

# encamina

PIENSA EN COLORES

A technology consultancy  
that thinks in **colors**  
for living organizations



## TeamsChamp overview

We are specialized on Productivity over M365. We are different because we think in colors and innovate. Customers trust us because of our talent, commitment and 20 years of experience.

Microsoft  
Partner



Gold Small and Midmarket Cloud Solutions  
Gold Collaboration and Content  
Gold Application Development  
Gold Cloud Productivity  
Gold Cloud Platform  
Gold Data Analytics  
Gold Data Platform  
Gold Datacenter  
Gold DevOps  
Silver Messaging

# ***PROBLEMATICS IN THE INDUSTRY***



## ***ADOPTION***

Our customers have **problems adopting and implementing** new technologies and, of course, Microsoft 365 is one of these technologies.



## ***COMPLEXITY***

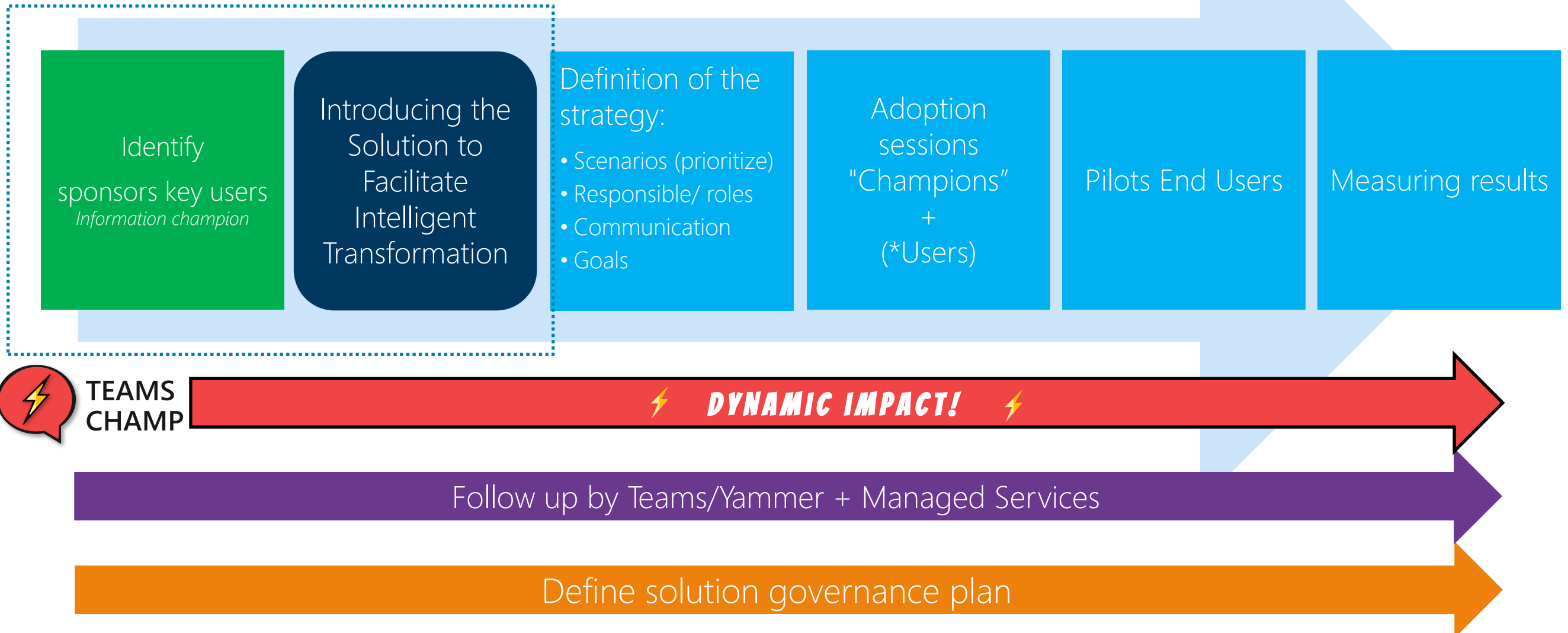
They have a lot of services and tools on Microsoft 365 and **they need help to use the right tools** for the right circumstances



