NS Sales Kick-off 2017

Art of the Deck

Sales Kick-off 2017
Art of the Deck

Prepared for:

NEWSIGNATURE

Agenda

- Process and Outlining

- PowerPoint Template

- Resources Deck

- Using the NS Introduction Slides

- Tips and Tricks

- Side by Side Examples

- When to Contact Marketing

Process and Outlining

1. Audience Considerations
2. Create Outline in Word
3. Grab latest NS PowerPoint Template
4. Save Locally or on OneDrive
5. Grab Resources Deck
6. Create slides for top-level outline items
   - Find Resource slides that match outlined content
   - Drag in slides from Resources
   - Add notes to Resource slides
   - When in doubt, put in placeholder slides
7. Make it your own
   1. Retitle necessary slides
   2. Custom Content
   3. Client Logos
8. When to Contact Marketing

Two Types of Decks

Presentation Deck	Leave Behind Deck
Fewer Slides	More Slides
More Visual Content	More Detailed Textual Content
Speaker Considerations	Remove Slide Notes
Confidential Content OK	No Confidential Content
Slide Notes	Specific Contact Slide

The New Signature PowerPoint Template

Location

Key Features

Gradient

NS Logo

Copyright Date

New Resources Deck

Location

Slide Types

NS Introduction	Accounts by Industry
Digital Transformation	Team List
Managed Services	Photography
PBO & Process	Graphics
Pricing	Animations
Lists	Tables

New Resources Deck Instructions

This is a living document, pull down new version when needed

Start with the template deck, not with this deck

Drag and Drop Slides from this deck into your presentation

Once in your deck, edit these slides to fit your presentation

Only use the slides you need, not EVERY slide in this deck

Using the NS Introduction Slides

12 Slides

Consider Client Familiarity with NS

Only Take Necessary Slides

Update Related Project Slide

Related Project & Company Experience

Description Statements – Replace with client specific content

Examples:
40,000 Workstations Managed via System Center

4100 Servers Managed via System Center

100+ customers under Managed Services

Microsoft Competencies
- Gold Datacenter
- Gold Device & Deployment
- Gold Enterprise Mobility Management

TRONOX

Tronox

9,000 Seats
10+ Countries

Logo

Company Name

XXXXXX Seats
XX+ Countries

Logo

Company Name

XXXXXX Seats
XX+ Countries

Logo

Company Name

XXXXXX Seats
XX+ Countries

Logo

Company Name

XXXXXX Seats
XX+ Countries

Logo

Company Name

XXXXXX Seats
XX+ Countries

Tips and Tricks

Always Grab a New Version

Turn on the Grid

Right Click EVERYWHERE

Use Alignment Tools

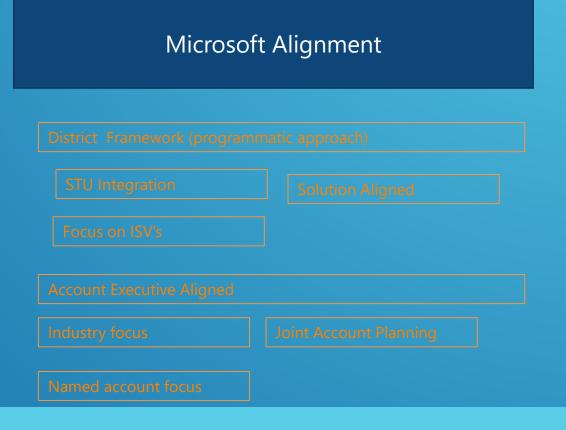Its Always Easier to Copy than Fix

Don't Use Effects.... EVER

Title Accurately and Consistently

FY18 GTM Strategy

Two Pronged Approach

Named Account Strategy

Quarterly Account Planning	Solution Lead Supported
Roadmapping	Engagement Managers
Account Segmentation	Other Items

Strategic Accounts

Cox	BnB
AES	Telus

Microsoft Alignment

District Framework - Programmatic Approach

- STU Integration
- Focus on ISV's
- Solution Aligned
- **Account Executive Aligned**
- Named Account Focus
- Industry Focus
- Joint Account Planning

