Microsoft

SHARPTEK

EMBRACE THE CLOUD

Microsoft Teams for Professional Services

Microsoft Teams

Overview

- Csharptek is an end-to-end IT and cloud solutions-driven company based out of Ranchi, Jharkhand, India, and helps organizations/individuals solve their technological problems.

- Csharptek is an ISO 9001:2008 certified web/mobile app development company. It has ten years of rich experience in the data cloud solutions field.

- As an outsourced software service provider, we have expanded our footprint not just pan-India but in the international arena, too.

- Csharptek is a full-fledged software development and consultancy company in India, with an affinity for leveraging cloud-based platforms.

- We carefully analyze the requirements of the business and develop systems to help optimize the business, digitally.

- From modern and responsive web-design to strategically developed mobile and web applications are done here.

- We specialize in Microsoft & Cloud based Web Applications, Open-Source Applications, Mobile Applications, Native Android/iOS Apps.

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OUR MISSION

OUR VISION

Our aim is to solve sector-specific problems across devices, apps, and infrastructure using proven expertise in AI, MI, IoT and cloud solutions-driven.

OUR MISSION

To build the technology or cloud operation which is most convenient, secure, cost-effective for the clients.

OBJECTIVES

To provide our client with best services and consultancy in given timeline. To dominate the world of digital transformation.

CHARPTEK

Find out how Microsoft Teams can enable personas across every major function and role in your organization to effectively navigate through daily high value scenarios with ease and confidence.

Business Development & Client Relationship

- Pursuing New Client Relationships
- Executing an RFP Proposal
- Hosting a Design Thinking Workshop for a Client
- Documentation and Post-Workshop Feedback

Project Management and Delivery

- Establishing Teamwork with a Plan
- Task Optimization and Presenting to the Steering Committee
- Coordinating with Team to Fix a Bug in Development
- QA Process for Testing a High-Priority Bug

Planning & Strategy (Headquarters)

- Review of Hiring Process by HR Leadership
- Mid-Month Sales Pipeline Report
- Coordinating Disaster Response Preparedness

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Human Resources

- Strengthening the Workplace Community
- Employee Engagement
- New Employee Training
- Talent Acquisition
- Review of Hiring Process by HR Leadership
- Onboarding Challenges Made Easy
- Competency and Compliance Training

Sales

- Building a Sales Summary
- Directing the Employee Path to Expertise
- Preparing for a Monthly Review
- Forecasting Sales and Conducting Gap Analysis
- Identifying and Closing a Major Sales Opportunity

Marketing

- Introducing a New Route in the Network
- Preparing for World Series
- Pop-Up Kiosks
- Monitoring Negative Responses

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Information Technology

- Inventory Tracking
- Firmware Updates
- Troubleshooting & Repairs Tickets
- Developing a Mobile Application
- Bug Management

Finance & Accounts

- Planning Budget for Holiday Giveaways
- Budget Approval
- Reliability and Serviceability
- Tracking Milestones for Invoicing and Payments

Business Development & Client Relationship

Check out how Project Leads and Delivery Managers can use Microsoft Teams to keep business operations running efficiently and address unexpected situations with confidence.

Business Development & Client Relationship Superpowers in Teams

Capabilities and features used…

- Schedule meetings using synced calendars or a meet now feature
- Participate in instant, open-channel communication
- Store documents within a cloud-enabled repository using Files section or channel tabs
- Create and co-author documents, spreadsheets, presentations and more in the cloud with Office 365
- Channel tabs for everyone to stay on the same page
- Help securely collaborate with teammates on multiple projects from within a single environment

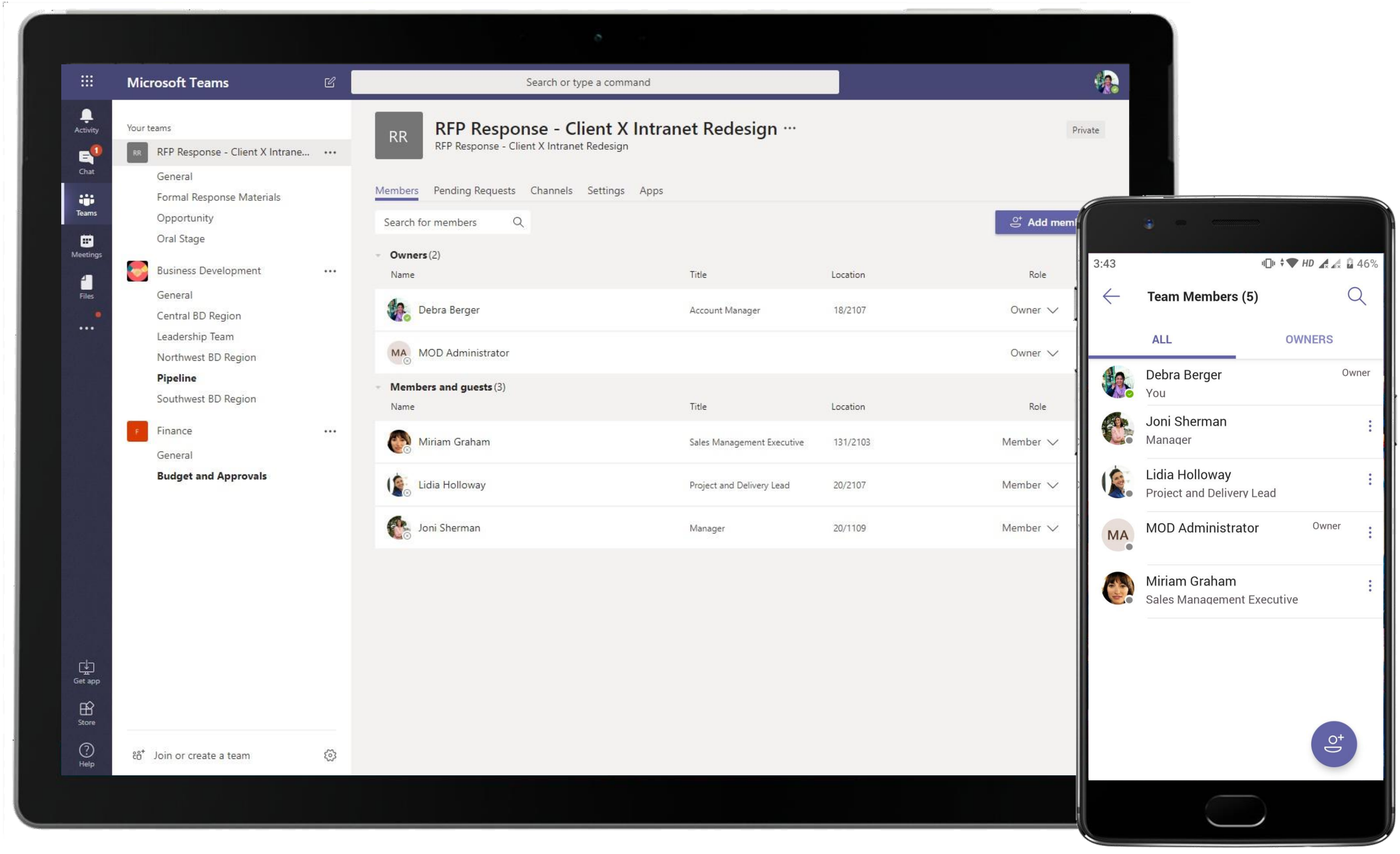
Apps that enable an immersive experience in Teams

