



YORKTEL MICROSOFT SOLUTIONS

# Microsoft System Center Endpoint Manager (SCEM) Deep Dive

Presenter



# AGENDA

**SCEM Defined**

**SCEM Intro Video**

**SCEM Services Offered**

**SCEM Battle Card**

**Key Talking Points**

**Pull Through for SCEM**

# What is SCEM?

**System Center Endpoint Manager (SCEM)**, also known as **Configuration Mgr**, formerly **Systems Management Server (SMS)** is a systems management software product developed by Microsoft for managing groups of computers running Windows, Windows Embedded, OS X, Linux or UNIX, as well as Windows Phone, Symbian, iOS and Android mobile operating systems.

Endpoint Manager provides remote control, patch management, software distribution, operating system deployment, network access protection and hardware and software inventory.

Competitive Products: IBM-BigFix, LANDesk, Nagios

# SCEM Services Offered

- Health Check
- Upgrade/Migration Validation
- Upgrade/Migration
- Plan and Design Documentation
- New Implementation
- 40-hour Quick Start
- O/S Deployments
- Application Packaging

# SCEM Sales Battle Card

## Solution Addresses:

- Upcoming hardware/software refresh – O/S deployments
- Limited IT staff (not enough hands)
- Software deployments and patching
- If client has an EA agreement, probably already paid for
- Remote management
- Anti-Virus protection
- Inventory
- Windows 10 In-Place Upgrades
- Support for Azure virtual machines
- Single server supports up to 150K clients
- Support for SQL Always-on for highly available database
- Natively managed Office 365 desktop client

## Questions to Ask the Client:

- How are you managing your workstations and servers today?
- How do you manage software deployments and updates?
- How do you inventory your enterprise?
- Why pay for different A/V, inventory and third party software if you have an EA? SCEM is included...
- Would client be interested in our 40 hour Quick Start or a demo?

