

# Fireside Chat: Get What You Deserve From Your Office 365 Partner

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**MessageOps**

Cloud Business Unit of Champion Solutions Group

# Microsoft Cloud Strategies

[MessageOps.com](http://MessageOps.com)

877-788-1617

# EA vs. CSP

Comparison Points	Enterprise Agreement (EA)	CSP
Number of users or devices	500 or above	Flexible
Payment	Up front, yearly	Monthly
True up Billing	Annual	None
Contract Terms	3 years minimum	Pay as you go
Ongoing Support	Not included	Premier Support
Provided Services	All Microsoft Products (even the ones not in use)	Office 365, Enterprise Mobility Suite, Azure, Dynamics Online, Windows 10
Ability to add / remove users	Anytime, but with annual true-up billing	Anytime, as needed
Flexible Licensing	Not available	Only pay for what you use
Free value-added tools and services	Not available	An abundance through Champion / MessageOps!

# Office 365 Partner Value Check List

What does your Microsoft Office 365 Partner Currently Provide For You?	MessageOps	Other Office 365 Partners
Microsoft Office 365 SKUs	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
24/7/365 Help Desk Support	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
A portal that gives the ability to do real-time adds, changes and removals to your Office 365 tenant	<input checked="" type="checkbox"/>	?
Direct line into Microsoft Premier Level 3/4 Support	<input checked="" type="checkbox"/>	?
Does partner have a direct relationship with Microsoft?	<input checked="" type="checkbox"/>	?



# Office 365 Partner Value Check List

Does the Office 365 partner deliver a comprehensive, user easy to use management and reporting platform that will:	MessageOps	Other Office 365 Partners
Reduce the need to use PowerShell?	<input checked="" type="checkbox"/>	?
Enhance your company's Office 365 security posture?	<input checked="" type="checkbox"/>	?
Manage and control your Office 365 cloud spend?	<input checked="" type="checkbox"/>	?
Improve your license management?	<input checked="" type="checkbox"/>	?
Make your PST exporting easy?	<input checked="" type="checkbox"/>	?
Improve your Office 365 employee on-boarding and off-boarding?	<input checked="" type="checkbox"/>	?
Deliver hundreds of actionable reports?	<input checked="" type="checkbox"/>	?



# Office 365 Partner Value Check List

Does the Office 365 partner provide a complete Office 365 adoption change management platform that delivers an end user portal that allows access to:	MessageOps	Other Office 365 Partners
A certified Office 365 self-service help desk knowledge base?	<input checked="" type="checkbox"/>	?
24/7 access to over 2500 on-demand training clips to encourage learning anytime, anywhere?	<input checked="" type="checkbox"/>	?
Manage and control your Office 365 cloud spend?	<input checked="" type="checkbox"/>	?
Gamification and Certificates of Completion encourage learners to hit goals?	<input checked="" type="checkbox"/>	?
An Office 365 Department Guide	<input checked="" type="checkbox"/>	?
A Level 1-2 self-service help desk	<input checked="" type="checkbox"/>	?



# Office 365 Partner Value Check List

Does the Office 365 partner provide a complete Office 365 adoption change management platform that delivers an end user portal that allows access to:	MessageOps	Other Office 365 Partners
24/7 access to over 2500 on-demand training clips to encourage learning anytime, anywhere?	<input checked="" type="checkbox"/>	?
Intuitive learning portal access for both end-users and administrators is easy to use?	<input checked="" type="checkbox"/>	?
Assessments and visual data reporting for administrators to track and realize ROI	<input checked="" type="checkbox"/>	?
Gamification and Certificates of Completion encourage learners to hit goals?	<input checked="" type="checkbox"/>	?

# Office 365 Partner Value Check List

Does Your Office 365 Partner Provide A Pre-Built, Feature-Rich Custom & Turnkey SharePoint offerings?	MessageOps	Other Office 365 Partners
SharePoint Company Intranet? <a href="#">Learn More &gt;</a>	<input checked="" type="checkbox"/>	?
SharePoint Company learning management system? <a href="#">Learn More &gt;</a>	<input checked="" type="checkbox"/>	?
SharePoint Departmental request and employee onboarding system? <a href="#">Learn More &gt;</a>	<input checked="" type="checkbox"/>	?
SharePoint Contract and Asset Management system? <a href="#">Learn More &gt;</a>	<input checked="" type="checkbox"/>	?