Word, Excel, PowerPoint, OneNote, Asana, monday.com

Forms, Power BI, Lucidchart, Trello, Shifts, MURAL

Smartsheet, Presentations AI, Teamwork, Adobe Sign, Tasks by Planner and To Do, Communities

Microsoft



The team assembles for the RFP response and collaborates in a private channel, where information is exchanged and decisions are taken in real time - keeping all relevant stakeholders in loop.

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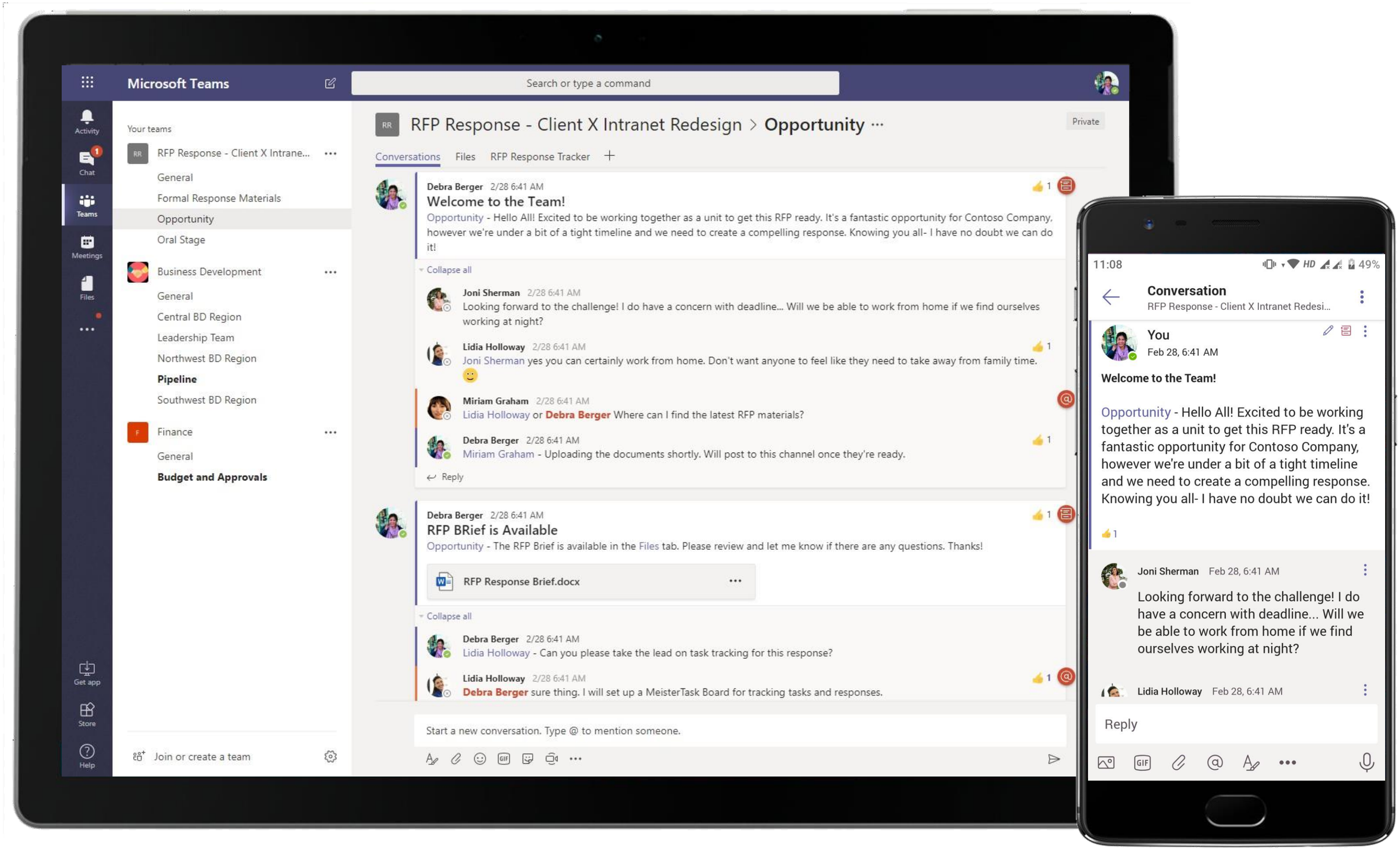

The Account Manager sets out the RFP proposal details and introduces team members to the task at hand. Team members react to the news, while engaging in productive chatter.