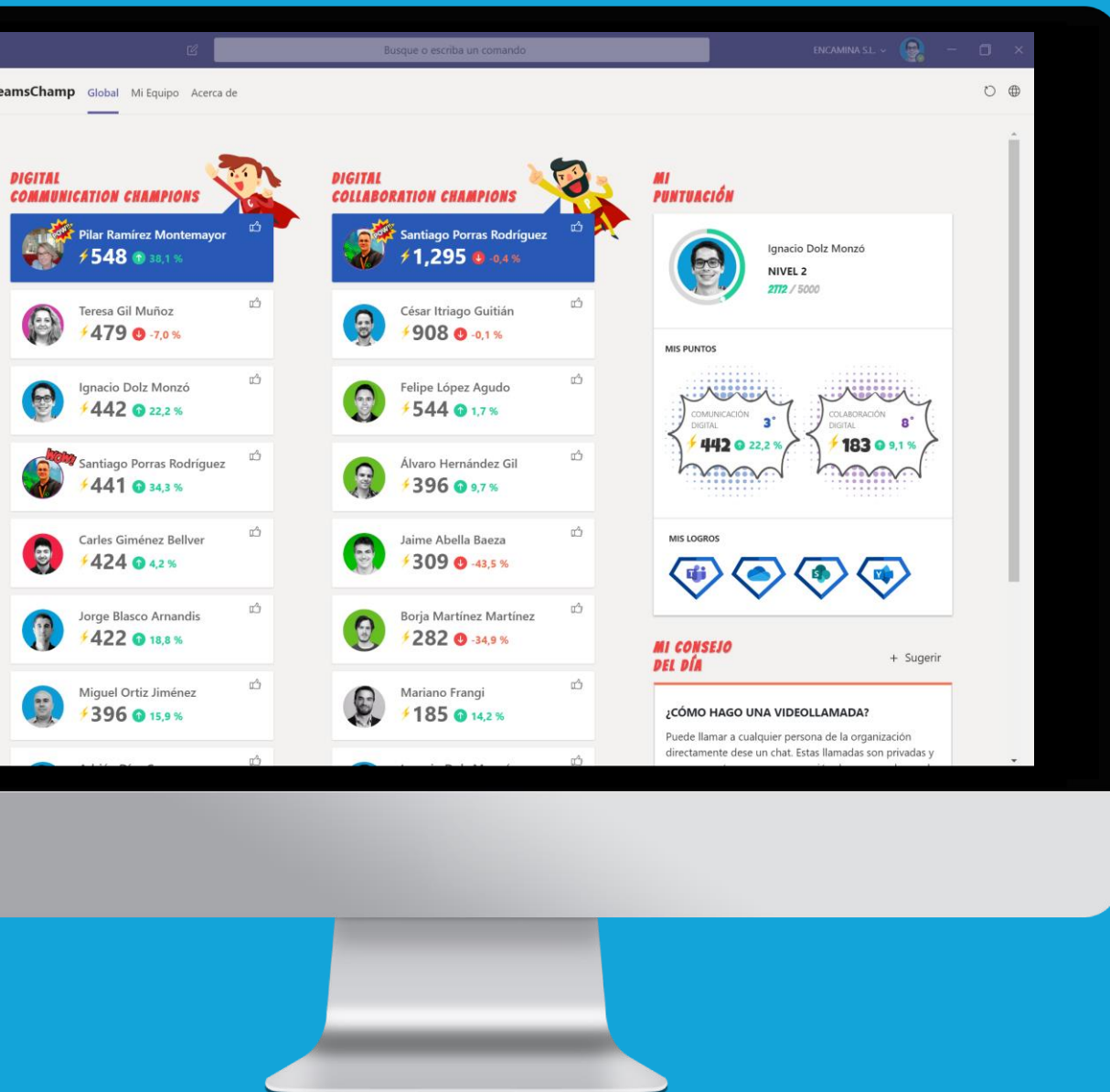
## ***ROI***

The companies are aware about the **investment** in Information technology and are worried about **how to get the maximum return of investment** in the shortest possible amount of time.

# COMMON ADOPTION PROCESS



# What is TeamsChamp?

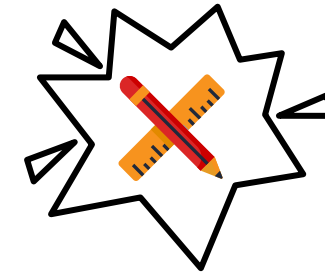


TeamsChamp is a **SaaS product** that end-users can safely view on their Microsoft Teams app and on the web. It **aims at boosting the skills** required for the digital transformation of the company, through the **gamified use of Office 365** and other tools.

