p>Google Apps By Google</p>	 <p>Guardian By Guardian News and Media Limited</p>	 <p>GXS Trading Grid Online By GXS</p>	 <p>IBM Sterling Commerce Customer Center By IBM Corp</p>	 <p>IMDb By Amazon.com</p>	 <p>Netflix By Netflix, Inc.</p>	 <p>OpenTable By OpenTable, Inc.</p>	 <p>OpenTable Restaurant Center By OpenTable, Inc.</p>	 <p>Oracle SRM By Oracle Corporation</p>
 <p>AccuWeather Premium By AccuWeather, Inc.</p>	 <p>AccuWeather Professional By AccuWeather, Inc.</p>	 <p>AccuWeather RadarPlus By AccuWeather, Inc.</p>	 <p>ACI Worldwide Electronic Distribution By ACI Worldwide, Inc.</p>	 <p>Rackspace Cloud Control Panel By Rackspace, US Inc.</p>	 <p>Skype By Microsoft Corporation</p>	 <p>Salesforce By Salesforce.com</p>	 <p>Samanage By Samanage Ltd.</p>	 <p>SAP BusinessObjects BI OnDemand By SAP</p>	 <p>Twitter By Twitter</p>	 <p>Workday By Workday</p>



# Multi-factor authentication





Geräte  
und Apps  
verwalten

# Geräte verwalten!

Enterprise  
Mobility  
Suite



Office 365

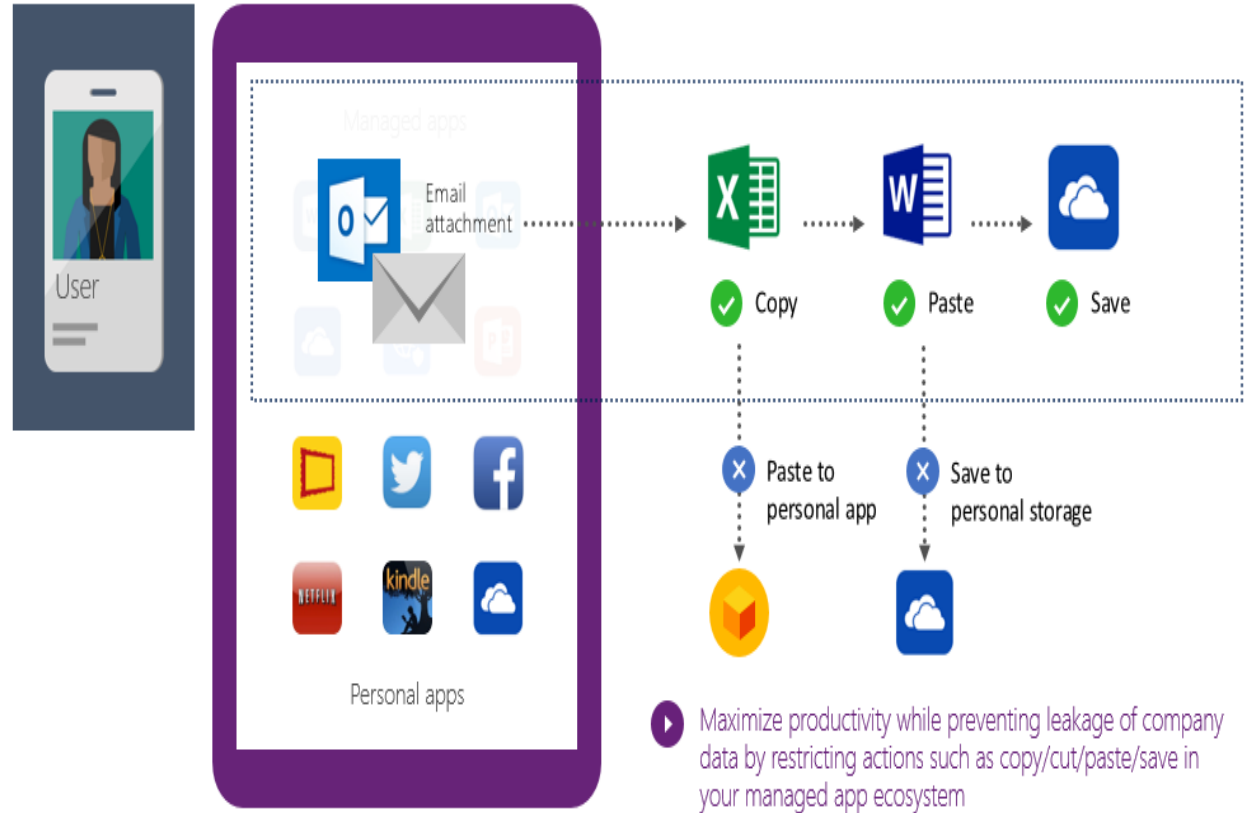
## Microsoft Intune

- Geräteverwaltung für Windows, iOS und Android
- Mobile Anwendungsverwaltung\* für Windows und iOS
- Sichere Inhaltsanzeigen für Android Geräte
- PC-Verwaltung
- System Center-Integration

