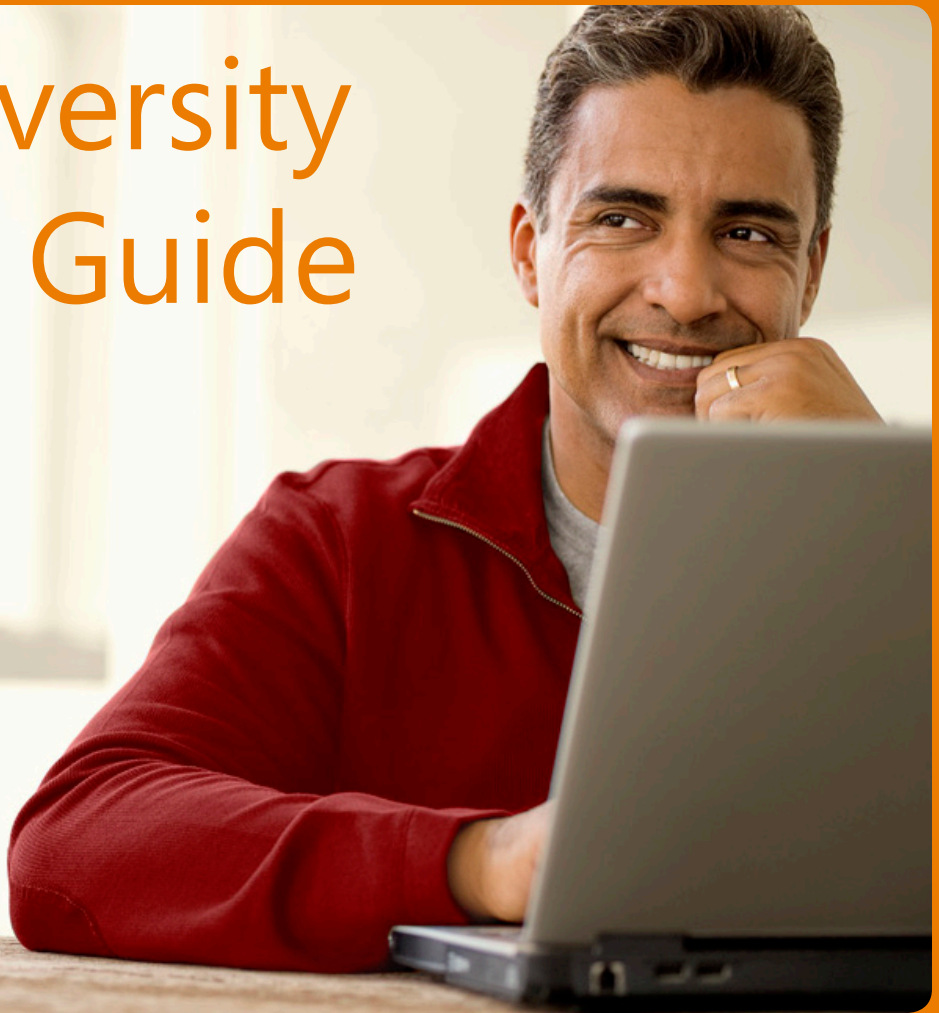




BPIO University Resource Guide



BPIO and capability specific resources

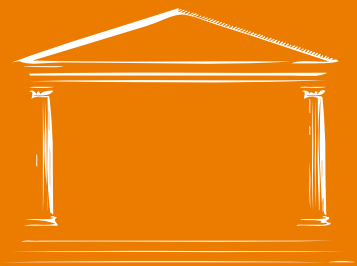
BPIO University is the primary vehicle that provides sales and technical training on the business productivity platform. Through BPIO University and other supporting tools and resources, partners will understand how to quickly assess a customer's infrastructure and build a roadmap for future investment based on business needs.

