

A photograph of a diverse group of four people in a modern office setting. A man in a blue sweater is smiling broadly and gesturing with both hands raised. He is surrounded by three other people: a woman with dark hair on the left, a woman with short blonde hair on the right, and a man with dark hair in the foreground. They are gathered around a desk with a laptop, a desk lamp, and various office supplies. The background includes a whiteboard and several green plants.

Teamwork in a Modern Environment

Michael Pipke
Principal Consultant – Teamwork

Introduction To Teamwork

- ➔ Who is Betach
- ➔ Why Teamwork is important
- ➔ How it impacts different departments
- ➔ Teamwork Assessment



Who is Betach



Founded in 2003 with a focus on cloud-based IT solutions

Tier-One Microsoft Cloud Solutions Provider

Microsoft Gold Certified in multiple disciplines



Dynamics 365



Business Applications

Teams



Collaboration and Communication

Office 365



Productivity Solutions

SharePoint



Intranets & Content Management



Our customers





Why Teamwork?



Modern workplace is top of mind for **business leaders**

81%

of business leaders plan to increase their modern workplace investments in the next 2 years

72%

of business leaders say it is very important that technology empowers employee creativity and innovation

\$4M

Average cost of a data breach



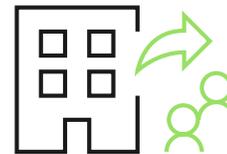
Teamwork

The landscape has
changed

2x

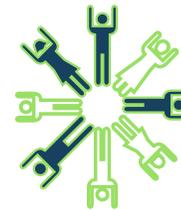
More collaboration

People work on twice as many teams and spend 50% more time collaborating



Internal, external & remote

People need to connect and communicate across organizations, locations & time zones



Diverse workforce

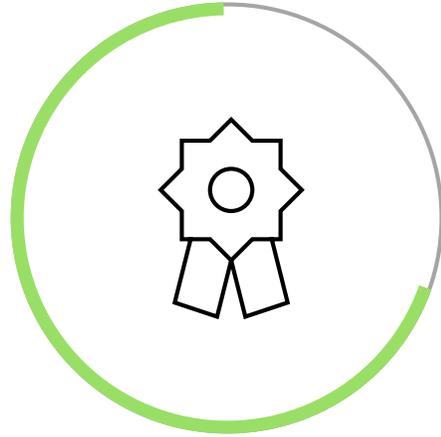
People have different expectations, preferences, skillsets and abilities



Employee engagement

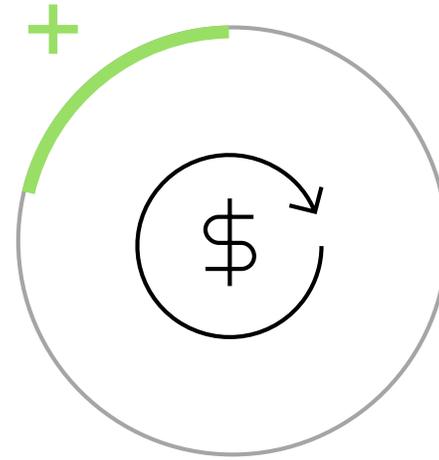
Globally, employee engagement is 15%, but at the best performing companies, 70% of employees are engaged and profits are 21% higher