## Grundlegende Mobilgeräteverwaltung für Office 365

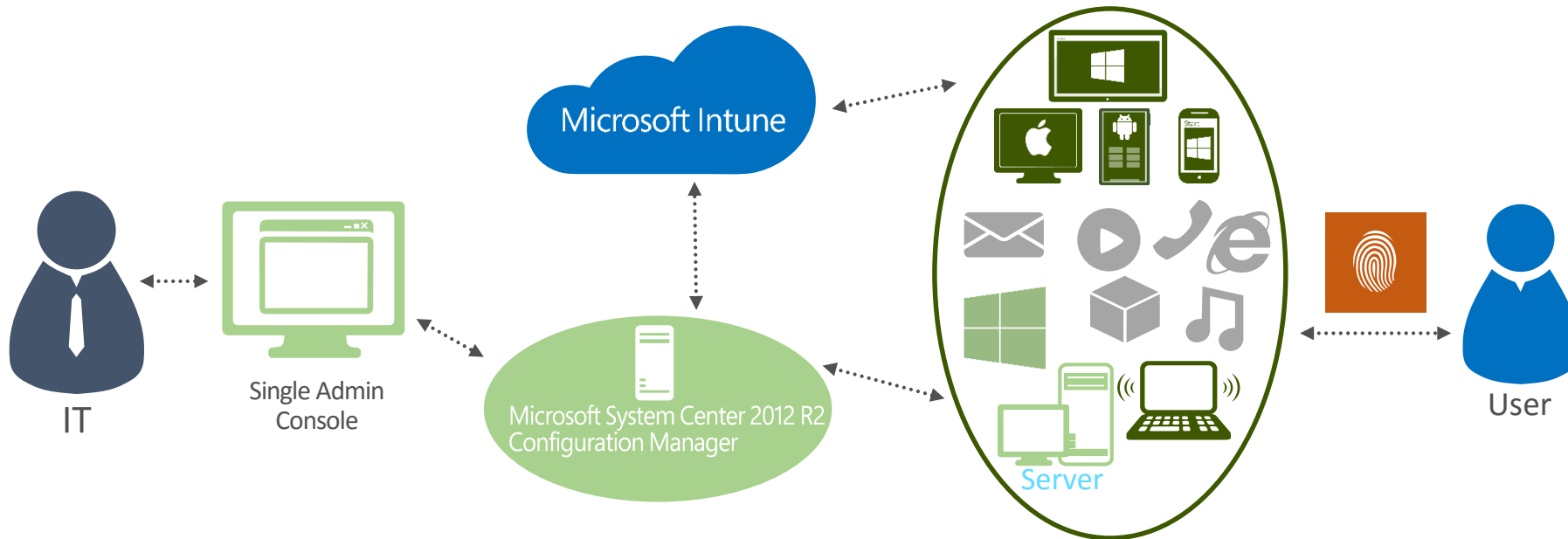
- Geräteeinstellungsverwaltung
- Gezieltes Zurücksetzen
- Integriert in die Office 365 Verwaltungskonsole

## Mobile application management (since Dec. 2014)



# Unify your environment with Microsoft Intune & SCCM 2012 R2

Deliver comprehensive application and device management



Intune can be used together with SCCM (shown in light blue) or as a standalone solution.

Unified infrastructure enables IT to manage devices “where they live”

**Having ONE portal to use for device and application management!**

IT can manage devices, applications, security settings, network profiles, ...

**Centralized App deployment and provisioning data or provide secure access to corporate data**

Full comparison of Intune standalone and Intune + SCCM [can be found here](#).

[Which mobile device management features does Microsoft Intune provide?](#)

# Microsoft Intune: regular feature updates

2014 we had 5 service update waves –  
2015 we already had 3. The next ones  
are expected to come soon ...