Quick Links: All-up BPIO Resources

1. [BPIO University](#)
2. [BPIO Customer Campaign Marketing and Sales Guide](#)
3. [Infrastructure Optimization Assessment Tool](#)
4. [BPIO How to Get Going Guide](#)

Quick Links: Capability-Specific Resources

5. [Collaboration](#)
6. [Enterprise Content Management](#)
7. [Unified Communications](#)
8. [Enterprise Search](#)
9. [Business Intelligence](#)
10. [Enterprise Project Management](#)



Related Campaigns

1. [Core Infrastructure Optimization](#)
2. [Application Platform Optimization](#)

BPIO

All-up Platform Resources

1. **BPIO Customer Campaign Marketing and Sales Guide** – Learn about the business productivity infrastructure optimization (BPIO) marketing campaign—and the opportunity it presents for your business to increase sales and profitability (<https://partner.microsoft.com/40030189>).
2. **BPIO Partner Marketing Center** – Resources to help generate leads and drive revenue by streamlining customers' business productivity infrastructures and delivering customized solutions based on the 2007 Microsoft Office system (<http://partner.microsoft.com/optimizeproductivity>).
3. **BPIO University** – Website hosting BPIO University curriculum materials (<https://partner.microsoft.com/msbpiou>).
4. **Infrastructure Optimization Assessment Tool** – Provide your customers with an infrastructure optimization score, peer comparison, and technology investment value analyses, including comprehensive reports that serve as roadmaps and incentives to optimize their infrastructures—with your help (<https://roianalyst.alinean.com/calculators/microsoft/partner/launch.html>).
5. **BPIO How to Get Going Guide** – A guide to help you develop a BPIO strategy and execution plan for working with your customers and driving projects that accentuate the value of Infrastructure Optimization (http://www.microsoftio.com/content/bpio/strategy_and_planning/bpio_htgg_partner.zip).
6. **2007 Office System Partner Sales Tool** – Quickly identify and streamline business opportunities, profiling questions, roadmaps, and proposal templates (<https://partner.microsoft.com/global/40035273>).
7. **Information Worker Solution Competencies** – Building technical skills through certification can help deliver on marketing promises, while engaging in sales and marketing training can help achieve business goals (<https://partner.microsoft.com/global/40011956>).
8. **Microsoft Solution Showcase** – Learn how leading companies are solving critical business problems using solutions built with the Microsoft Office system; expose your solution to customers who visit the Microsoft Web site in search of solutions to their business challenges (<https://partner.microsoft.com/global/productssolutions/40019825>).
9. **Microsoft Online Services** – Comprehensive resources and training to evaluate Business Productivity Online Suite (BPOS) opportunities; sign up to sell the services as they become available (<http://partner.microsoft.com/online>).
10. **Partner Solution Profiler** – Show potential customers how your solutions can help improve productivity and collaboration while effectively reducing IT costs; customers can contact your business directly from various Microsoft.com customer-facing Web sites that include a "Find a partner solution" feature (<https://partner.microsoft.com/global/program/managemembership/partnersolutionprofiler>).
11. **IO Partner Kit** – Use assessments available through the Microsoft IO Partner Kit to gain access to BDMs and with your customers, build an IT roadmap tied to their business goals (<http://www.microsoftio.com>).
12. **Infrastructure Optimization Guidance on TechNet** – Explore the progression of IT systems and find guidance for improving your organization; IO serves as a gauge for IT organizations and provides a logical roadmap to progress from reactive to proactive IT service management (<http://www.microsoft.com/technet/infrastructure/default.mspx>).
13. **Gear Up Sales Tool Kit** – How to sell and position Microsoft products and service offerings; access product descriptions, value propositions, answers to customer FAQs and insights on how to sell Microsoft products (<http://www.partnersalesresources.com/GearUp/default.aspx>).
14. **LicenseWise** – Newly-updated website which makes it easy to find information and quotes on Microsoft Licenses for your customers (<http://www.microsoft.com/licensing/licensewise/default.aspx?ref=1>).
15. **Office 2007 System Discussion Guide** – Drive 2007 Office system deployment discussions with your midsize and enterprise business customers; gain insight through this discussion guide, and learn how you can showcase the business value of the platform (<https://partner.microsoft.com/US/40064663?PS=95000124>).

