

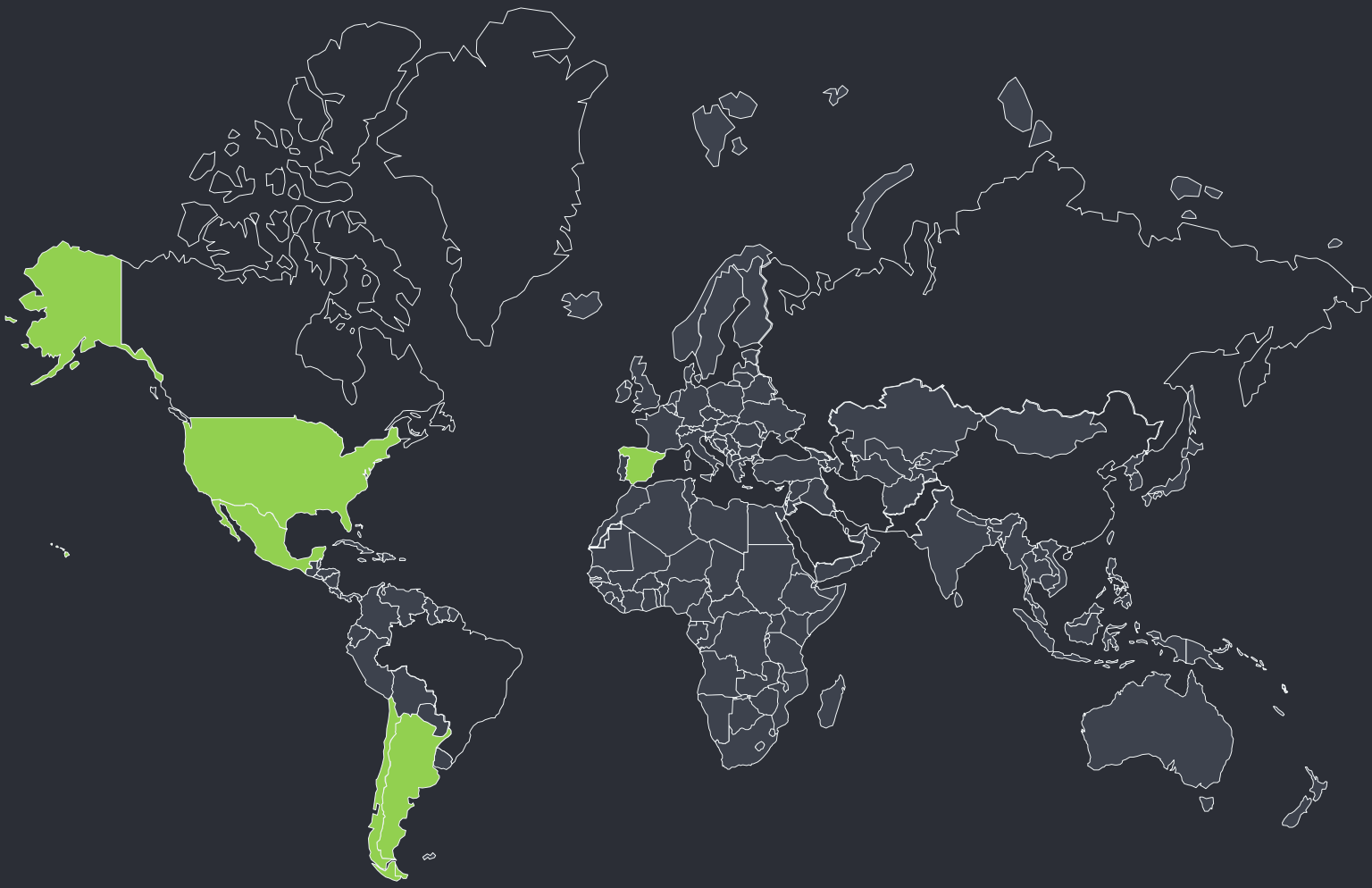


READYMIND
NEXT GENERATION SERVICES



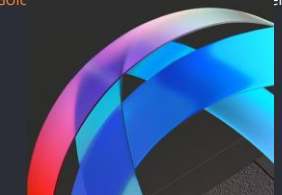
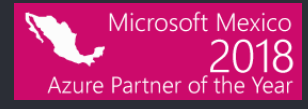
READYMIND

NEXT GENERATION SERVICES



Fundada en 2007 readymind consolida operaciones en México, Argentina, Estados Unidos de America, Chile y España. Partner de soluciones Microsoft dedicado a transformar organizaciones adoptando tecnologías de Nube Microsoft.