# VALUE PROPOSITION

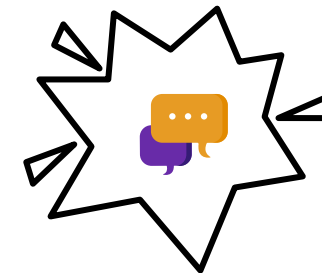
Boost the use and adoption of the organization's information systems (in which it has been invested) through the gamification of digital competences of employees.

Re-energize Office 365 ADOPTION with a breath of fresh air and a culture that facilitates its digital transformation



## DIGITAL COLLABORATION

(How to take advantage of digital tools to be more efficient)



## DIGITAL COMMUNICATION

(How to take advantage of digital channels to communicate better)



# ***TEAMSCHAMP APP***

<https://app.teamschamp.com/?v=demo>



# HOW TO ADMINISTER TEAMSCHAMP - CONTROL PANEL



- From the **control panel**, each customer can customize:
  - The **tools** they want to boost in each organization (enable or disable tools taken in account into the "game")
  - The different **business areas** they want to drive
  - The functions that will have the most weight in the secret formula
  - **System monitoring**, information about system usage (connections and users)

The screenshot shows the TEAMS CHAMP control panel for the ENCAMINA tenant. The interface includes a top navigation bar with the TEAMS CHAMP logo and a user profile for Santiago Porras Rodríguez. Below the navigation bar, there are tabs for DASHBOARD, TIPS, USERS, SETTINGS, and TEAMS CHAMP. The main content area displays the ENCAMINA tenant details, including the tenant ID and options to manage levels and delete the tenant. The dashboard is divided into several sections: Boosting practices (TOOLS and SCOPES), Users (84 total, 11 active this month, 3 active this week), Connections (414 month, 9 week), Badges awarded (OneDrive 23, SharePoint 81, Teams 67, Yammer 80), and Given champs (77 last week, 107 last month).

**TEAMS CHAMP**

ENCAMINA < Return to tenants

**DASHBOARD** TIPS USERS SETTINGS TEAMS CHAMP

**ENCAMINA** Levels Delete

Tenant id: 3ab8e5de-72c5-4188-b830-182a67aaed43

**Boosting practices**

**TOOLS** Save

Yammer	<input checked="" type="checkbox"/>
Teams	<input checked="" type="checkbox"/>
SharePoint	<input checked="" type="checkbox"/>
OneDrive	<input checked="" type="checkbox"/>
Exchange	<input checked="" type="checkbox"/>
Skype	<input checked="" type="checkbox"/>

**SCOPES** Save

Marketing	BOOSTED ✓
Sales	BOOSTED ✓
Human Resources	BOOSTED ✓
Production	BOOSTED ✓
Administration	BOOSTED ✓
Finance	BOOSTED ✓
Quality	BOOSTED ✓

