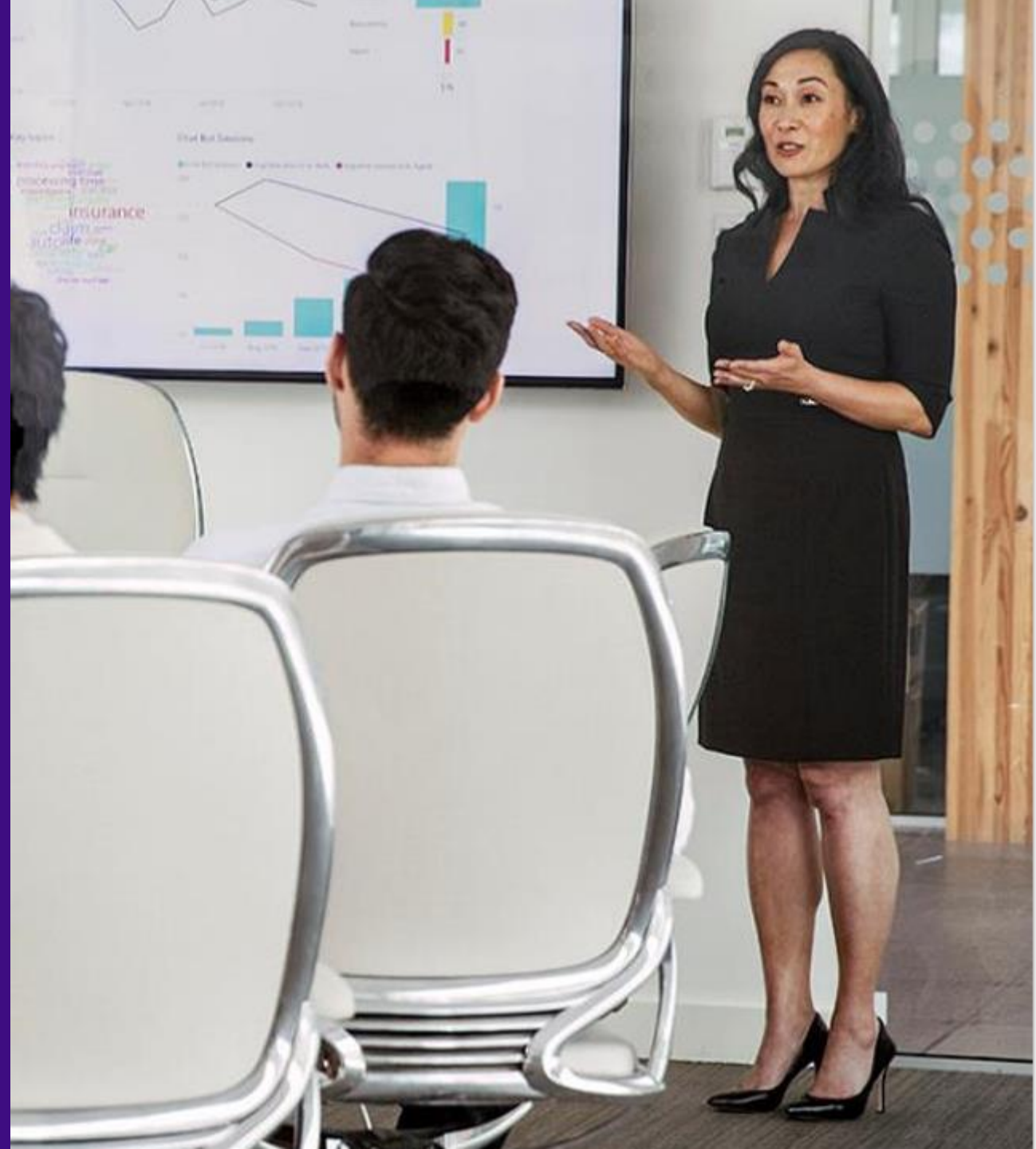




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# EXAPROBE

Microsoft Teams Assessment



### 3 main phases



Conduct workshops to gather current organization, processes and architecture and to draft expectations, stakes and constraints..