Completamente integrada por profesionales técnicos certificados, Nuestro staff de consultores está en constante entrenamiento certificando en las últimas tecnologías Microsoft. Esta búsqueda constante de excelencia permite alcanzar las expectativas y demandas del mercado, combinando habilidades con experiencia. Día a día mejorando nuestros servicios, alcanzando la satisfacción y cubriendo las necesidades de nuestros clientes que al final es lo más importante.





Winner Microsoft Partner of the Year

WW & LATAM
Azure Influencer

Our Services

Consulting Services



Microsoft Azure & Office 365 Deployment and Support Services. Readymind has certified professionals in both Microsoft On Premise and Cloud technologies, and thus the ability to migrate any workload to the cloud.

Licensing



Readymind is a direct selling Microsoft Cloud Solution Provider, which means that the customer can access monthly or annual paid Microsoft licensing. We offer optimization service of existing contracts at no cost, with a thorough analysis we determine its use, proposing value offers to improve your current costs.

Empowering Humans



Business unit dedicated to application development and modernization. Professionals dedicated in deploy the latest technological trends in software development and architecture. Personalized assistance for the intellectual development of our customers through workshops and accompaniment in the development of new products.

24x7 Support Policies



Within our catalog of services we have managed services for our specialization. We have annual policies for Apps & Infra (Microsoft) Development & App Modernization (Azure & OpenSource) and M365 (Microsoft 365 – Office365). These flexible policies allow personalized support not only for technical support remediations, but also for Workshops, Architecture, Optimizations and consulting hours for projects.

Software Assessment Management



Licensing Specialists + Certified Technicians offer on-premises workload advisory and evaluation that is available to be migrated to the cloud for cost and benefit optimization that only the Microsoft cloud can grant us.