**Users**

Users	Active users this month	Active users this week
84	11	3

**Connections**

Month Connections	Week Connections
414	9

**Badges awarded**

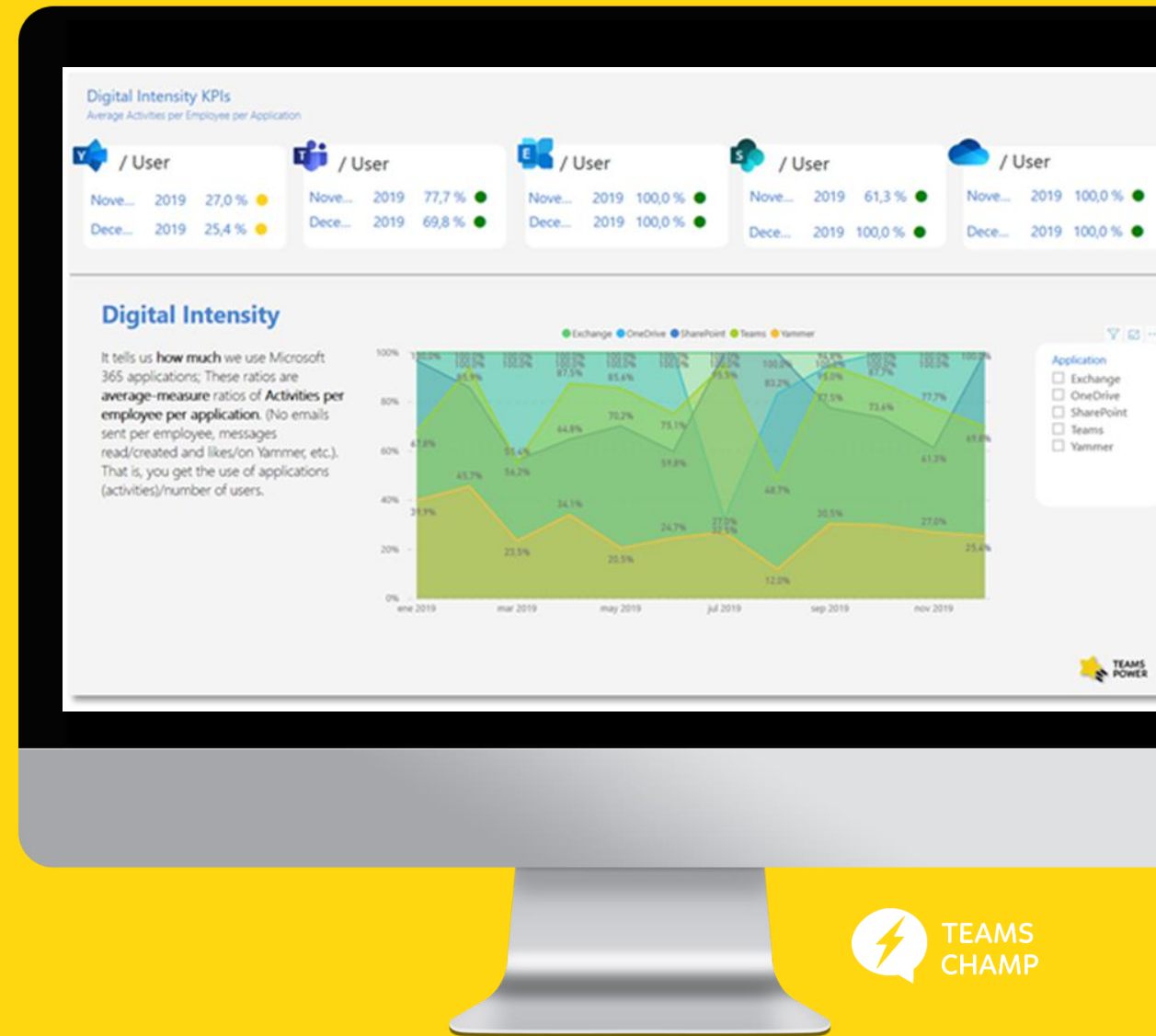
OneDrive 23	SharePoint 81
Teams 67	Yammer 80

**Given champs**

Last week 77	Last month 107
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# MEASUREMENT

(Kpi's of digital Tranformation)