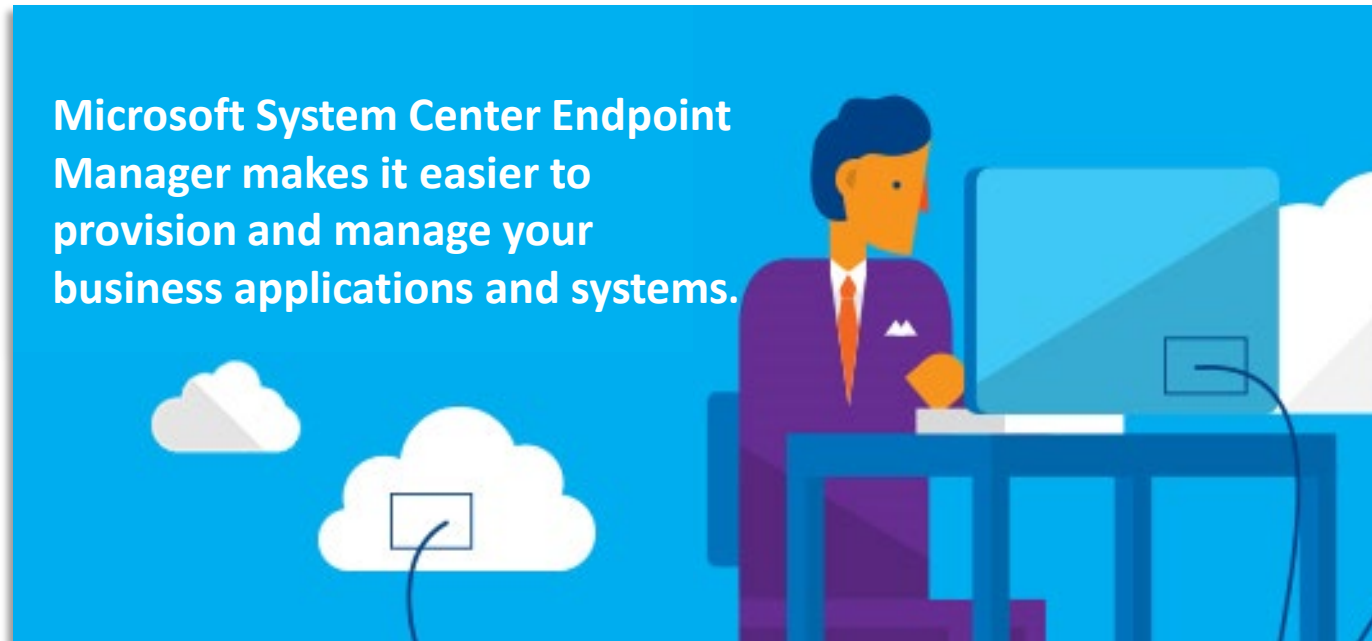
# System Center Endpoint Manager

## Key Talking Points

### **Manage your systems – Reduce Overhead.**

System Center streamlines the management of your systems.

- Deploy applications
- Manage Windows software updates
- Monitor and remediate devices for compliance
- Monitor hardware and software inventory
- Remotely administer computers