READYMIND M365 WW Programs

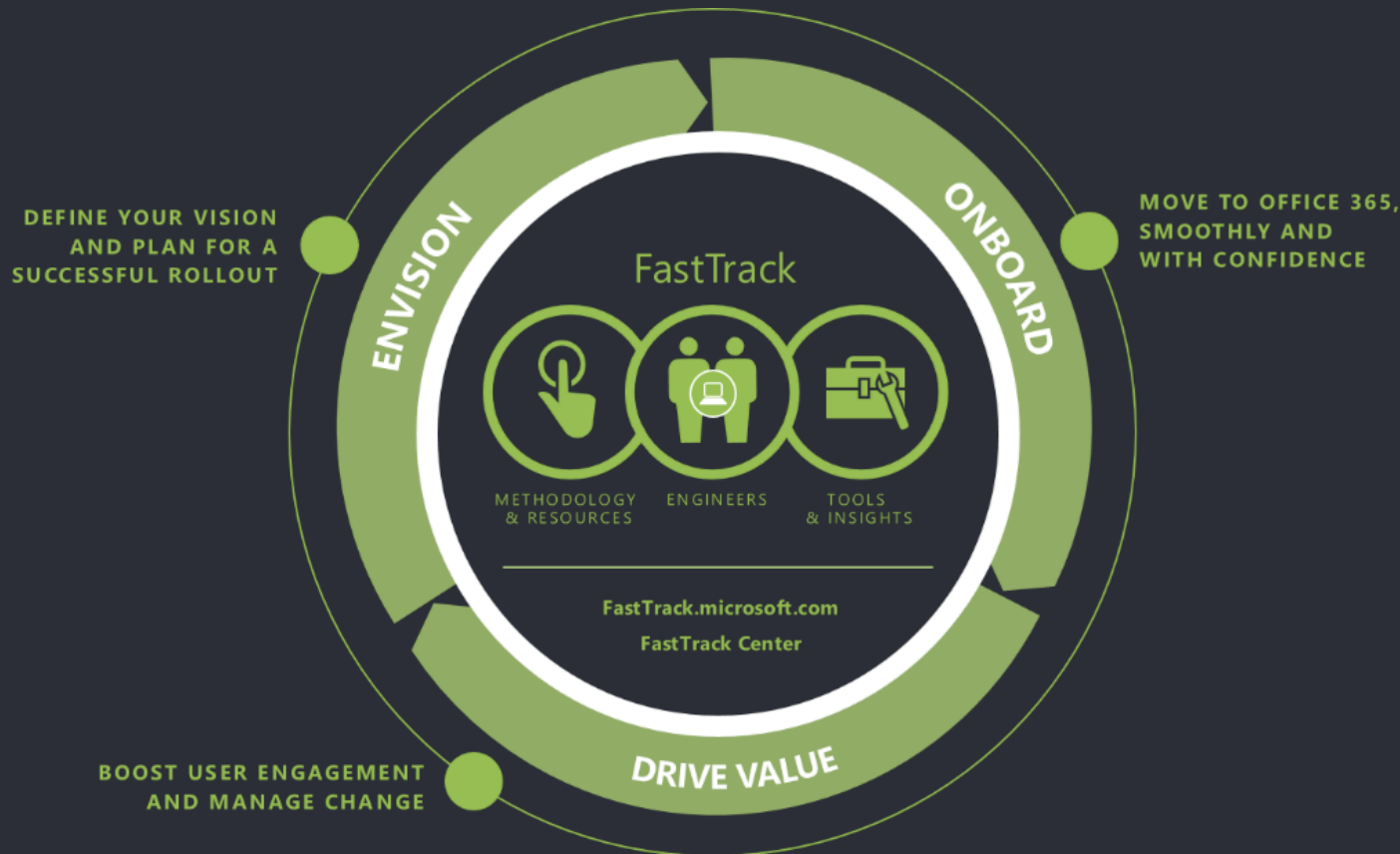
FastTrack Ready Partner

M365 Accelerators



HOW DOES FAST TRACK READY PARTNER WORKS?

Encourage the use of Workloads essential to your company's productivity and security. Get the best O365/M365 tool adoption methodology. Keep program usage in good practice, ensure the productivity and security of your information.



- Onboarding: accompaniment up to 15% active use
- Adoption: accompaniment up to 40% of active use
- Services must be at least 30% active to achieve the objectives and incentives
- Incentives earned in the program will be used as additional hours to the professional service hours pack of the contracted policy.

- Exchange Online
- Intune
- Outlook Mobile
- Azure Advanced Threat Protection
- Azure Active Directory Premium
- Cloud App Security
- Azure Information Protection
- Office ProPlus
- MS Teams
- YAMMER
- SharePoint Online

FAST TRACK READY PARTNER WORKLOADS AVAILABLE FY20 VS FY21



- Accounts should be nominated when they are below 10% of the use of each Workload to achieve the 15% benefit
- Accounts should be nominated when they are below 20% of the use of each Workload to achieve the 40% benefit
- Accounts are eligible when they have a minimum of 150 seats, regardless of the segment to which they correspond
- + Direct Customer Adoption Benefit through Partner, and a Fast Track Engineer
- + Migration capability of your Zoom, Webex, Hangouts platform to Microsoft Teams
- + Exclusive workshops for IT Administrators, on the implementation of Workloads and good practices
- + Microsoft EDGE is part of the program, incentives are Available on September 2020