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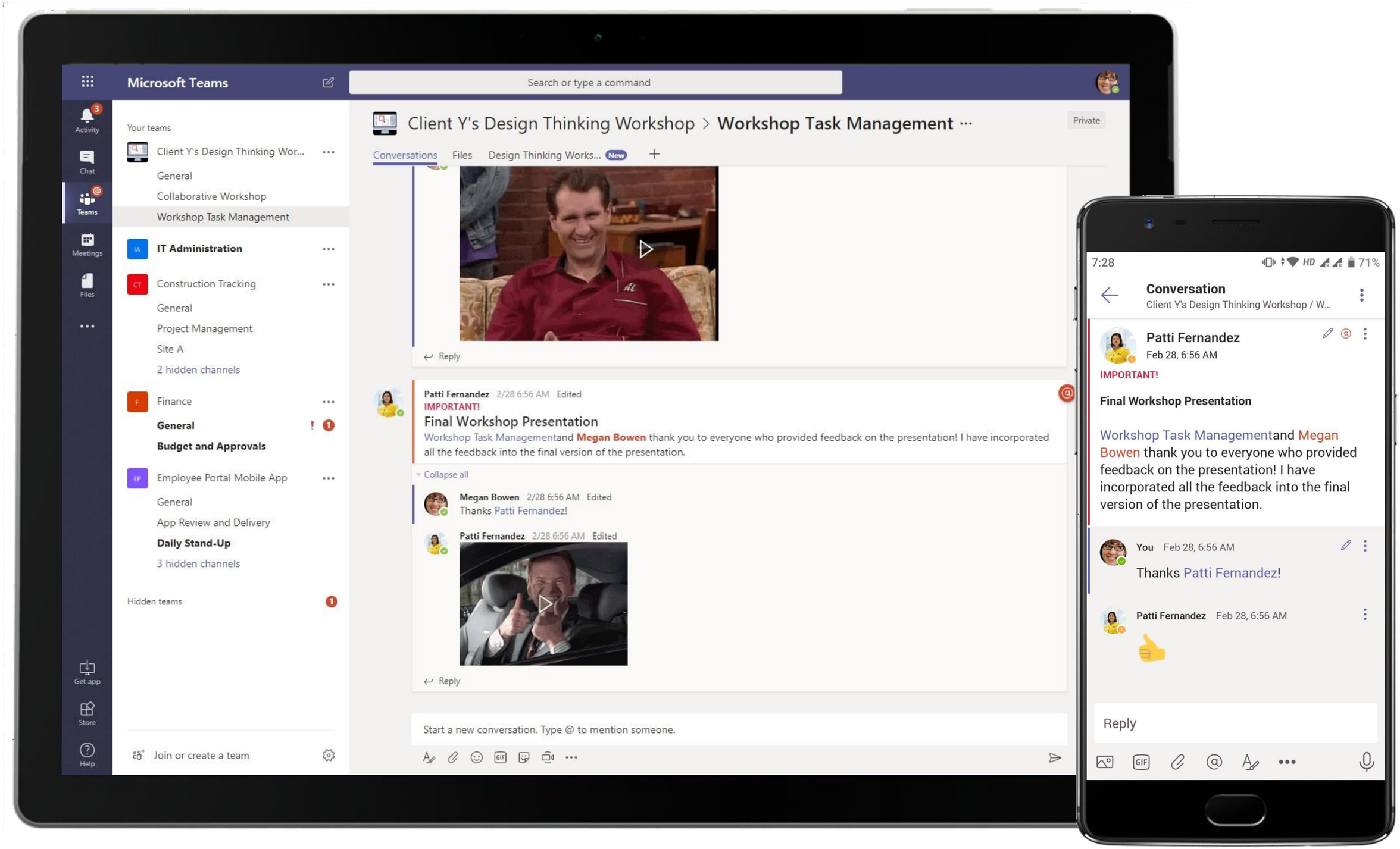

Relying on channel conversations to work with each other, team members quickly rally together to build the workshop presentation.

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Project Management and Delivery

Check out how Project Analysts, Project Leads and Delivery Managers can use Microsoft Teams to keep business operations running efficiently and address unexpected situations with confidence.

