MPS Presentation Highlights

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MPS Partners: What We Do

An award-winning provider of Microsoft professional services

Specializing in collaboration and integration projects, we help clients simplify the adoption, deployment and support of Microsoft platforms to maximize IT investments and deliver real value.

Everything we do is based on the premise that IT projects should be simple and successful.
MPS Partners: Why Simplified?

- MPS Partners is passionate about helping clients simplify the implementation, adoption and support of Microsoft technology.

- We have an ongoing employee excellence initiative that keeps our staff current on Microsoft’s continually evolving product line.

- We have developed standard implementation guidelines and best practices to address the infinite number of configuration options.

- We have developed a sprint-based methodology that targets rapid deliverables to help clients see results faster.
SharePoint Research Survey

- **Purpose:**
  - Assess preparedness for SharePoint 2013 adoption

- **Scope:**
  - 400 customers participated
  - 150 completed surveys
  - 60-day research duration

- **Identified:**
  - SharePoint 2010 adoption lessons learned
  - What was deployed/what was not
  - What worked/what did not
SharePoint Survey Findings

IS YOUR COMPANY SEEING THE FULL VALUE FROM SHAREPOINT?

Most businesses find value in:

SHAREPOINT 2013 USAGE TRENDS

“SharePoint 2013 promises to be the largest SharePoint release to date.”

“Our experience is that user adoption of SharePoint is far greater if the UI is modified to provide easier access.”

“Industry trends support that many business transactions are still supported by paper-based documents or multiple versions of electronic files.”

“Our experience is that electronic forms are most effective pulling ERP or CRM data.”

SHAREPOINT 2013 SUPPORT

67% need administration and set-up support

What’s the biggest challenge to bridging the SharePoint and ERP/CRM gap?

30% see time and effort to build business applications as a major hurdle

62% want simplified application integration

64% of businesses want easier report and dashboard creation

75% Knowledge Management

54% Workflow to Connect to Electronic Forms

73% Workflow for Business Process

73% Electronic Forms

56% of the companies plan to expand their SharePoint deployments in the next 6-12 months

69% indicated that SharePoint was customized to fit organizational needs before deploying

32% use it to connect to ERP/back office

Only 33% implemented SharePoint straight out of the box

28% use it to connect to CRM applications

56% stated that they adopted an “in-house or informal” training methodology to deploy SharePoint

Less than 4% found integrating SharePoint “extremely challenging”? and 18% found it “not challenging at all”

“Disaster recovery” (40%) and “site maintenance” (38%) are the two main SharePoint administration challenges

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Survey Results: Value of SharePoint Adoption

- Knowledge management is the top function for using SharePoint amongst companies interviewed

![Survey Results Diagram]

Source: IMTS Surveys; N=143

Knowledge management: 74.8%
Innovation management: 28.7%
Six Sigma or ISO document review and management: 25.9%
Legal document review: 36.4%
Proposal and quotation management: 28.0%
Master data approval for common master data: customer, products, employees: 25.2%
Contract initiation and management: 29.4%
Employee on-boarding and off-boarding: 37.1%
DND/ Not sure: 6.3%
Survey Results: Value of SharePoint Adoption

“Our experience is that electronic forms are most effective pulling ERP or CRM data.”

- 54% of the companies surveyed use Workflow to “Connect to electronic forms”
- 32% of the companies use it to “Connect to ERP / back office”

Source: IMTS Surveys; N=143
Survey Results: Value of SharePoint Adoption

“Our experience is that business process automation is having a huge impact in bridging SharePoint to ERP/CRM gaps.”

- 73% of the companies stated there are business processes in their company that could benefit from using Workflow
- The biggest challenges facing respondents:
  - Time and effort to build business applications for SharePoint (30%)
  - End-user interface (20.98%)

Source: IMTS Surveys; N=143
Survey Results: Value of SharePoint Adoption

“Our experience is that electronic forms are the most common and fastest way to automate business changes.”

- 73% of the companies stated there are application areas in their company that could benefit from electronic forms.

Source: IMTS Surveys; N=143
Survey Results: Challenges Faced and Lessons Learned

“Industry trends support that many business transactions are still supported by paper-based documents or multiple versions of electronic files.”