		FY20		FY21		
Supported Workloads		FT Benefit	15%	40%	15%	40%
Core Health (Group 1)	Exchange Online	Y	Y		Y*	--
	SharePoint Online	Y	Y		Y*	--
Core Health (Group 2)	Office ProPlus	Y	Y	Y	Y*	--
Core Health (Group 3)	Azure Active Directory Premium	Y	Y		Y	--
	Microsoft Intune	Y	Y	Y	Y	Y
Core Health (Other)	Teams	Y	Y	Y	Y	Y
E5 Health (Group 1)	Office ATP	Y	--	--	Y	--
	Microsoft Cloud App Security	--	Y	--	Y	--
	Microsoft Defender ATP (S)	Y	--	--	Y	--
	Azure ATP		Y		Y	
E5 Health (Group 2)	Microsoft Information Protection (S)	Y	Y	Y	Y	Y
E5 Health (Other)	Teams – Calling (S)	--	--	--	Y	Y
Compete (Zoom)	Teams – Meetings (S)	--	--	--	Y	Y
Compete (OKTA)	AADP – SSO Apps	--	--	--	N	Y
Compete (Slack)	Teams – Apps & Platform	--	--	--	Y	--

READYMIND M365 WW Programs

M365 Accelerators



Secure Remote **Work Workshop**
Microsoft Teams **Meetings**
Microsoft Teams **Callings**
Microsoft Teams **Apps & Solution Workshop**
M365 Security *Threat Check & Sentinel **Workshop**
M365 Indentity & Compliance **Workshop**



Customer Criteria

The Workshop is fully funded by Microsoft to selected Partners, but Customer should meet following criteria in order to be eligible for the M365 Workshops & Immersion Experience

Secure Remote Workshop

Existing Office or Microsoft 365 customers:

- > 1000 Exchange Online Paid Available Units (PAU), and
- < 40% Monthly Active Users (MAU) for either Teams OR Azure Active Directory Premium (AADP)

Non-Office 365 /customers:

- > 1000 PC Install Base

Other/Smaller customers

- Select small and mid-market customers between 300 and 1000 seats may be eligible for workshops

Security Workshops

- 1000+ Paid Available Units (PAU) for Azure Active Directory Premium (AADP) PAU, and
- 250+ Monthly Active Users (MAU) for Exchange Online, SharePoint Online or Teams
- Select small and mid-market customers between 300 and 1000 seats may be eligible for workshops

Compliance Workshop

- Must have 1000+ AADP Paid Available Units (PAU) with < 40% usage.
- Select small and mid-market customers between 300 and 1000 seats may be eligible for workshops.

Microsoft Teams Calling

- 1000+ Teams Paid Available Units (PAU), and
- 300+ Teams Active Users or 15% Teams Active Usage
- Select small and mid-market customers between 300 and 1000 seats may be eligible for workshops

Microsoft Teams Meetings

- 1000+ Teams Paid Available Units (PAU), and
- Teams Meetings Monthly Active Usage must be less than 40%
- Select small and mid-market customers between 300 and 1000 seats may be eligible for workshops

Microsoft Teams App & Solutions

- 2000+ Teams Paid Available Units (PAU), and 1000+ Teams Monthly Active Users (MAU)
- Select small and mid-market customers between 300 and 1000 seats may be eligible for workshops