Project Management and Delivery Superpowers in Teams

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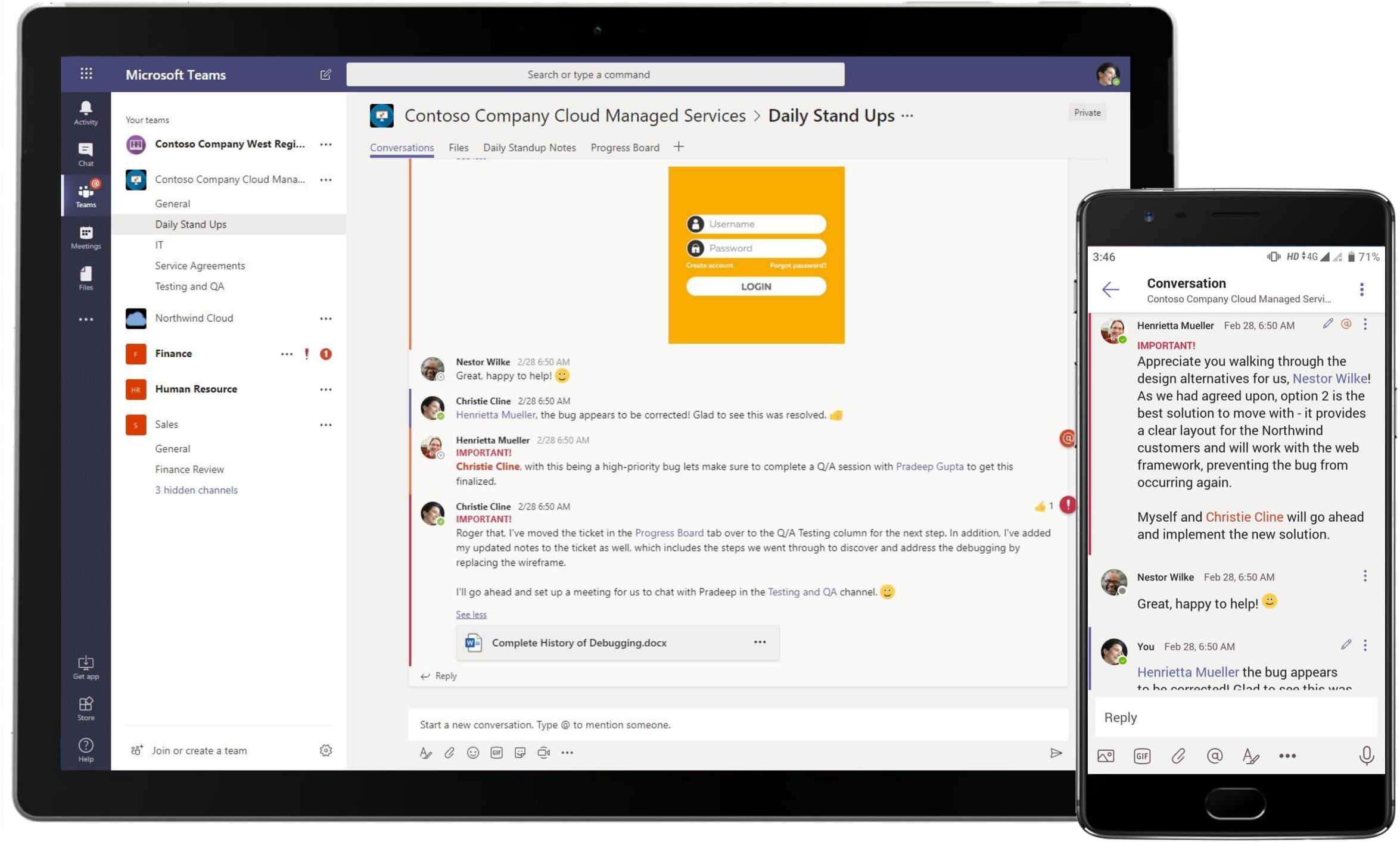

Begin conversations with team members and pull them into the discussion with @mention tags. The Analyst marks her message important, turning the channel's focus on her post.

Planning & Strategy (Headquarters)

These scenarios will illustrate how Teams can help leadership team and executives, involved in planning and strategizing business objectives, communicate effectively to ensure positive business outcomes.

Planning & Strategy Superpowers in Teams

Capabilities and features used…

- Participate in instant, open-channel communication
- Store documents within a cloud-enabled repository with Files
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Sales

These scenarios will illustrate how Teams can help different Sales roles in quickly turning data into actionable insights, automating manual and repetitive processes and driving better decisions through collaboration.

Sales Superpowers in Teams

Capabilities and features used…

- Organize quick, open-channel communication
- Store documents within a cloud-enabled repository with Files
- Real-time, contextual file sharing and co-authoring
- Help securely collaborate with teammates using familiar applications all in a single place