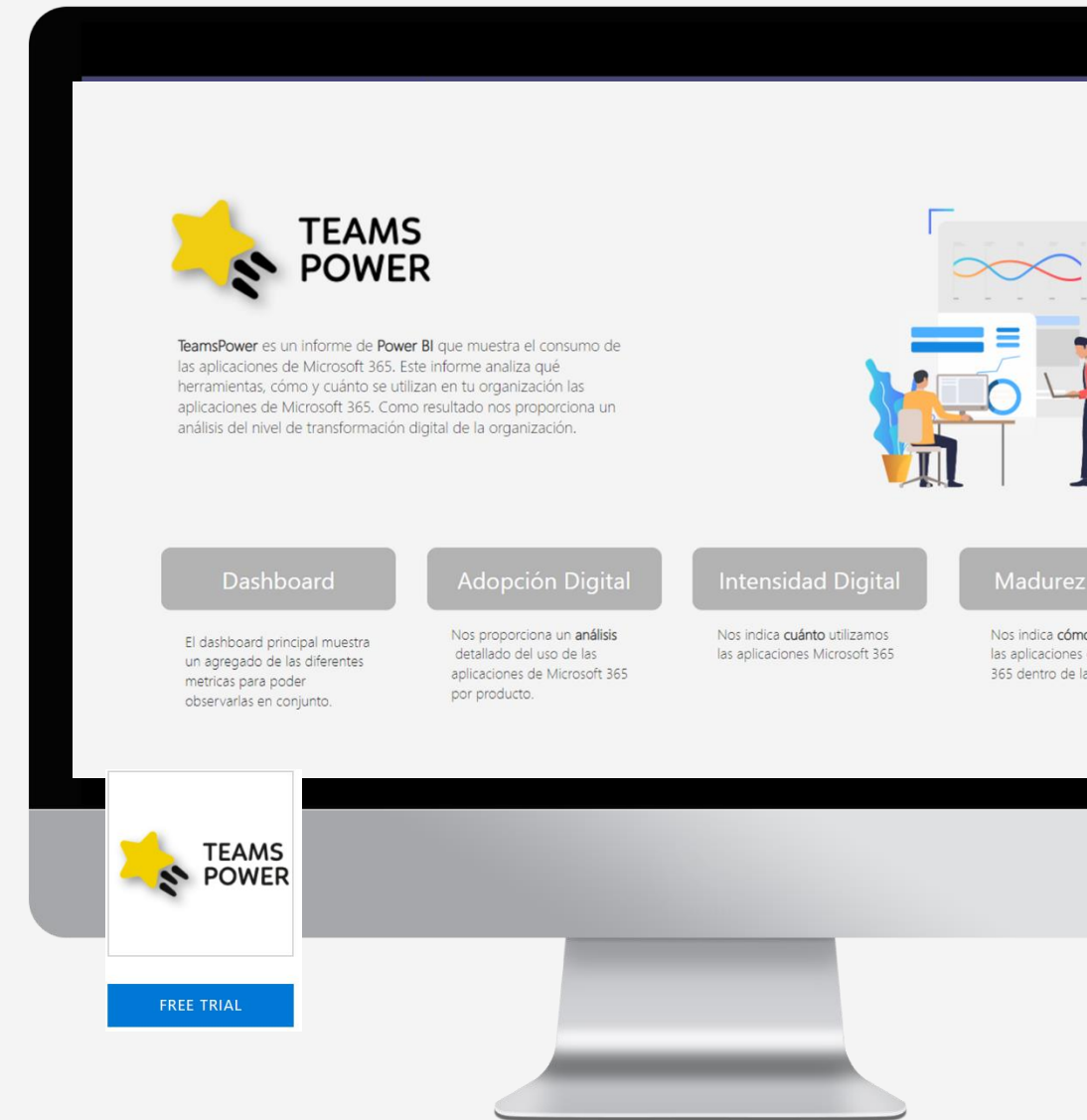
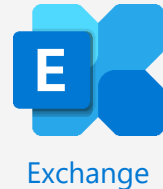




# What is TeamsPower?

TeamsPower is a **PowerBi APP** lets you know in detail **which** Microsoft 365 apps are used in your **company**, **how** and **with** what intensity.

To get the indicators, TeamsPower analyzes: **The use** of Yammer (Y), Teams (T), Exchange (E), SharePoint (Sp), and OneDrive (O), **The number** of active **users** in the tenant & Microsoft 365 Applications usage.



TeamsPower analyzes three key indicators of Digital Transformation:



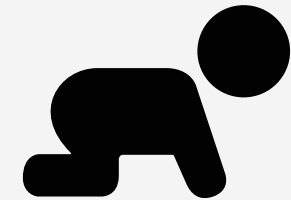
### DIGITAL ADOPTION

It provides us with a detailed analysis **of the use of Microsoft 365** applications.



### DIGITAL INTENSITY

Indicates **how much use is made** of Microsoft365 applications, based on user activity.