# Our IP

Office 365, Azure, SharePoint, Managed Services



# Inscape

Inscape is the engagement layer that drives the business value of your Office 365 investment:

- License
- Assign
- Manage
- Onboarding & Offboarding
- Adoption
- Training
- Exchange Online Backup & Restore
- Invoice History
- ADP Workflow Now
- Azure Spending Trends
- Azure Recommendations
- ServiceNow Integration (ebridge)

**inscape**

The screenshot displays the Inscape dashboard interface. At the top right, the 'inscape' logo is visible. Below it, there are three blog post cards: 'Enable Unlimited Archiving in Office 365', 'What To Do When An Office 365 Account is Compromised', and 'How to Bypass The Lobby in Microsoft Teams'. The main dashboard area is a grid of dark blue tiles, each representing a different management function. The tiles include: 'Microsoft Licenses' (Purchase new and manage existing Microsoft Office 365 licenses, Software, and Azure subscriptions), 'Assign' (Easily assign your Microsoft Office 365 licenses to your users, or create new Azure Active Directory users and assign licenses), 'Invoice History' (View your recent invoice history here), 'Recommendations' (Download recommendation for Availability, Security, and Cost Savings in your), 'Onboard/Offboard' (This wizard guides you through the process of adding and removing users in Office 365, making your platform administration more efficient), and 'Manage' (Formerly known as Inscape365, this Office 365 management and reporting platform includes actionable reports, PST exporting, security information, and much more). There are also some partially visible tiles at the bottom, including 'ADP Workflow Now' and 'ServiceNow Integration'.



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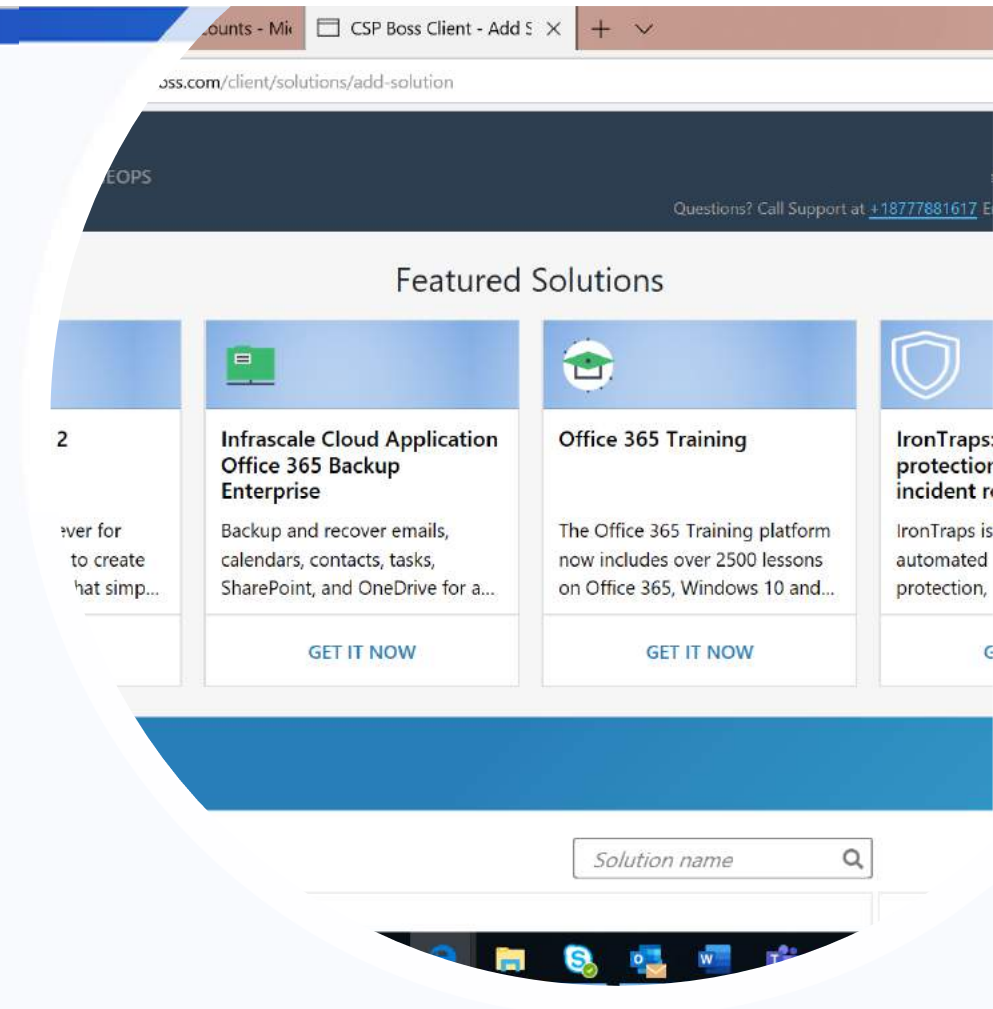
# Inscape License & Assign (formerly CSP Boss)