Are we missing a resource?

Send your suggestion to askbpiou@microsoft.com.

The Microsoft Business Productivity Infrastructure Optimization customer campaign offers tremendous opportunities that can have a measurable effect on your sales, revenue, and profitability. These opportunities can be categorized into three general areas: building new services revenue, building long-term and deeper customer relationships, and lowering the cost of doing business.

The Business Productivity Online Suite (BPOS)

Business Productivity Online is subscription-based online offering of Microsoft Exchange, Live Meeting, Office Communications, and SharePoint hosted by Microsoft. This solution allows you to deliver desktop and mobile e-mail, calendaring and contacts, IM, presence, audio/video conferencing, shared workspaces and web-conferencing applications to your customers over the Internet with business-grade SLA's and uptime. Partners can offer Business Productivity Online via subscription based services, offer ongoing management and support of those services, and create new services and customization wrapped around SaaS offerings.

DID YOU KNOW?

Both IDC and Microsoft Partner Capacity Research estimate the potential services opportunity for Microsoft partners in the BPIO capabilities is US \$75 billion.

Collaboration

Resources

1. **Collaboration Partner Portal** – This partner site gathers the tools, training, and support that is needed to build the lines of your business that help your customers' employees to work better together (<https://www.partnermicrosoftcollaboration.com>).
2. **Portals & Collaboration Specialization** – Get the skills you need to develop and deploy Internet, extranet, and intranet sites and other integrated solutions. View the exams and references required to achieve this specialization (<https://partner.microsoft.com/iwportals>).
3. **SharePoint Tech Center** – SharePoint Server Resource Center & Deployment Guide (<http://technet.microsoft.com/en-us/office/sharepointserver/default.aspx>)
4. **Social Computing - Learn More** – Microsoft's social computing tools are delivered as part of the collaboration infrastructure and integrated by design with Microsoft Office SharePoint Server 2007 to help reduce costs and complexity while improving privacy and security (<http://www.microsoft.com/sharepoint/capabilities/collaboration/social.aspx>).

Are we missing a resource?

Send your suggestion to askbpiou@microsoft.com.

About Collaboration

Microsoft delivers a full set of integrated collaborative workspaces to empower teams and organizations to work more efficiently and effectively. Information is shared across the business by empowering end users to create their own workspaces for diverse business requirements, and by embedding these workspaces within business processes and existing authoring tools. Integrated desktop and Web-based workspace tools make it easy for teams to work together dynamically and share assets across teams, departments, and organizations.

Looking for more on Collaboration? [Go here.](#)

Solution Opportunities

- Deploy a flexible, highly scalable architecture to support personal, divisional, intranet, extranet, and Internet sites.
- Develop and assemble composite applications to view and interact with data from line-of-business systems in workspaces and portals
- Build custom solutions that connect project teams working in Microsoft Office Groove® workspaces with "live" business data from LOB applications, portals, and databases.
- Up-sell to voice (Voice over IP [VoIP]), conferencing, and instant messaging [IM]) and implement Office Communications Server 2007.
- Deploy a SharePoint portal server.
- Upgrade Exchange Server 2007.
- Ready the infrastructure by deploying the Windows Server® operating system and updating Active Directory® directory services.
- Update the communications base by installing Exchange Server and deploying enterprise IM and presence enabled communications.
- Integrate voice by deploying unified messaging, Office Communications Server 2007, voice, and multimedia conferencing.

