

Bundle Up!

Using BitTitan can help you automate and accelerate moving to the Microsoft Cloud from nearly any Source, with the most trusted and easy to use cloud migration tool.

**Now at COST
promo ends
30 December 2020**



BitTitan



Microsoft



FIRST DISTRIBUTION™
Epsidon Technology Holdings

Microsoft 365 for Business

Microsoft 365 Apps for Business

Desktop apps



Microsoft 365 Business Basic

Cloud services



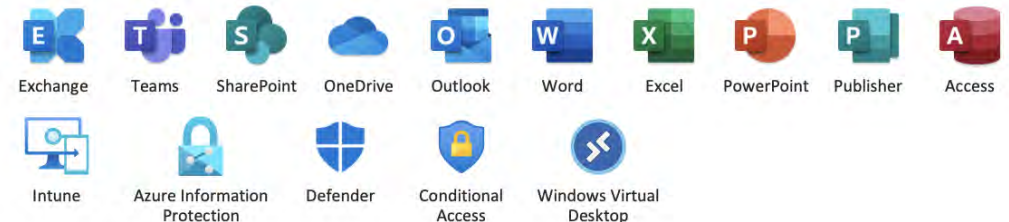
Microsoft 365 Business Standard

Cloud services and desktop apps



Microsoft 365 Business Premium

Cloud services, desktop apps, and advanced security



When to sell which plan?

Microsoft 365 Apps for Business

Customer wants to Upgrade Office suite but does not need cloud services.
(Already has a solution in place for email, unified communications and collaboration.

Microsoft 365 Business Basic

Customer has current version of Office but requires Cloud Services including Email, Unified Communications (Teams), Cloud Storage (OneDrive and SharePoint) and collaboration tools (SharePoint)

Microsoft 365 Business Standard

Customer needs Office application and Services.

(Microsoft 365 Apps for Business +

Microsoft 365 Business Premium

Customer needs a complete desktop solution that includes Office Applications, Cloud Services, Additional security to enable MDM, securing at productivity and operating system level.

I've pitched the solution ... but what else can I do?

- ◆ Assess the customers licensing estate. Understand where they are and where they would like to go. By understanding what they currently have, the differences to what you have pitched and any other requirements they might have at that point or later down the line, you already start lining up more opportunities within your customer.
- ◆ Deploy selected Solution.
- ◆ Migrate from current offering.
- ◆ Add your niche services
- ◆ Sell Microsoft add-on and cross-sell products

The answer...

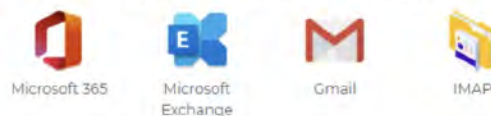
Add the BitTitan migration tool

Automate and accelerate your move to Microsoft 365 from nearly any Source with the most trusted and easy to use cloud migration tool - MigrationWiz®!

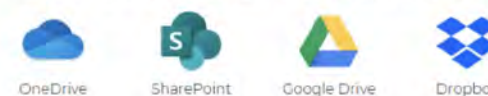
MICROSOFT 365 SOURCES & DESTINATIONS SUPPORTED

Migrate mailboxes, documents, personal archives, Teams, and public folders to Microsoft 365 from a wide range of Sources with MigrationWiz, your single, cloud-based migration tool.

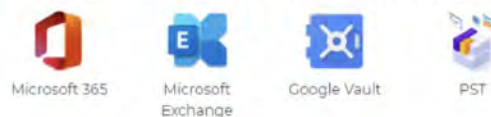
MAILBOXES TO MICROSOFT 365



DOCUMENTS TO ONEDRIVE OR SHAREPOINT



PERSONAL ARCHIVES TO MICROSOFT 365



PUBLIC FOLDERS TO MICROSOFT 365



MICROSOFT TEAMS TO TEAMS



HYBRID EXCHANGE MANAGEMENT





Easy to use and automated migration wizard!