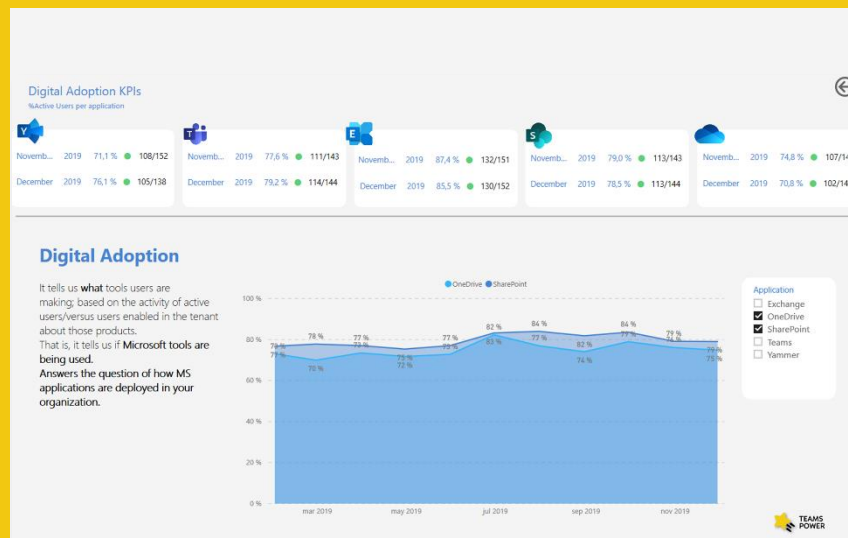


### DIGITAL MATURITY

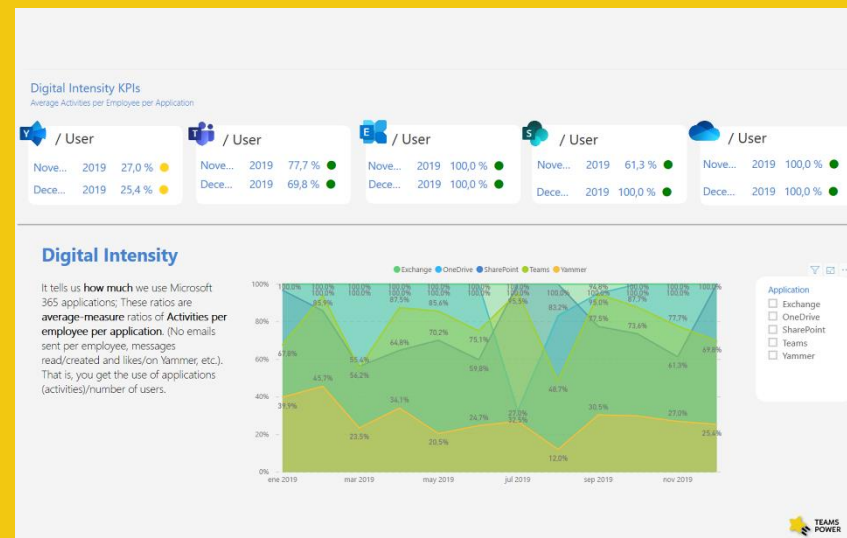
Shows **how Microsoft 365 apps are being used** within the company.

More information at:  
[www.encamina.com/en/teamspower](http://www.encamina.com/en/teamspower)

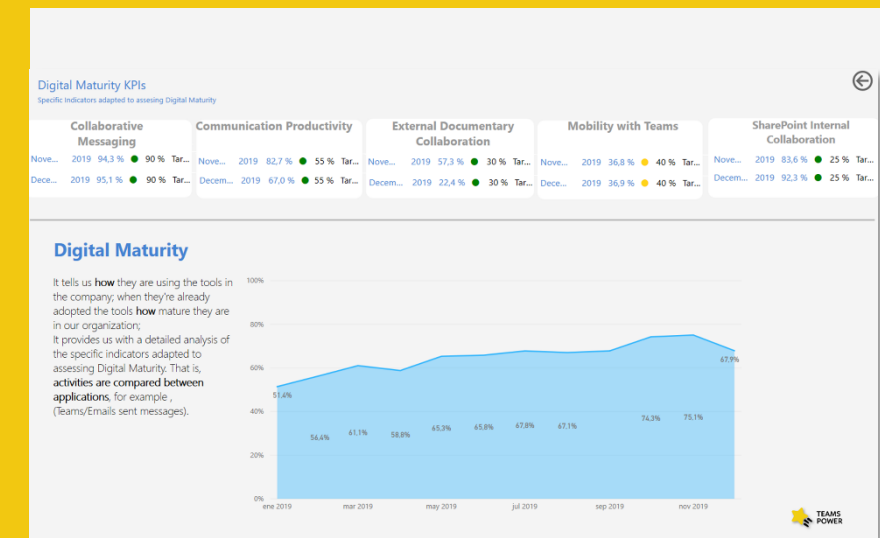
# TeamsPower analyzes three key indicators of Digital Transformation:



## DIGITAL ADOPTION



## DIGITAL INTENSITY



## DIGITAL MATURITY

More information at:  
[www.encamina.com/en/teamspower](http://www.encamina.com/en/teamspower)

***CUSTOMER SUCCESS  
STORIES***





Cosentino Group is a global, Spanish, family-owned company that produces and distributes high value innovative surfaces for the world of design and architecture. With presence in more **than 80 countries**, with more than **5000 employees**, its leading brands **Silestone, Dekton and Sensa**, making it a leader in the sector.