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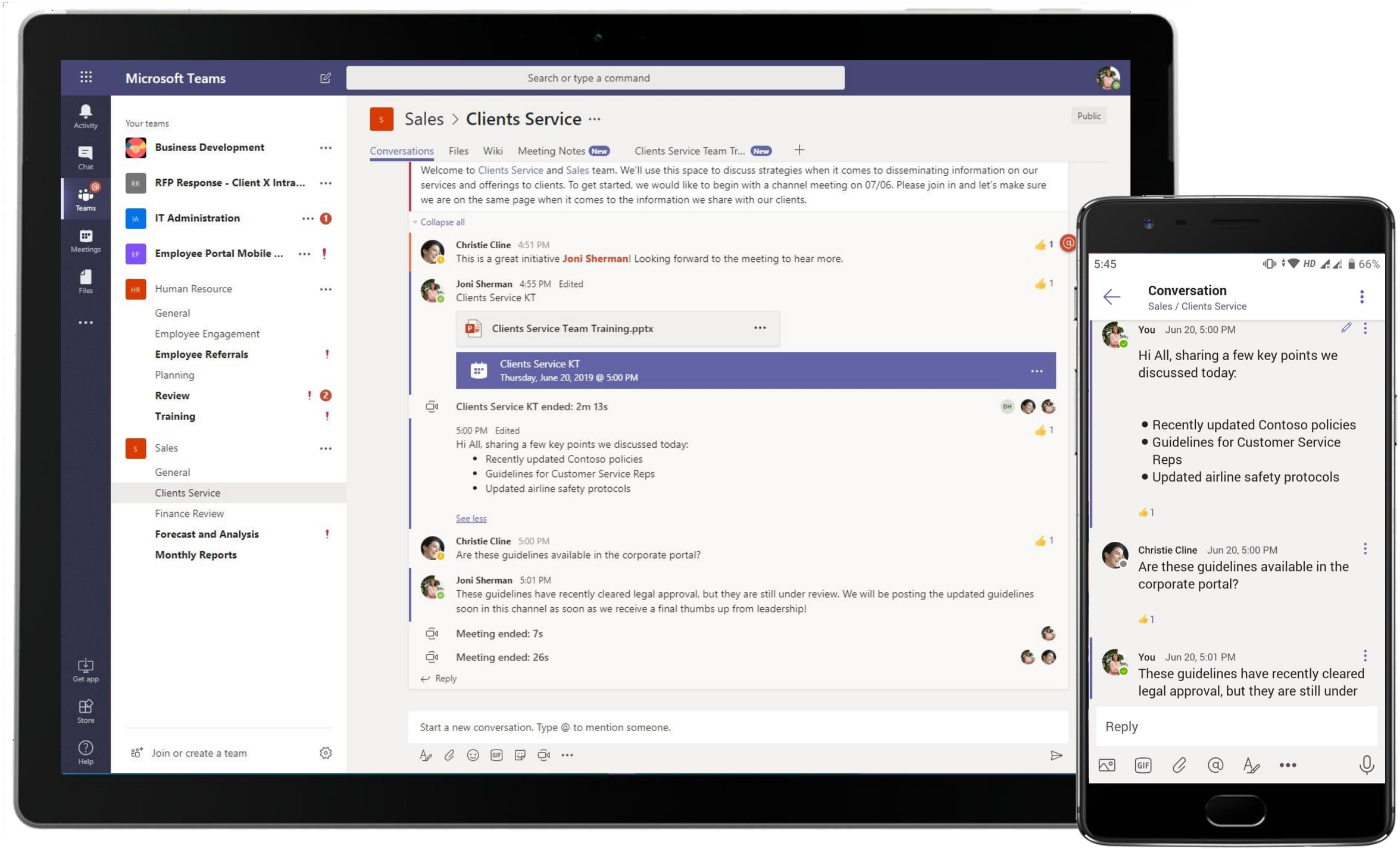
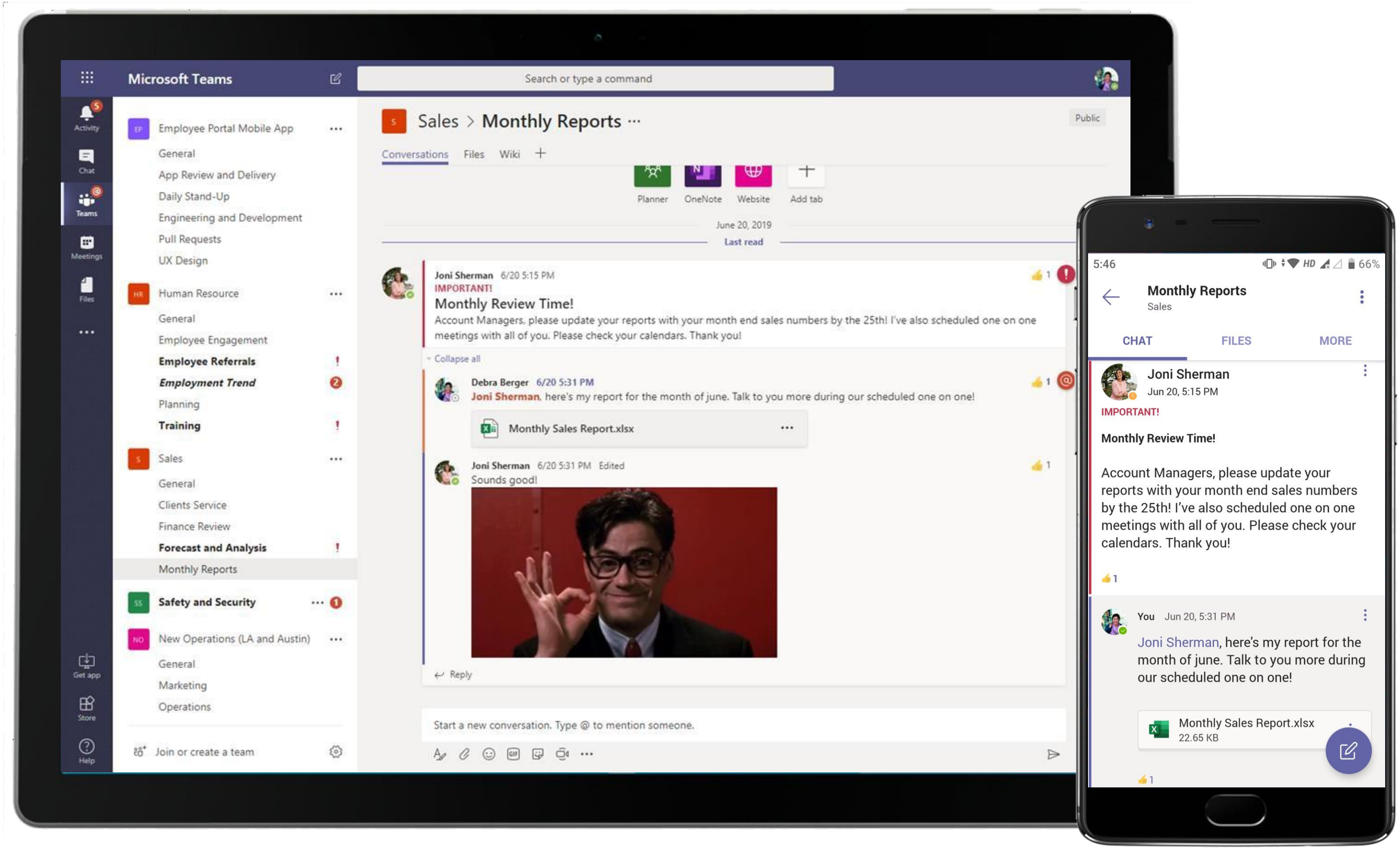


The conversation thread allows the Account Manager to come back to clear her questions and receive a prompt response from the Sales Manager.

