

COLLABORATION

- Enabled by Microsoft SharePoint Online!
- Multi-User Co-Authoring
- Document Version Control
- Create Sites to share, find, and organize critical information and documents!

Inside this issue:

COLLABORATION —Enabled by SharePoint Online	1
CloudBreakingNews:	2
• CloudStrategies Names Gil Bautista Vice President of Sales	
To Cloud or Not to Cloud:	3
• Managing Mobile Devices in the Cloud	
CloudCalendar: Upcoming Events	4
CloudCaseStudy: Kirtley Cole Associates	5

Motivational speakers often remind us that “TEAM” stands for “Together Everyone Achieves More” and indeed this is the heart of true collaboration. Enabling and empowering people to work more closely together more easily is a powerful way to increase productivity.



Microsoft SharePoint Online, part of the Microsoft Office 365 suite, includes powerful tools and processes that help your team collaborate in new, more efficient ways. Gone are the days of emailing a document to colleagues for comments and then struggling to incorporate all the different changes received.

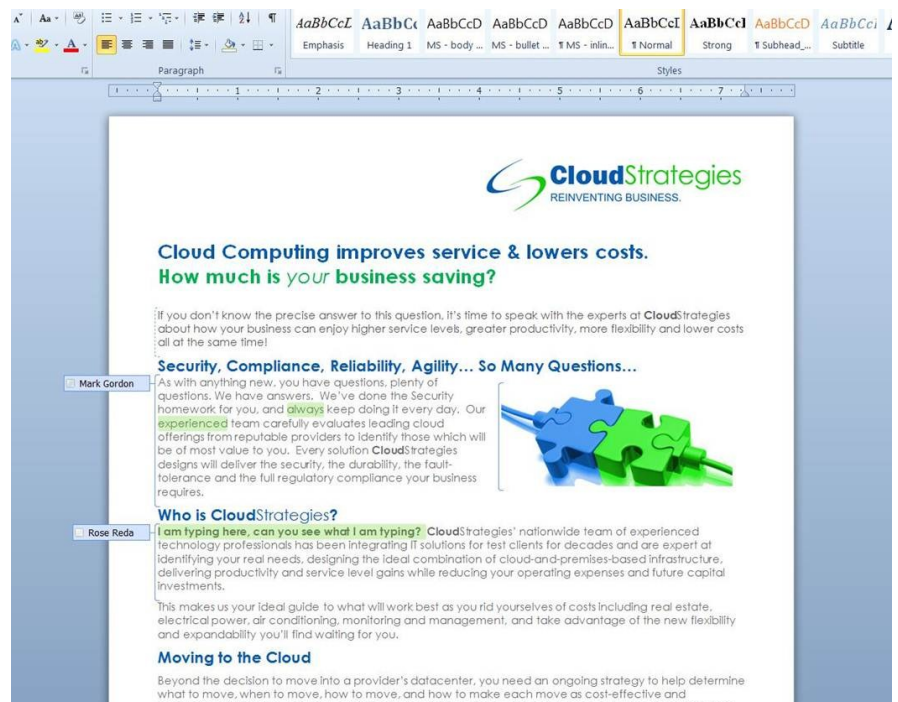
People Working Together From Wherever They Are

Lync, the communications component of Microsoft Office 365, allows your team members to easily communicate with each other from wherever they are via voice, video, screensharing and more. SharePoint Online takes this collaboration many steps further by adding a wealth of tools to enable:

- Co-Authoring which enables many users to work on the same document **at the same time...**
- Team Sites for the easy sharing of files
- Check-in/check-out of documents to assure that only one author is working on any given document at a time
- Version Control to preserve previous versions without manual intervention

Co-Authoring by Multiple Users

Whether working on an Excel spreadsheet, a PowerPoint presentation or a written document in Microsoft Word, several users can each work on different sections of the same document at the same time. In the example above you can see the names of 2 authors who are both working on different paragraphs of the same document. Both of these users simply opened the same document from their SharePoint site and can now see each other’s updates while working together. Many more authors can join in as well.



(continued next page)

CloudBreakingNews

CloudStrategies Names G.S. (Gil) Bautista, Jr. Vice President of Sales



CloudStrategies has named G.S. (Gil) Bautista, Jr. to lead its growing national sales team as Vice President of Sales. Pete Zarras, CEO of CloudStrategies said “We’ve been talking with Gil for quite some time about joining our team and we’re thrilled that he has decided to do so. His extensive experience, most recently managing global accounts for Microsoft, will dramatically augment and drive our growth.”

G.S. (Gil) Bautista, Jr.

Mr. Bautista has served over 25 years in both leadership and management roles in areas of marketing, sales, and consulting services. He has successfully developed and executed global go-to-market strategies, structured and implemented various integrated solutions in the retail, wholesale distribution, manufacturing and financial services industry segments, and has deep experience in, and a successful track record of applying technology to optimize business processes.