[Update in November 2014](#)

[Update in December 2014](#)

[Update in February 2015](#)

[Update in March 2015](#)

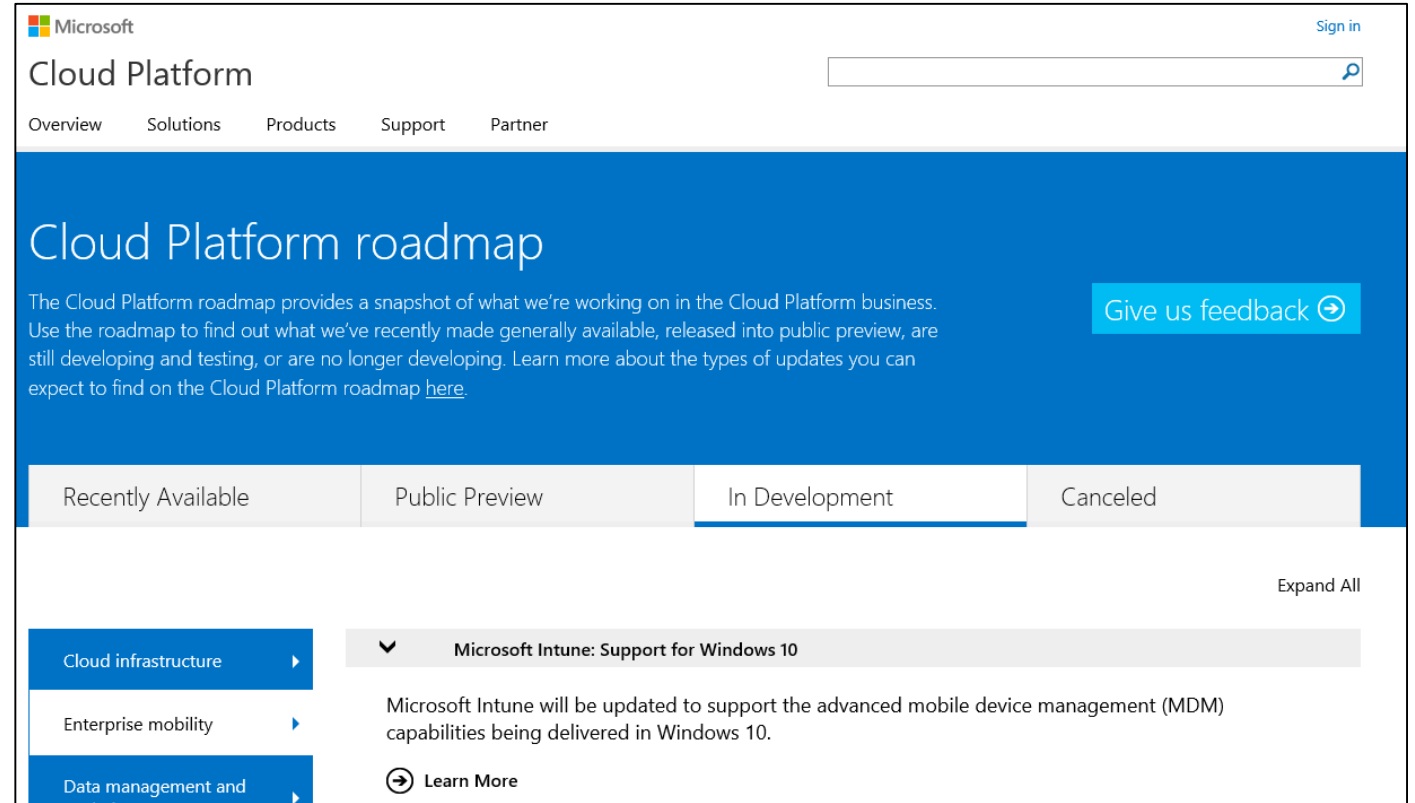
[Update in April 2015](#)

Microsoft Intune Service Release  
Overview (what features are new in  
which release):

