



# SharePoint Enterprise Agreement Engagement Guide

With the rapid innovation of technology and the relative infrequency of a deployment or migration effort, it can be hard to keep up with all the added benefits that come with a migration – Even knowing where to begin can easily cause frustration.

Leveraging Microsoft Service Credits with DataBank can bring clarity to every step of the process, from the initial engagement for an assessment to the discovery. DataBank is one of the few Microsoft partners that has gone through the training and certification required to accept service credits offered by Microsoft Enterprise Agreements so organizations receive the best value.

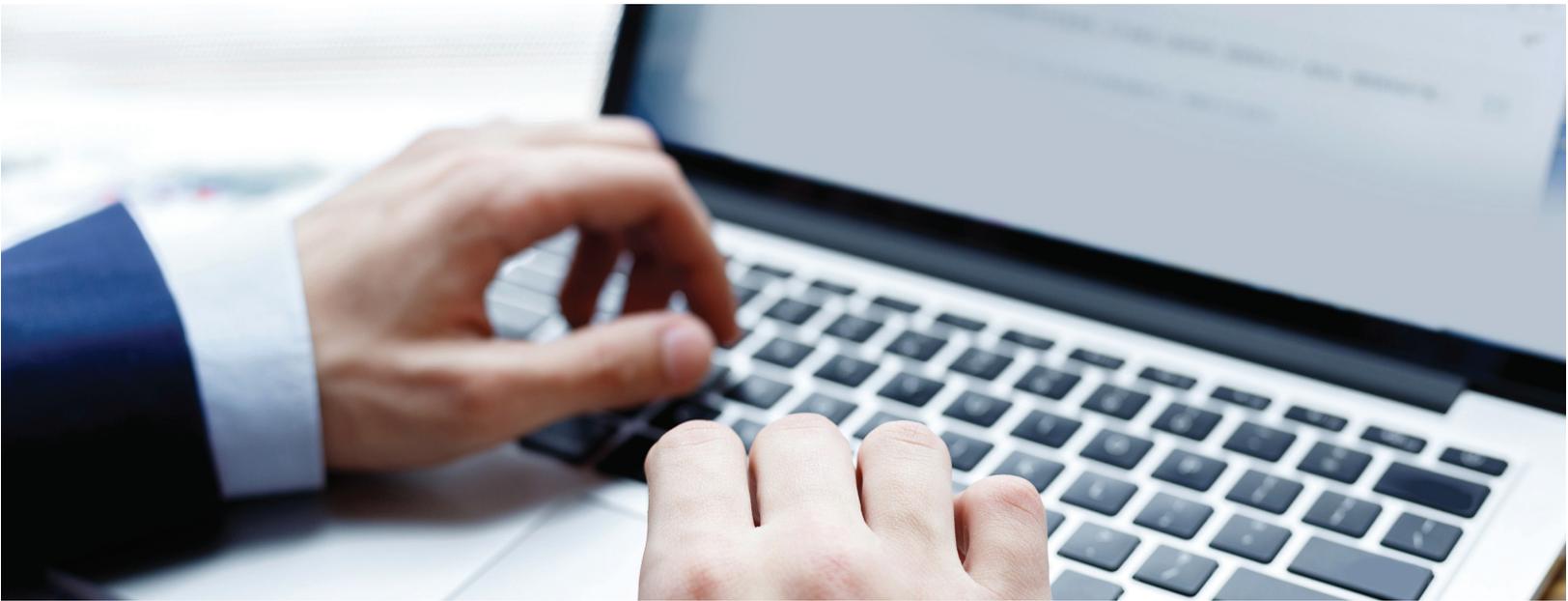
## What Are Microsoft Service Credits?

Microsoft Enterprise Agreements offer the best value to organizations that want a manageable volume licensing program that gives them the flexibility to buy cloud services and software licenses under one agreement. Within these agreements, organizations receive 24x7 technical support, planning services, end-user and technical training, as well as unique technologies with Software Assurance.

Microsoft Enterprise Agreements also give customers a certain amount of service credits so they can receive on-site expertise at a much discounted rate for their next Microsoft technologies deployment. DataBank's deployment planning consultants help customers evaluate how best to deploy an array of Microsoft solutions on-premises, in the cloud, or in hybrid environments. With flexible offerings, Planning Services can help streamline deployments with plans tailored to the needs of the organization.

### Use Microsoft Service Credits to:

- Get help building a deployment, upgrade, or migration plan tailored for your organization.
- Remove ambiguity and concerns about deployments with on-site expertise.
- Learn how Microsoft products and services fit within your environment through in-depth technology planning sessions.
- Build a custom deployment plan based on your IT environment, workforce needs, and business requirements.
- Extend your internal expertise and incorporate Microsoft best practices to help reduce risks and deployment costs.
- Demonstrate the value of your custom deployment plan and solution.



## Realizing The Value

Customers receive Planning Services vouchers as a Software Assurance (SA) benefit based on the amount spent on qualifying Microsoft products. These PS vouchers are designed to be used by certified partners like DataBank for planning the deployment of the Microsoft products. These engagements range from one, three, five, ten and 15 days with each engagement offering the necessary tools, training, and support.

### Types of engagements include:

- A **1-day** Planning Services engagement includes a Strategy Briefing, feature overview and roadmap as well as high level problem and solution statement development.
- A **3-day** engagement builds on the agenda from the 1-day engagement and includes envisioning workshops with additional technical presentations and demonstrations based on the customer interest and ending with a more detailed solution statement and implementation plan.
- A **5-day** engagement is inclusive of the 1 and 3-day engagements with more time dedicated to architecture design, guided or hands-on labs, deployment and upgrade planning.
- The **10-day** and **15-day** engagements build on the 5-day engagement with a customized agenda based on customer requirements. They may include solution design, Proof of Concepts and pilots.



- SharePoint Search
- Business Intelligence
- Applications
- Information Architecture
- Topology Planning
- Migration Planning
- Capabilities for IT Pros & Business Users

## SharePoint Deployment Planning

SharePoint Deployment Planning Services provide structured consulting engagements, delivered by Microsoft qualified partners such as DataBank, to help organizations explore deployment or upgrade options, reduce uncertainty, and plan their move to SharePoint On-Premise or SharePoint Online.

The SharePoint Deployment Planning engagement is designed to help organizations discover what's new in the platform, understand how to apply the capabilities, develop a logical architecture and create a roadmap to deployment.

## Business Processes, Simplified.

Are business processes holding you back? We can simplify the way you work to help you meet your organization's objectives—reducing costs, saving time and increasing productivity each step of the way. As North America's leading end-to-end business process solution provider, we put decades of industry experience to work for you—delivering award-winning solutions to thousands of customers nationwide, backed by a 100% satisfaction guarantee.

## Connect with a Business Process Expert

When it comes to simplifying your business processes, the first step is connecting with one of our experts to better understand how we can help. Get started now!

For more information, feel free to reach out to us at [contactus@databankimx.com](mailto:contactus@databankimx.com) or call us at **1.800.873.9426**.