Share and adjust through many sprints the target solution following many axes  
Move gradually towards the target solution  
Deliver high level design, list of deliverables, prerequisites and assumptions  
Define the project planning  
Provide a TCO for the selected solution



Final presentation  
Realize a Proof of Concept of the target solution  
Set up a showroom representing the use cases provided by the target solution



# Description

The following workshops will be conducted during this phase:

- **Technical Workshops**

- Telephony workshop to define:

- The current global telephony architecture including monitoring & administration tools
- Telephony Quality of Service policies
- The current redundancy / Disaster Recovery
- The current Telco type & provider
- Numbering plan, DID per site and region The current telephony features

- Videoconferencing workshop :

- Identify the current videoconferencing architecture (internal & external one)
- List the current Video endpoints
- The current videoconferencing features

- Microsoft O 365 workshop to define:

- Teams Domains, tenants
- Current DNS records/ workstations environment/ Microsoft licenses

- Security & Network workshop to identify :

- The global topology network
- WAN/Internet access for the global site



## Description

The following workshops will be conduct during this phase:

- **Functional & Service design Workshops**

- Functional workshop to define:

- The current videoconferencing user experience (scheduling, joining, internal vs external access)
    - The current audioconferencing user experience (scheduling, joining, available DID)
    - User profiling (personas definition)
    - Open discussions about the target business needs, user experience for audio and video conferencing, telephony

- Service design workshop :

- To gather current organization, processes and architecture and to draft expectations, stakes and constraints..

Site Name	Number of Users ☒				Current Devices		Current WAN Network Connectivity	Current Internet Connectivity	Current Simultaneous PSTN Calls	Provider access type (T0, T2, ..)	Local PSTN backup needed
	Profile 1	Profile 2	Profile 3	Profile 4	IPPhone	Analog Devices					
Bucharest	200	100	50	575	200	58	60 Mbps	200 Mbps	60	2 T2	Yes

Example of site survey file



## Description

### Analysis encompass 3 sprints:

#### ❖ Sprint 1 : Overview

This first sprint aims to share first orientations with a global idea on main technical solutions and provide an overview of:

- Microsoft Teams (Cloud) solutions.
- Videoconferencing solutions & interoperability with Microsoft

These workshops allow making an analysis of weaknesses and strengths of the target situation and establishing risks to do and not to do

#### ❖ Sprint 2 : Technical scenarios & migration strategy

- Present first study results following the previous sprint in order to share outcomes and adjust the target.
- Conduct workshops to:
  - ✓ Present target functional architectures
  - ✓ Define prerequisites
  - ✓ Use cases analysis
  - ✓ Identify migration strategies
  - ✓ Analysis of migration strategy and identify risks: functional, technical and change management

	Methodology use case	Pros	Cons
Many waves migration	<ul style="list-style-type: none"><li>▪ New Solution setup or new feature with high impact on end-users</li><li>▪ Solution change with long project and impacts on processes and end-users</li></ul>	<ul style="list-style-type: none"><li>▪ Reduce the project risk : Test migration on a first small scope, gather feedbacks and then adjust and deploy.</li></ul>	<ul style="list-style-type: none"><li>▪ Selecting the right scopes/waves could be difficult</li><li>▪ Users will potentially use 2 solutions</li><li>▪ The 2 solutions should be managed in parallel</li><li>▪ Data synchronization should be setup between the 2 solutions</li><li>▪ Longer project</li></ul>
One shot migration	<ul style="list-style-type: none"><li>▪ Technical projects with no significant change for end-users</li><li>▪ Upgrades (No solution changes)</li></ul>	<ul style="list-style-type: none"><li>▪ Reduce cost and timeline</li><li>▪ Avoid confusion for users as 2 interfaces are available</li><li>▪ Avoid potential conflicts between the 2 solutions (provisioning, reconciliation, ...)</li></ul>	<ul style="list-style-type: none"><li>▪ Any impact on users should be analyzed before the go-live.</li></ul>