- Office 365 Cloud Orchestration Platform
  - Single Sign-On
  - Updates in real-time
  - Seamlessly provision and perform adds, changes, and removals to and from the Office 365 cloud
  - Automatically create users in your Active Directory and assign Office 365 licenses
  - Easy to understand invoicing
  - Tracks your past purchases and makes it easy to add on in the future

**inscape**

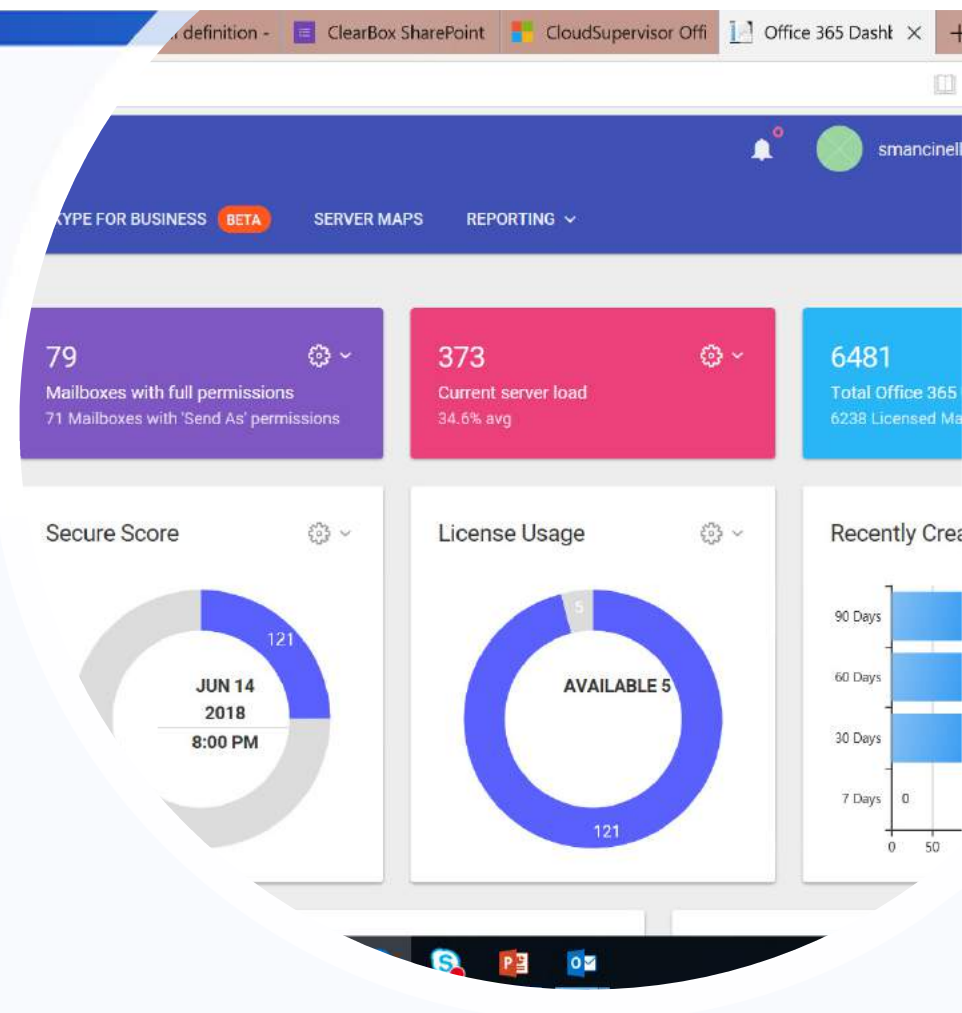


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# Inscape Manage with Onboarding & Offboarding (formerly Inscape365)

- Onboard / Offboard wizard
- License Management & Cost Optimization
- Advanced Reporting & Analytics
- Azure AD Security Risk Metrics
- Manage Office 365 apps (including OneDrive, Skype, Teams)
- Reduce the need for PowerShell



# Office 365 Adoption

- Level I & II Self-Service Help Desk
- Quick Start Guides
- Videos
- Life-long end user communication plan with tips & tricks
- Office 365 Adoption Guide
- Business scenario identification



