

# IDENTITY

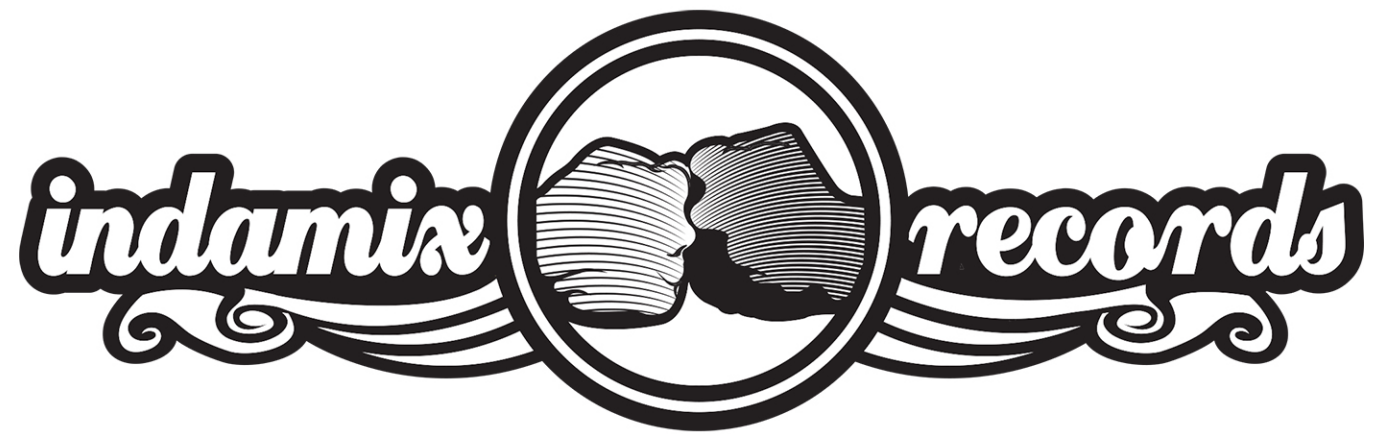
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# PRESENTATIONS





MODERN WORKPLACE

# MODERN PRODUCTIVITY

Jason Paul Krech



How technology in our lives has evolved

					
PRE-1984	1984	1990	1999	2002	2008
No Home Computing	Computers in Homes	Pagers and Cell Phones	Mobile Computing	Smartphones	Apps

### OFFICE 365 SUCCESS CENTER

-  **Scenarios**  
Scenarios inspire people to work in new ways using Office 365, along with related communication kits to support adoption.  
[Get Started](#)
-  **Methodology**  
A four-step approach to drive adoption supported by downloadable templates and best practices.  
[Get Started](#)
-  **Communities**  
Featured adoption communities where you can learn from your peers and adoption experts.  
[Get Started](#)
-  **Resources**  
Helpful resources to learn about other customer stories and special offers to make it easier to get started.  
[Get Started](#)



Office 365 Success Center has tools and resources for IT and End User Adoption.

Proven four-step approach to drive adoption, with great content to use.

KEEPING UP TO DATE—OFFICE AS A SERVICE

CURRENT BRANCH	or	CURRENT BRANCH FOR BUSINESS
<p>Feature updates every month</p> <p>Security updates every month</p> <p>Customers are up to date with new features as they are released after broad early adopter validation</p> <p>Opportunity for enterprises to test and validate new features</p> <p>Security updates and fixes are delivered regularly</p> <p>Deploy automatically through 'Click To Run' (C2R) or managed through System Center Configuration Manager (SCCM), Intune or 3rd Party deployment tools</p>		<p>Feature updates every 4 months</p> <p>Security updates every month</p> <p>Customers get new features 4 months after current branch customers and can defer installation a further 4 months.</p> <p>New builds are available for testing 4 months prior to release, providing up to 8 months of test time per update.</p> <p>Support is n-2 build releases.</p> <p>Security updates are delivered regularly</p> <p>Deploy automatically through C2R or managed through SCCM, Intune, 3rd Party deployment tools</p>

DEPLOYMENT & USAGE

### FAST TRACK

Included as part of the service

Available for all customers with 150+ seats


Covers E, G and paid A suites, and select standalone SKUs

### ADOPTION OFFER

Also applies to customers with 150+ seats ordered


Two options: 1) email migration by Microsoft; or 2) per seat funds for broad set of deployment and adoption activities with partners/MCS

Adoption offer and FastTrack benefit available September



NATURAL  
**MODERN  
EXPRESSION**

Easily capture and express ideas on-the-fly. Create beautiful, interactive content across formats using intelligent design engines and dynamic, live data







### FY'16 TACTICS SUMMARY

#### 1 HERO PRODUCT BENEFITS AS OUR COMPETITIVE ADVANTAGE

- DRIVE A YEAR-ROUND HEAD-UP PROPOSITION TO BEHIND THE SCENES OF THE GAME
- BRIDGE HEAVY COMMUNICATION ACROSS ALL MEDIA CHANNELS (MKT, SOCIAL, SITE, WHOLESALE)
- REINFORCE PRODUCTIVITY THROUGHOUT THE YEAR (MKT, SOCIAL & COMMUNICATIONS PARTNERS)
- HIGHLIGHT & SHOWCASE PRODUCT BENEFITS AT BRAND ACTIVATIONS

#### 2 IGNITE MEMBERSHIP THROUGH SEAMLESS EXPERIENCES

- POSITION NIKE+ AS THE CENTER OF ALL CONSUMER JOURNEYS
- LEVERAGE NIKE+ AS THE HUB FOR ALL NIKE+ ACCESS POINTS THROUGHOUT THE EXTENT OF THE GAME
- DRIVE NIKE+ ACTIVATION THROUGHOUT THE YEAR (MKT, SOCIAL & COMMUNICATIONS PARTNERS)
- CREATE STREET AND INTELLECTUAL WITH NIKE+ APP AND THE NIKE+ BASKETBALL COMMUNITY

#### 3 DRIVE HYPER-CONNECTED AND HYPER-LOCAL EXPERIENCES

- ELEVATE ANY FINALE & SPORT MOMENTS WHEN THEY MATTER MOST, WHERE THEY MATTER MOST
- LEAD THE SEASONAL SEASON OFFENSE FOR AND WITH NIKE+ C&A
- EMPOWER THE GAME IN CANADA THROUGH THE ALL STAR TORONTO JOURNEY
- EXTEND THE SEASONAL ACTIVATION PLATFORM TO ALL SEASONAL MARKETS IN EAST, CENTRAL AND WEST

#### 4 REVOLUTIONIZE THE JOURNEY FOR ELITE YOUTH, HIGH SCHOOL AND COMPETITIVE REC

- ELEVATE THE WAY MOMENTS OF FINAL TO ENHANCE THE PATH TO ELITE
- JUNCTURE THE MOMENT OF HIGH SCHOOL SPORTS BUSINESS FROM AND TO CITY CAMPS
- PROPEL BALL PLAYERS TO STADIUM DURING LEAGUE PLAY OF SUMMER
- TRANSFORM INTERVIEW HEAD-UP INTO THE CLASSIC MOMENTS

NORTH AMERICA BRAND ORGANIZATION / FY'16 PLANNING



### FY'16 DRIVERS

#### PRODUCTS & SERVICES

NIKE+ BASKETBALL

NORTH AMERICA BRAND ORGANIZATION / FY'16 PLANNING



### CONSUMER

STRONG WORK ETHIC AND DETERMINED TO PERFECT HIS CRAFT

HEROES CONTINUE TO INSPIRE

MULTI-DIMENSIONAL ON AND OFF THE COURT

NIKE+ APP CONNECTED TO THE DIGITAL WORLD

NORTH AMERICA BRAND ORGANIZATION / FY'16 PLANNING





# SAMSUNG Knox

## The most secure Android solution



### 2016 enterprise mobility trends

IT and user mobility needs do not easily align

**IT**

- Security
- Integration
- Low cost

**User**

- Productivity
- Privacy
- Choice

Android's dominance is expected to grow to 82% of all phones by 2019.\*

1.1B	Android	81.2%
226M	Apple	15.8%
31.3M	Windows	2.2%

\* Leading analytics firm

### KNOX works on many Samsung devices



30+ Samsung models supported in countries around the world

### Real-time device protection from the moment you turn it on

KNOX is Samsung's defense grade mobile security platform built into our new devices making them the most secure Android devices available.