His career began with the IBM Corporation focused on retail, banking and finance companies. He continued his career with Vertex Interactive leading a \$30M software solutions division, and then on to Symbol Technologies/Motorola developing a global go-to-market strategy for automatic data collection and RFID technology. He served as the Global Managing Director at Microsoft responsible for the worldwide relationship with the General Electric Company.

COLLABORATION (continued from page 1)

Team Sites

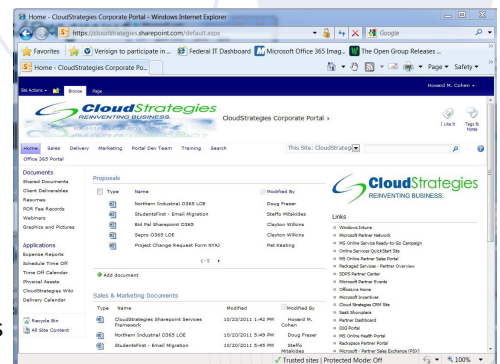
With SharePoint Online, teams can create their own sites to help them create, share, and manage documents in real-time, manage projects, share group calendars and enable group communications from right within SharePoint. This eliminates hunting for documents on file shares or circulating them in email. Users simply create libraries to organize information and documents.

Check-In/Check-Out

Some teams prefer to work on documents by themselves, then submit them for review and comment or edit. Sometimes, though, more than one editor makes changes to the same document, resulting in some of those changes being lost. SharePoint Online allows each editor to check out a document. No other editor can make changes to that document until it is checked back in.

Version Control

Without versioning control, users need to remember to rename their documents to preserve earlier versions. This can be important when you want to “roll back” to an earlier version. SharePoint Online can automatically save the earlier version of your document every time you save it. No need to remember to rename, or to remember what version was saved under each name.



To Cloud or Not to Cloud

Managing Mobile Devices in the Cloud

The greatest promise of Cloud Computing is the ability to access information and get work done from wherever you are on whatever device you are currently using over any network at any time. New mobile devices such as Windows Phone 7 and the many new tablet devices including Slate PCs running Windows 7 make it easy to extend cloud access to virtually anywhere.

Consumerization of Computing

As wireless devices designed for consumers to use for entertainment and personal communications become more powerful and more sophisticated, more users are starting to use them to access corporate networks to get their work done. They find this much more convenient than having to switch to another device to get to work. Corporate IT managers have realized that while this represents a great opportunity to make their users' lives easier and more productive, it carries with it the responsibility to make sure these personal devices are secure and are configured appropriately to access their corporate networks. This has resulted in the need to carefully assess giving users access without compromising corporate data.

What Users Want

- Users want to BYOD (Bring Your Own Device)
- Ready access to all of the same resources they use at their desk
- A consistent user interface with simplified authentication
- The ability to access the social networks they frequent
- Robust communications capability

What Corporate IT Needs

- Strong reliable authentication
- Tight Network Access Control
- Secure File Access Management
- Powerful encryption of data in transit and on users' devices
- The ability to remotely wipe all data from lost or stolen devices
- Total separation of personal and corporate data
- Enhanced ability to manage mobile devices and their communication with the network

On this last point, Microsoft recently announced that management of non-Microsoft mobile devices would be included in the next release of System Center!

As you can quickly see, there will be need to compromise on both sides of the equation. All devices accessing the corporate network must be compliant with established access policies. They must also be lockable so only the authorized user can reach the network with them. The decisions required are not simple.

The first step on the road to effective management of mobile devices is the carefully considered development of a comprehensive corporate policy that addresses each of the exposures, mitigates risk, but still provides users with the ability to increase their productivity using mobile devices to access the cloud.





CloudCalendar



Learn more about **Cloud Computing** and how to create **YOUR best CloudStrategy!**

Visit our **Event Calendar** regularly for updates or to register at <http://www.cloudstrategies.net/calendar.aspx>

CloudStrategies 101: Including Office 365

Webinar: Are you curious about the "Cloud" and what it means to your business?

Join us for an in-depth discussion about all things cloud where we will help you learn why businesses are leveraging the "Cloud" to Save Money, Increase Reliability, and deploy IT solutions faster than traditional "On-Premise" solutions. In addition to business and economic value discussion, we will introduce several top Cloud Solutions such as:

- **Microsoft Office 365 including:**
 - Exchange Online 2010
 - SharePoint Online 2010
 - Lync Online
- **Windows Intune for cloud-based Desktop security and management**
- **Workspace Communications Hosted OCS and Lync Solutions**
- **Rackspace Cloud Solutions for Hosted IT Infrastructure**
- **Neverfail Cloud Based High Availability and Disaster Recovery Solutions**

Upcoming Sessions:

Thursday Nov 10th
12:30 - 1:30p EST
(9:30 - 10:30a PST)

