



The image shows three people in a modern office setting. A woman in a dark dress is pointing at a large digital display. The display shows a presentation with the following text: '16% increase cycling commuters since 2012', '- Healthier Alternative', '- Fitness', '- Reduced vehicular traffic', '- CITY-SPONSORED BIKESHARE PROGRAM', '> Young professionals', and 'URBAN'. There are also images of a woman, a cyclist, and a person on a bicycle. A man in a dark sweater is writing on the display with a marker. A woman in a patterned top is sitting at a table in the foreground, looking at her phone.

MODERN *WORKPLACE*

MICROSOFT 2015

An aerial, black and white photograph of the Hong Kong skyline. The image captures a dense cluster of skyscrapers and buildings along the coast, with a large body of water in the foreground. The sky is filled with dramatic, dark, and textured clouds that create a sense of depth and atmosphere. The overall tone is somber and contemplative.

THE WORLD HAS CHANGED

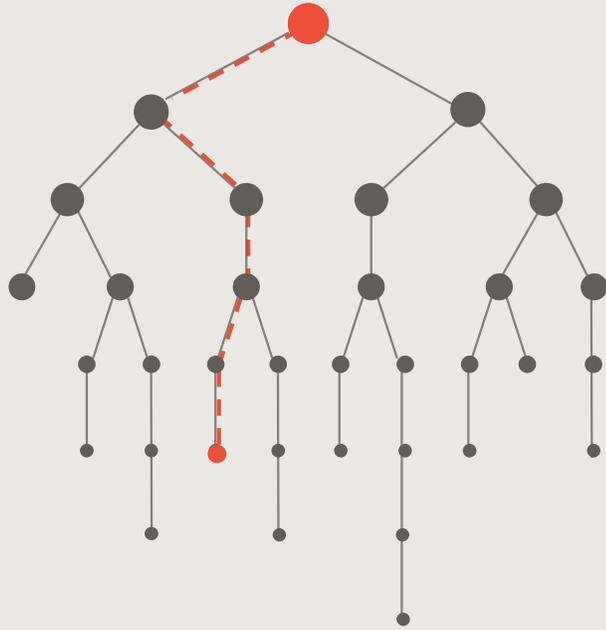
**OF THE FORTUNE 500
IN 1955...**

89%

ARE GONE

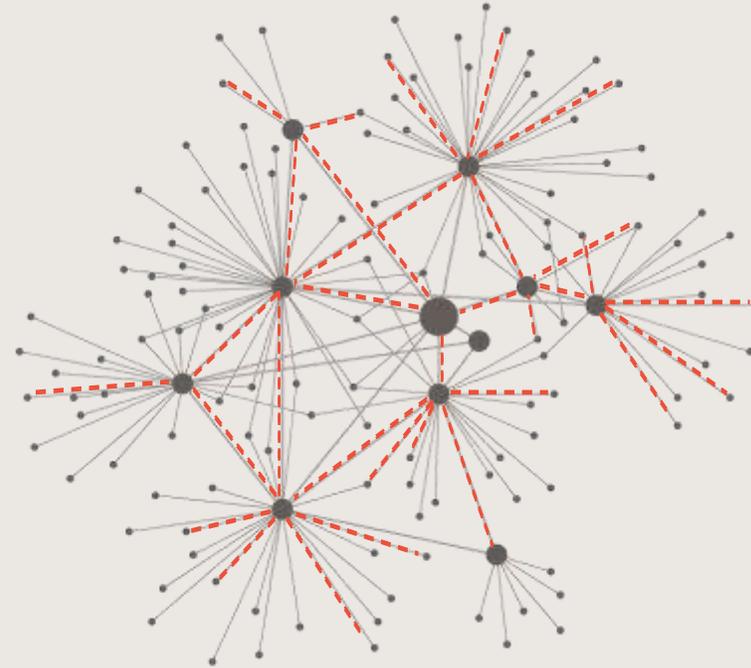
An aerial photograph of a city with a network of white lines and circular icons overlaid. The icons include a person, a speech bubble, a document, a group of people, a Twitter bird, and a Facebook 'f'. The text is centered in the middle of the image.