- Deploy/Upgrade operating systems
- Maintain desired state configuration
- Increase IT productivity and efficiency by reducing manual tasks and letting you focus on high-value projects
- Maximize hardware and software investments
- Empower end-user productivity by providing the right software at the right time



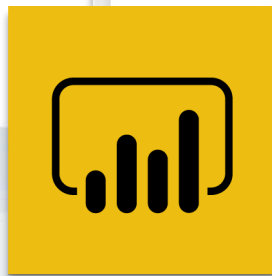
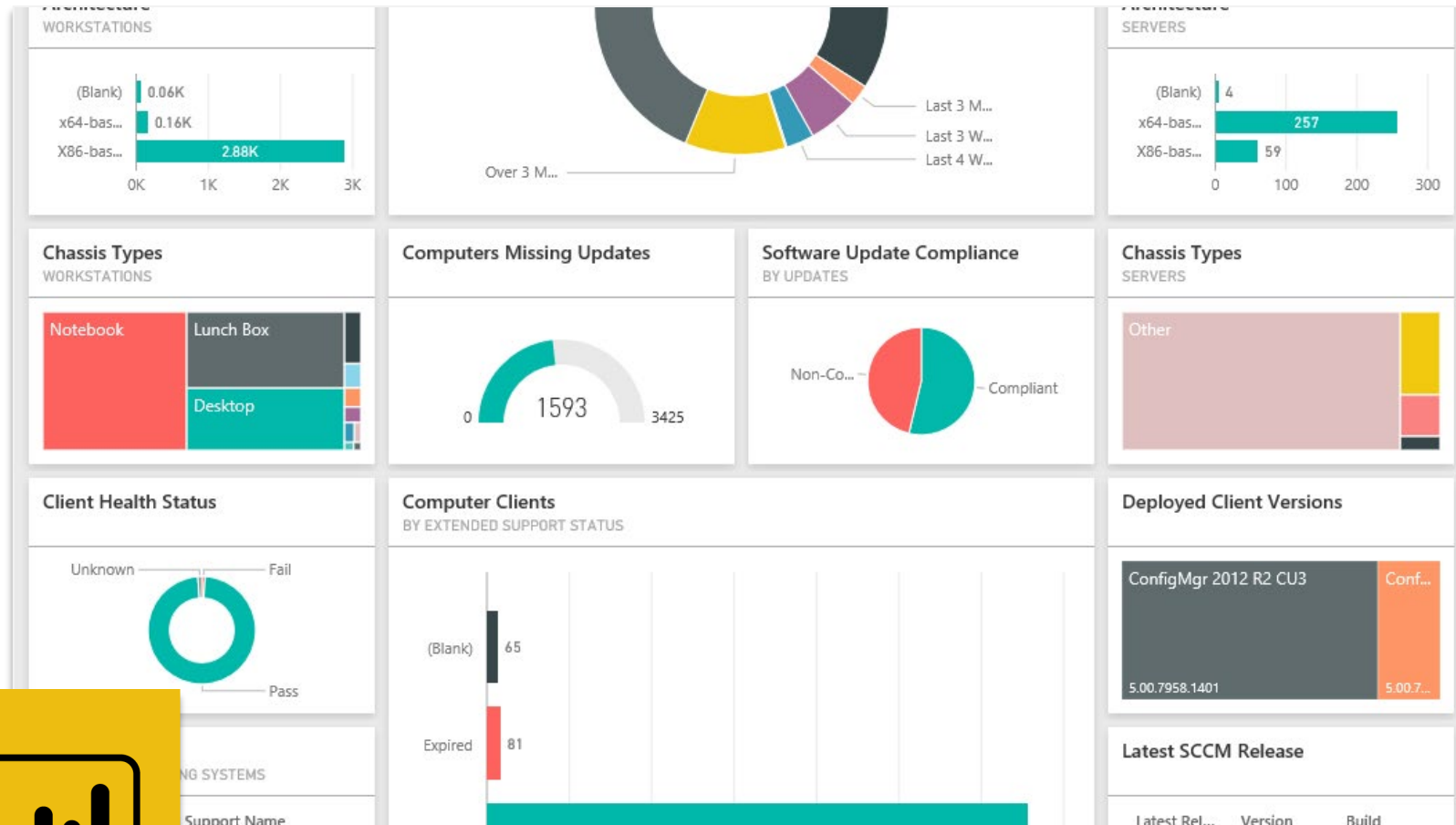
# Success Story