<http://technet.microsoft.com/library/dn292747.aspx>

What's New in System Center 2012 R2  
Configuration Manager

<http://technet.microsoft.com/en-us/library/dn236351.aspx>

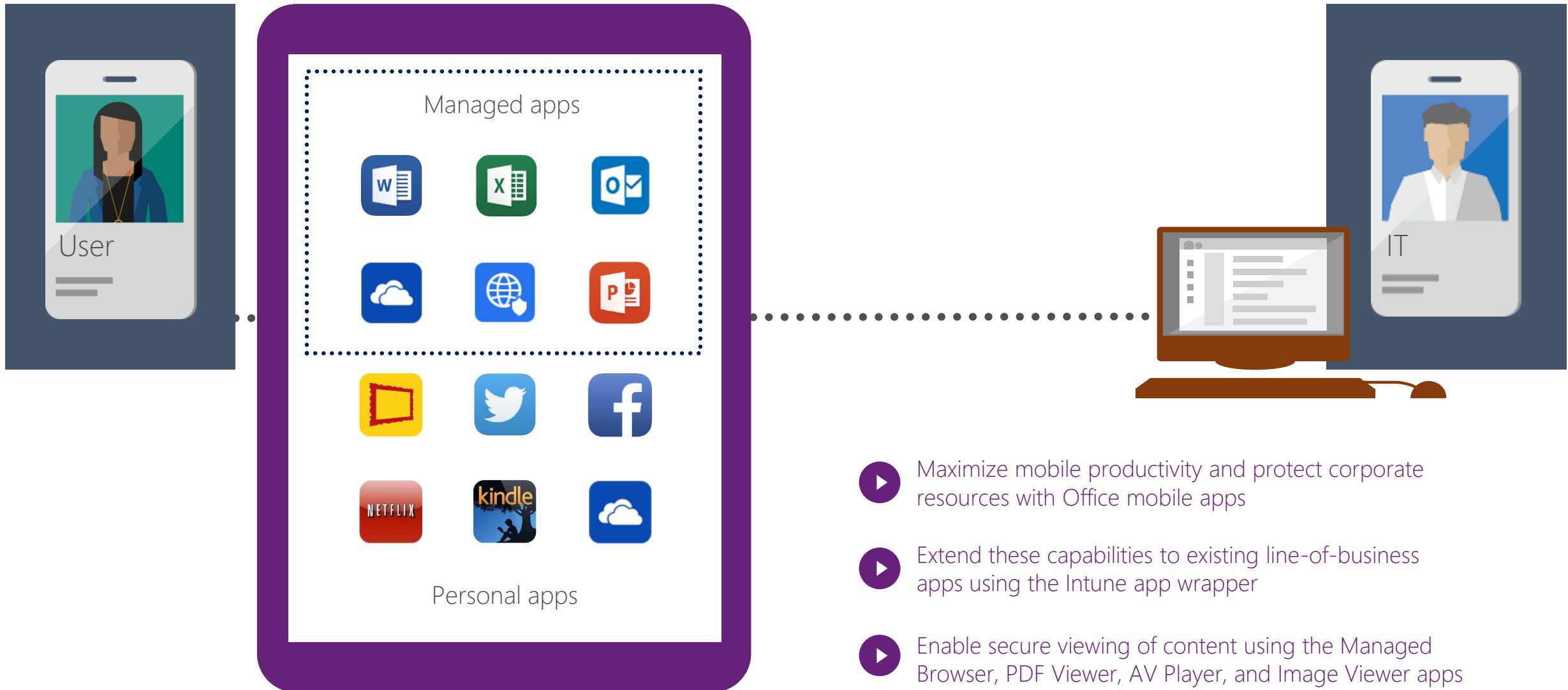


The screenshot shows the Microsoft Cloud Platform roadmap page. The page is titled "Cloud Platform roadmap" and includes a navigation menu with "Overview", "Solutions", "Products", "Support", and "Partner". The main content area is blue and features a "Give us feedback" button. Below the header, there are four tabs: "Recently Available", "Public Preview", "In Development", and "Canceled". The "In Development" tab is selected. Underneath, there is a list of items, with "Microsoft Intune: Support for Windows 10" expanded. The expanded item shows the text: "Microsoft Intune will be updated to support the advanced mobile device management (MDM) capabilities being delivered in Windows 10." and a "Learn More" link.

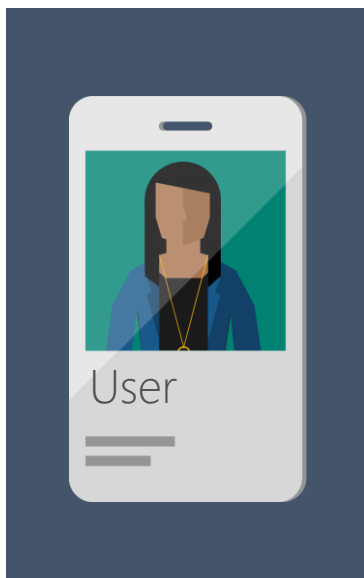


<http://www.microsoft.com/en-us/server-cloud/roadmap/Indevelopment.aspx>

# Mobile application management



# Mobile application management



✓ Copy



✓ Paste



✓ Save

✗ Paste to personal app



✗ Save to personal storage



▶ Maximize productivity while preventing leakage of company data by restricting actions such as copy/cut/paste/save in your managed app ecosystem