THE WORLD IS NOW A GIANT NETWORK



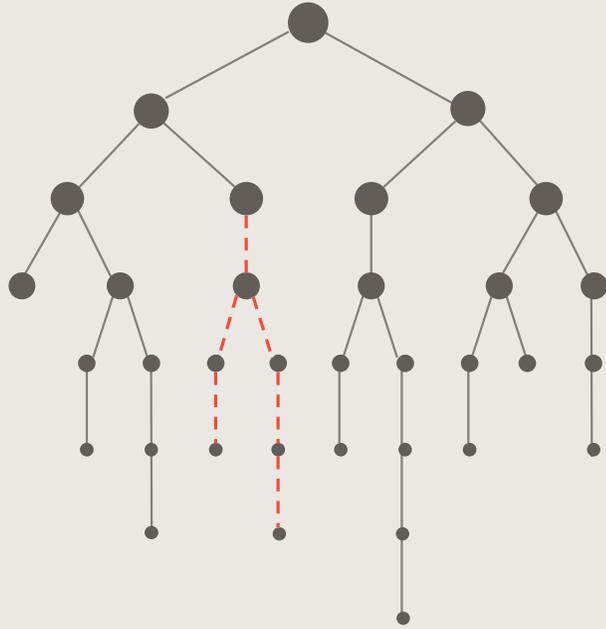
TRADITIONAL HIERARCHIES

**INFORMATION MOVES SLOWLY
COMMAND AND CONTROL**



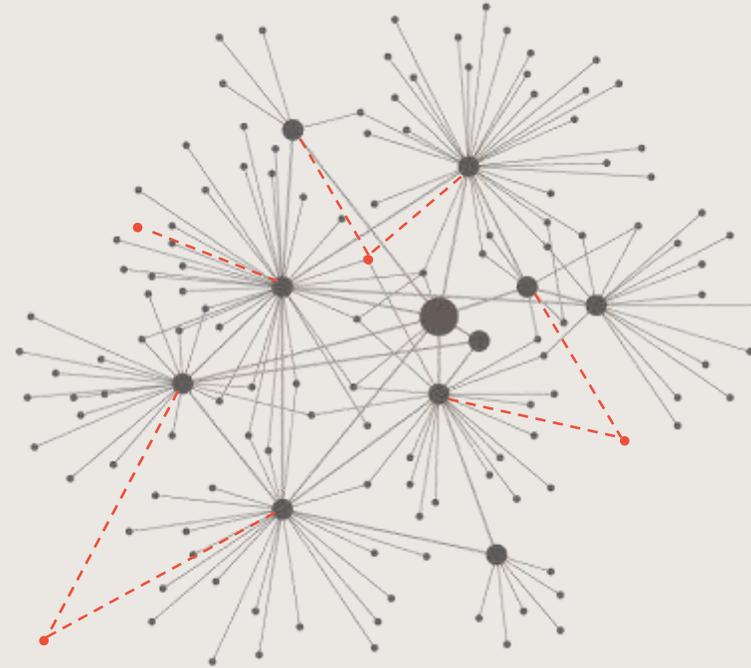
RESPONSIVE NETWORKS

**INFORMATION TRAVELS FAST
LEARN AND ADAPT**



TRADITIONAL HIERARCHIES

**FIXED WORKFORCES
SILOED TEAMS**



RESPONSIVE NETWORKS

**LEVERAGE THE ON-DEMAND
GLOBAL TALENT POOL**

THE MODERN STUDENT



Always mobile, always moving

Collaborate early, often, and always

Grown up on social networks



60%

OF DESKS ARE VACANT

*If you can work from
anywhere, what is the role
of the modern workplace?*



6x

COWORKING SPACES

People value communities of innovation that provide access to knowledge and accelerate their learning