SAMSUNG Knox



### What's new in KNOX?

Key features in KNOX 2.6



Industry-leading Android for Work support and integration

Advanced security

Increased end user productivity

Granular management for tighter control

Further enable the partner ecosystem

### Case study:

#### New Zealand Department of Corrections

The department commissioned a secure, mobile solution on Galaxy S series smartphones that includes KNOX Workspace for more than 3,000 Department of Corrections employees.

"Security and staff safety are the foundation of all activities at the Department of Corrections. Samsung has delivered a complete solution ... that meets our requirements on both counts."

— Jon Cumming, CIO  
New Zealand Department of Corrections





# A Management Consulting firm specializing in Strategy Execution

## Industries

Talos consultants have experience in these industries.



6/15/17

Talos Consulting Group

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## Initiatives

We recognize your strategy, objectives and initiatives are unique to your organization. These examples are offered as a representation of initiatives our consultants are experienced leading.



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## Strategy Execution

A critical element to a successful fast-moving, complex and highly-disrupted global business environment

"CEOs and their leadership teams say **excellence in execution** and consistent execution are their top two challenges."

- PriceWaterhouseCoopers/Franklin Covey White Paper, *Execution Focused Leadership*

"A recent survey of more than 400 global CEOs found that **executional excellence** was the number one challenge facing corporate leaders in Asia, Europe, and the United States, heading a list of some 80 issues, including innovation, geopolitical instability, and top-line growth."

- Why Strategy Execution Unravels and What to Do About It, Harvard Business Review

"Companies, on average, deliver only 63% of the financial performance their strategies promise... failure to have the right resources in the right place at the right time strips away 7.5% of the strategy's potential value... 5.2% is lost to poor communication, 4.5% to poor action planning, 4.1% to blurred accountabilities."

- Turning Great Strategy into Great Performance, Mankins and Steele, Harvard Business Review, (survey of 197 Companies worldwide with sales exceeding \$500M)

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## Talos Consulting Group Services

Designed to maximize the return on your strategic investments

### STRATEGY DEVELOPMENT

- Strategy Facilitation
- Strategic Business Analysis
- Strategy Communications
- Organizational Readiness Analysis

### INITIATIVE LEADERSHIP

- Initiative Planning and Leadership

### LEADERSHIP AND ORGANIZATIONAL EFFECTIVENESS

- Strategy Execution Consulting
- Portfolio Management Consulting
- Leadership and Organizational Effectiveness Consulting

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## Services

### STRATEGY DEVELOPMENT

Great business outcomes start with a great plan. Our experienced consultants will partner with your leadership team and help drive the process to develop a comprehensive and achievable Strategic Plan for your organization.

Once your plan is complete, it's imperative that the organizational Objectives and Strategic Initiatives are achievable and communicated to all levels of the organization to achieve alignment and excitement about the future direction of your organization.

### STRATEGY FACILITATION

- Market and competitive analysis
- Strategy facilitation
- Strategic plan

### STRATEGIC BUSINESS ANALYSIS

- Feasibility study
- Business case
- SWOT analysis
- Build-or-buy analysis
- TCO analysis
- Organizational readiness assessment

### STRATEGY COMMUNICATIONS

- Communications plan

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**Agenda**



**1. MESSAGING**  
You asked for more consumer insights... we've delivered in our new messaging



**2. RESEARCH**  
You asked for data... we have a new cross-screen measurement tool and compete info



**3. PACKAGES**  
You asked us to make it simpler... we're taking a step closer with our new multi-screen packages



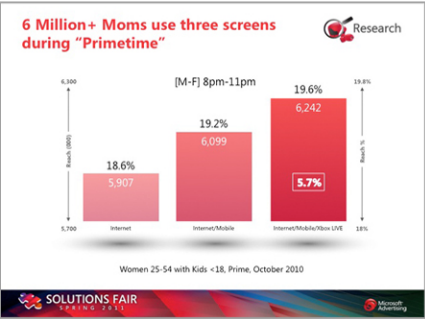
**4. THEMES**  
You asked for new multi-screen products... we're excited to introduce "Themes"

SOLUTIONS FAIR SPRING 2011



**Pilot Agenda**

9:00-9:15 AM	9:15-10:15 AM	10:15-10:30 AM	10:30-11:25 AM	11:25-12:30 PM	12:30-12:40 PM	12:40-1:25 PM	1:25-2:30 PM
Welcome	Windows 8 AA	Break	Skype	XBOX	Lunch	Q&A Breakouts	ADR Feedback Session



Google



Google+  
Google+ Community Network



YouTube  
Google+ Community Network




Gmail  
Google+ Community Network



Google TV  
Google+ Community Network

SOLUTIONS FAIR SPRING 2011

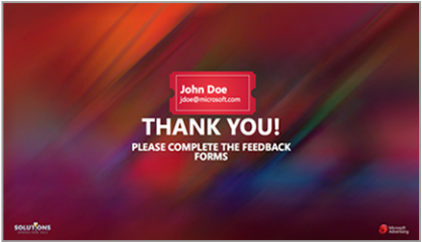
**I'm gonna pop some tags**



\$5 Gift Card  
\$10 Gift Card  
Keep asking great questions!

**Competitive Landscape**

- Who are the key competitors and where do we stand in the marketplace?
- What are some of our key differentiators?
- This can be accomplished through a comparison chart or simple bullets.
- Please word this in a way that makes it easy for Sales to discuss w/clients
- Talking points are extremely helpful







# Accelerating Growth through HP's GTM

Bruce Dahlgren  
SVP, Worldwide Sales and Services  
IPG Imaging and Printing Conference | Oct. 6-9 | San Diego, CA



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The information contained herein is subject to change without notice.

## Sales Process and Pipeline Management


75% Have a defined sales process. The process often differs by country, but is similar across customer segments (large & small accounts). 25 percent do not have a defined sales process.

66% Have a defined sales process that is integrated with pipeline management to track pipeline and key productivity metrics.

42% Integrate process with pipeline management and use it for sales forecasting, and product and sales strategy planning.

The primary management decisions based on sales process/pipeline metrics are:

- Pipeline and forecasting:
- Strategic resourcing, coverage, & pricing:
- Employee development:
- Product development and marketing intelligence:



## World-class sales model




Sales operations and technologies




## Link sales tools with funnel stages:

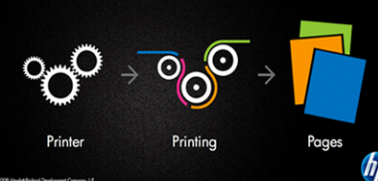
Stages

- (1 & 2) Prospecting
- (3) Qualifying
- (4) Proposing
- (5) Closing
- (6 & 7) Implementing




Close rate = 40%





Printer Printing Pages





# Title (36 pt. Museo Sans 700)


Presenter's Name (20 pt. Museo Sans 700)  
Title, Department (20 pt. Museo Sans 300)  
Date of Presentation (16 pt. Museo Sans 100)


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## Content slide with single line title


With Subtitle (there is a subtitle version of all layouts for each master)


- And with your text content on the left hand side of the slide.
- Typically this layout is used if you want to add an image or a graphic to the right side of the slide.