Engaged employees are crucial to success



70%

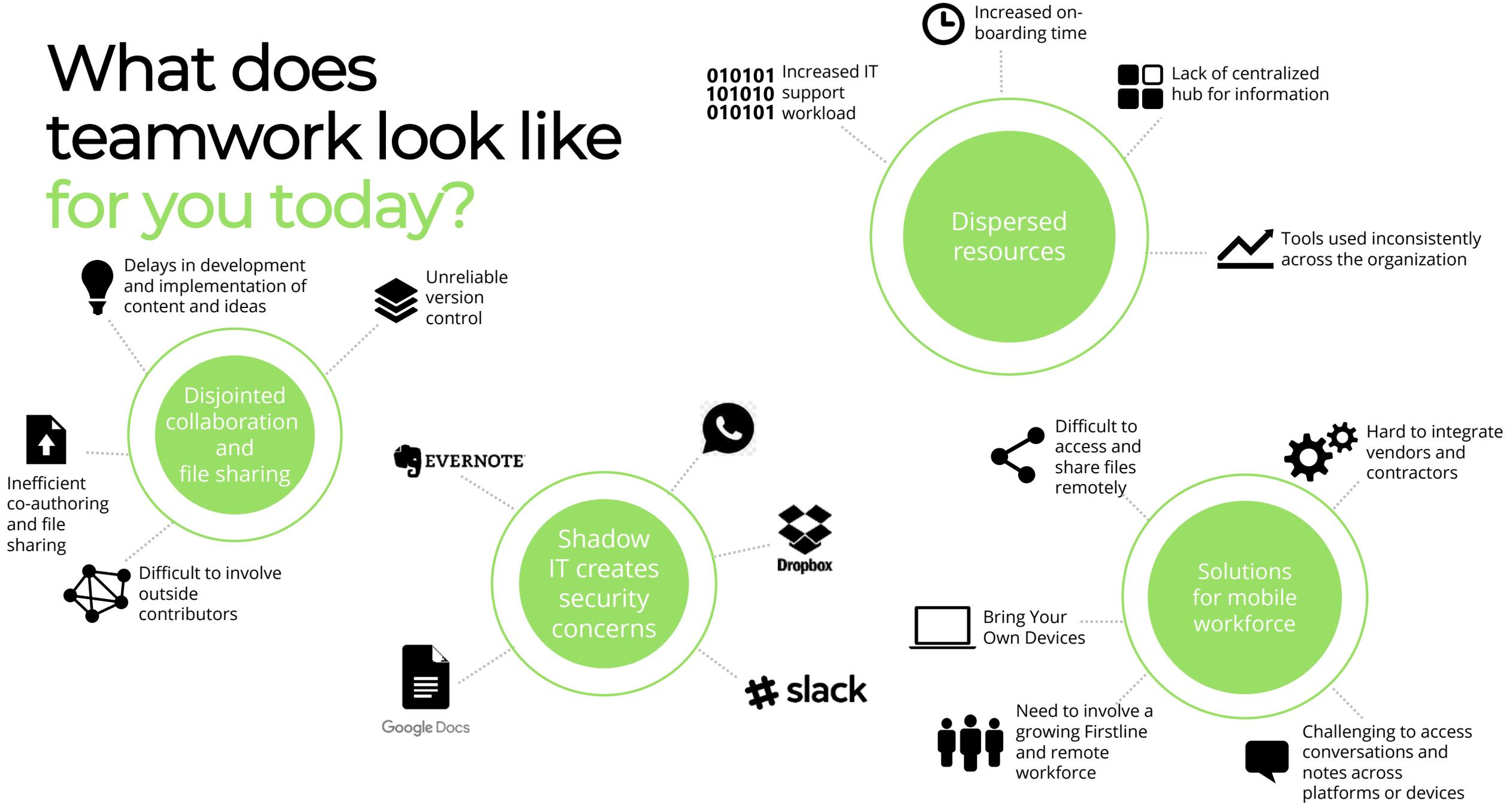
of employees are engaged at best performing companies



21%

more profit in business units with most engaged employees

What does teamwork look like for you today?



Why foster a new culture of work?

Leverage employee engagement and communications



Inspire employees by articulating a consistent and clear vision

Foster creativity, ideation, and innovation



Adjust initiatives faster based on people insights

React to workforce needs more quickly



Get stronger engagement across your organization

Work better together



Increase productivity

Bring together teamwork resources all in one place to streamline collaboration and free up time to pursue additional business.



Reduce costs

A fully integrated hub for teamwork included in most Office 365 subscriptions at no additional cost.



Work anywhere

Easily extend secure collaboration tools to remote workers, vendors and other outside collaborators.

Business and IT alignment





Teamwork in the Business



Teamwork for **different** departments

Marketing

Deliver marketing campaigns and go-to-market activities across a diverse group of internal and external stakeholders.



Sales

Build and deliver proposals with input from different stakeholders.

Manage sales planning, training and sales readiness in the same place.



Finance

Aggregate and report on data while conducting business reviews.



Human Resources

Manage recruitment, training and reviews across departments.



IT

Drive IT transformation and change management.

Plan, execute and manage all phases of IT deployment, adoption and rollout.



Engineering

Move quickly between ideation, development and deployment.