MODERN COLLABORATION



MODERN MEETINGS

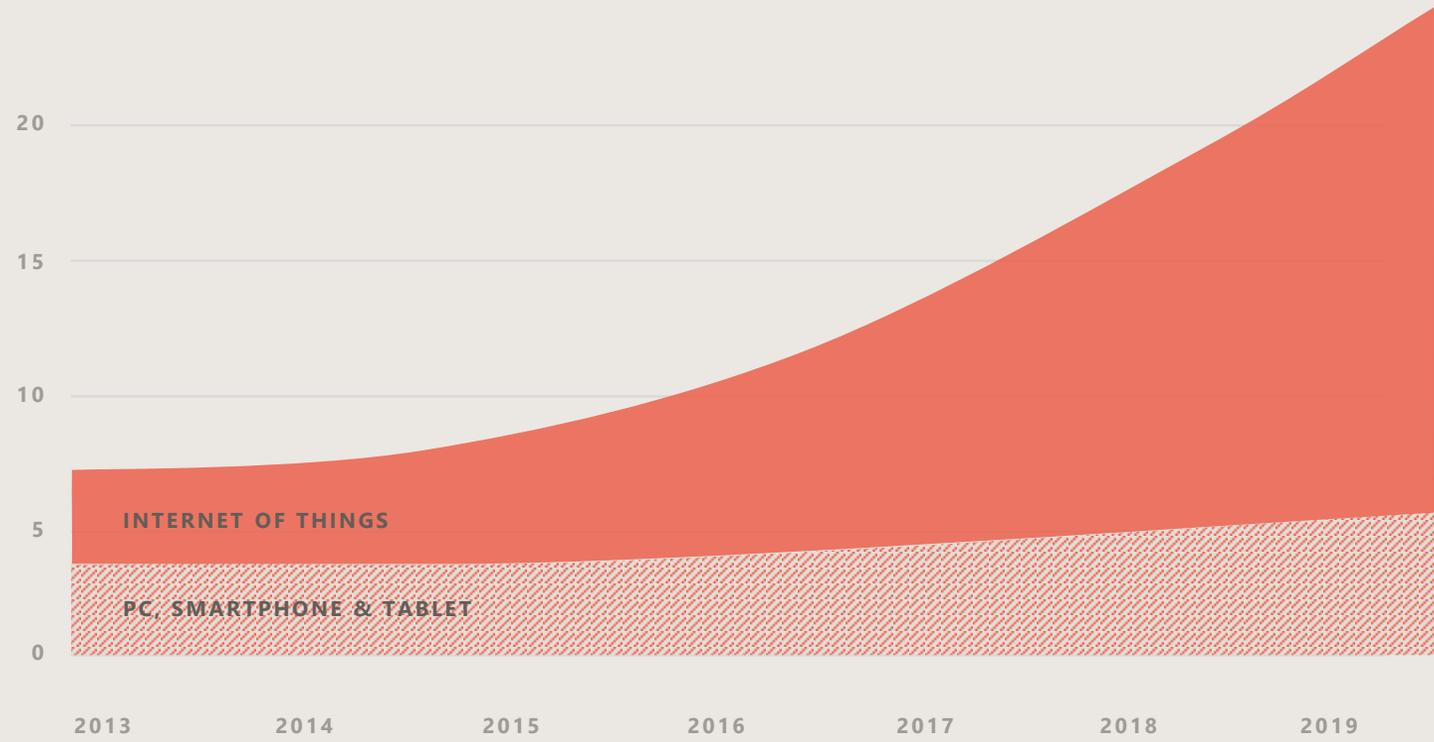


MODERN CONTENT CREATION

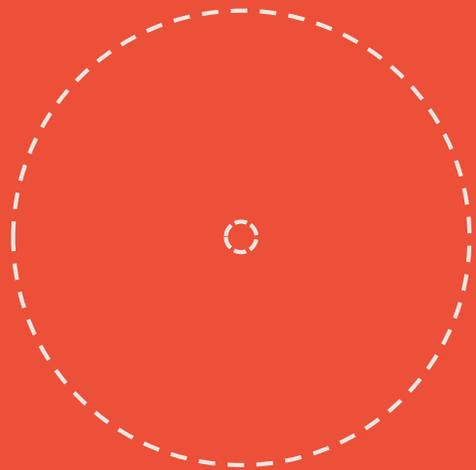




MODERN MOBILITY



GROWTH OF CONNECTED DEVICES
1=1 BILLION UNITS



44 ZETTABYTES
2020 OF DATA

1 ZETTABYTE = 1 B TERABYTES

***WHAT IS SCARCE
IN ALL OF THIS ABUNDANCE
IS HUMAN ATTENTION***

SATYA NADELLA



Energy use report



There's heavy traffic.
Better head out soon.