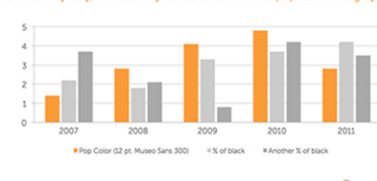
## Divider slide, use for transitions between presentation sections






## Column chart sample

Entries may vary, but the only colors should be the pop color and grays



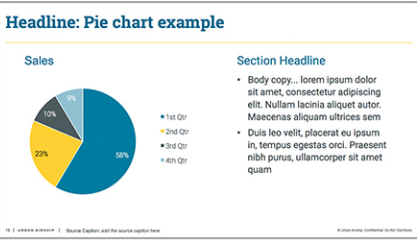
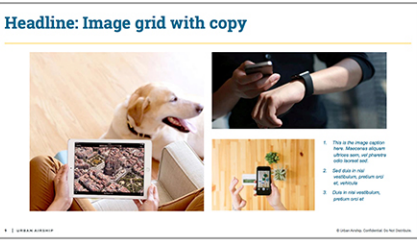
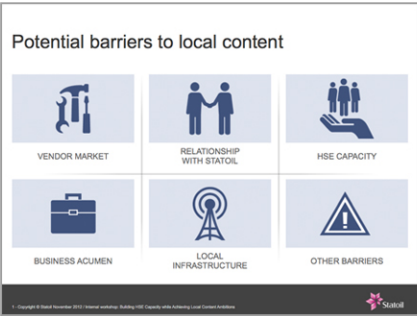
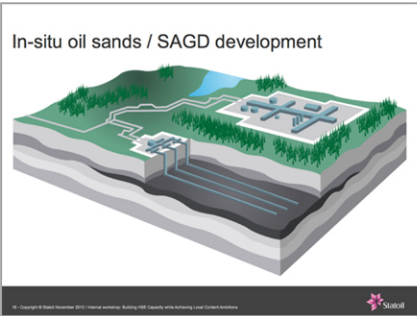
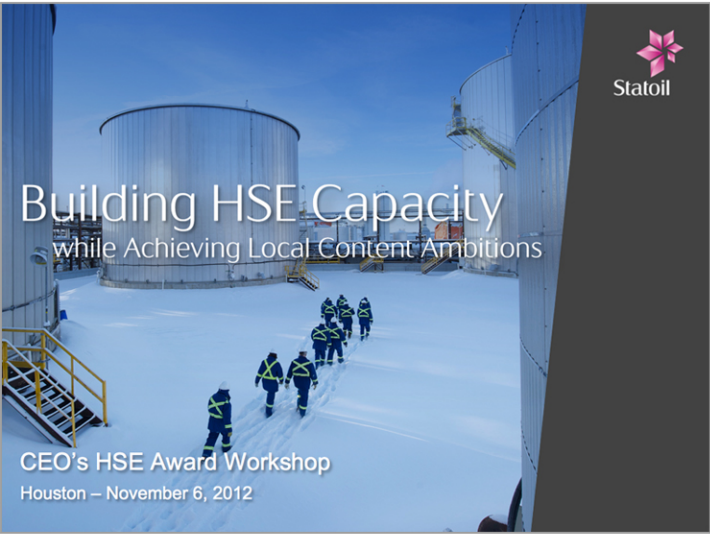
Pop Color (12 pt. Museo Sans 300) % of black Another % of black











# ICONS



Oil Fields



Streaming Media Network



Dashboard



Storage



Data Warehouse



Processing /ML



Cell Towers



Database



Automated Processes



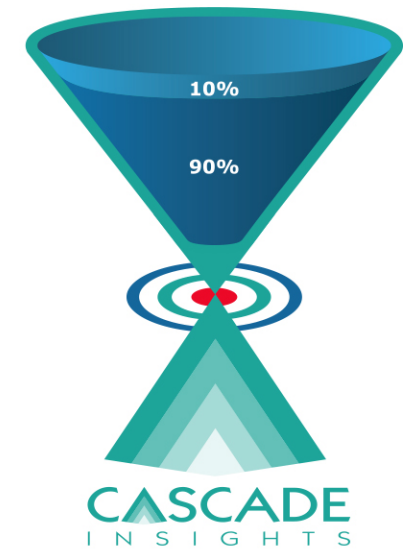
Blob Storage (S3)



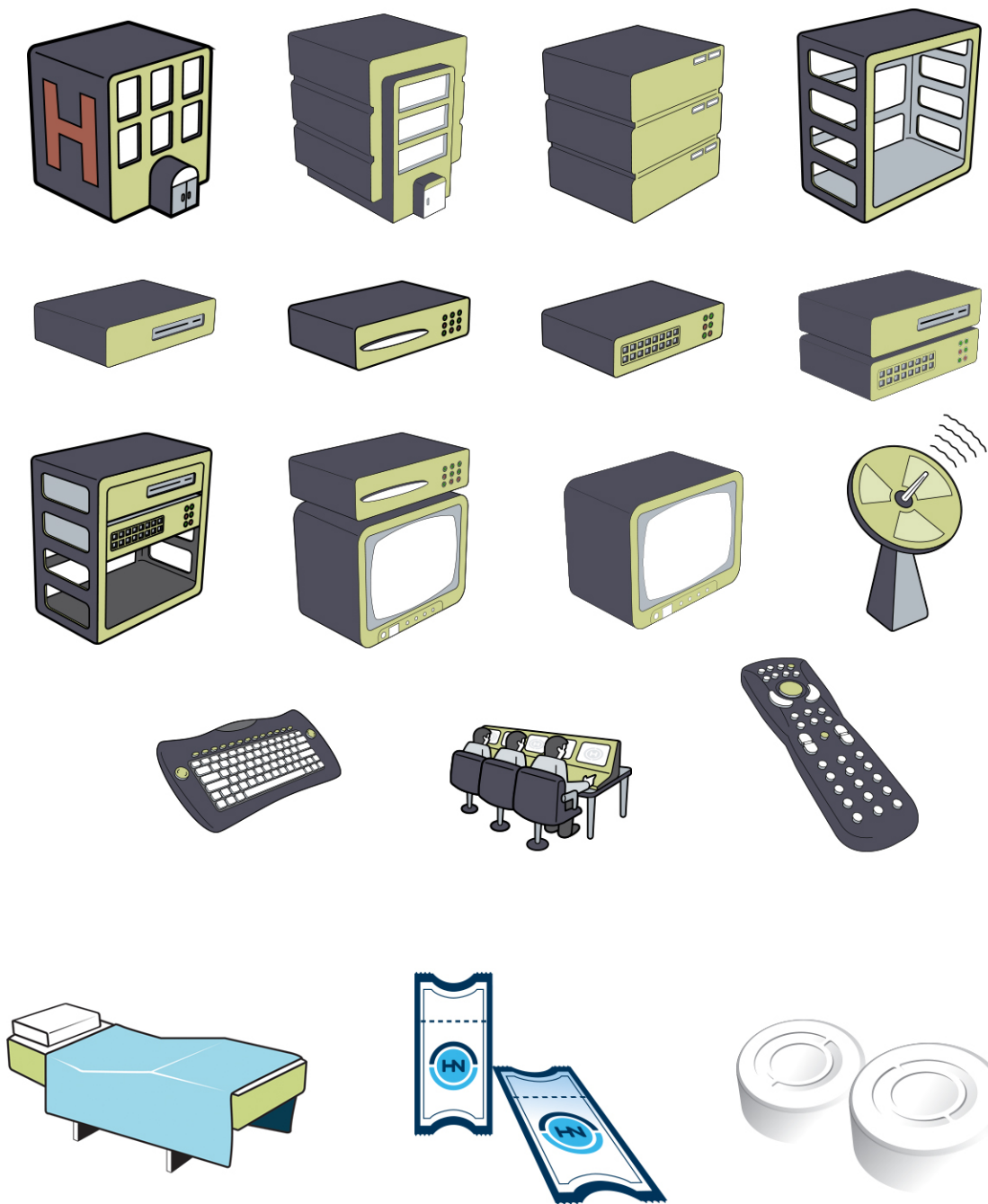
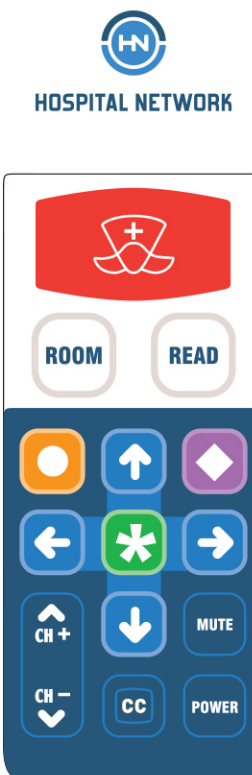
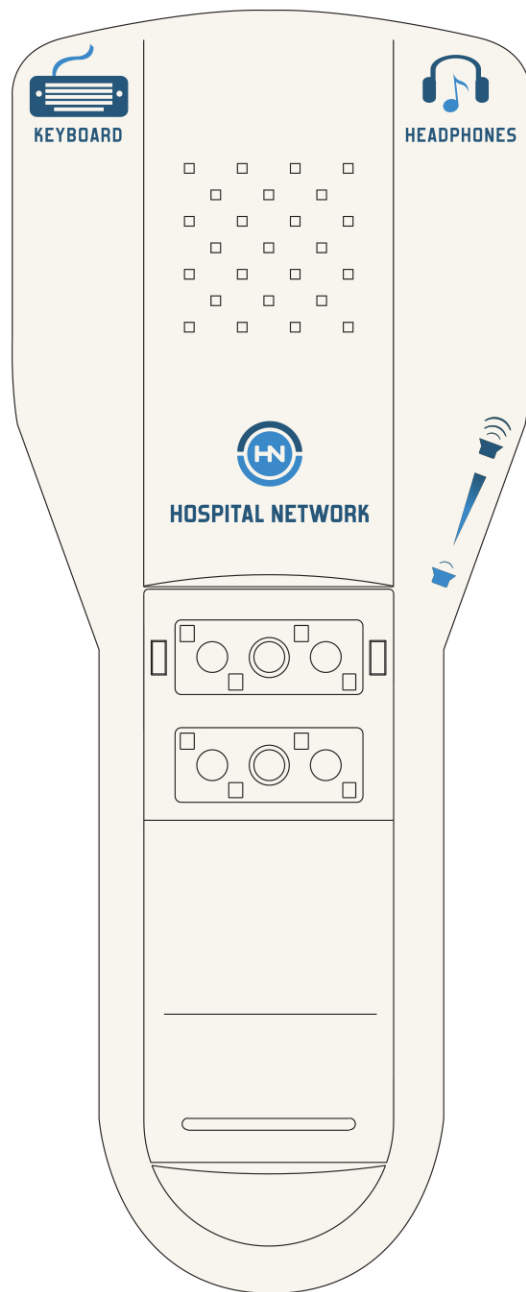
Traffic Sensors