NEWSIGNATURE

High Level Implementation Strategy

New Signature team delivers full life-cycle support through their Plan-Build-Operate model to help their customers transform their business with Microsoft solutions. To achieve the objectives listed above, New Signature SCCM Deployment proposes the following phases:
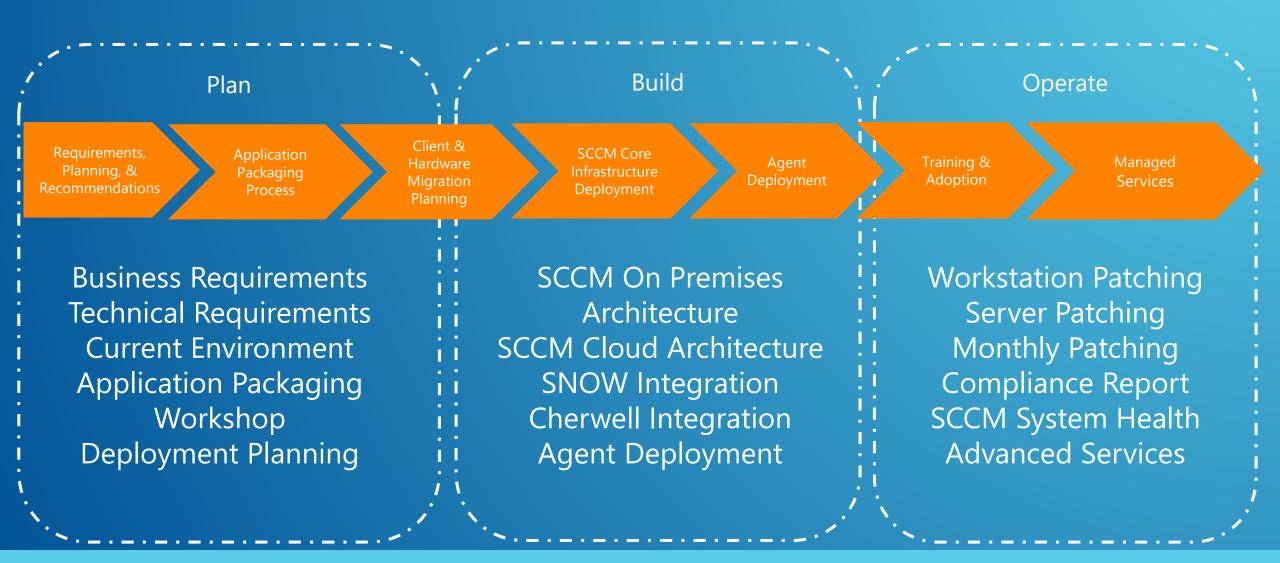
- Phase 1: Requirements, Planning, & Recommendations
- Phase 2: Application Packaging Process
- Phase 3: Client and Hardware Migration Planning
- Phase 4: SCCM Core Infrastructure Deployment
- Phase 5: Agent Deployment
- Operations: Managed Services

Detailed Solution Architecture and Implementation Strategy

- Assessment and Design

- Deploy SCCM
  - One Primary Site
    - Support one Active directory forest with twenty-two domains
    - Configured to support the following functions:
      - Operating System Deployment
      - Application Deployment
      - Microsoft update management
      - Anti-virus software management (System Center Endpoint Protection)
      - Reporting
  - Six local distribution points
  - Six Azure Management Points, and Software Update Points
  - Six Azure Distribution Points

- SCCM Agent Deployment

Detailed Solution Architecture and Implementation Strategy

Plan

Requirements, Planning, & Recommendations → **Application Packaging Process** → **Client & Hardware Migration Planning**

Business Requirements
Technical Requirements
Current Environment
Application Packaging
Workshop
Deployment Planning

Build

SCCM Core Infrastructure Deployment → **Agent Deployment**

SCCM On Premises Architecture
SCCM Cloud Architecture
SNOW Integration
Cherwell Integration
Agent Deployment

Operate

Training & Adoption → **Managed Services**

Workstation Patching
Server Patching
Monthly Patching
Compliance Report
SCCM System Health
Advanced Services

When to Contact Marketing

Key Meeting

Deal Size

Executive Audience

Visually Challenging Concepts

The Earlier the Better

When You're Totally Stuck