Freigegebene  
Informationen  
schützen

# Daten schützen!

Enterprise  
Mobility  
Suite



Office 365

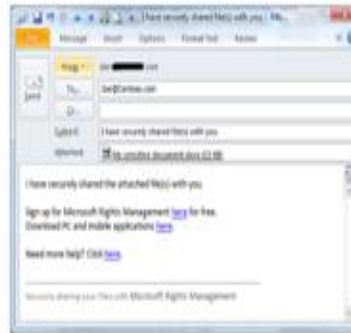
## Azure RMS

- Schutz für lokale Windows Server Dateifreigaben
- Schutz für mehrere Dateitypen, wie etwa PDF und CAD

## RMS Schutz über RMS für O365

- Schutz für Inhalte, die in Office (lokal oder Office 365) gespeichert sind
- Zugriff auf RMS SDK

## Email with protected content



Simplified data protection solution.

No on-premises infrastructure required



## Microsoft Rights Management

Klicken Sie nacheinander auf Ihr bevorzugtes Gerät, um die RMS-Freigabeanwendung herunterzuladen. Mit der Anwendung können geschützte Bilder, Texte und PFILE-Dateien geöffnet und erstellt werden.

### Computer



### Mobile Geräte



RMS wird von den folgenden Anwendungen unterstützt



Klicken Sie hier, wenn Sie Ihre App dieser Liste hinzufügen möchten.