Hadoop Cluster







= HN product logo



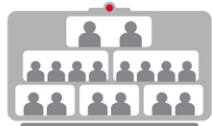
= headphone jack indicator



= keyboard jack indicator



= volume indicator



HALO SPACE



HALO PC CLIENT



HALO CONFERENCE ROOM



STANDARDS BASED VTC



HALO 2.0  
Central Services



HALO 2.0  
IT Management  
Software Package



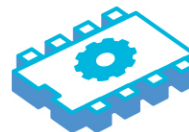
HALO STUDIOS



HALO 2.0  
Infrastructure



InterOpp Services



HALO 2.0  
Infrastructure



Monitoring &  
Incident Resolution



Concierge



Smart Planner



HALO C2C



Record & Archive



Webcast

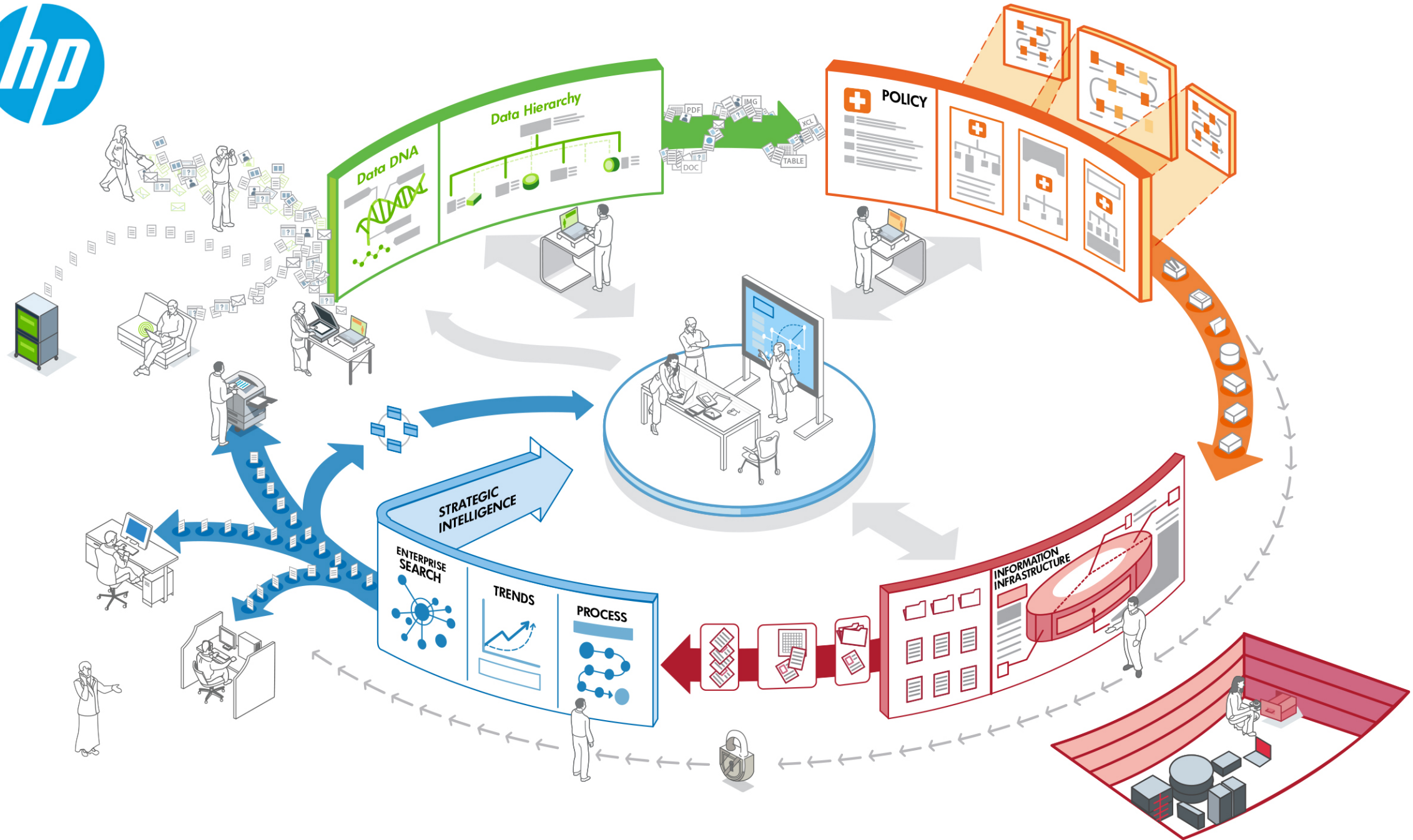