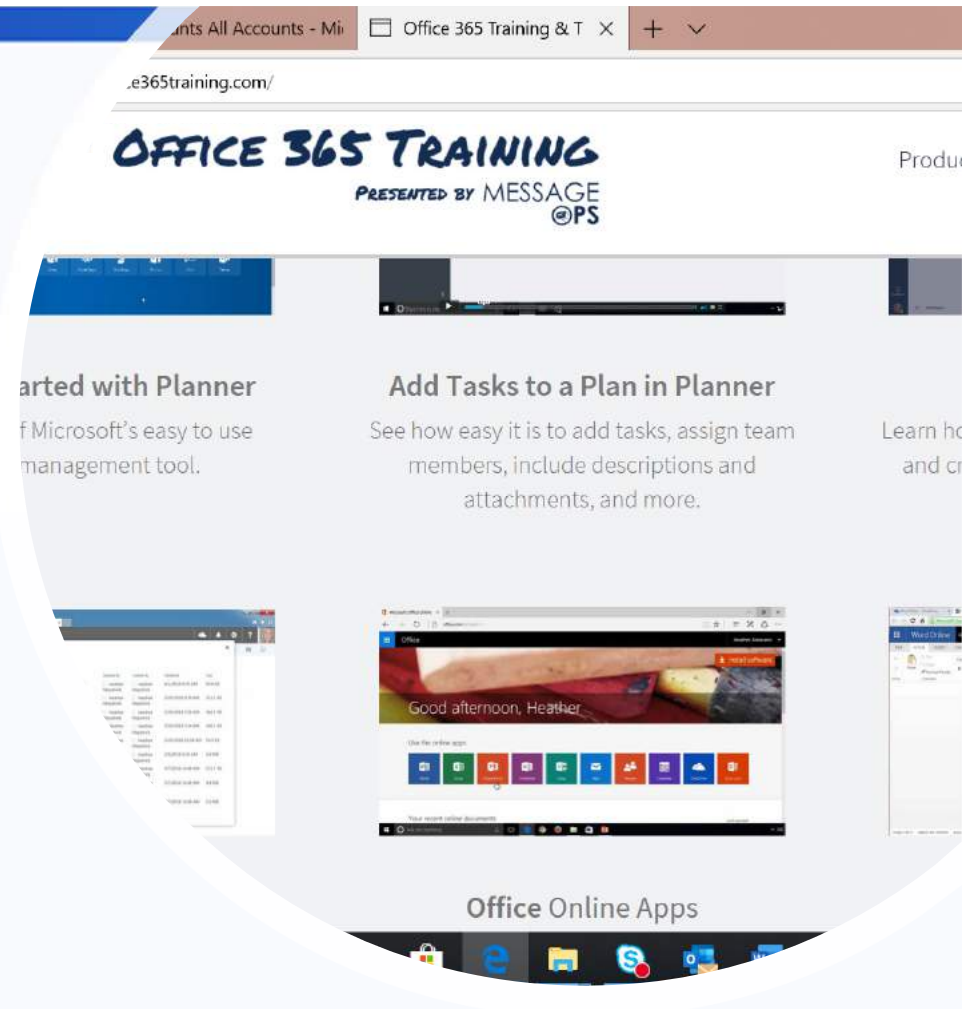
# Office 365 Training

- 2500+ on demand training videos
- 24x7 access
- Assessments and visual data reporting for administrators to track and realize ROI
- Gamification and Certificates of Completion encourage learners to hit goals
- Lessons on Office 365, Windows 10, and the complete Microsoft Office Suite.