Integrate with developer tools.



Project Management

Manage project stakeholders, tools, budgets, project reviews and feedback.

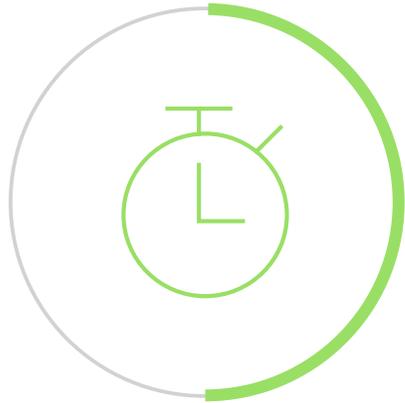


Finance

Finance teams need to understand that the world will continue to move even faster. We will need to prepare ourselves to meet the demands of a business we haven't even seen yet.*

** "Digital Transformation of the Finance Function" | Deloitte US.*

Finance has become a **strategic partner**



50%

of knowledge workers' time is wasted in hidden data factories¹



80%

of traditional finance services will be delivered by cross-functional integrated teams by 2020²



58%

of senior managers have accidentally shared sensitive data to the wrong person³

¹Harvard Business Review - "Bad Data Costs the U.S. \$3 Trillion Per Year."

²Accenture - "Finance 2020: Death by Digital."

³StrozFriedberg - Information Security - "On the Pulse."

HR

The unique role of HR: create an environment where employees thrive.



An era of accelerating change



90%

of HR executives identify building the organization of the future as the most important challenge of 2017

Replacing structural hierarchies with networks of teams empowered to take action



71%

see people analytics as a high priority

Companies are investing heavily in programs to use data for all aspects of workforce planning, talent management, and operational improvement

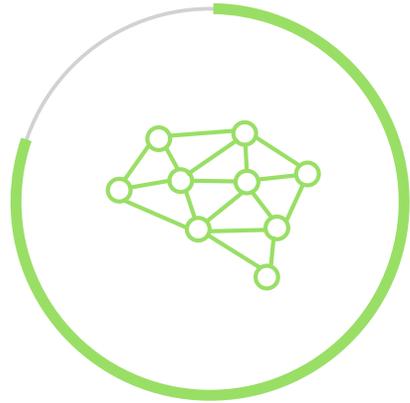
Marketing

Innovation is a significant priority. The trick is having the right processes in place to make sure the marketing team stays curious and that they're heard by others when they bring new ideas to the table.*

** "2016-2017 CMO Spend Survey" | Gartner.*

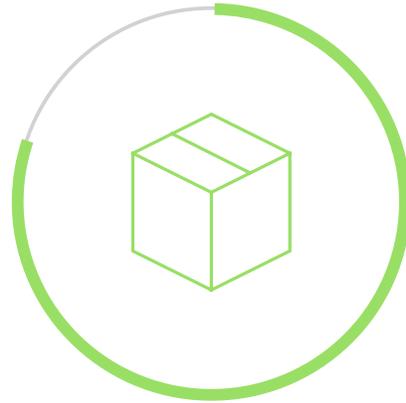


The world of marketing is expanding



84%

of consumers say it is important that the company they purchase from is innovative¹



81%

of marketing leaders say that marketing's role has broadened²



50%

Increase in time spent doing collaborative work³

¹The Lab42 Innovation Survey (April 2015)

²The CMO Survey by Duke University's Fuqua School of Business supported by Deloitte and AMA

³The Lab42 Innovation Survey (April 2015)



Teamwork Assessment



Microsoft 365 Teamwork Assessment

Overview

Assess



- Business decision maker assessment
- Identify top 3 business cases
- IT Roadmap assessment

Envision



- Envisioning (Teamwork Scenarios)
- Scenario design workshop
- Workshop proof of concept

Report



- Review assessment output
- Roadmap and recommendations
- Deliver customer proposal

Teamwork Assessment **Outcomes**

Simplify and accelerate your digital transformation journey using our experience and tools.



Accelerate digital transformation by aligning your business opportunities and challenges with your IT maturity



Gain holistic view of your future state by reviewing capabilities across security, teamwork, meetings and change management



Receive an actionable plan which will assist you on your transformation journey.



Thanks!

Any questions?

You can find me at:

- ◇ Michael.pipke@betach.com