Intro to Office 365

Webinar: Microsoft recently announced Office 365™, as the new version of the popular BPOS Suite of Cloud software that will be deployed mid-2011. This excited new product brings many new features to the cloud that will enable many businesses to join the cloud revolution that have previously been unable to do so. At the event you will learn about the new features of the full Office 365 software suite :

- **Exchange/SharePoint and Lync**
- **Office Professional Plus**
- **Office Web Apps**
- **Robust and Granular management console**
- **Transition of Existing BPOS Customers to Office 365**
- **Rich Co-existence and federation service**

Upcoming Sessions:

Thursday Nov 17th
12:30 - 1:30p EST
(9:30 - 10:30a PST)

Moving your Microsoft Infrastructure to the Cloud with Rackspace Hosting Solutions

Webinar: Turning Cloud Computing into a winning business strategy requires expertise, experience, and the right set of cloud services. Beyond the productivity applications your people use each day are the core line-of-business applications that are the foundation of how you run your business profitably. In this session, CloudStrategies shows you how to leverage the experience, expertise and extensive resources of Rackspace Hosting to provide superior performance, reliability, sustainability, and durability for your key applications. You'll learn:

- **How to select the right size cloud servers for your requirements**
- **How to make the transition to cloud-based servers painless and productive**
- **How Rackspace Hosting provides the ability to scale servers on demand as your business grows**
- **How you continue to enjoy complete control over your computing environment in the cloud**

Upcoming Sessions:

Thursday Nov 3rd
12:30 - 1:30p EST
(9:30 - 10:30a PST)

Microsoft Windows Intune - PC Management Platform

Webinar: How can you keep your PCs & employees operating at peak performance, when you or your users are in the office or on the road?

Microsoft recently announced Windows Intune™, a new solution that brings together cloud services for PC management and malware protection with a Windows® 7 upgrade subscription. Remote workers in multiple locations. Multiple PC configurations. Limited resources-these are just a few of the challenges that face businesses every day. Windows Intune™ not only helps you address these challenges, it takes PC management to a whole new level of simplicity. With its powerful combination of Windows® cloud services and Windows 7, Windows Intune offers a comprehensive solution to help keep your PCs and employees operating at peak performance.

At the event you will learn how to achieve big-tech results with a small-tech investment. Experts will show you how easy it is to:

- **How to select the right size cloud servers for your requirements**
- **Manage and secure PCs anywhere with cloud services**
- **How to provide the best Windows experience with Windows 7**
- **Stop malware threats before they stop you**
- **Identify issues before they impact business**

Upcoming Sessions:

Thursday Nov 15th
12:30 - 1:30p EST
(9:30 - 10:30a PST)

Microsoft Lync - Unified Communications in the Cloud

Webinar: Microsoft Lync™ Online (a component of Microsoft Office 365) delivers a fresh, intuitive user experience that brings together the different ways people communicate in a single interface. During this informative webinar, you will see and learn about using Lync for:

- **Instant Messaging and Presence**
- **Video and Web Conferencing**
- **Group Chat**
- **Full integration with Microsoft Office**
- **Enterprise Voice and software based VoIP (leveraging Workspace Communications)**

Upcoming Sessions:

To Be Announced



In 1973, Kirtley-Cole Associates was founded on the guiding principal of delivering superior construction services. Based on this principal, Kirtley-Cole has grown into one of the most successful and diversified construction companies in the Pacific Northwest.

Over the years, Kirtley-Cole has consistently delivered quality projects with exceptional speed and efficiency to clients, resulting in many long-term, loyal relationships. Their areas of expertise extend to healthcare, retail, educational, industrial, office and worship facilities.

Kirtley-Cole Associates clients include private and public developers, major corporations, healthcare providers, universities, and institutional and not-for-profit entities.

Experts at construction, when Kirtley-Cole Associates looked at the cost of replacing their aging Microsoft Exchange infrastructure, they knew they needed to seek alternatives. Spreading the purchase costs out over the three-year warranty lifespan of the hardware, they quickly found a superior solution in the monthly subscription cost of Microsoft Office 365.

Doing their due diligence, Kirtley-Cole reached out to three cloud providers to discuss their needs and obtain advice. They quickly selected CloudStrategies on the basis of a careful reference check, an excellent referral from another CloudStrategies customer, and “great answers to the questions by the CloudStrategies technical folks that gave me the confidence in their staff and background,” according to Kirtley-Cole Network Administrator Colleen Robinson.



Keeping Within the Budget

Kirtley-Cole’s primary objective was to find a superior solution that would fit within their budget, let them spread their cost of computing and communications over time. Colleen Robinson is very satisfied that Microsoft Office 365 not only fulfilled these objectives, but also “took much of the challenge of disaster recovery off the plate for email.”

The Best News is No News

According to Robinson, the best sign that Kirtley-Cole personnel have been very pleased with their new service is that it has not been noticeable, “which is a real compliment!” She reports great satisfaction with what she considers to be the most important factors, low cost, great support, and no interruptions in service thus far!