*Migration strategy example*

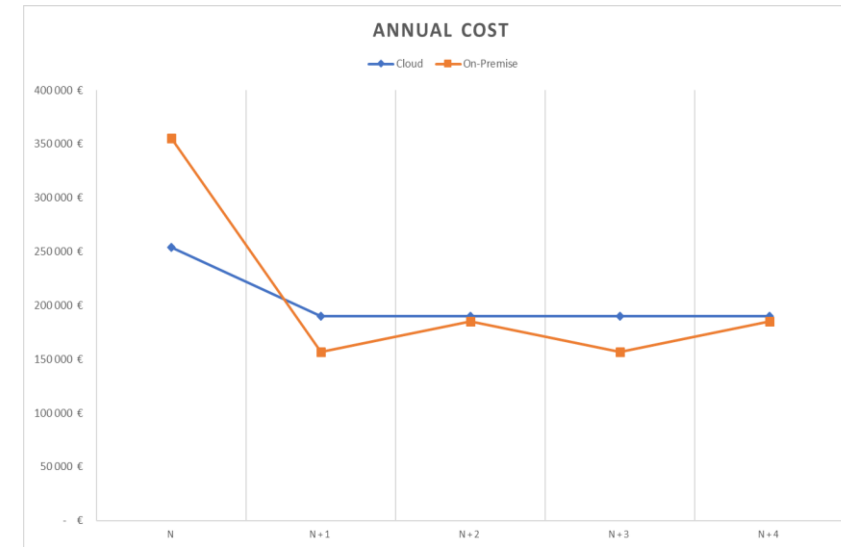
# Our approach – Analyze & Recommend



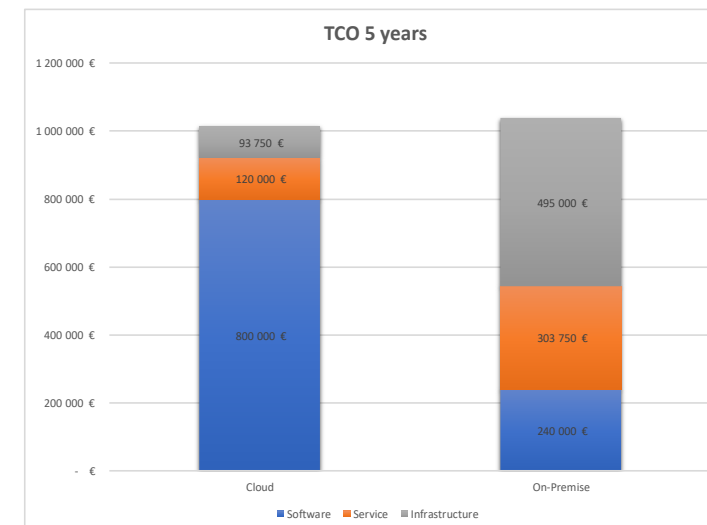
## ❖ Sprint 3 : Project scope & TCO

- Deliver general design dossier, list of deliverables, prerequisites and assumptions
- Define technical architecture to setup.
- Provide a workload estimation with respect to all gathered inputs (migration strategy, selected technical solution, use cases, project organization and methodology, etc)
- Draft the project planning
- Provide 3 and 5 years TCO for the selected technical solution