© 2014 Microsoft. Nutzungsbedingungen. Datenschutz

Konto verwalten

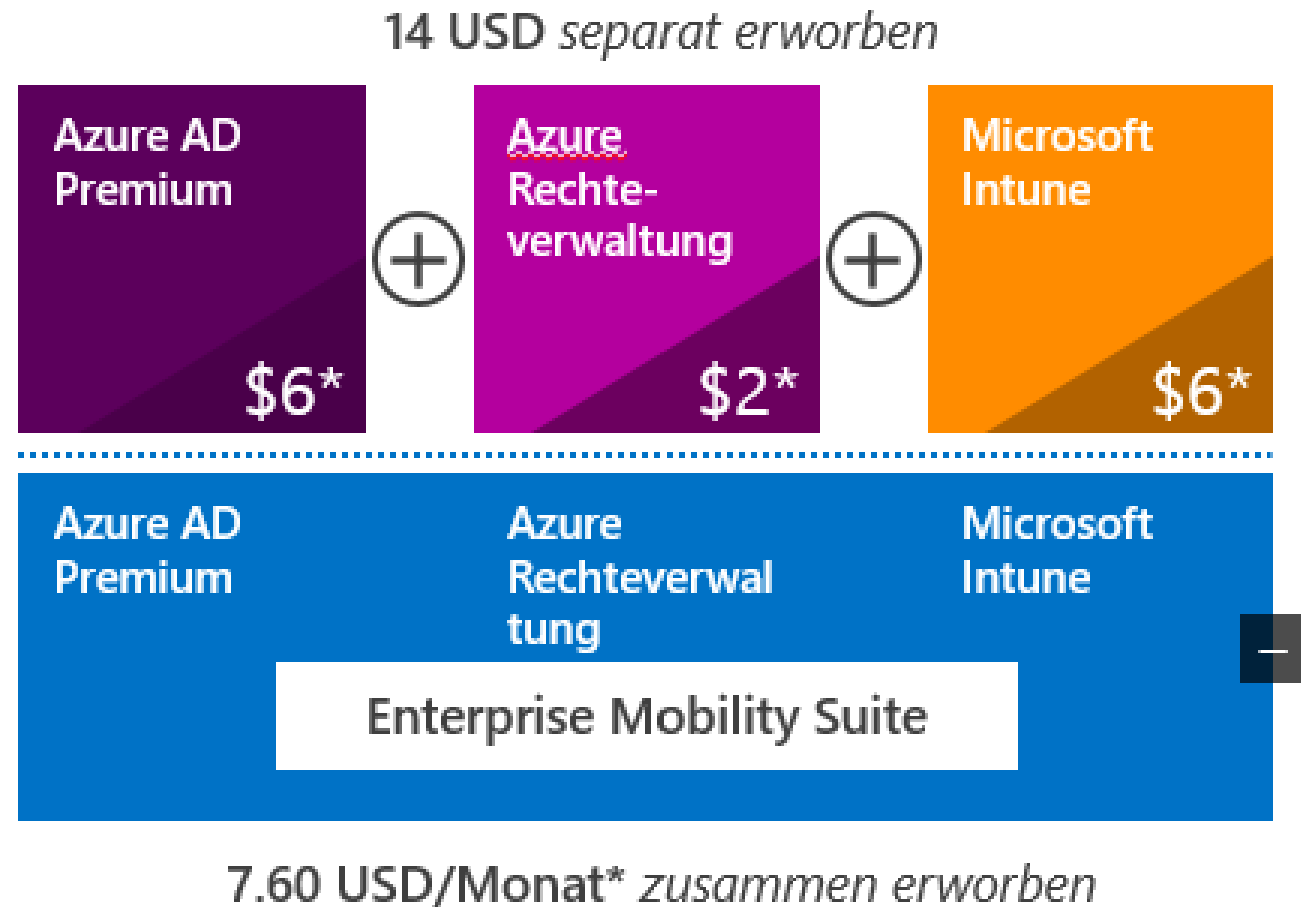
Herunterladen. Hilfe. Feedback

# EMS in Open License

Enterprise Mobility Suite (EMS) ist als benutzerbasiertes Abonnement zur Lizenzierung der Identitätsverwaltung, Mobilgeräteverwaltung und Datenschutzprodukte von Microsoft in einer einzelnen SKU lizenziert. Sie ist pro Benutzer und Monat bei jährlicher Zahlung lizenziert und erlaubt bis zu 5 Geräte pro Benutzer.

Für über das Open-Programm verkaufte EMS Versionen bezahlt der Partner den Distributor und stellt dem Kunden seine Leistung direkt in Rechnung.

Partner erhalten eine Vorabmarge wie bei anderen Verkäufen in Open-Programmen. Für qualifizierte Partner gibt es zusätzliche Rückvergütungen. Partner erhalten zudem Vorabmargen, wenn weitere Arbeitsplätze bestellt werden oder der Kunde seinen Vertrag erneuert.



\*Geschätzter Einzelhandelspreis in USD pro Benutzer pro Monat bei jährlicher Zahlung



# Cloud Indicator Map

Pool/Art	On Premise	CAL	Cloud Option - Standalone	Cloud Only		Dual Access Right											
				Premium	Office 365 Business Essentials	Cloud Suiten											
						Office 365 Business E1	Office 365 Enterprise E3	Office 365 Enterprise E4	Office 365 Enterprise E5	Enterprise Mobility Suite	CoreCAL Bridge für O365	Enterprise CAL Bridge für O365	EMS	CoreCAL Bridge for EMS			
Client	Windows Professional		NA														
	Windows Enterprise		NA														
Application	Office Standard		Office 365 Business	X													
	Office Professional Plus		Office 365 ProPlus				X	X	X								
	Visio Standard		Visio Pro for Office 365														
	Visio Professional		Visio Pro for Office 365														
	Project Standard		Project for Office 365														
	Project Professional		Project Pro for O365 (incl. Server)														
Server	Windows Server Standard																
	Windows Server Datacenter																
App-Server	Exchange Server	STD CAL	Exchange Online Plan1	X	X		X	X	X							X	X
	Exchange Server	ENT CAL	Exchange Online Plan2				X	X	X							X	
	SharePoint Server	STD CAL	SharePoint Online Plan1	X	X		X	X	X							X	X
	SharePoint Server	ENT CAL	SharePoint Online Plan2				X	X	X							X	
	Skype for Business Server		SkypeforBusiness Online	X	X		X	X	X								
Zugriffe	Windows Server CAL	Core CAL	EMS / CoreCAL Bridge O365								X	X	X				
	System Center Client ML	Core CAL	EMS / CoreCAL Bridge O365								X	X	X				
	Endpoint Protection	Core CAL	EMS / CoreCAL Bridge O365								X	X	X				
	Exchange Standard CAL	Core CAL	Exchange Online Plan1				X	X	X	X						X	X
	SharePoint Standard CAL	Core CAL	SharePoint Online Plan1				X	X	X	X						X	X
	Skype for Business Standard CAL	Core CAL	Skype for Business Online				X	X	X	X						X	X
	Exchange Enterprise CAL	Enterprise CAL	Exchange Online Plan2				X	X	X							X	
	SharePoint Enterprise CAL	Enterprise CAL	SharePoint Online Plan2				X	X	X							X	
	Skype for Business Enterprise CAL	Enterprise CAL	Skype for Business Online				X	X	X							X	
	Windows Server Rights Management CAL	Enterprise CAL	EMS / EnterpriseCAL Bridge								X				X		
	Advanced Threat Analytics	Enterprise CAL	EMS / EnterpriseCAL Bridge								X				X		
	Echange Online Archivierung	Enterprise CAL	Exchange Online Achrive				X	X	X								
	Skype Plus CAL	Additional CAL	Cloud PBX Add-On						X	X							