No special training or certifications required, no software or hardware to install. Our easy to use wizard interface takes the complexity out of doing migrations.



Zero downtime

Zero impact, zero downtime. Our products are invisible to your customer's environment, so you aren't interrupting their work.



Secure & Compliant

Secure data transfers – data is encrypted at all times. PCI, HIPPA, Privacy Shield, EU Model Clauses, AES, SOC, ISO,



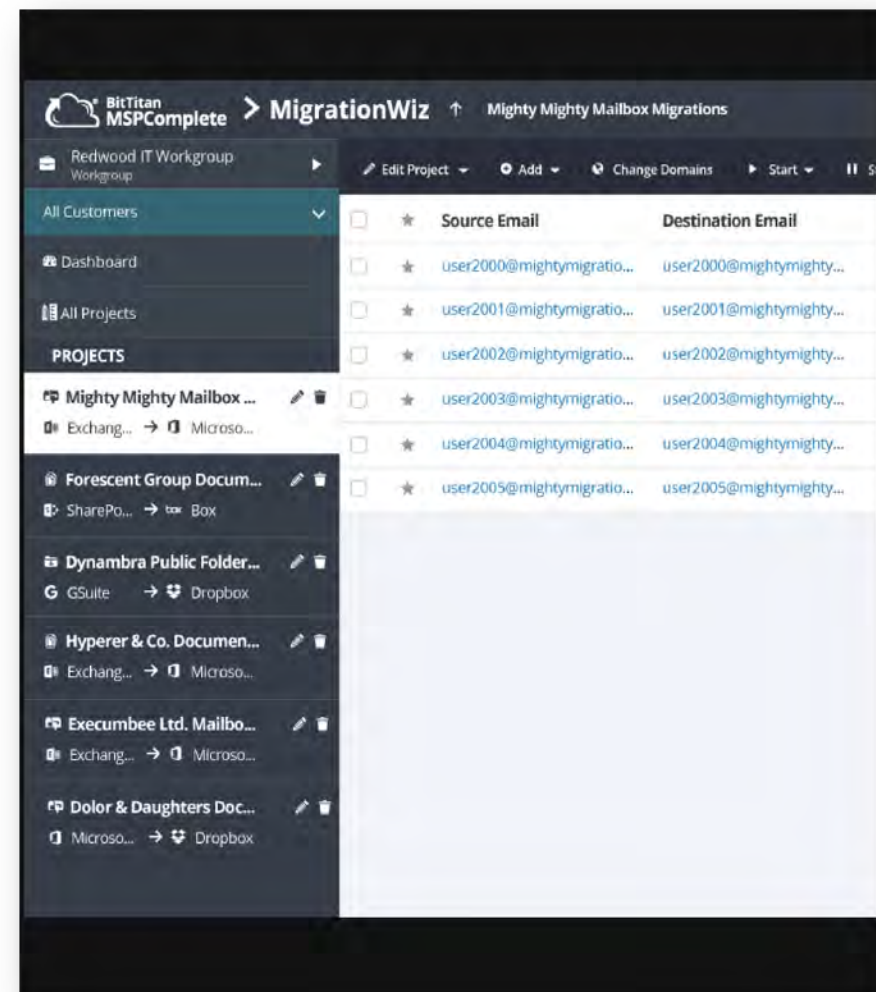
100% Cloud for Cost Savings

Initiate and run migrations, any time from anywhere. MigrationWiz is delivered from the cloud at a fraction of the cost.



Scalable

Streamlined UI to manage and run projects regardless of size or migration scenario. It's enterprise level scalability.



