

Transition to Cloud with Microsoft 365



Be more productive from anywhere, secure your business with technology you can trust, and get one cost-effective solution for secure collaboration

Microsoft 365 is uniquely positioned to help you build more resilience, streamline IT operations, consolidate vendors, and enable higher employee productivity, all to help improve your bottom line.

Transition to Cloud scenarios

Enable your team to do their best work with cloud technology to improve team collaboration

Build better connections to feel closer to colleagues and the organization

Protect your data through security best practices and easy-to-use policies that prevent accidental data leaks

Empower users with devices designed to meet the ways you work



Work, learn, collaborate, connect, and create with Microsoft 365

Empower users with devices designed to meet the ways you work

Microsoft 365 + Surface

Leader in digital transformation and the future of hybrid work across industries

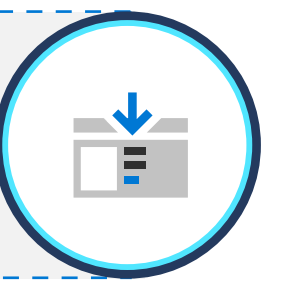
Productivity

Flexible, premium devices designed to maximize productivity and engaging collaborative experiences¹



Deployment and Management

Zero-touch deployment and unified management drive down costs and complexity for a distributed workforce¹



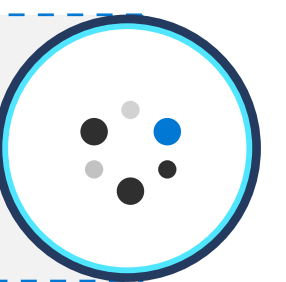
Security

Security from chip-to-cloud—a zero-trust security model that starts with Surface devices²



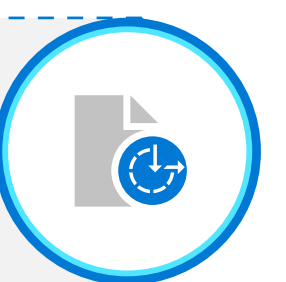
Inclusiveness

Design that focuses on inclusion, learns from diversity, and benefits people universally



Sustainability

Responsible design, sourcing, and manufacturing with sustainable experiences and circularity³



¹A commissioned Total Economic Impact™ study conducted by Forrester Consulting on behalf of Microsoft, June 2020. "Maximizing Your ROI From Microsoft 365 Enterprise With Microsoft Surface" Some apps, accessories, and software sold separately. Additional fees and/or subscriptions required for some apps and features.
²Surface Go and Surface Go 2 use a third-party UEFI and do not support DFCI. DFCI is currently available for Surface Laptop 4, Surface Pro 7+, Surface Laptop Go, Surface Book 3, Surface Laptop 3, Surface Pro 7, and Surface Pro X. Find out more about managing Surface UEFI settings at <https://docs.microsoft.com/en-us/surface/manage-surface-uefi-settings>
³To learn more about our commitments to sustainability in our devices organization, see the [Microsoft Devices Sustainability Report](https://www.microsoft.com/en-us/devices/sustainability-report/) - <https://www.microsoft.com/en-us/devices/sustainability-report/>

Learn more about [the power of Microsoft 365 + Surface together.](#)

Cost savings and benefits of Transition to Cloud

Annual cost savings will be different for every customer.

Business Value and Cost Savings here are estimated from the Microsoft Value Calculator based on the Forrester Total Economic Impact product analysis referred to in the disclaimer.

Vendor license cost consolidation	\$394,800	50 hours saved per user per year for improved productivity	24% less time spent deploying and managing new software
IT admin, deployment savings	\$1,041,000		
Reduce total cost of risk	\$346,667	426% return on investment	6-month payback period
Physical, T&E cost displacement	\$267,333		
Savings on automation, process improvement	\$5,437,667		

An organization with 1,000 licenses of Microsoft 365 E3 and Surfaces Laptops* may recognize benefits of **\$23.2 million** over three years, adding up to a **net present value of \$15.5 million**, or **\$15,510 per user**.

Source: Results from the Microsoft Value Calculator for the M365 E3 and Surface Laptop 3 at \$1,399/unit* licensing combination and based on multiple studies* by Forrester Consulting, commissioned by Microsoft and with Microsoft research. The cost savings in this presentation are illustrative and only intended for your internal use. Prices may vary by reseller and channel. The results may not be accurate or appropriate for your needs and should not be relied upon as your sole reference.
 MICROSOFT MAKES NO WARRANTIES OF ANY KIND, EXPRESS OR IMPLIED, ABOUT THE RESULTS WITHIN THIS PRESENTATION
 *Forrester Total Economic Impact Studies™ used as inputs for this Sales Play. ¹The Total Economic Impact™ Of Microsoft 365 E3, December 2020; Maximizing Your ROI From Microsoft 365 Enterprise With Microsoft Surface, July 2020

Ask your Microsoft representative to help with a cost and benefit analysis based on your environment using the Value Calculator, visit roi.transform.microsoft.com