HALO  
Local Directory

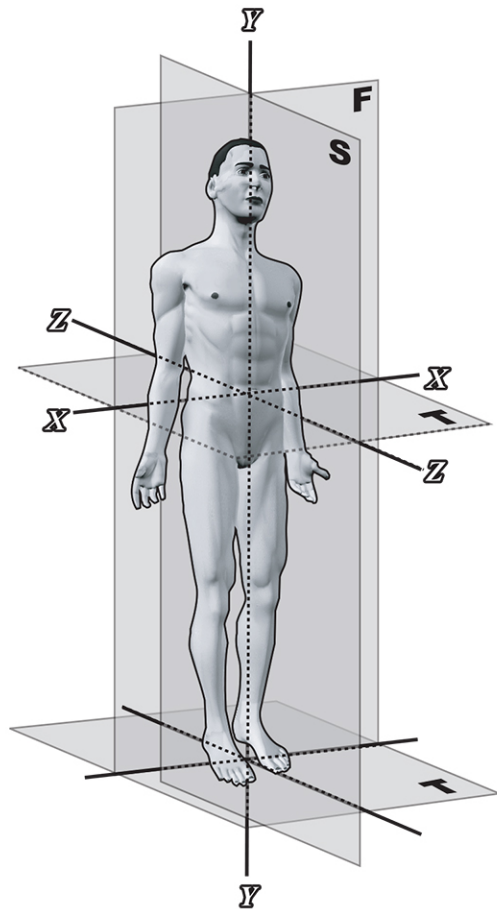


HALO  
Global Directory

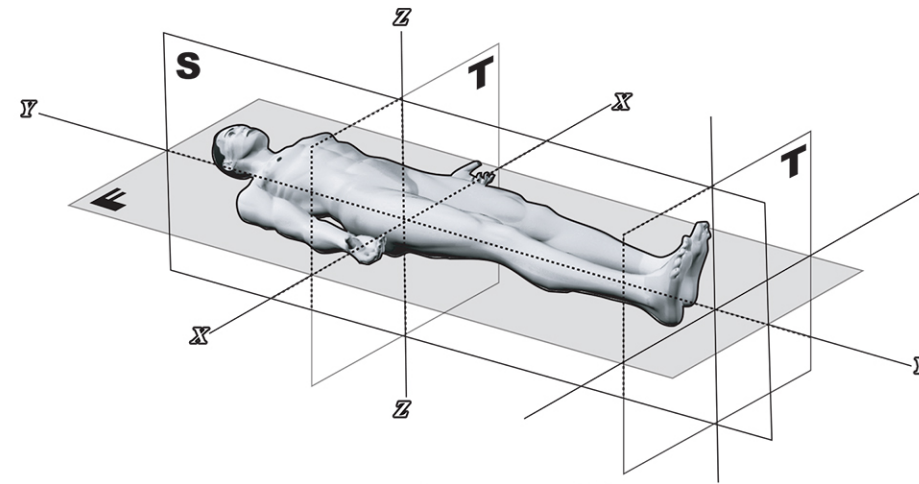
# INFO GRAPHICS



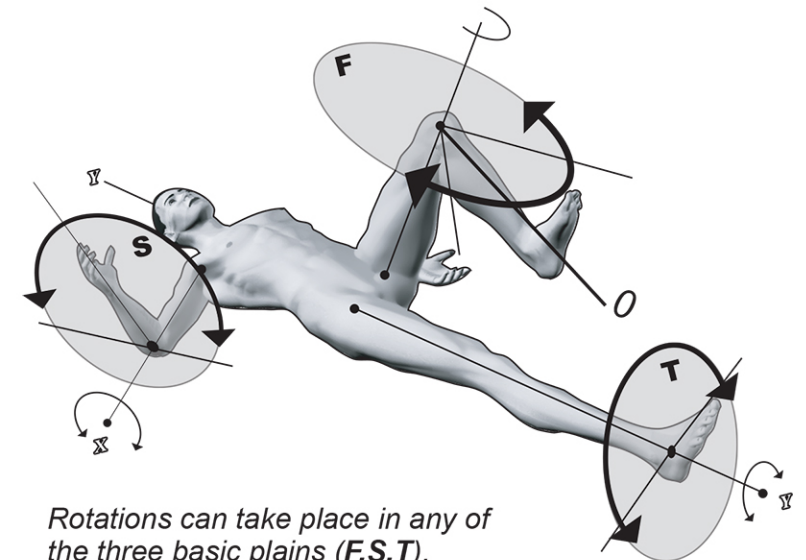




*upright position*



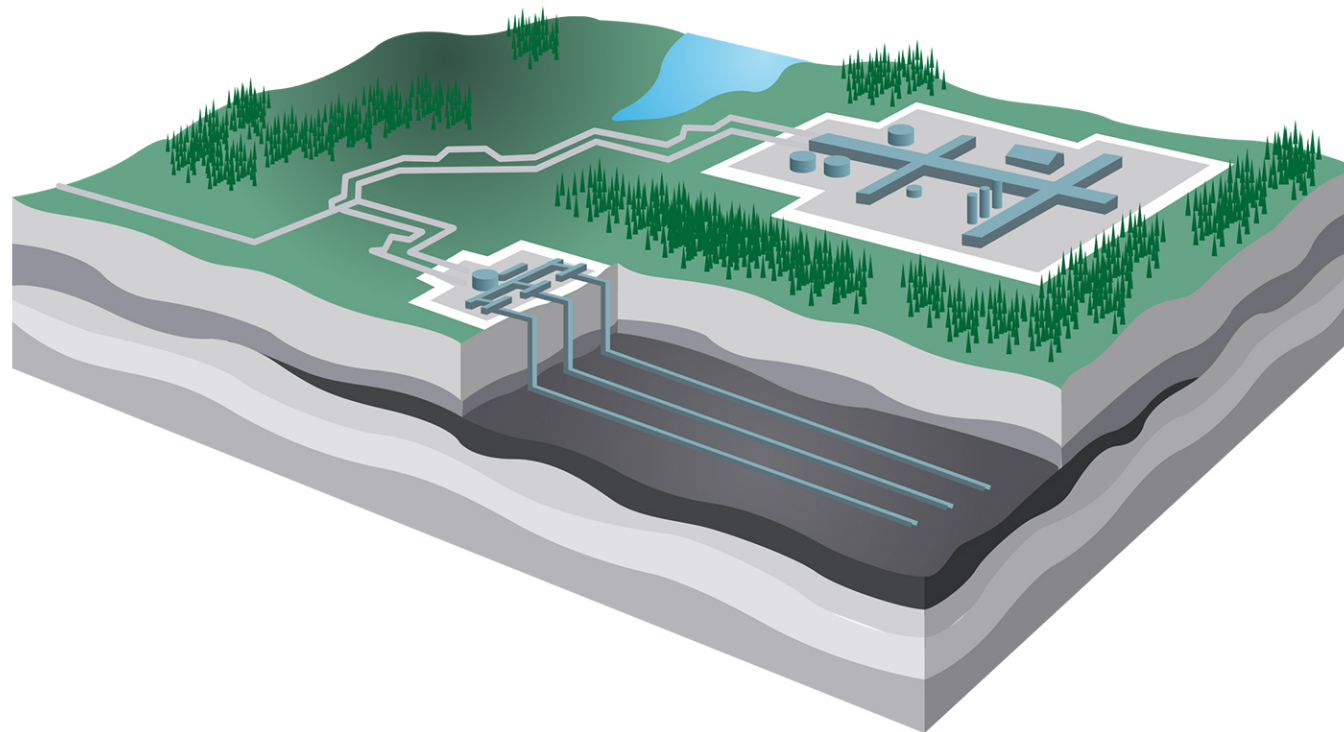
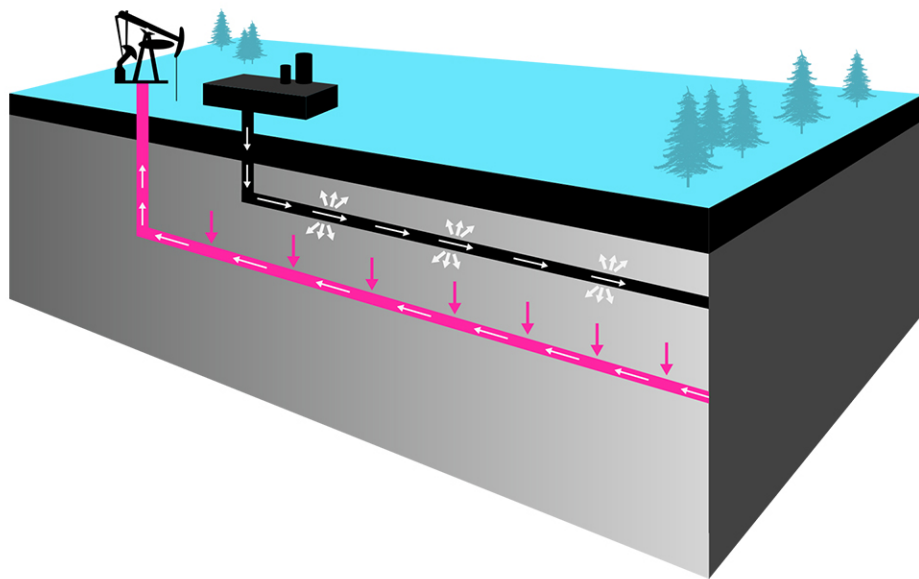
*supine position*



*Rotations can take place in any of the three basic plains (F,S,T).*

*To simplify documentation, all rotations & torsions are documented with the prefix "R"*

*If body changes position, the planes & axes move with the body to have the same relationship as in the upright position*