Product Stack

- Office SharePoint Server 2007
- Windows Server (Windows SharePoint Services 3.0)
- Office Groove 2007
- 2007 Office system
- Office SharePoint Designer 2007

Enterprise Content Management

Resources

1. **[Enterprise Content Management and Forms Specialization](https://partner.microsoft.com/US/40029077?PS=95000124)** – Attain this specialization and promote your ability to help customers improve efficiency and effectiveness using the Microsoft ECM solution product stack (<https://partner.microsoft.com/US/40029077?PS=95000124>).
2. **[Microsoft Enterprise Content Management Team Blog](http://blogs.msdn.com/ecm/default.aspx)** – A blog about the ECM features in the 2007 Office system, with a focus on Microsoft Office SharePoint Server 2007, which includes document management, records management, and web content management capabilities (<http://blogs.msdn.com/ecm/default.aspx>).
3. **[Enterprise Content Management Resources](http://www.microsoft.com/sharepoint/capabilities/ecm/overview.msp)** – Where you and your customers can find information on the ECM capability (<http://www.microsoft.com/sharepoint/capabilities/ecm/overview.msp>).
4. **[Enterprise Content Management \(ECM\) Specialization Partner Opportunity](https://partner.microsoft.com/global/program/competencies/iwsolutions/40038809)** – This site can help you identify customer needs, find Microsoft offerings that align with your skills and expertise, and discover ways to deliver solutions that capture ECM market share (<https://partner.microsoft.com/global/program/competencies/iwsolutions/40038809>).

Are we missing a resource?

Send your suggestion to askbpiou@microsoft.com.

About ECM

ECM in Office SharePoint Server 2007 is an integrated platform to control and manage the life cycle of documents, records, Web content, and forms. Unlike other ECM solutions, the Microsoft offering can be broadly adopted by end users, controlling access to sensitive documents no matter where they go.

Looking for more on ECM?

[Go here.](#)

Solution Opportunities

- Deploy a solution for electronically managing e-mail as electronic records.
- Deploy solutions integrating forms-based processes with back-end line of business systems.
- Apply a rights management system to manage content and monitor auditing and retention policies.
- Augment functionality in the areas of document management, rights management, and Web content management.
- Perform Open XML work.
- Deploy a SharePoint portal server.
- Migrate customers from Microsoft Content Management Server 2002 and older SharePoint repositories.
- Migrate from or integrate with third-party repositories.
- Integrate with ERP systems, particularly those from SAP.

Product Stack

- Office SharePoint Server 2007
- Exchange Server 2007
- Office SharePoint Designer 2007
- 2007 Office system
- Office Forms Server 2007
- SQL Server 2005
- Windows SharePoint Services
- Windows Server 2003

Unified
Communications

Unified Communications

Resources

1. **Unified Communications Solutions Competency** – The new competency provides the technical, marketing, and sales resources you need to develop and recognize expertise in streamlining communications through Microsoft unified communications technologies, including Microsoft Exchange Server and Microsoft Office Communications Server (<https://partner.microsoft.com/40060252>).
2. **Unified Communications Business Value Tool** – The Microsoft Unified Communications Business Value Tool will help you explore and accelerate opportunities within customer organizations. Use it to identify business objectives, demonstrate how unified communications solutions can help meet objectives, and assess the financial impact of deploying unified communications solutions (<https://partner.microsoft.com/download/US/40068903>).
3. **Unified Communications** – Where you and your customers can get information on the UC capability (<http://www.microsoft.com/uc/default.aspx>).
4. **Unified Communications Developer Portal** – Find links on this site to featured resources that can be found on the developer portals that are members of the Unified Communications offerings (<http://msdn.microsoft.com/en-us/office/aa905374.aspx>).
5. **UC To-Partner Discussion Guide** – This discussion guide can help you: Identify sales opportunities and begin the sales conversations with ITDMs about UC, explore their needs and identify sales opportunities with for the UC workloads. Have early stage sales conversations with IT implementers around the reasons to upgrade to Exchange Server 2007 and to deploy presence and instant messaging in their organization and with messaging and telephony IT implementers around adding UM, conferencing and VoIP call management (<https://partner.microsoft.com/US/40047887>).

Are we missing a resource?

Send your suggestion to askbpiou@microsoft.com.

About UC

Unified communications brings the full set of communications capabilities to users wherever and however they work. It enables users to access e-mail, instant messaging, calendaring, Web conferencing, and video capabilities in the context of how these users work today. By delivering the complete set of communications needs on a single platform, Microsoft unified communications solutions deliver flexible full-service offerings with a higher return on investment.