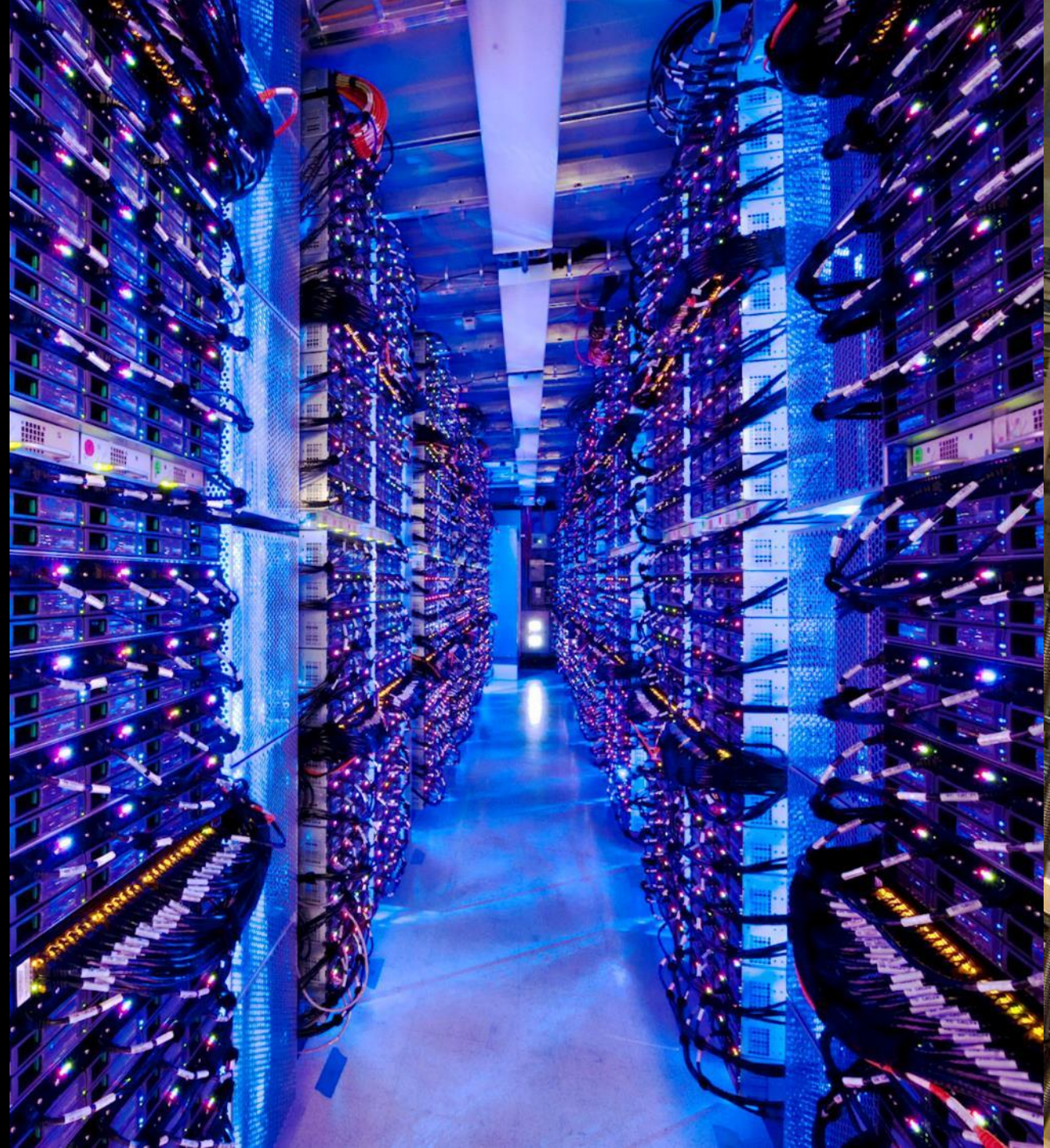
Azure Migration Program (AMP)

Advanced Specialization

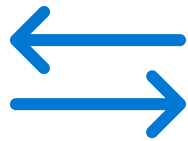
Datacenter Migration

App Modernization

Windows Virtual Desktop



AMP offers are expanding across scenarios



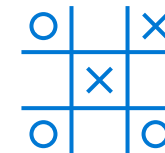
Datacenter
migration

Save money, stay secure, and
scale on-demand
Move your customers **Windows
Server / SQL/ Linux /AVS /
MySQL** Workloads to Azure



Virtual desktop
infrastructure

Windows Virtual Desktop
helps address specific
business needs
Windows Virtual Desktop on Azure,
Citrix and VMware



Web app
modernization

Scale web apps by migrating
.NET apps to optimize cost,
build managed services, and
improve performance