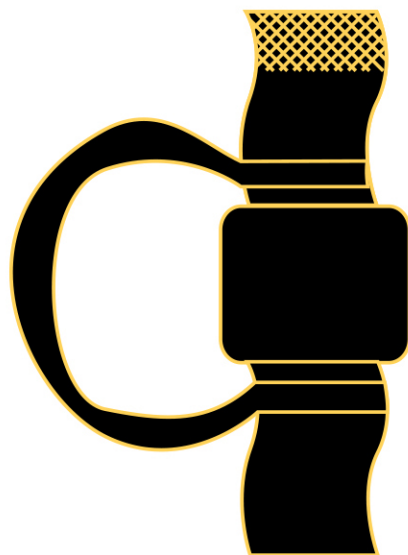
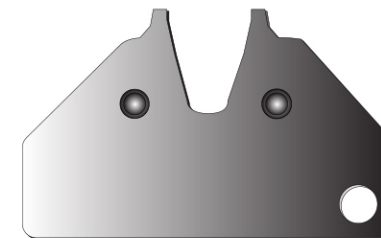
# ILLUSTRATION



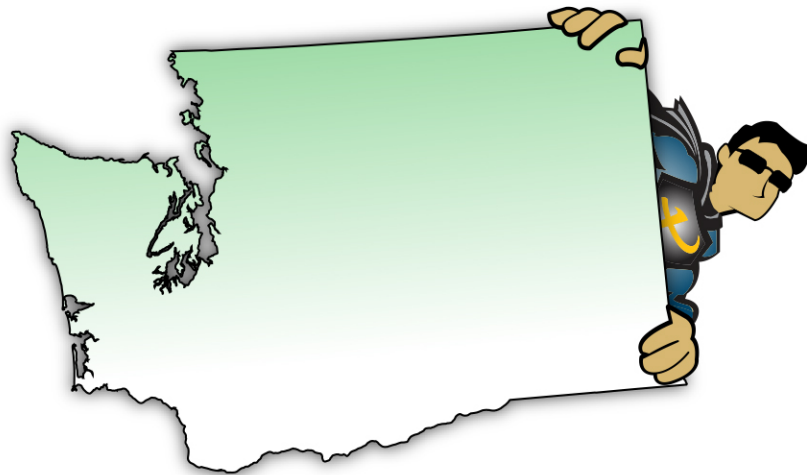












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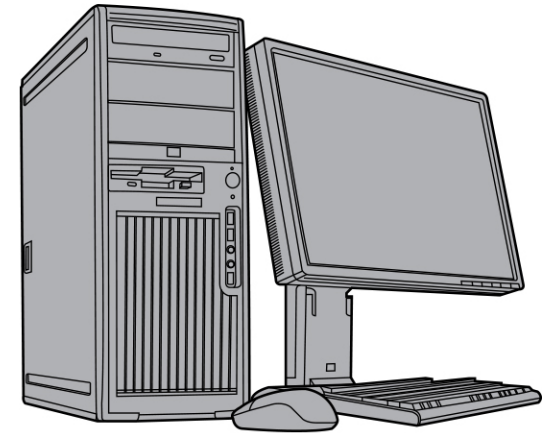
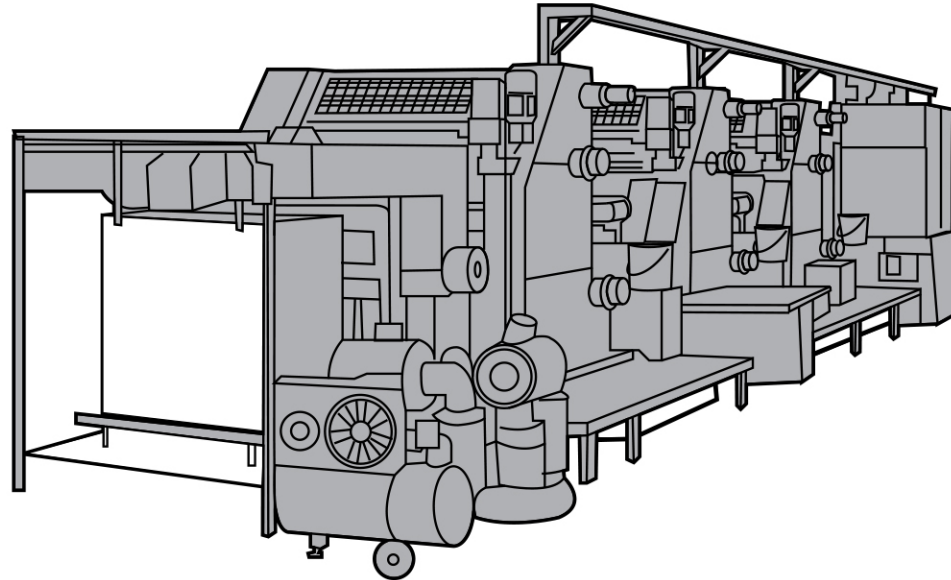
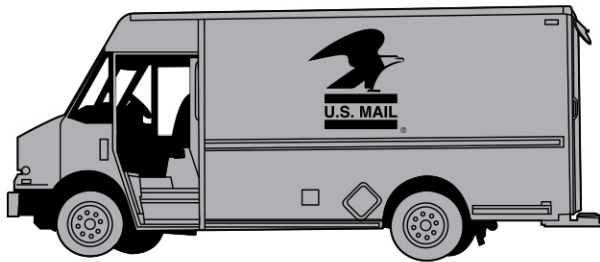
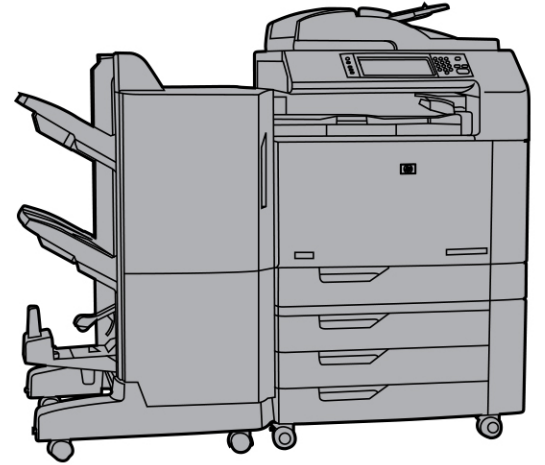
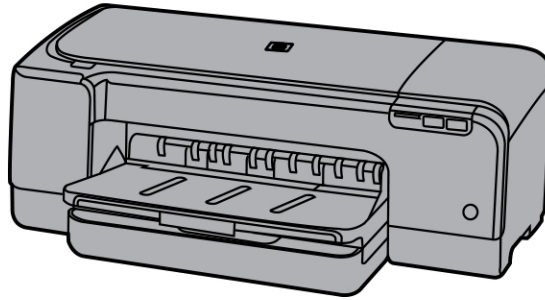
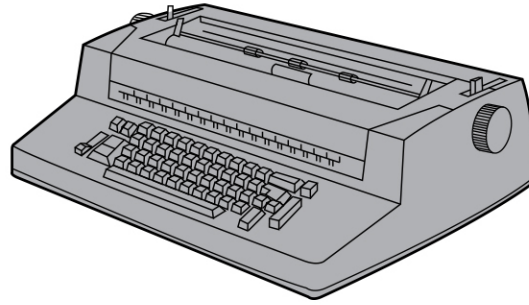
**1** **40% OFF**   
FULL COLOR BANNERS **\$3**  
a square foot