Sales - Preparing for a Monthly Review



An exclusive channel for members of a team who collaborate regularly helps maintain a history of past communications to refer to instantly, while keeping the newest conversations and files accessible.

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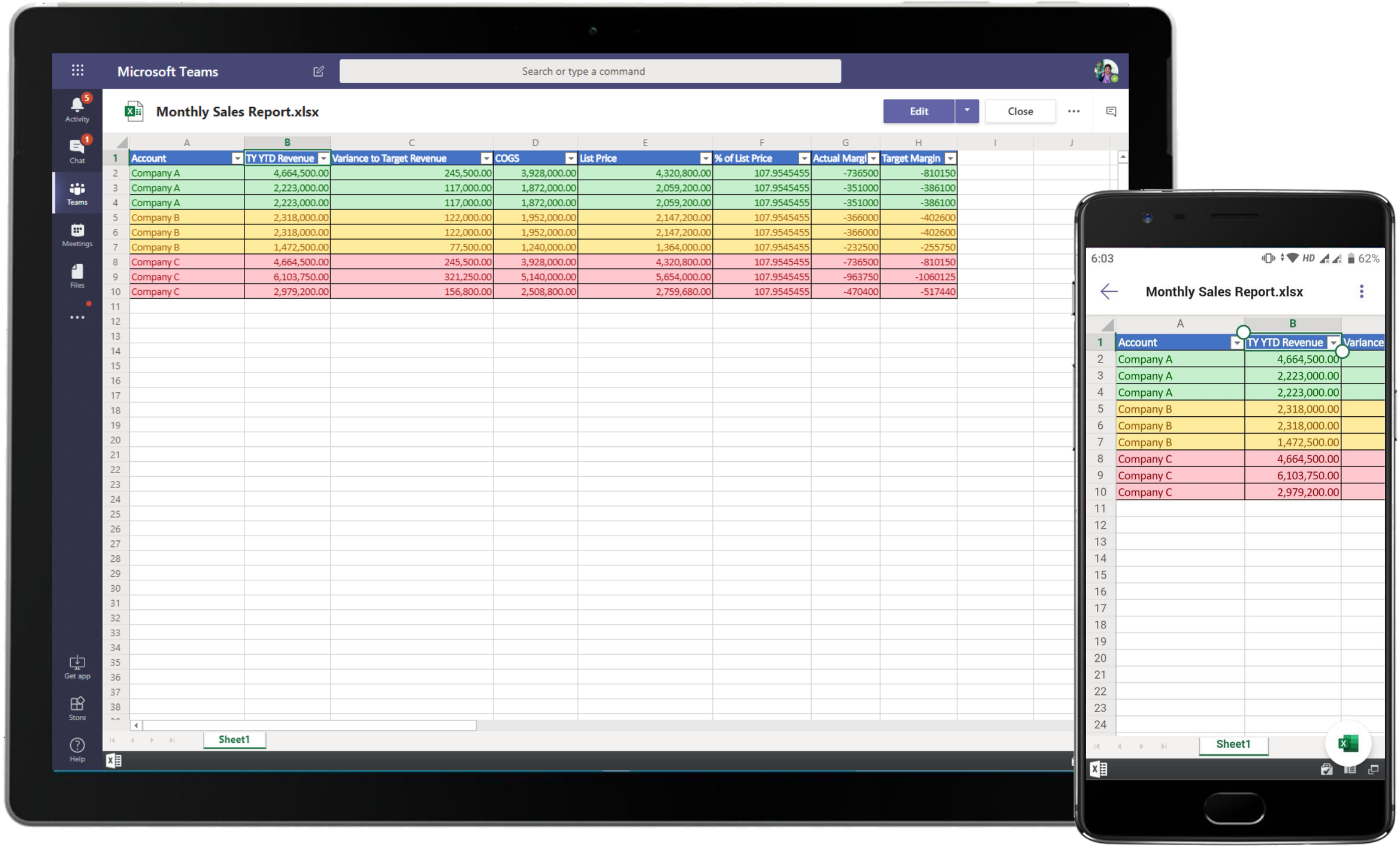

Account	TY YTD Revenue	Variance to Target Revenue	COGS	List Price	% of List Price	Actual Margi	Target Margin
Company A	4,664,500.00	245,500.00	3,928,000.00	4,320,800.00	107.9545455	-736500	-810150
Company A	2,223,000.00	117,000.00	1,872,000.00	2,059,200.00	107.9545455	-351000	-386100
Company A	2,223,000.00	117,000.00	1,872,000.00	2,059,200.00	107.9545455	-351000	-386100
Company B	2,318,000.00	122,000.00	1,952,000.00	2,147,200.00	107.9545455	-366000	-402600
Company B	2,318,000.00	122,000.00	1,952,000.00	2,147,200.00	107.9545455	-366000	-402600
Company B	1,472,500.00	77,500.00	1,240,000.00	1,364,000.00	107.9545455	-232500	-255750
Company C	4,664,500.00	245,500.00	3,928,000.00	4,320,800.00	107.9545455	-736500	-810150
Company C	6,103,750.00	321,250.00	5,140,000.00	5,654,000.00	107.9545455	-963750	-1060125
Company C	2,979,200.00	156,800.00	2,508,800.00	2,759,680.00	107.9545455	-470400	-517440

The Account Manager submits her report in the channel using Excel. This spreadsheet is stored in a cloud-enabled repository with Files.