**Need identified through a simple question –**

*“How are you managing your environment today?”*

- Deployed to 30K endpoints
- Managing workstations and servers
- Utilizing Power BI dashboards
- Used to deploy software updates and applications
- Roles defined for administrators and help desk
- In-depth reporting on hardware and software

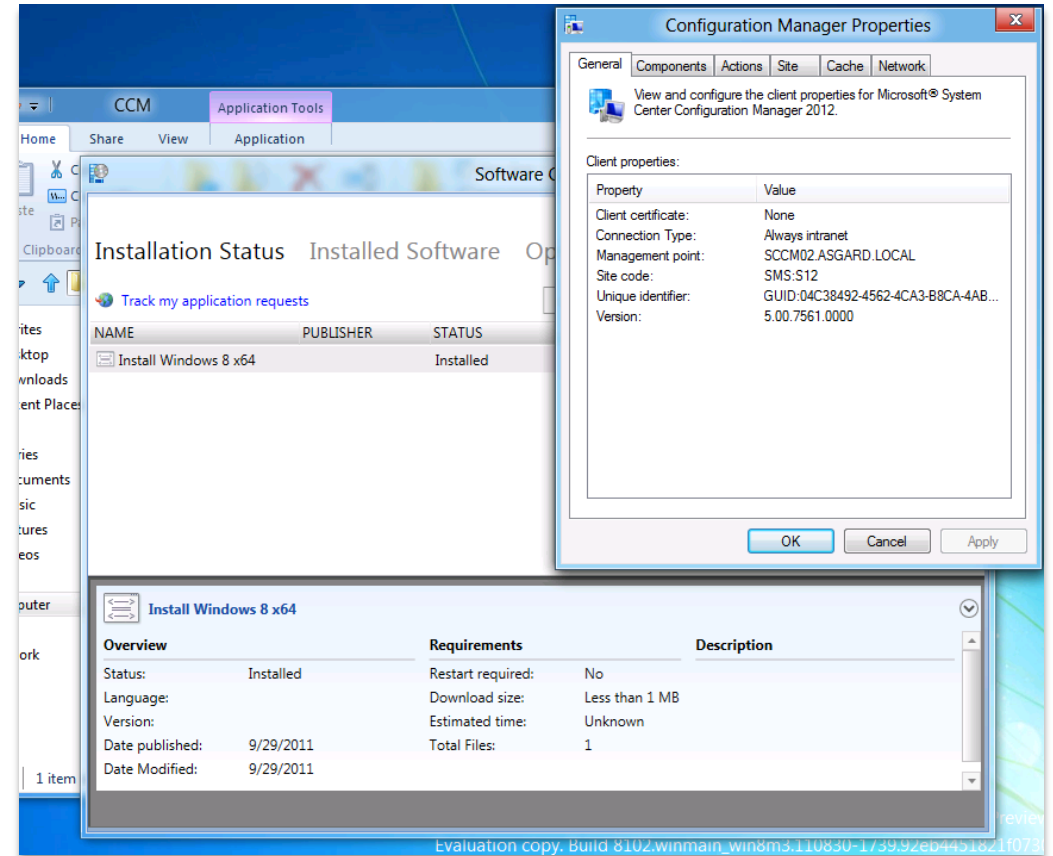
# SCEM Integrates with Power BI





# How does SCEM control a computer?

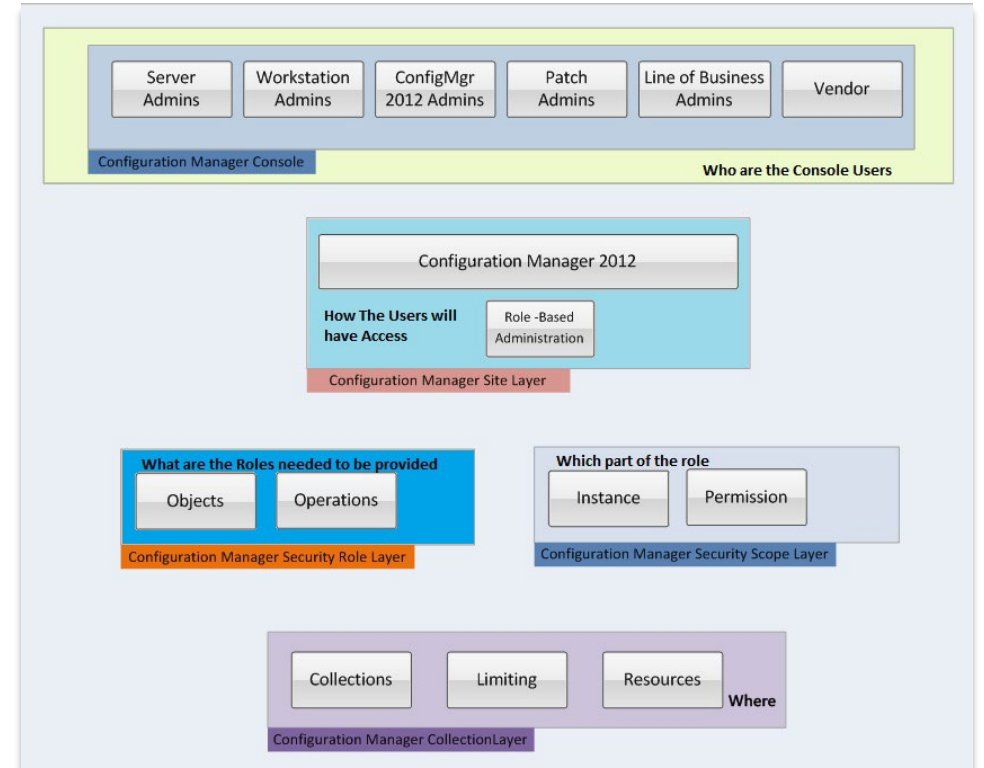
SCEM installs a small client on each device to be managed. From the client, users and admins can view the status of the client, application installation status and waiting updates.