Looking for more on UC?

[Go here.](#)

Solution Opportunities

- Develop solutions to allow working with integrated, presence-enabled desktop productivity applications.
- Create a common, scalable, and secure messaging infrastructure for corporate-based and mobile workers.
- Deliver an integrated, manageable e-mail compliance solution.
- Up-sell to voice (VoIP, conferencing, and IM) and implement Office Communications Server 2007.
- Deploy a SharePoint portal server.
- Upgrade Exchange Server 2007.
- Ready the infrastructure by deploying Windows Server and updating Active Directory.
- Update the communication base by installing Exchange Server and deploying enterprise IM and presence-enabled communications.
- Integrate voice by deploying unified messaging, Office Communications Server 2007, voice, and multimedia conferencing.

Product Stack

- Exchange Server 2007
- Office Communications Server 2007
- Office Communicator 2007 (client)
- Office Outlook 2007
- Office Live Meeting
- Exchange Hosted Services
- Office Professional 2007 or Office Professional Plus 2007

Enterprise Search

Resources

1. **Enterprise Search and Search Server 2008** – Add a new enterprise search solution to your toolbox. Earn more revenue by helping your customers find and use internal information more quickly. Part of the Microsoft family of enterprise search products, Microsoft Search Server 2008 offers a search experience that is familiar to most users (<https://partner.microsoft.com/US/40056096?PS=95000124>).
2. **Microsoft Enterprise Search Blog** – Get your questions answered and read tips from other Search solution implementers at the Enterprise Search Blog (<http://blogs.msdn.com/enterprisesearch/>).
3. **Quickstart for Microsoft Search** – Become part of the Microsoft Search Community by enrolling in Quickstart for Microsoft Search. Gain access to all the latest tools and resources to quickstart your search solution (<https://www.quickstartmicrosoftsearch.com/login/signin.aspx?ReturnUrl=%2fPages%2fDefault.aspx>).

Are we missing a resource?

Send your suggestion to askbpiou@microsoft.com.

About Search

The Microsoft enterprise search vision is about providing software and services that deliver pervasive capabilities to enable people to find information more quickly and easily. The enterprise search capabilities from Microsoft empower people to quickly find the information they need from content repositories and intranet and Internet Web sites, through a familiar, Web-style interface. Microsoft is addressing the four main enterprise search business challenges that customers face today: relevancy, familiarity, security, and enterprise-class.

Looking for more on search?

[Go here.](#)

Solution Opportunities

- Provide integrated search capabilities to find content in records repositories, collaborative workspaces, and portals.
- Implement desktop search to allow users to locate documents, programs, instant messages, e-mail, and other information.
- Implement a solution to search for people according to their skills and other properties, such as by relevance or by social distance.
- Use search as an interface for LOB systems to retrieve complex data through a business data catalog by creating a “pipeline” from a back-end system.
- Provide information architecture consulting, deployment, configuration, and custom business solutions (for systems integrators).
- Extend offerings related to taxonomy management, federation, audio and video search, categorization, and advanced analytics (for independent software vendors).
- Deploy a SharePoint portal server.

Product Stack

- Office SharePoint Server 2007
- Office SharePoint Server 2007 for Search
- Office SharePoint Server 2007 for Internet Sites
- Windows Desktop Search (WDS)
- Windows Vista

Business Intelligence

Resources

1. **Microsoft Business Intelligence** – A great resource for you and your customers on Business Intelligence solutions; access valuable resources, the latest information from Microsoft, BI product information, videos and demos as well as BI solution information for Data Warehousing, reporting and analysis and performance management (<http://www.microsoft.com/bi>).
2. **Business Intelligence Capability Information for Partners** – Showcase your skills in designing, deploying, and customizing business-intelligence offerings by attaining the Microsoft Business Intelligence competence. And access exclusive training, marketing materials, and other tools to drive results in all stages of your business cycle (https://partner.microsoft.com/40062194?msp_id=bi).
3. **Business Intelligence Role Based Quick Start Guide** – An all-encompassing guide to resources available for members of the Business Intelligence competency (<https://partner.microsoft.com/40073289>).
4. **Microsoft Performance Point Server 2007 Techcenter** – Business Intelligence and Performance Point Server Technical information and resources (<http://technet.microsoft.com/en-us/office/performancepoint/default.aspx>)

Are we missing a resource?