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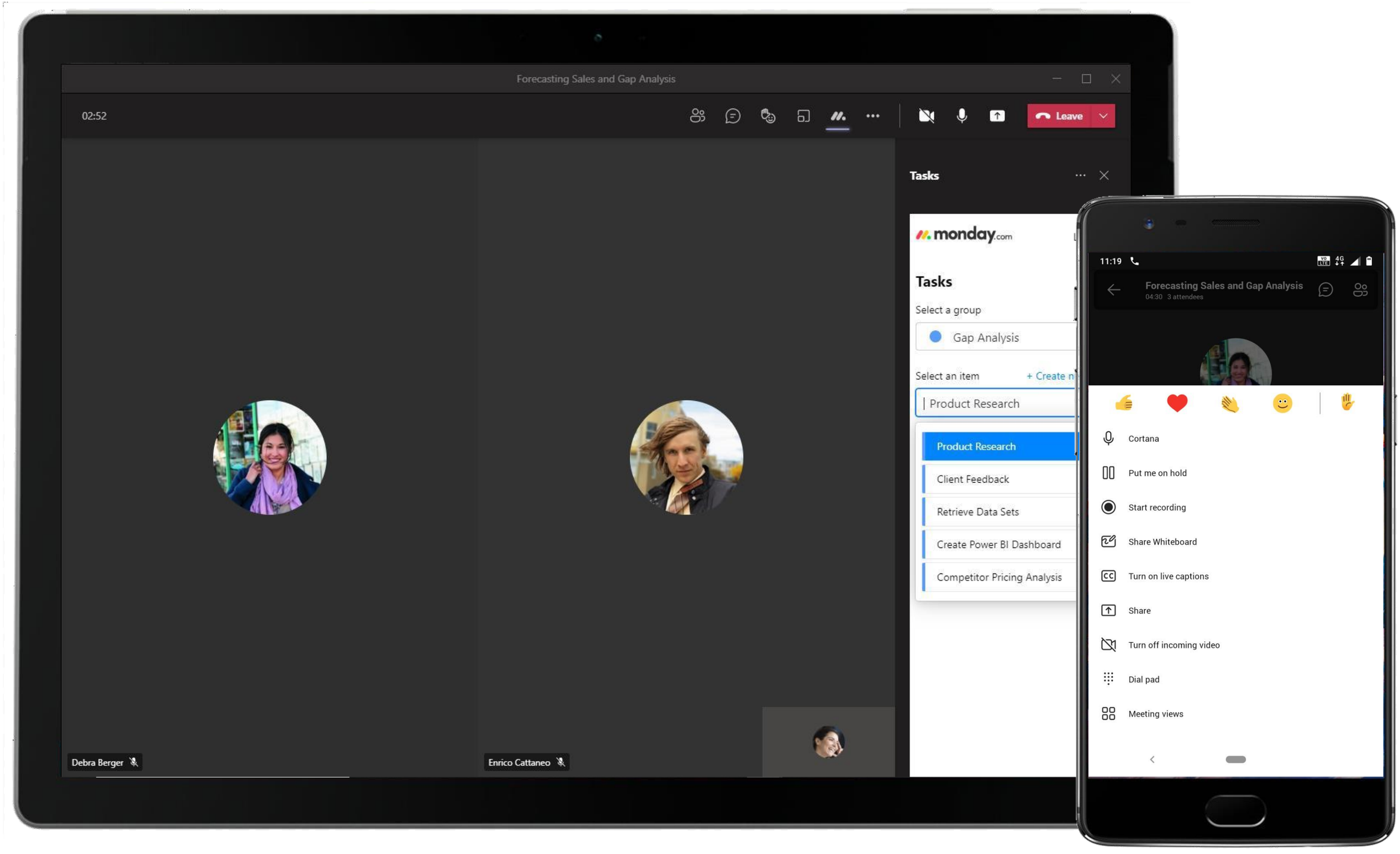
Sales - Forecasting Sales and Conducting Gap Analysis



Leverage project management capabilities to track work items and clear blockers seamlessly in meetings. monday.com offers a wide range of project management capabilities – discuss task status and make quick updates to status and timeline within the meeting context for efficient project management.

Marketing

Check out how different marketing personas in your organization ranging from Marketing Manager to Social Media expert can boost daily productivity using Microsoft Teams.

