



Today's cloud – on your terms, for your enterprise

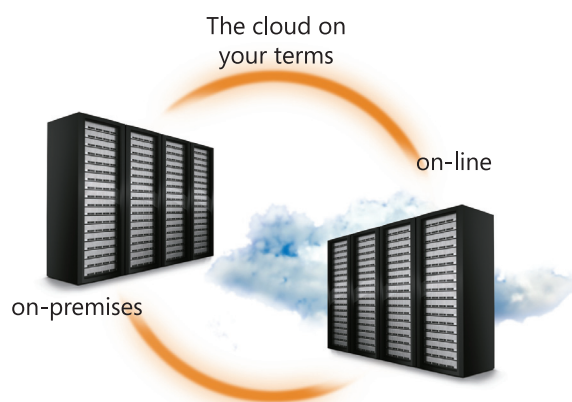
Enterprises around the world are taking advantage of the power, flexibility, and efficiency offered by cloud computing. In fact, a recent Gartner poll revealed that by 2012, **80 % of Fortune 1000 enterprises** will deploy some form of cloud computing.

We know that finding the right cloud deployment can be tricky. Microsoft can help you decide what approach is best for you. Our customers take advantage of the full range of cloud offerings – from a complete on premise solution to a completely off premise solution to anything in between – choose what's right for you; on your terms, at your pace.

A Cloud solution – designed around your business needs

You don't have to squeeze your business into a specific cloud box. Design the perfect cloud for your needs by combining today's cloud offerings with your own current or expanded on-premise IT infrastructure. Host some services – such as e-mail, contact- management and calendaring – in the cloud and let Microsoft management it for you. Connect your distributed sales force in the cloud. Then keep business-critical information or software on-site for maximum security and reliability.

Microsoft offers enterprise-level security, interchangeable resources such as services and storage, applications and tools that scale as you need them, and services tailored exactly to your business needs. Whatever solution you choose, we're ready to help with the transition to make it as seamless as possible.



More cloud choices - public and private clouds

Because Microsoft believes choice is vital and we are prepared to help you enter the cloud any way you wish. Don't want big up-front costs? Then pay only for what you need through the subscription-based "**public**" cloud. Here you can combine the familiar Microsoft Office desktop suite with online versions of our next-generation communications and collaboration services: Microsoft Exchange Online, Microsoft SharePoint Online, and Microsoft Lync Online.



Still other enterprises might find a “**private**” cloud – a cloud built with a company’s own IT, for its own use – is the right fit. With a private cloud, an enterprise enjoys many of the benefits of public cloud computing, such as self-service, scalability, and elasticity. As a bonus they benefit from the additional control and customization available from dedicated resources. Microsoft has the tools and expertise to help an enterprise create a flexible, reliable cloud-computing solution.

Microsoft offers the full fidelity and functional depth of our leading productivity platforms. And no one else can offer solutions with the breadth to deliver them as a public cloud, or private cloud or a hybrid of both. Don’t wait to gain the power and flexibility you have been looking for. Embrace the future of productivity.

Let Microsoft help you create the cloud that’s right for you.

For more information on our cloud and productivity platform, Visit:
www.microsoft.com/productivity

Getting Started

- Prioritize cloud solutions to improve your business
 - Profile your users by their workload needs and map to cloud solutions
 - Understand your customization needs & if there are applications that need to stay on-premise
- Evaluate the business case for moving to the cloud
 - IT Cost savings and Return on Investment
 - Budget Priorities and allocation
 - Streamline licensing
 - Reduce Deployment backlog
- Review updated EA documents in preparation for signing
- Engage Microsoft & Partners to define evaluation and deployment

