## Support for Global Growth and Collaboration

- **Enabling mobile employees to be more productive and better connected**
- **Providing integrated collaboration solutions that scale, safeguard information, and ensure compliance**

## Qualitative Benefits & Additional Impact

- **“Moving everyone to Teams elevates collaboration.”**
  —Manager, technology
- **“Teams is a cohesive environment where a user has access to everything in one place.”**
  —GM, telecoms

### Summary of Teams Benefits

<table>
<thead>
<tr>
<th>Benefit Category</th>
<th>Benefit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Application switching time savings</td>
<td>$6.9M</td>
</tr>
<tr>
<td>Reduced employee turnover &amp; onboarding costs</td>
<td>$1.4M</td>
</tr>
<tr>
<td>Working with outside organizations time savings</td>
<td>$759.5K</td>
</tr>
<tr>
<td>Reduced communication &amp; collaboration solution costs</td>
<td>$648.7K</td>
</tr>
<tr>
<td>Firstline worker collaboration time savings</td>
<td>$501.2K</td>
</tr>
<tr>
<td>Faster time-to-decision</td>
<td>$451.3K</td>
</tr>
<tr>
<td>Allocated Microsoft 365 licenses</td>
<td>$1.8M</td>
</tr>
<tr>
<td>Internal effort</td>
<td>$1.1M</td>
</tr>
<tr>
<td>Deployment and migration professional services</td>
<td>$348.5K</td>
</tr>
</tbody>
</table>

### NPV Analysis

- **3-Year Benefits:** $30.3M
- **3-Year Costs:** $3.3M
- **Payback period:** <6 months
- **ROI:** 832%
- **NPV:** $27.1M

### 3-Year Costs: $3.3M

- Allocated Microsoft 365 licenses $1.8M
- Internal effort $1.1M
- Deployment and migration professional services $348.5K

### Employee Productivity

- **4 hrs/wk 17.7%**
- **150 trips 88%**
- **45 minutes 18.9%**

### Time-to-Decision Improvement

- **4 hrs/wk 17.7%**
- **150 trips 88%**
- **45 minutes 18.9%**

### Information Worker Collaboration Time Savings

- **$14.4M**
- **$6.9M**
- **$4.8M**

### Faster Time-to-Decision

- **$1.8M**

### Allocation of Microsoft 365 Licenses

- **$1.1M**

### Reduced Employee Turnover & Onboarding Costs

- **$1.4M**

### Application Switching Time Savings

- **$6.9M**

### Reduced Communication & Collaboration Solution Costs

- **$648.7K**

### Firstline Worker Collaboration Time Savings

- **$501.2K**

### Faster Time-to-Decision

- **$451.3K**

### Internal Effort

- **$1.1M**

### Deployment and Migration Professional Services

- **$348.5K**

### Customer Challenges

- **Supporting global growth and collaboration across multiple locations and time zones**
- **Innovating better and faster in an increasingly competitive marketplace**
- **Enabling mobile employees to be more productive and better connected**
- **Providing integrated collaboration solutions that scale, safeguard information, and ensure compliance**

### Summary of Teams Benefits

- 4 hrs/wk 17.7%
- 150 trips 88%
- 45 minutes 18.9%

### Movement to Teams:

- **Improvement of time-to-decision made by decision makers**
- **88%**
- **18.9%**

### Faster Time-to-Decision

- **$1.8M**

### Allocated Microsoft 365 Licenses

- **$1.1M**

### Internal Effort

- **$1.1M**

### Deployment and Migration Professional Services

- **$348.5K**

### Number of Overnight Trips Reduced

- **150 trips**

### Time to Decision Reduced

- **45 minutes**

### Faster Time-to-Decision

- **$451.3K**

### Firstline Worker Collaboration Time Savings

- **$501.2K**

### Reduced Communication & Collaboration Solution Costs

- **$648.7K**

### Qualitative Benefits & Additional Impact

- 4 hrs/wk are saved by information workers through improved collaboration and information sharing
- 150 trips average number of overnight trips replaced with online meetings by Year 3
- 45 minutes per week are saved by firstline workers collaborating with colleagues
- 17.7% improvement of time-to-decision made by decision makers
- 88% of survey respondents felt “having all of our solutions in one place saves time”