Send your suggestion to askbpiou@microsoft.com.

About BI

Microsoft Business Intelligence is a complete and integrated offering that supports the entire organization. It is a full-featured suite of server, client, and developer products that thoroughly integrates with the Microsoft Office system—thereby providing easy-to-use information directly where individuals work, collaborate, and make decisions. Microsoft Business Intelligence scales to mission-critical enterprise needs, yet is economical, making enterprise-wide deployment more affordable.

Looking for more on BI?

[Go here.](#)

Solution Opportunities

- Help build analytical solutions on subject-oriented line-of-business (LOB) data
- Implement departmental or centrally managed data warehouse
- Deploy Microsoft Office PerformancePoint™ Server
- Deploy SQL Server (launch in third quarter 2008)
- Add BI to customers' enterprise resource planning (ERP) and customer relationship management (CRM) projects

Product Stack

- Office PerformancePoint Server 2007
- ProClarity Analytics 6.3
- Office SharePoint Server 2007
- Excel Services in Microsoft Office SharePoint Server 2007
- Office Professional Plus 2007
- SQL Server Integration Services, SQL Server Analysis Services, and SQL Server Reporting Services

Enterprise Project Management

Resources

1. **EPMConnect** – EPMConnect puts the resources of hundreds of Microsoft Enterprise Project Management partners at your fingertips, enabling you to quickly locate the right solutions and services and connect with the ideal EPM partner for your needs (<http://www.epmconnect.com/US/Pages/home.aspx>)
2. **EPM University** – Provides provides online courses which provides training to help you install, configure and deploy Office EPM solutions (<http://go.microsoft.com/?linkid=8912821>)
3. **Microsoft Project MVPs (Most Valuable Professionals)** – Microsoft Most Valuable Professionals (MVPs) are exceptional technical community leaders from around the world who are awarded for voluntarily sharing their high quality, real world expertise in offline and online technical communities (<https://mvp.support.microsoft.com/communities/mvp.aspx?product=1&competency=Project>)
4. **Microsoft Office Project Blog** – Technical implementation resources for Office Project Server (<http://blogs.msdn.com/project/>)
5. **Project TechCenter on TechNet** – Access various trainings, tools, best practices, and deployment and implementation information (<http://technet.microsoft.com/en-us/office/projectserver/default.aspx>)
6. **Enterprise Project Management Specialization** – Learn about the required certifications, exams, and customer references you need to join the Enterprise Project Management specialization (<https://partner.microsoft.com/US/40043175?PS=95000124>).

Are we missing a resource?

Send your suggestion to askbpiou@microsoft.com.

About EPM

The Office Enterprise Project Management (EPM) Solution helps you align people, investments, and work with business priorities; automate project management processes, manage portfolios, and create effective communication and collaboration across the organization. With enterprise project management organizations can manage work from ad-hoc projects to complex programs across the entire project lifecycle.

Looking for more on EPM?

[Go here.](#)

Key reasons for using Office Project 2007

1. Effectively manage and understand project schedules
2. Get productive quickly
3. Leverage existing data
4. Build professional charts and diagrams
5. Effectively communicate information
6. Gain greater control of resources and finances
7. Quickly access the information you need
8. Track projects according to your needs
9. Customize Office Project 2007 to your needs
10. Get Office Project 2007 assistance when you need it

Product Stack

- Microsoft Office Project Server 2007
- Microsoft Office Project Portfolio
- Server 2007, Microsoft SQL Server
- Microsoft Windows Server