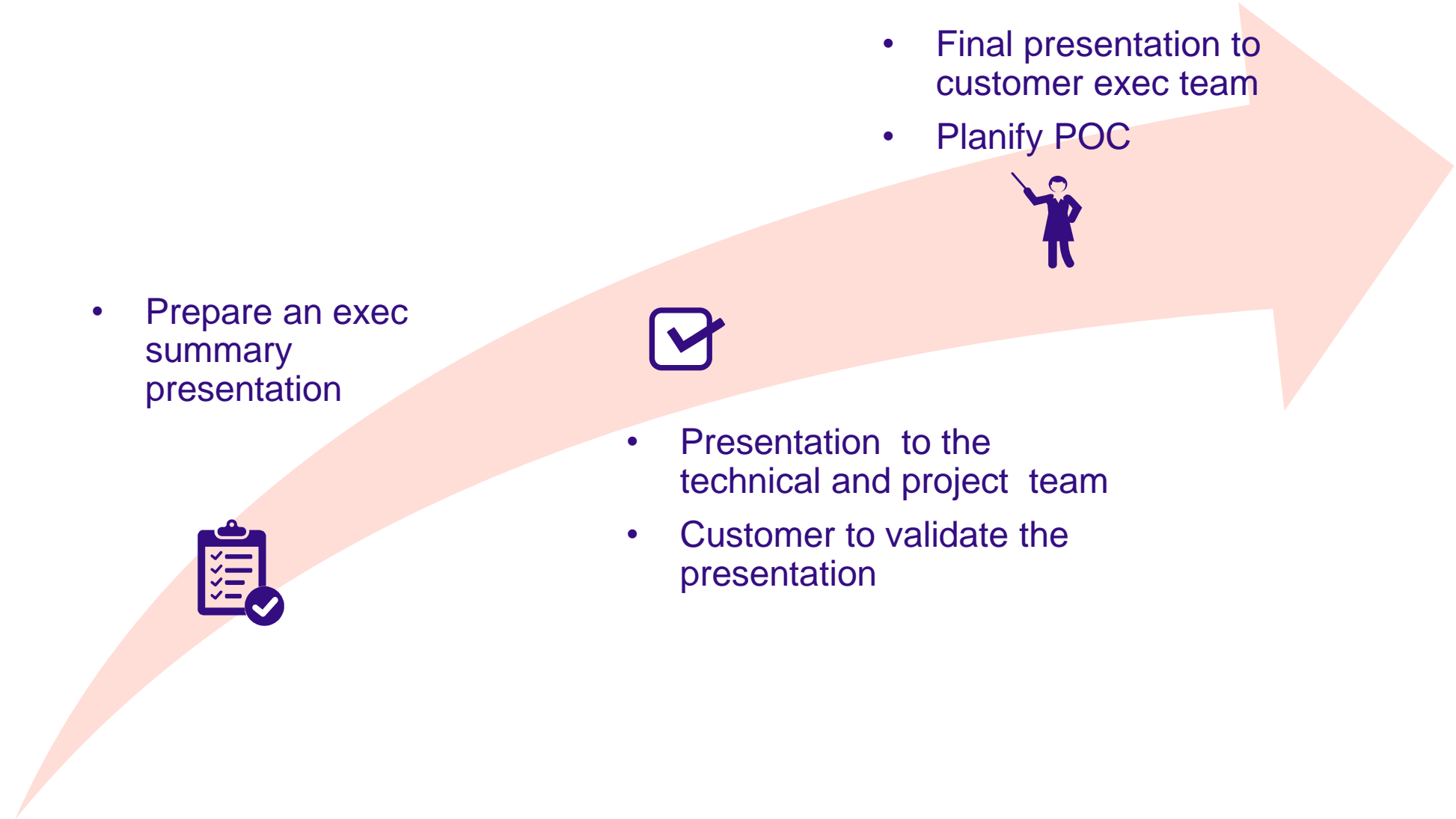
*Example of TCO analysis made for On-premise Solution and Cloud Solution*



Cloud vs On-Premise	Cloud	On-Premise
Software	800 000 €	240 000 €
Service	120 000 €	303 750 €
Infrastructure	93 750 €	495 000 €
<b>Total</b>	<b>1 013 750 €</b>	<b>1 038 750 €</b>



**This last sprint will be ended with a final presentation**



- Prepare an exec summary presentation



- Presentation to the technical and project team
- Customer to validate the presentation

- Final presentation to customer exec team
- Planify POC



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Accelerating your digital journey



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