



# Mergers, Acquisitions, & Divestitures Workshop

How to approach Tenant to Tenant migrations for Microsoft 365 & Active Directory

# Key Considerations for Workplace M&A

Below are the 4 key areas of focus when executing a Workplace M&A activity with Microsoft 365



## End User Devices

### Guiding Principles:

1. Determine if legacy devices will be reused or if replacements are necessary
2. Determine any device policy differences and updates required, such as for BYOD and corporate assets
3. Determine if current device management solutions are sufficient or require updates



## Identity

### Guiding Principles:

1. Determine identity attributes, such as logons and emails based on branding decisions
2. Determine authentication methods and additional verification such as MFA
3. Establish an identity governance and administration solution



## Collaboration

### Guiding Principles:

1. Define use case scenarios for how collaboration is intended
2. Determine what components of collaboration are needed and enable only the applicable collaboration features
3. Define external sharing policies
4. Provide seamless coexistence during the integration process



## Change Management

### Guiding Principles:

1. Account for end user communications and training to improve their experience
2. Prepare the operations team and service desk organizationally as well as technically
3. Liaison with the business leads to include LOB involvement

## Program Management

# Why Avanade for your Workplace M&A



## Our Capability

- **700+** Technology strategists supporting IT in M&A
- **7,000 +** skilled security professionals
- **24,000+** certifications in Microsoft technologies (more than any other Microsoft partner)
- **500+** resources with certifications aligned to device management and security

**Microsoft 2020 Security Advisory, and Global Alliance SI Partner of the Year.**



## Our Experience

- Microsoft's **#1 M365** deployment partner
- **11+ Million** M365 seats deployed
- **10+ Million** Desktops deployed at speeds greater than **10,000 per month**
- Executed multiple complex global **M365 M&A** in excess of 100,000 seats
- Executed over **1,000+ M&A** engagements in the past 10 years

**End to end Technology Merger Integration Framework**



## Innovation and Tools

**Migration Innovations** for M365 migration programs, including:

- M&A Playbook
- Accelerate 365
- Security Playbook
- M365 Security Assessment
- Organizational Change Playbook

**Reduce cost, complexity and increase predictability of migration.**



# Our Tools, Accelerators, and Assets



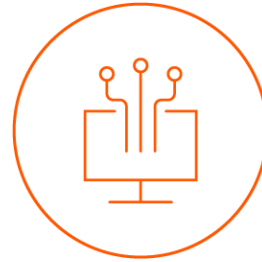
## M&A Playbook

Artifacts, tools, reference guides for performing M&A and Tenant to Tenant migrations and AD/Azure AD consolidations with Microsoft 365.



## SharePoint Insights

Automated remediation effort assessment of your SharePoint environment. SharePoint Insights will help reduce the overall cost of migration activity by unlocking optimization opportunities.



## Accelerate 365

A proprietary solution developed to automate many of the steps involved in the deployment planning and execution of a migration developed to streamline migrations and end user communications.



## OCM Playbook

Artifacts, tools, reference guides and end user communications templates to accelerate the execution of a successful Change Management campaign during the M&A



## ARROW

Accenture Remote Resolution Online Workforce solution provides a scalable end user support and adoption solution to provide additional support to end users during the transition phase. Resulting in 90%+ issue resolution & 50% improvement in customer satisfaction



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