# Roles & Security

Define custom roles and security scopes for:

- Server Admins
- Workstation Admin
- O/S Deployment roles
- Reports – View Only
- Vendors



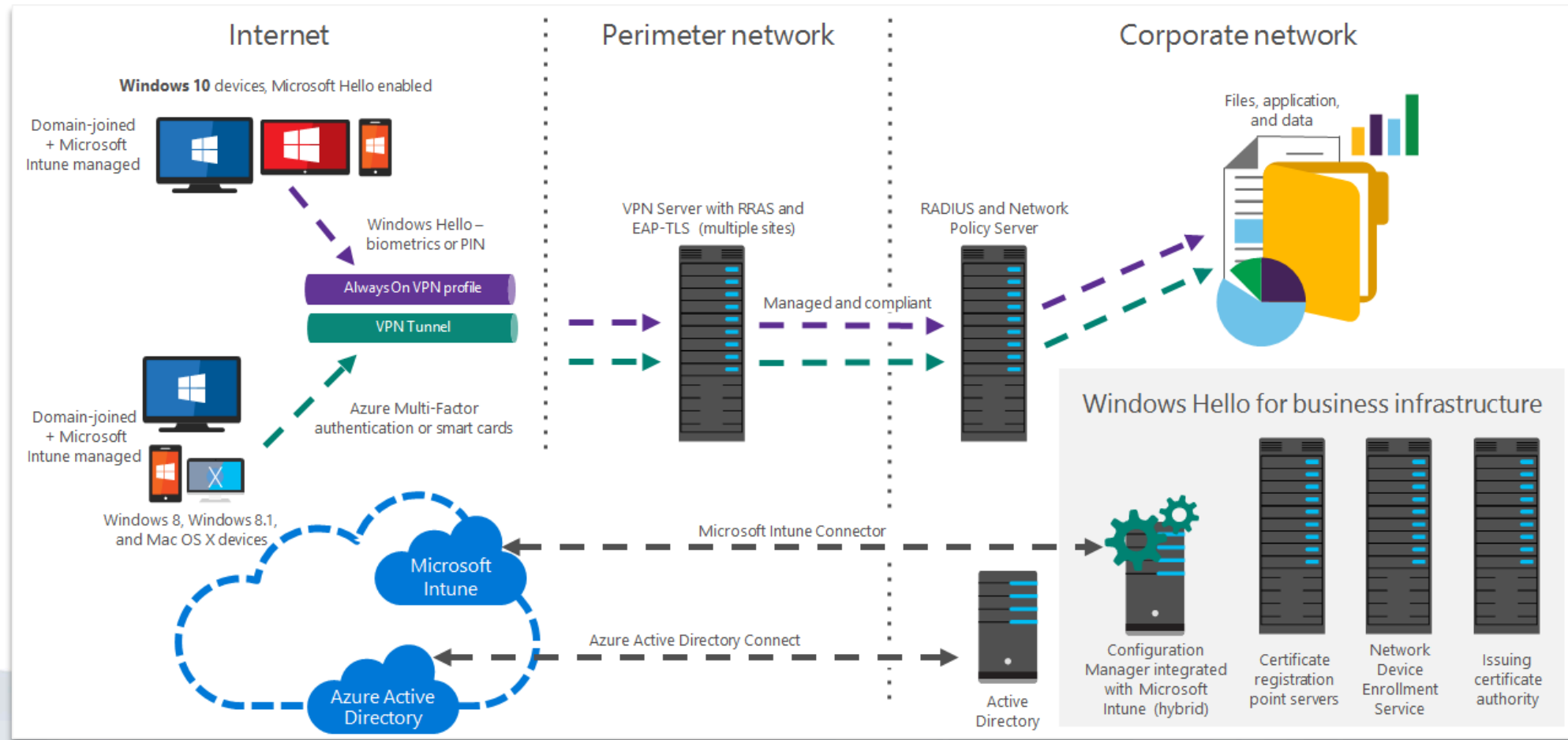
# Key Benefits Summary

- Application Management
- Hardware/Software Inventory
- Operating System Deployment
- Mobile Device Management
- Supports Azure Computers
- Software updates to include O365
- Integrates with Power BI
- Role-based Administration



# Pull Through Opportunity

## Always-On VPN for Windows 10



# Questions?

Stay on track with  
**Yorktel + Microsoft.**

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