## PROBLEM

Cosentino was concerned **about the importance of use the Microsoft technologies** in which they had invested a lot. With ENCAMINA, they started the Adoption Plan among their users, but **they needed some extra incentive** to learn and measuring the adoption process. Furthermore, they needed a solution to spread out the knowledge with all their employees.

## SOLUTION

TeamsChamp was the **application** proposed by ENCAMINA to **boost the adoption process among 5.000 employees**. TeamsChamp was introduced in their current adoption process with some champions (200) playing in TeamsChamp. Once they completed the process, other users (new champions) were added to the game. **Thanks to TeamsChamp all the employees improve their adoption of the tools.**

## RESULTS

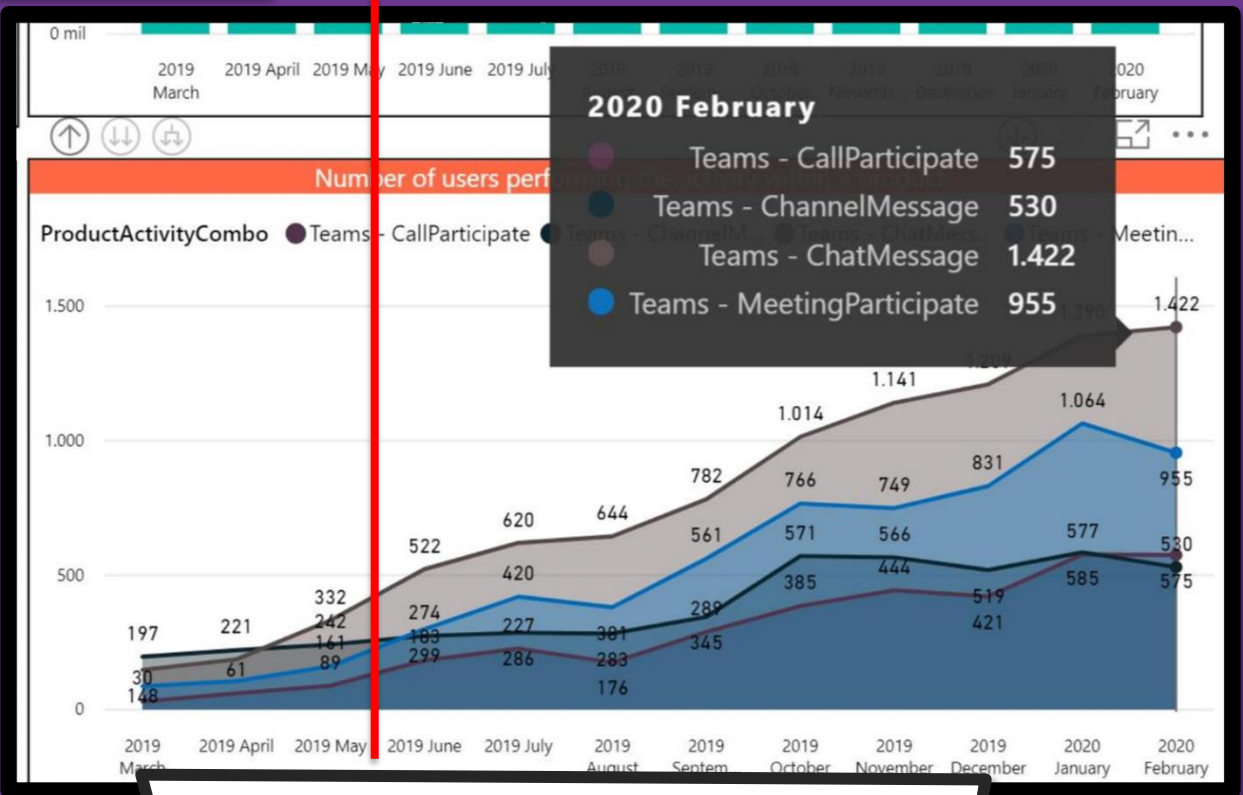
- Increase the **number** of Microsoft 365 **active users** by **300%** in 6 months
- The **usage** increase by **600%** in 6 months (application activities)
- **Connect more than 4000** employees using Microsoft technologies