- 65% of the companies said they were moderately to extremely challenged in integrating SharePoint for electronic content management.

Source: IMTS Surveys; N=135
Survey Results: Challenges Faced and Lessons Learned

- “Disaster recovery” and “site maintenance” are the two main IT administration challenges companies currently face with regard to SharePoint deployment.

Source: IMTS Surveys; N=143
Survey Results: Challenges Faced and Lessons Learned

- 69% of the companies indicated that SharePoint was customized to fit organizational needs before deploying
- 78% of respondents reported that SharePoint "user experience was inadequate"
- 17.6% stated that SharePoint was "great and adequately met their needs"

“Our experience is that user adoption of SharePoint is far greater if the UI is modified to provide easier access.”

Source: IMTS Surveys; N=143
Survey Results: Challenges Faced and Lessons Learned

• Improvements and additional support sought in SharePoint 2013 to ease adoption challenges

• Ease of administration and set-up is the top improvement companies would like to see in SharePoint

• 67% of respondents need admin and set-up help

Source: IMTS Surveys; N=143
Survey Results: Plans for SharePoint 2013 Adoption

"SharePoint 2013 promises to be the largest SharePoint release to date."

- 56% of the companies surveyed plan to expand their SharePoint deployments in the next 6-12 months to enable more employees to use the environment for collaboration.
Survey Results: Challenges Faced and Lessons Learned

- 79% of the companies primarily rely on their internal staff to resolve SharePoint issues

Source: IMTS Surveys; N=143
Survey Results: Plans for SharePoint 2013 Adoption

• 56% of the companies stated that they adopted an “in-house or informal” training methodology to deploy SharePoint

Source: IMTS Surveys; N=143
Survey Results: Plans for SharePoint 2013 Adoption

“SharePoint customers surveyed have a good to better relationship with Microsoft.”

- Microsoft Account Team relationship and follow-up remains important for SharePoint 2013 adoption planning

Mean Level of Satisfaction

1 - Not Satisfied At All; 5 - Completely Satisfied

Source: IMTS Surveys; N=102-121
“SharePoint 2010 is a big, sophisticated product, so customers are adopting it relatively slowly. However, the survey results indicate strong uptake of SharePoint 2010 across all verticals and company sizes.”

“Even when proceeding step by step to bring to light SharePoint’s various features, SharePoint teams are often surprised by the difficulty of their task. 41% of respondents reported their SharePoint deployments required more time than expected.”

“However, satisfaction with SharePoint is high. Seventy-nine percent of respondents reported that SharePoint meets IT’s expectations, and 73% said the product meets their business management’s expectations.”
What Microsoft Says About SharePoint 2013

6 New Features that Enhance Business Justification for SharePoint 2013 — Microsoft TechNet Wiki

1. **Cross-site Publishing**: has been introduced. When using this feature you can store and manage content in one location and then display the content in other site collections.

2. **Changing Web Parts**: SharePoint 2013 adds a new web part that allows you to provide the same functionality as the Content Query Web Part, but includes search capability.

3. **Design Changes**: SharePoint 2013 has many new techniques that can be used to aid branding and customization of your sites.

4. **Social Features**: The list of new features in Social Enterprise include: micro blogs, activity feeds, community sites, Following, Likes and Reputations.

5. **My Site**: single document library rather than two in SharePoint 2010, and the permissions have been simplified, making it easier to share documents with colleagues.

6. **Mobility**: It is easier to access SharePoint content from a mobile device in the 2013 version.

SharePoint 2013 Solutions

- Social
  - Communities
  - Search
  - Newsfeed
  - Content Authoring
  - Expert Status
  - Like/Dislike
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• Social
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For the majority of clients who will adopt SharePoint 2013, a complex integration awaits. However, comprehensive lessons have been learned since 2010 so that with robust planning, and supported by experienced partners, decision makers can move forward with confidence to take advantage of the exciting new features offered by SharePoint 2013.

MPS Partners looks forward to helping you simplify your SharePoint 2013 integration while helping you to maximize your investment.
Questions?

CONTACT INFORMATION

MPS Partners
312.756.1760
www.mpspartners.com

Bill Topel
President
bill.topel@mpspartners.com

Annie Shelly
MPS Partners Inside Sales
annie.shelly.com