MigrationWiz licenses for Microsoft 365

Mailbox Only

Mailboxes to Microsoft 365

User Migration Bundle

Mailboxes to Microsoft 365 and Exchange
Documents to OneDrive and SharePoint
Personal Archives to Microsoft 365 and Exchange
Outlook Configuration

Team Collaboration Migration

Channels
Conversations
Files
Permissions

Public Folder Migration

Advanced Filter Options
Maintain Hierarchy
Translate Permissions
Minimize Downtime

Hybrid Migration License

Automatic user data discovery, import and batch creation
Simplified batch management
Delegate information migration
All automation and PowerShell scripts are built-in

MigrationWiz License Pricing

Mailbox Migration

Many Sources to Destinations
Handle Projects of All Sizes
Initiate Migrations Anywhere
Minimize Downtime

User Migration Bundle

Mailboxes
Documents
Personal Archives
Outlook Configuration

Team Collaboration Migration

Teams
Channels
Conversations
Files
Permissions

Hybrid Migration License

User and Data Discovery
Automated Batching
Delegate Analysis
Easy-to-Use Interface

Deploying Microsoft / Office 365

Within this portal, you will learn how to:

- Get started with Microsoft 365

- Migrate Data

- Install Apps

- Train Users

Under the Manage section,

- Overview of the Microsoft 365 Admin Center

- Users and Groups

- Email and calendars

- Domains

- Your data and service

- Subscriptions and billing

- Securing the end user organization

- Work with you Customers

- Troubleshooting

What the Cloud Enablement Desk offers...

“It’s a very valuable service. We’re driving more consumption with Azure and (our customers) want to increase their plans with Microsoft.”

- Naha Kayani, CEO, Zeurix

Self-nominate at:
aka.ms/CEDnominate

Key Features

Complimentary

One-on-One
Consultations

Extended
Engagement*

Services Offered

Microsoft Partner Network

- MPN resources education
- MPN benefits consumption
- Competency attainment
- Cloud Solution Provider model & value prop
- Partner Center set-up

Technical ^

- Unlimited one-on-one access to 300-400 level technical resources
- Architectural review and solution building guidance
- Pre-sales consultations
- Proof-of-concept and deployment assistance

Marketing & Co-sell

- Microsoft marketplace entry & onboarding
- Marketing education & consultation^
- GTM benefits consumption
- Referral engine optimization
- Co-sell onboarding and tool setup^

Eligibility

- Non-managed partner
- Has an MPN ID ([sign up here](#))
- Developing a repeatable scalable app or solution

* A typical CED engagement lasts from 6-9 months, with a minimum of monthly one-on-one consultations during the engagement period.

^ To meet one-on-one with technical and/or marketing experts, you must at least have an Action Pack Subscription or ISV Starter Kit. To onboard to Co-Sell Ready status, you must meet the Co-Sell Ready requirements.

CED Services Detail

Partner Center Lead Share Activation

- Assist partner setup of Business Profile
- Ensure referral criteria is adjusted correctly to send relevant leads
- Regular check-ins with partner to ensure leads are being actioned against and profile adjustments made as needed
- Graduation Criteria: Business profile set up and partner is receiving leads



Solution Onboarding to Marketplaces

- Explain marketplace opportunity and different listing types
- Guide partner through solution listing process
- Escalation point of contact for onboarding issues
- Warm handoff with PTC for technical review or architecture support
- Graduation Criteria: Solution posted on marketplace and discoverable by customers

Solution Onboarding to Co-Sell

- Set up OCP CRM profile
- Guide through program requirements and tiers (Co-Sell vs IP Co-Sell)
- Guide partner through solution listing process
- Process exceptions and liaison with co-sell desk
- Graduation Criteria: Solution posted on internal co-sell tool and discoverable by sellers

Competencies and MAPS Uptake

- Help partner identify best fit competency/offer for their business
- Walk through competency/offer requirements and benefits, incl YoY changes and related impact
- Guide partner through competency attainment process, incl purchasing and membership management in Partner Center
- Graduation Criteria: Partner has purchased appropriate Competency/Offer for their business

Benefits Utilization

- Explain all benefits available to partner based on program tier and marketplace/co-sell status.
- Warm handoff to PTC team for pre-sales support, architecture review, and deployment assistance
- Warm handoff to GTM Services team for relevant services
- Graduation Criteria: Partner is aware of available benefits and utilizing relevant services to grow their business