# Switzerland EMS Training

Event Series	Location	Date	Audience	Focus Segment	Scope	Registration Link
EMS PPE (with Digicomp)	Microsoft Wallisellen Digicomp Lausanne	29-30 March 6-7 June	Technical	CA/SMB	EMS	<a href="#">Link</a> TBD
Meet Microsoft Online Webcasts: EMS (DE/FR)	Online	25 Feb	Sales	SMB	Windows 10, Office 365, Azure, EMS, CRM Online	<a href="#">LinkDE</a> <a href="#">LinkFR</a>
Meet Microsoft Online Webcasts: Office 365 und Microsoft FastTrack (DE)/ Office 365 et Microsoft FastTrack (FR)	Online	10 March	Sales	SMB	Windows 10, Office 365, Azure, EMS, CRM Online	<a href="#">LinkDE</a> <a href="#">LinkFR</a>

# A Partner Centric Web Experience

## Microsoft Cloud and Enterprise Partner Resources

Cloud Platform customer conversations Products & solutions Investments & programs Compete

### Empower enterprise mobility

With the increased use of mobile devices, a proliferation of apps, and users' expectations to access company data from virtually anywhere, IT has more challenges than ever.

Help your customers deliver reliable, complete and efficient solutions for the management of users and their devices and the protection of corporate data. Talk with your customers about how they can empower enterprise mobility with Microsoft.

The opportunity Customer evidence Customer-ready materials Products & solutions Webinars-in-a-box Proofs of concept Training What to do next

### The opportunity

Microsoft has solutions to help organize mobility, without unnecessary risk or cost.

- Keep end users productive.
- Help with data protection and compliance.
- Unify the environment to drive efficiency.

Watch this 3 part video series about the Enterprise Mobility Suite opportunity.

→ Part 1: Why

Top Website for all Partner

- Get messaging and positioning guidance
- Learn the top ten customer benefits
- Access your Enterprise Mobility marketing campaign

One central location for partners to find information on:

- Readiness & Training
- Demo's
- Proof of concepts
- Internal Use Rights**
- Product Information
- FastTrack for EMS
- Customer evidence
- Customer-ready materials
- Webinars-in-a-box

Visit [aka.ms/EMSPartner](https://aka.ms/EMSPartner)

Microsoft Partner Network sign-in credentials required

# New Technical deep-dive session: Deploying Microsoft Enterprise Mobility Suite

Check out the new on demand content for EMS

This content is for Technical and give them the Know How to successfully fulfill EMS projects.

Overview	Syllabus	System requirements
Show all	Progress	Time (Excludes labs and knowledge checks)
+ Introduction to Deploying Microsoft Enterprise Mobility Suite	0% complete	00:00:00
+ Azure Active Directory - Part I	0% complete	00:00:00
+ Azure Active Directory - Part II	0% complete	00:00:00
+ Introduction to RMS	0% complete	00:00:00
+ RMS Deep Dive	0% complete	00:00:00
+ RMS Integration with Server Workloads	0% complete	00:00:00
+ Intune Overview, Provisioning and Configuration Policies	0% complete	00:00:00
+ Intune Device Enrollment, Application Delivery and Profiles	0% complete	00:00:00
+ Intune Management, Troubleshooting and Planning	0% complete	00:00:00
+ MPN Training Feedback	0% complete	00:00:00

Visit: <https://www.microsoftpartnerserverandcloud.com/SitePages/EMManagement.aspx>

# EMS IT manageability benefits for Office 365 customers

## Enterprise Mobility Suite



### Identity & Access Management

#### Azure AD for Office 365 +

- User + group based single sign-on for Cloud and on premises Apps
- Advanced multifactor authentication for all workloads (including on premises Apps)
- Self-service group management and password reset with write back to on-premises directory
- Azure AD tenant branding
- FIM (now MIM), Server + CAL
- Advanced security reporting

### Mobile device and app management

#### MDM for Office 365 +

- PC management
- Mobile app management (prevent cutting/copying/pasting/saving from corporate apps to personal apps)
- Secure content viewers
- Certificate provisioning
- System Center integration
- Remote Device lock
- ...

