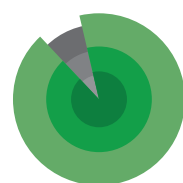


Real Impact for Lean Government Solutions for a connected, cost-effective, and citizen-friendly government



Why Government Agencies Choose Microsoft Office 365

The COST SAVINGS of Office 365



\$1.3 million cost savings over the next 4 years (City of Chicago)



80% decrease in cost per employee (City of Chicago)



1,000 hours a year saved by syncing data online (Albuquerque Bernalillo County Water Authority)



\$50,000 cost savings over 3 years by moving to Exchange Online (Sound Transit)



\$620,000 cost savings per year by reducing on-premises hardware and software (Albuquerque Bernalillo County Water Authority)

"Office 365 delivered a 315% return on investment with a four-month payback period for the composite[#] enterprise organization. Office 365 has a lower TCO, and greatly reduces implementation times compared to a similar on-premises solution."

- *The Total Economic Impact Of Microsoft Office 365: Enterprise Customers, a commissioned study conducted by Forrester Consulting on behalf of Microsoft, June 2011*

#Forrester created a composite organization that reflects the characteristics of the 10 interviewed customers. The financial results are for the enterprise composite organization.

SECURITY, PRIVACY, and ACCESSIBILITY

Microsoft vs. Google*		
Restrict permissions so content shared with intended users only?	YES	no
Trusted privacy practices help to protect users' data?	YES	no
Tools are accessible to people with visual and hearing impairments?	YES	no

COMPLIANCE

Microsoft vs. Google*		
Manages email and document life cycles to help meet retention policies?	YES	no
Preserves email and documents to help fulfill legal discovery requests?	YES	no

RESPONSIVENESS

Microsoft vs. Google*		
Manages, records, and updates submission requests across various databases in a single interface?	YES	no
Easily processes requests with automated workflow?	YES	no
Collaborates with coworkers—online and offline—using familiar productivity tools?	YES	no

*www.whymicrosoft.com/en-us/compare-demo/Pages/A-Day-in-the-Life-Government.aspx

"No other solution provides the rich capabilities of Office 365, including web conferencing, real-time collaboration, and document and calendar sharing. **Office 365 will increase efficiency and help our agencies better serve the needs of citizens without compromising on security or privacy.**"

- *Todd Kimbriel, Director of E-Government for the Texas Department of Information Resources*

The HIDDEN COSTS of Google Apps

Help desk support — up to an extra \$390 per admin

\$390 per admin annually — 3rd party services for around-the-clock access to companywide IT support



Deployment — up to an extra \$114 per user

\$12 per user annually — Controls to implement governance, compliance, and record retention



\$20 per user — Migration from Exchange to Gmail

\$30 per user annually — Single sign on for Google apps

\$52 per host annually — WebEx Conferencing with application and desktop sharing (maximum 25 attendees)

IT support — up to an extra \$104 per user

\$8 per user annually — 3rd party tool for added IT administrative capabilities



\$60 per user annually — Security and 10 year retention for Gmail

\$36 per user annually — eSignature for Google Docs

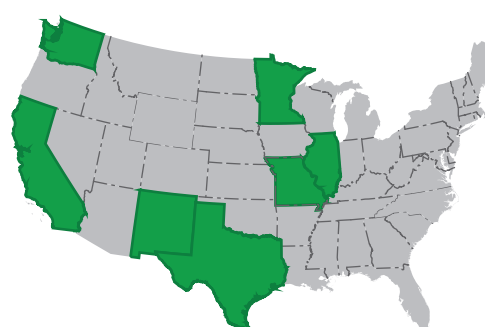
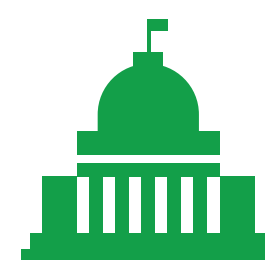
www.whymicrosoft.com/en-us/resources/Pages/WhitePaper.aspx?Title=Counting+the+Hidden+Costs+of+Google+Apps&ResourceType=White+Paper

Learn more about how government agencies are using Office 365 to improve services:

- Albuquerque Bernalillo County Water Authority, New Mexico:
www.microsoft.com/casestudies/Case_Study_Detail.aspx?CaseStudyID=710000000563
- City of Chicago, Illinois:
www.microsoft.com/government/ww/public-services/blog/Pages/post.aspx?postID=236&aID=76
- Santa Clara County, California:
www.microsoft.com/casestudies/Case_Study_Detail.aspx?CaseStudyID=710000001692
- Sound Transit, Washington State:
www.microsoft.com/casestudies/Case_Study_Detail.aspx?CaseStudyID=4000011349
- State of Minnesota:
www.microsoft.com/casestudies/Case_Study_Detail.aspx?CaseStudyID=4000011770
- State of Texas:
www.microsoft.com/en-us/news/Press/2013/Feb13/02-15TexasO365PR.aspx
- U.S. Department of Veterans Affairs:
www.microsoft.com/en-us/news/Press/2012/Nov12/11-13VAOfficePR.aspx
- U.S. Environmental Protection Agency:
www.microsoft.com/en-us/news/Press/2012/Oct12/10-31EPAPR.aspx

More than **1 MILLION** U.S. Government workers are moving to Microsoft Office 365. **U.S. Government organizations that have recently chosen Microsoft include:**

Federal
U.S. Department of Veterans Affairs
U.S. Environmental Protection Agency



State and Local
Albuquerque Bernalillo County Water Authority, NM
City of Chicago, IL
Kansas City, MO
San Diego County Regional Airport Authority
Santa Clara County, CA
Sound Transit, WA
State of Minnesota
State of Texas