Marketing Superpowers in Teams

Capabilities and Features used…

- Protected, shared spaces for conversation and business deals
- Hold remote presentations over protected video conferences
- Open channel communication with Microsoft Teams
- Build reports, documents and presentations online with office applications
- Schedule meetings through synced calendars

Apps that enable an immersive experience in Teams

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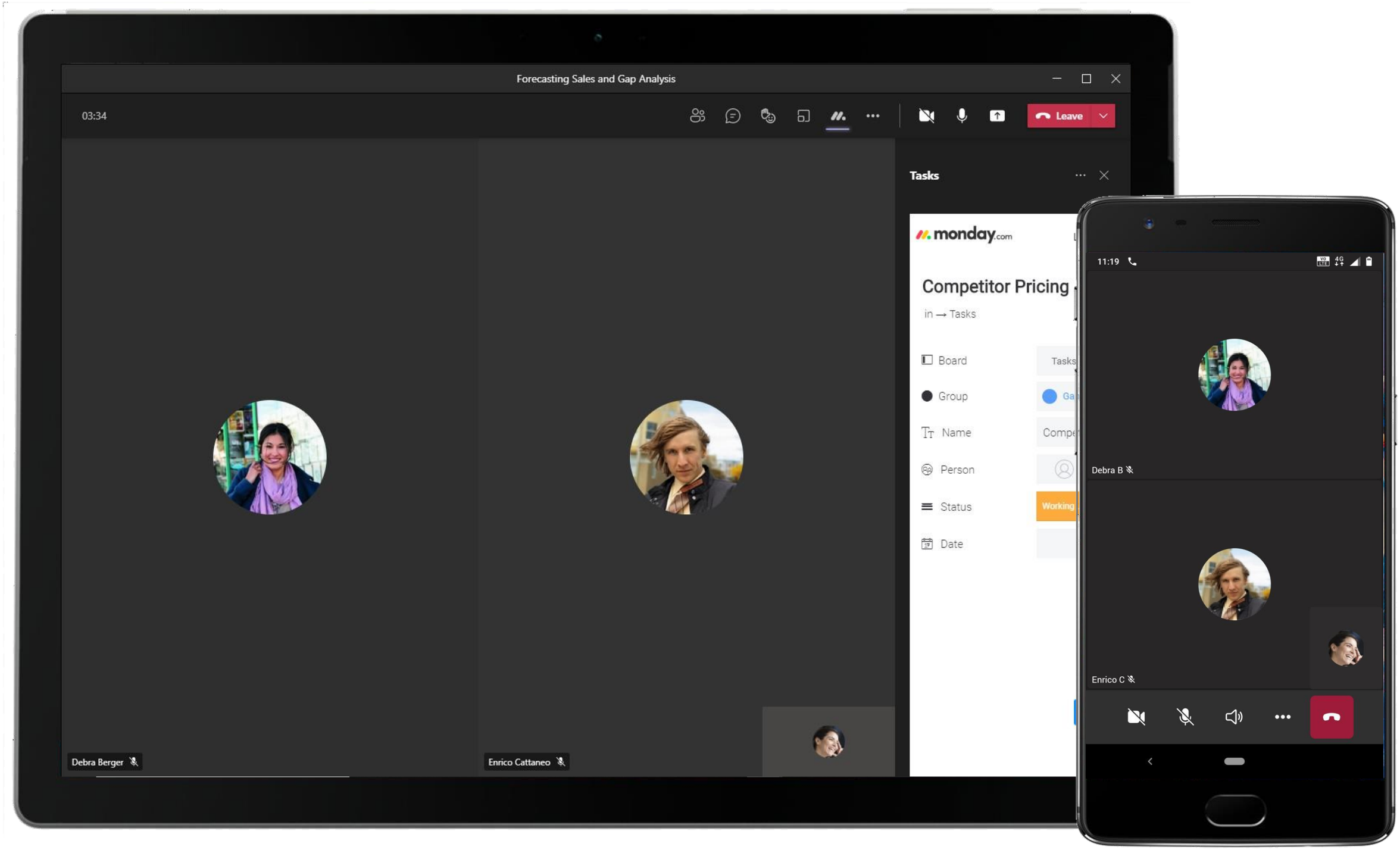

monday.com in meetings makes it easy for meeting participants to create tasks, discuss them, track progress, and more without leaving the meeting interface. This makes it easy for the meeting participants to maintain context during discussions.

Information Technology

These scenarios will illustrate how Teams can help the IT team communicate effectively to ensure positive business outcomes.

Information Technology Superpowers in Teams

Capabilities and Features used…

- Participate in instant, open-channel communication
- Store documents within a cloud-enabled repository with Files
- Real-time, contextual file sharing and co-authoring
- Channel Tabs for everyone to stay on the same page
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Finance & Accounts

These scenarios will illustrate how Teams can help different Finance roles in quickly turning data into actionable insights, automating manual and repetitive processes and driving better decisions through collaboration.

Finance & Accounts Superpowers in Teams

Capabilities and Features used…

- Hold remote presentations over protected video conferences
- Participate in instant, open-channel communication
- Store documents within a cloud-enabled repository with Files
- Real-time, contextual file sharing and co-authoring
- Channel Tabs for everyone to stay updated
- Help securely collaborate with teammates on multiple projects from a single environment

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HARP TEK | Microsoft Teams

Ready to change?

aka.ms/goTeams

Testimonials

Microsoft

Testimonials

Insurance Software Development for Insurance Company

" They think hard about how to deliver what we want in the best manner possible"

Custom Software Dev for Business Consultancy Company

"They are talented, flexible in staffing and time management, and adapt easily to procedures and style of work."

Custom Software Dev for Intellectual Property Company

"The quality of the work was always very good, and errors are quickly corrected"

HARP TEK

Why Choose Csharptek

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Why Choose Csharptek?

Experienced Development Team: Skilled professionals with a proven track record.

Cutting-Edge Technologies: Embracing the latest tools and frameworks.

On-Time Delivery: Committed to meeting project deadlines.

Seamless Communication: Regular updates and transparent collaboration.

CSHARPTEK

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THANKS!

Do you have any questions?

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Thank you for considering Csharptek for your Microsoft Teams needs. We are excited to partner with you and bring your ideas to life!

Contact us to discuss your Microsoft Teams needs and get a free consultation. Our team is eager to turn your ideas into reality!

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