### Information protection

#### RMS for Office 365 +

- Protection for on-premises Windows Server file shares
- Email notifications when sharing documents
- Email notifications when shared documents are forwarded
- Departmental templates

## Office 365



#### Basic identity management via Azure AD for Office 365

- Only user-based Single sign-on for Cloud Apps
- Basic multifactor authentication for Office 365

#### Basic mobile device management via MDM for Office 365

- Device settings management
- Selective wipe
- Built into Office 365 Management Console

#### RMS protection via RMS for Office 365

- Protection for content stored in Office (on-premises or Office 365)
- Access to RMS SDK
- Bring Your Own Key

# Kunden und Partner Links

Anmerkung: Unter diesen Links sind unter anderem auch Videos und Anleitung zu finden.

- Homepage EMS: <http://www.microsoft.com/de-ch/server-cloud/enterprise-mobility/overview.aspx>
- Verwaltung mobiler Geräte und Anwendungen: <https://www.microsoft.com/de-de/server-cloud/solutions/mobile-device-management.aspx>
- Schutz von Unternehmensdaten und Sicherheit bei der Zusammenarbeit: <https://www.microsoft.com/de-de/server-cloud/solutions/information-protection.aspx>
- Einfache und sichere Zugriffsverwaltung: <https://www.microsoft.com/de-de/server-cloud/solutions/identity-management.aspx>
- Diverse Webinare zu EMS: <https://www.microsoft.com/de-ch/server-cloud/enterprise-mobility/webinars.aspx>
- Enterprise Mobility Webinar - Better Together: O365 and EMS: <https://info.microsoft.com/EMS-Webinar-Better-Together-O365-and-EMS.html?ls=web> (in Englisch)

# Kunden Unterlagen neben den Flyern



EMS Kundeflyer DE.pdf



Microsoft\_Enterprise\_Mobility\_Solution\_Infographic\_de-DE.pdf

# Übersicht kommender Trainings

Event Series	Location	Date	Audience	Focus Segment	Scope	Registration Link
Connection Days/Distribution Bootcamp	Microsoft Wallisellen Novotel, Lausanne	17 March 2016 22 March 2016	Business, Sales	SMB	Windows 10, Office 365, Azure, EMS, CRM Online	<a href="#">Link</a> <a href="#">Link</a>
Modernbiz Technical Series – Business Anywhere	Digicomp Zurich Digicomp Lausanne	March 23 April 7	Technical	SMB	Windows 10, Office 365, Azure, EMS	<a href="#">Link</a> <a href="#">Link</a>
Modernbiz Technical Series – Grow Efficiently	Digicomp Zurich Digicomp Lausanne	March 24 May 5	Technical	SMB	Office 365, Azure, EMS	<a href="#">Link</a> <a href="#">Link</a>
Modernbiz Technical Series – Safeguard your Business	Digicomp Zurich Digicomp Lausanne	March 29 March 31	Technical	SMB	Windows 10, Office 365, Azure, EMS	<a href="#">Link</a> <a href="#">Link</a>
Modernbiz Technical Series – Connect with Customers	Digicomp Zurich Digicomp Lausanne	Apr 6 June 9	Technical	SMB	Office 365, Azure, CRM Online	<a href="#">Link</a> <a href="#">Link</a>
Azure PPE (Q3 with itnetx, Q4 with Digicomp)	Microsoft, Wallisellen Microsoft, Wallisellen Microsoft, Wallisellen Microsoft, Wallisellen Digicomp Lausanne	26-27 Jan 24-25 Feb 23-24 March 30 May – 1 June 4-6 Apr	Technical	CA/SMB	Azure	<a href="#">Link</a> <a href="#">Link</a> <a href="#">Link</a> <a href="#">Link</a> TBD
EMS PPE (with Digicomp)	Microsoft Wallisellen Digicomp Lausanne	29-30 March 6-7 June	Technical	CA/SMB	EMS	<a href="#">Link</a> TBD
SQL PPE (with Trivadis)	Microsoft Wallisellen	Apr/May	Technical	CA/SMB	Azure, EMS	TBD