1251 Unread emails



104 Tweets



Needs water



12 Meetings



Locks secure

9,501 steps



68

**INFINITE DATA, APPS
AND DEVICES —
FINITE TIME**



Travelling > 40% of the year

> 25MB streamed back to pit
each lap

> 1BN data points/car every
race



MODERN WORKPLACE

PERSONALIZED INSIGHT





**MORE FREEDOM
MORE SECURITY RISKS**



POLICY TIP NOTIFICATION
End-user alert



POLICY TIP NOTIFICATION
Compliance Team notification

MODERN WORKPLACE
**PEOPLE CENTRIC
COMPLIANCE**



ALWAYS EVOLVING



HYBRID AND ON-PREMISES RELEASE CADENCE UNCHANGED

Approximately 3 year cycle

New features and value at major updates

Interim Service Packs

Next release targeted for H2 2015



CLOUD UPDATES ON A REGULAR, ROLLING BASIS

Monthly updates

Deliver new features and value

Minimize upgrade projects

IT Controls and insight using First Release

Accelerate adoption via Success Center

ALWAYS EVOLVING

UNIVERSAL APPS FOR WINDOWS

SKYPE CONNECTIVITY

MODERN APPS FOR ANDROID

UNLIMITED ONEDRIVE w/OFFICE 365

ENCRYPTION AT REST

OFFICE FOR MAC

EXPANDED DLP

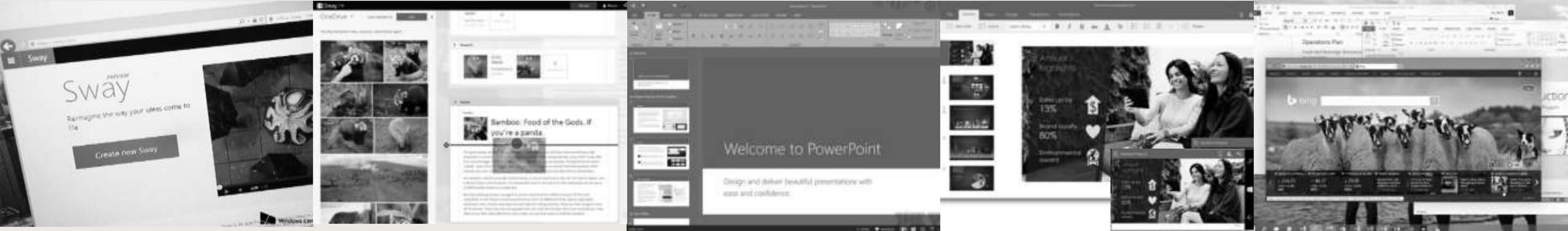
INTUNE UPDATES

ENCRYPTION AT REST

DELVE AND OFFICE GRAPH

OFFICE 365 VIDEO

UP NEXT IN 2015



2015 H1

- Office for Mac v.next Preview
- Office 2016 Preview
- Office Sway for consumers
- Office 365 DLP & security enhancements
- Office Graph extensibility
- Skype for Business

2015 H2

- Office universal apps for Windows 10
- Office 2016 release
- Exchange Server v.next release
- SharePoint Server v.next preview
- OneDrive for Business sync v.next
- Office for Mac

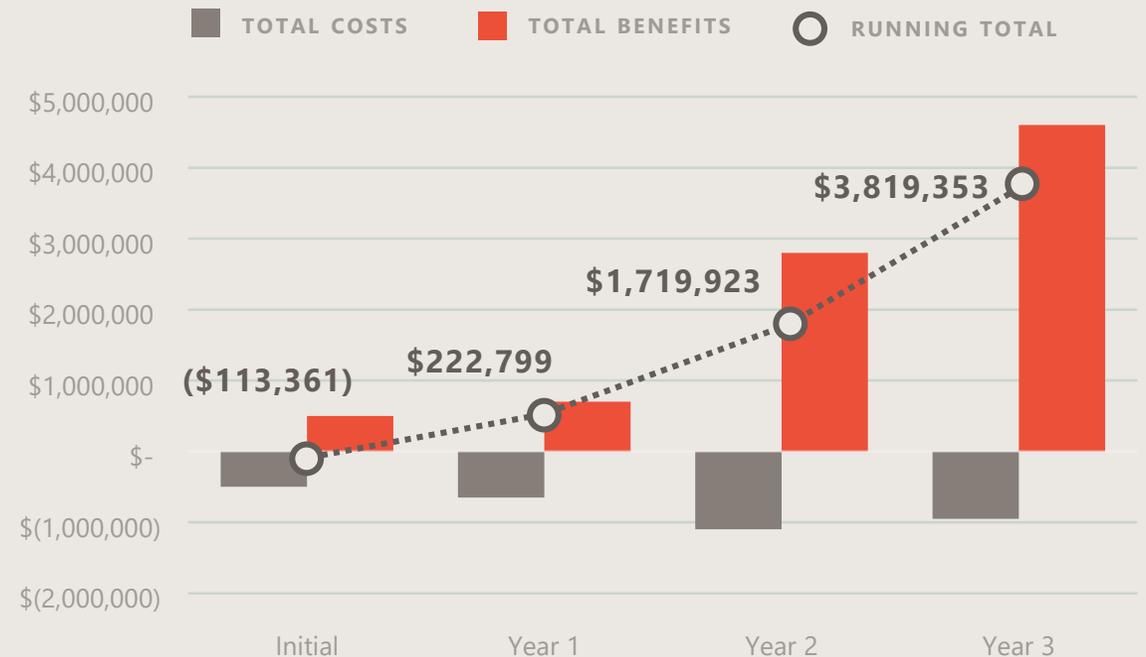
SUMMARY OF TEI

MICROSOFT OFFICE 365

\$5.6M

IN NET PRESENT VALUE
OVER THREE YEARS

For a composite 6,000 seat organization based on surveys and interviews of actual Office 365 customers by Forrester Consulting.



163%

three-year, risk-adjusted ROI

468%

Internal Rate of Return

\$1,348

three-year, risk-adjusted NPV/user

7 months

for Office 365 payback

THANK YOU.