**2** **100 FREE**   
FULL COLOR POSTERS **11x17**  
w/ purchase of 5,000  
4x6 postcards

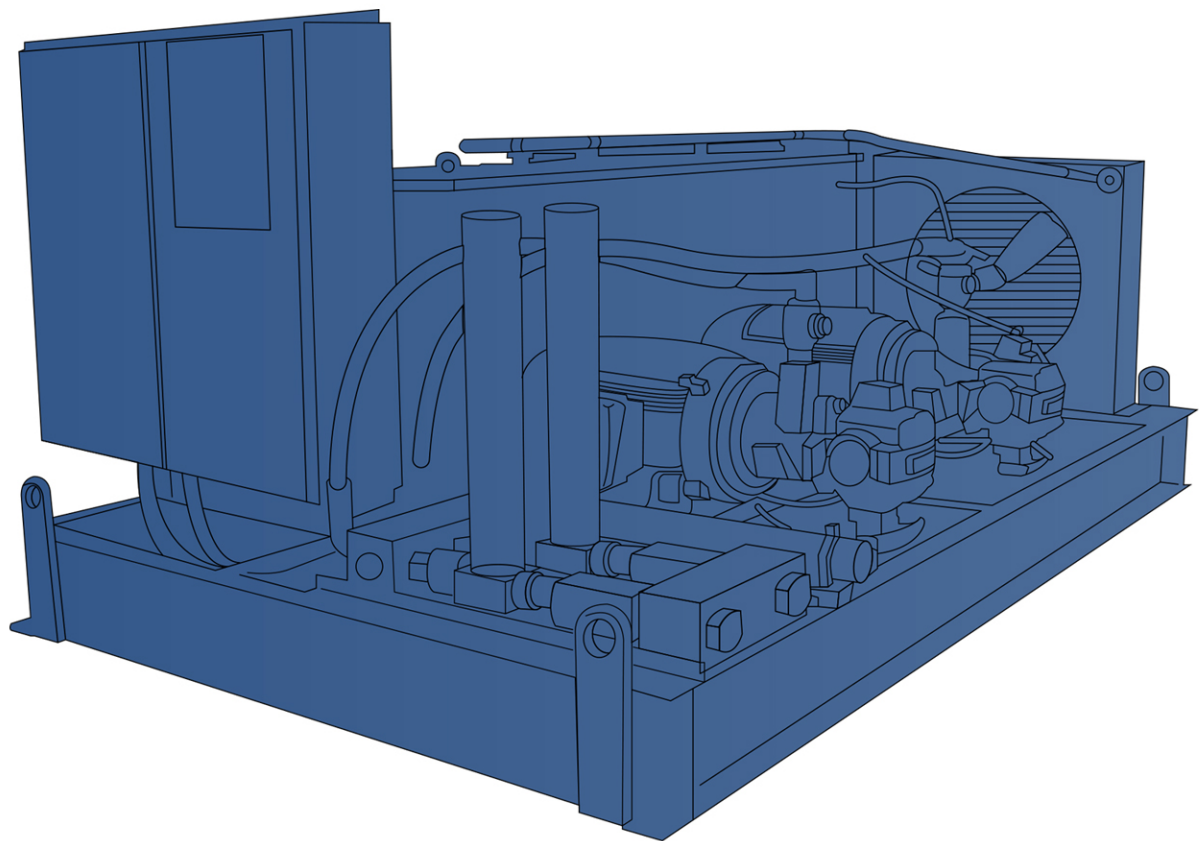
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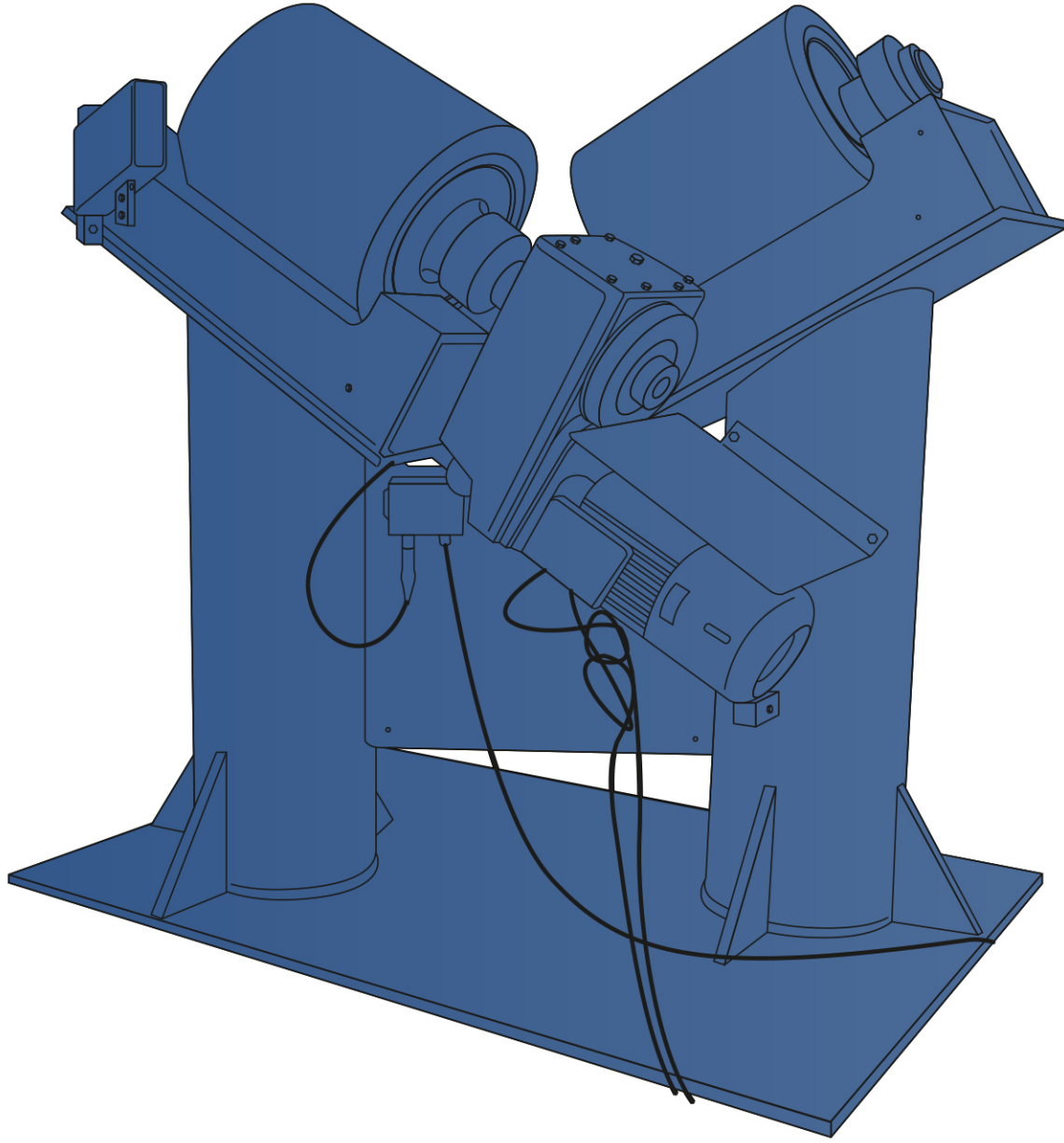
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# LINE ART