Pay less with cost effective offers

To help offset transition costs

Azure
Hybrid
Benefit

Extended
Security
Updates

Migration
project
funding

Free Azure
migration
tools

Enterprise
Skills
Initiative

Azure
credits

*Incentive mix determined based on customer scenario & eligibility

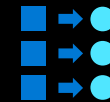
Customer commitments



Customer migration project is sponsored & resourced



Customer migration project has concrete timelines

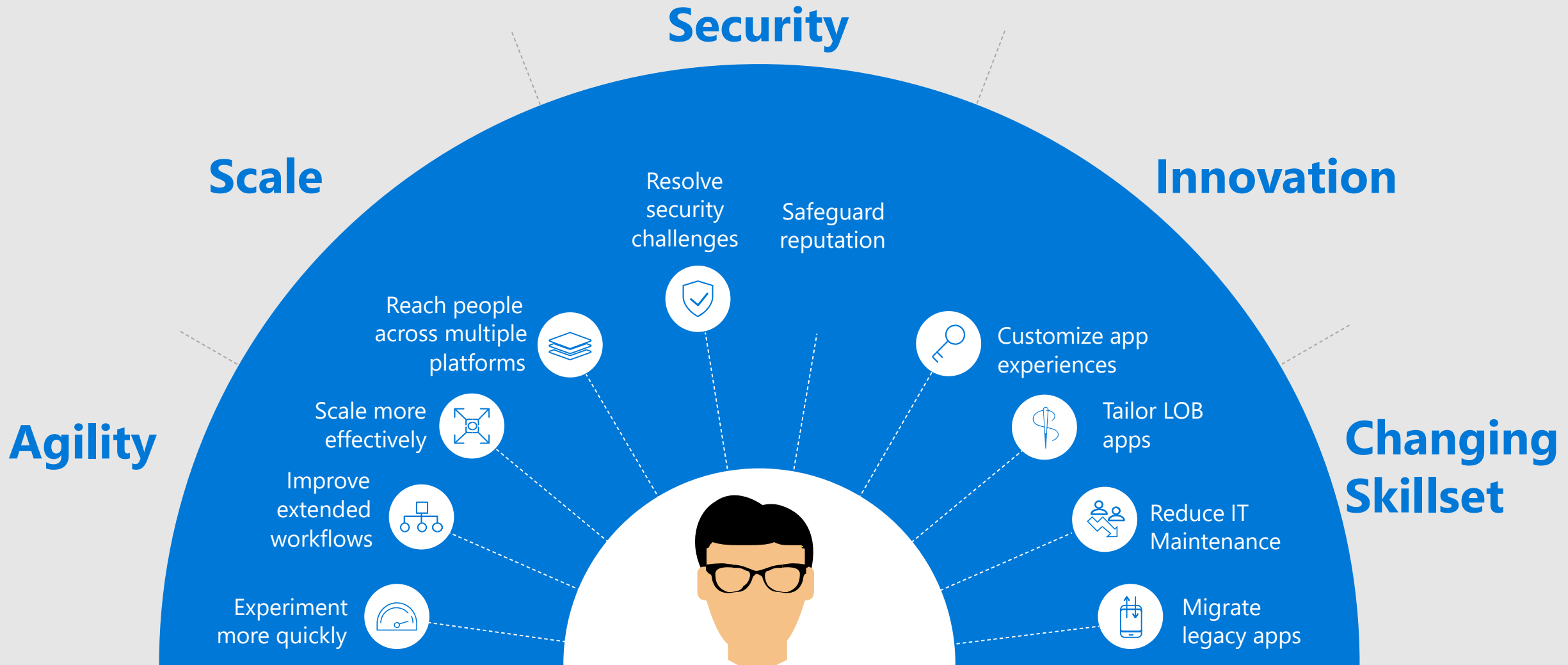


Customer is already using Azure actively

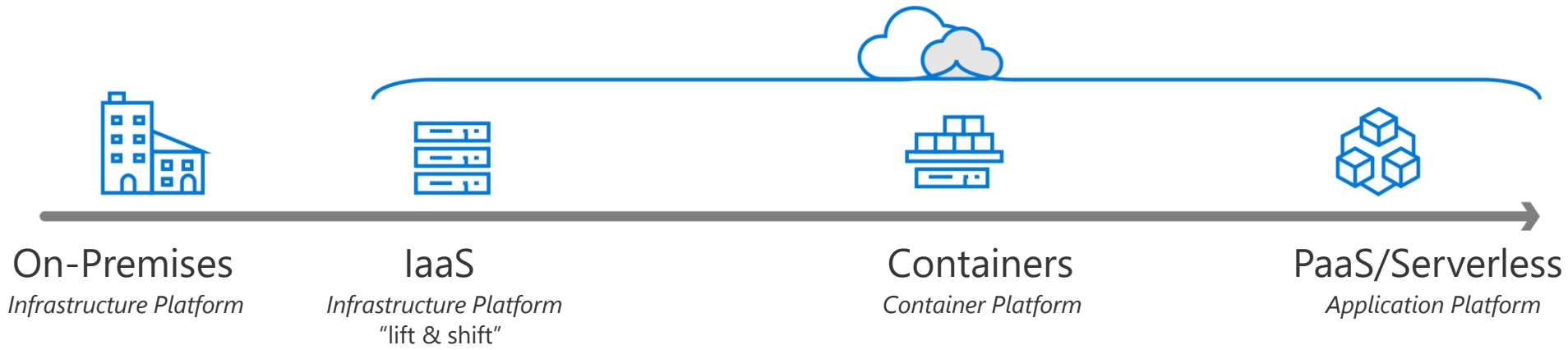
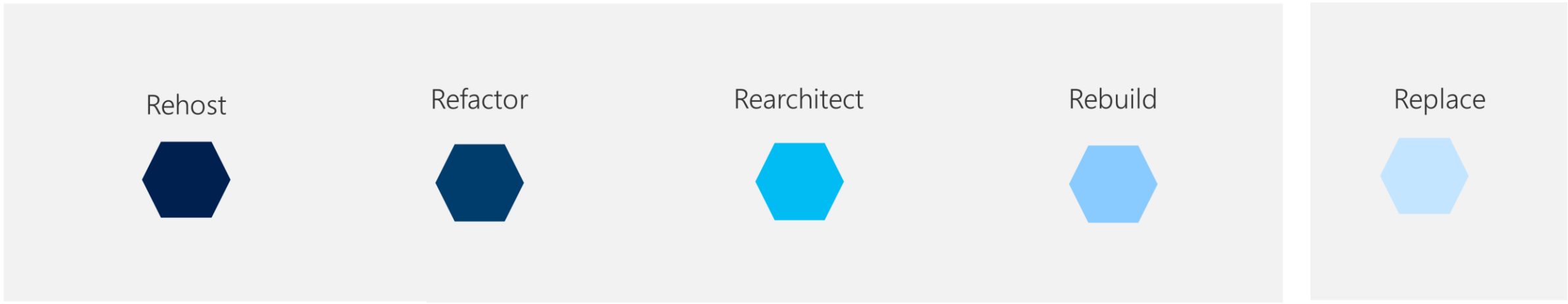