inscape



MessageOps





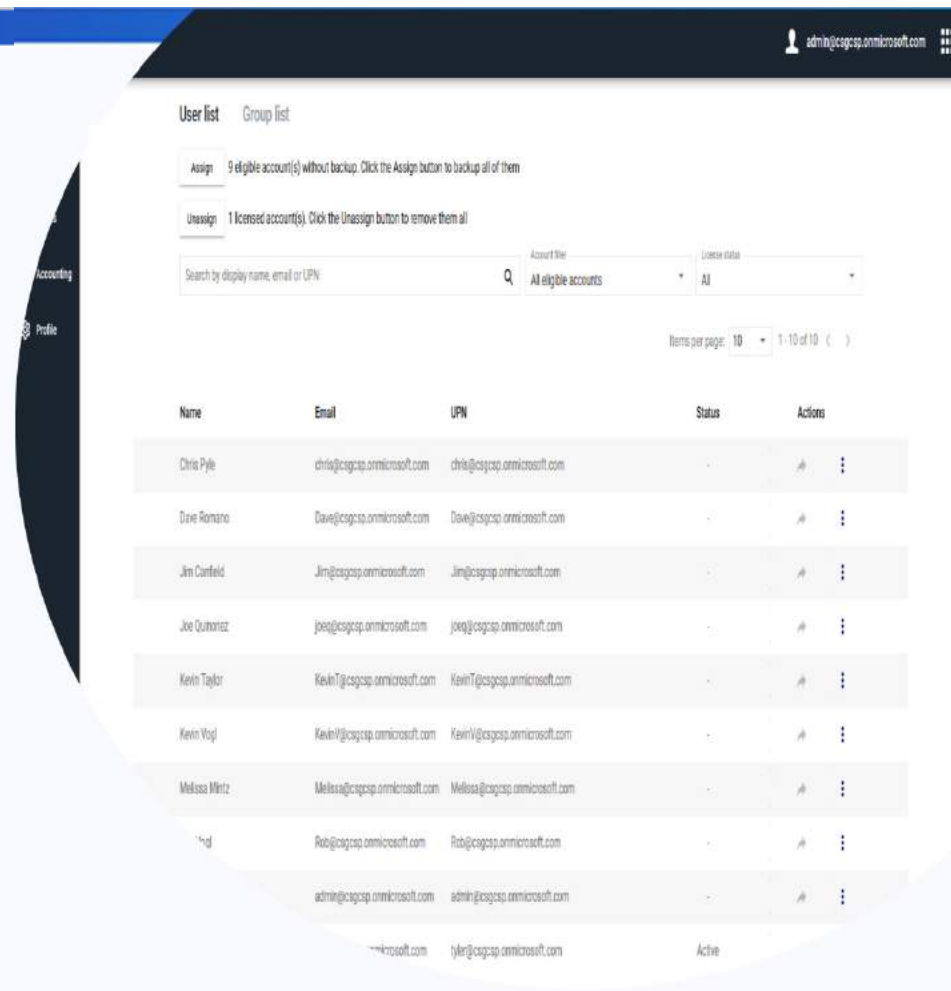
# SharePoint Services

We deliver custom and turn-key SharePoint offerings. You don't have to wait weeks, months, or years to unleash the full business value of your investment.



# Backup

- Office 365 Exchange Online backup for emails, email file attachments and calendar
- Continuous backup (no schedule necessary)
- Azure AD Single Sign On & MFA enabled
- Quickly restore individual emails and files with cloud speed and efficiency
- No Global Admin access needed to run
- Backup is fully compatible with Microsoft's Secure Application model.



The screenshot shows the MessageOps user management interface. At the top right, the user is logged in as 'admin@csqsp.onmicrosoft.com'. The interface has two tabs: 'User list' (selected) and 'Group list'. Below the tabs, there are two summary boxes: 'Assign: 9 eligible account(s) without backup. Click the Assign button to backup all of them' and 'Unassign: 1 licensed account(s). Click the Unassign button to remove them all'. A search bar is present with the text 'Search by display name, email or UPN:' and a search icon. To the right of the search bar are dropdown menus for 'Account type' (set to 'All eligible accounts') and 'License state' (set to 'All'). Below the search bar, there is a pagination control showing 'Items per page: 10' and '1 - 10 of 10'. The main content is a table with columns: Name, Email, UPN, Status, and Actions. The table lists several users, including Chris Pyle, Dave Romano, Jim Curfield, Joe Quinonez, Kevin Taylor, Kevin Vojt, Melissa Mintz, Rob, and Tyler. Each user row has a status indicator (a dot) and an 'Actions' column with a plus sign and a vertical ellipsis icon.

Name	Email	UPN	Status	Actions
Chris Pyle	chris@csqsp.onmicrosoft.com	chris@csqsp.onmicrosoft.com	.	+ ⋮
Dave Romano	Dave@csqsp.onmicrosoft.com	Dave@csqsp.onmicrosoft.com	.	+ ⋮
Jim Curfield	Jim@csqsp.onmicrosoft.com	Jim@csqsp.onmicrosoft.com	.	+ ⋮
Joe Quinonez	joe@csqsp.onmicrosoft.com	joe@csqsp.onmicrosoft.com	.	+ ⋮
Kevin Taylor	KevinT@csqsp.onmicrosoft.com	KevinT@csqsp.onmicrosoft.com	.	+ ⋮
Kevin Vojt	KevinV@csqsp.onmicrosoft.com	KevinV@csqsp.onmicrosoft.com	.	+ ⋮
Melissa Mintz	Melissa@csqsp.onmicrosoft.com	Melissa@csqsp.onmicrosoft.com	.	+ ⋮
Rob	Rob@csqsp.onmicrosoft.com	Rob@csqsp.onmicrosoft.com	.	+ ⋮
admin	admin@csqsp.onmicrosoft.com	admin@csqsp.onmicrosoft.com	.	+ ⋮
tyler	tyler@csqsp.onmicrosoft.com	tyler@csqsp.onmicrosoft.com	Active	+ ⋮





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