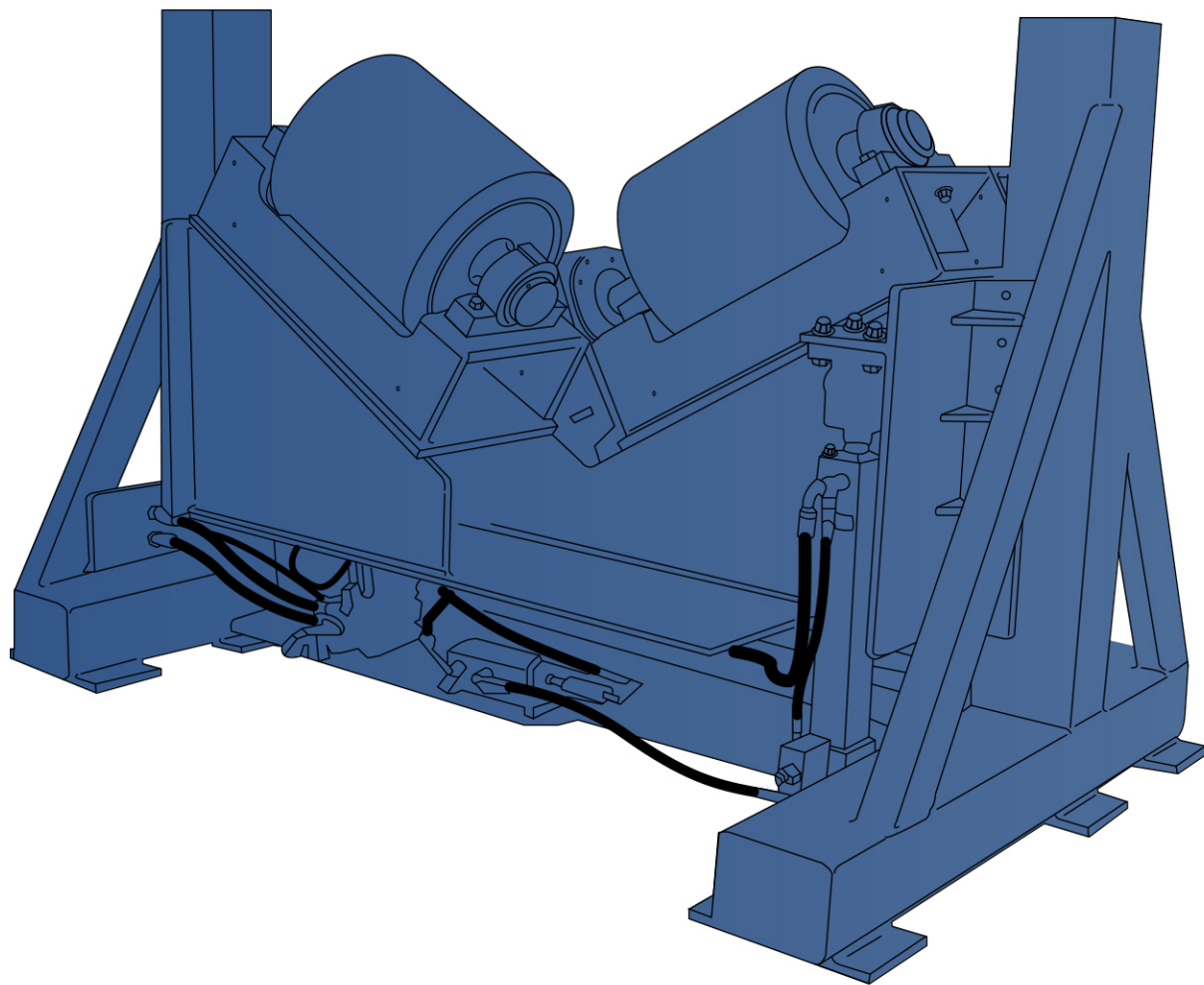










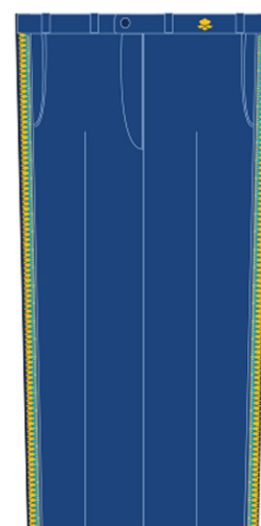
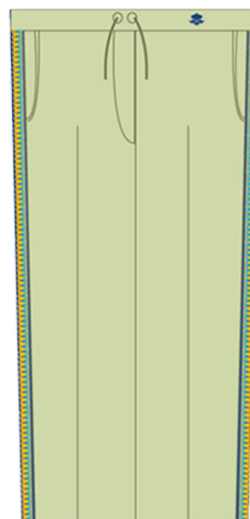
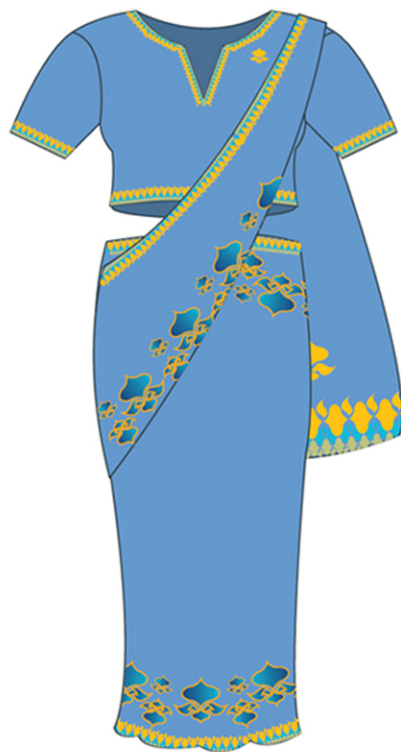




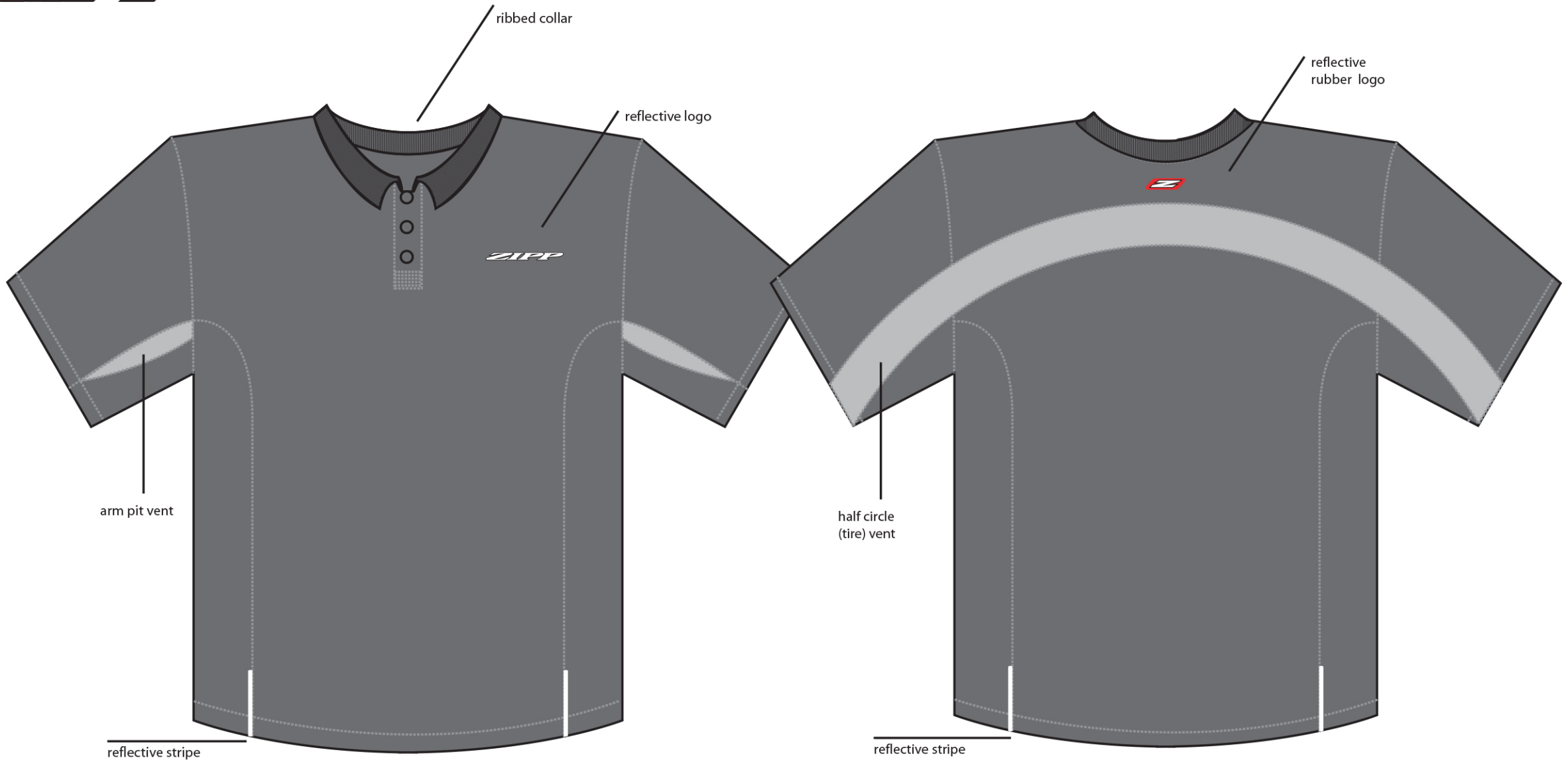
# FASHION



BRIGHTON



*ZIPP*







# Jägermeister