Customer is in a supported AMP region

You want to modernize apps also for these reasons

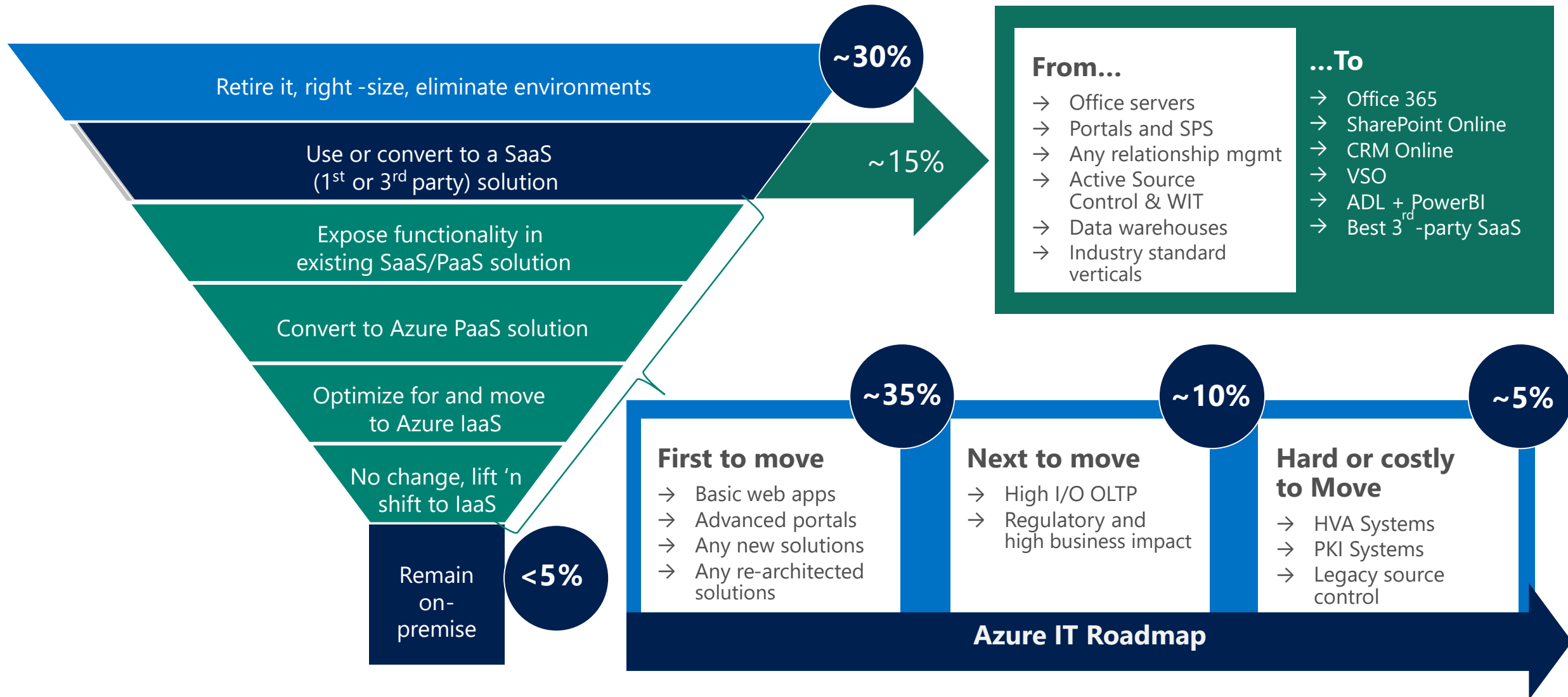


Our journey to Microsoft Azure



Source: Gartner: "Developing a Public Cloud IaaS Adoption and Migration Framework" published March 2017

Roadmap Planning



Decisions after assessment, Planing together!

Objectives						Options to consider
		Rehost	Refactor	Rearchitect	Re-build	
1	Deliver new and breakthrough capabilities faster <i>Optimize for developer productivity, build apps faster</i>				✓	PaaS, Serverless
2	Provide multichannel access, including mobile and IoT <i>Enable wider, secure access to applications, support range of devices</i>				✓	PaaS, Serverless
3	More easily integrate with other web and cloud apps <i>Leverage PaaS, increase productivity with Serverless</i>			✓	✓	PaaS, Serverless
4	Enable business agility with continuous innovation <i>Increase DevOps agility across teams</i>		✓	✓	✓	PaaS, Containers
5	Meet scalability requirements of existing apps more cost effectively <i>Optimize application architecture for cloud scale</i>		✓	✓		PaaS, Containers
6	Leveraging existing investments <i>Across dev/ops, developer experience, tooling, infrastructure and deployed apps</i>	✓	✓	✓		PaaS, Containers
7	Free up data center space quickly <i>Free up or consolidate resources for apps that must reside on-premises</i>	✓				IaaS
8	Reduce capital expenditure of existing applications <i>Switch to pay-as-you-go model, realize better budget forecasting</i>	✓				IaaS
9	Achieve rapid time to cloud <i>Allow migration with minimal architectural impact</i>	✓				IaaS



READYMIND
Next Generation Services



Microsoft

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