# RESULTS

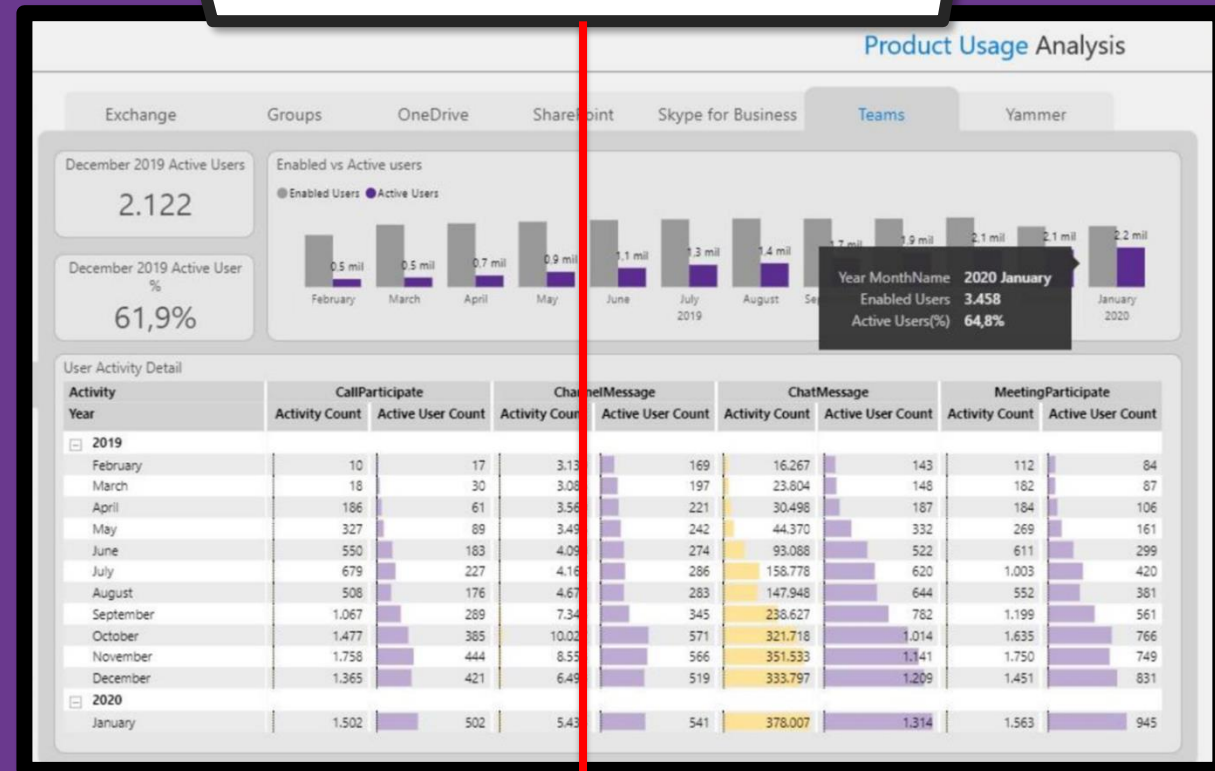


TEAMSCHAMP start up



NUMBER OF  
ACTIVE USERS

## NUMBER OF ACTIVITIES





# **SANTILLANA - PRISA GROUP**



Santillana, present in 22 countries and with a track record of more than five decades working for education and learning, Santillana is the leading educational company in Spain and Latin America. With an international presence throughout the Spanish and Portuguese-speaking world, in Portugal and Brazil, as well as the US.

## **PROBLEM**

Santillana needed a solution to drive the **adoption process** with **different teams located in Spain and LATAM**. They were working with another Partner (Insight) who was carrying out the adoption, but Santillana was looking for ..... To achieve their goals because **they already try the common adoption process** in the past and they did not get the results expected. The first BIG challenge was moving the users **from SKYPE to TEAMS**.

## **SOLUTION**

The partner porpoise TeamsChamp to boost the process and bring a new fresh solution. **ENCAMINA** started working with Santillana, **building a communication and gamification plan** to achieve their goals. At first, Santillana starts with 100 champions, and, at the end they were more than 200 playing while learning. Thanks to **TeamsChamp** all the employees are better connected using Teams.

## **RESULTS**

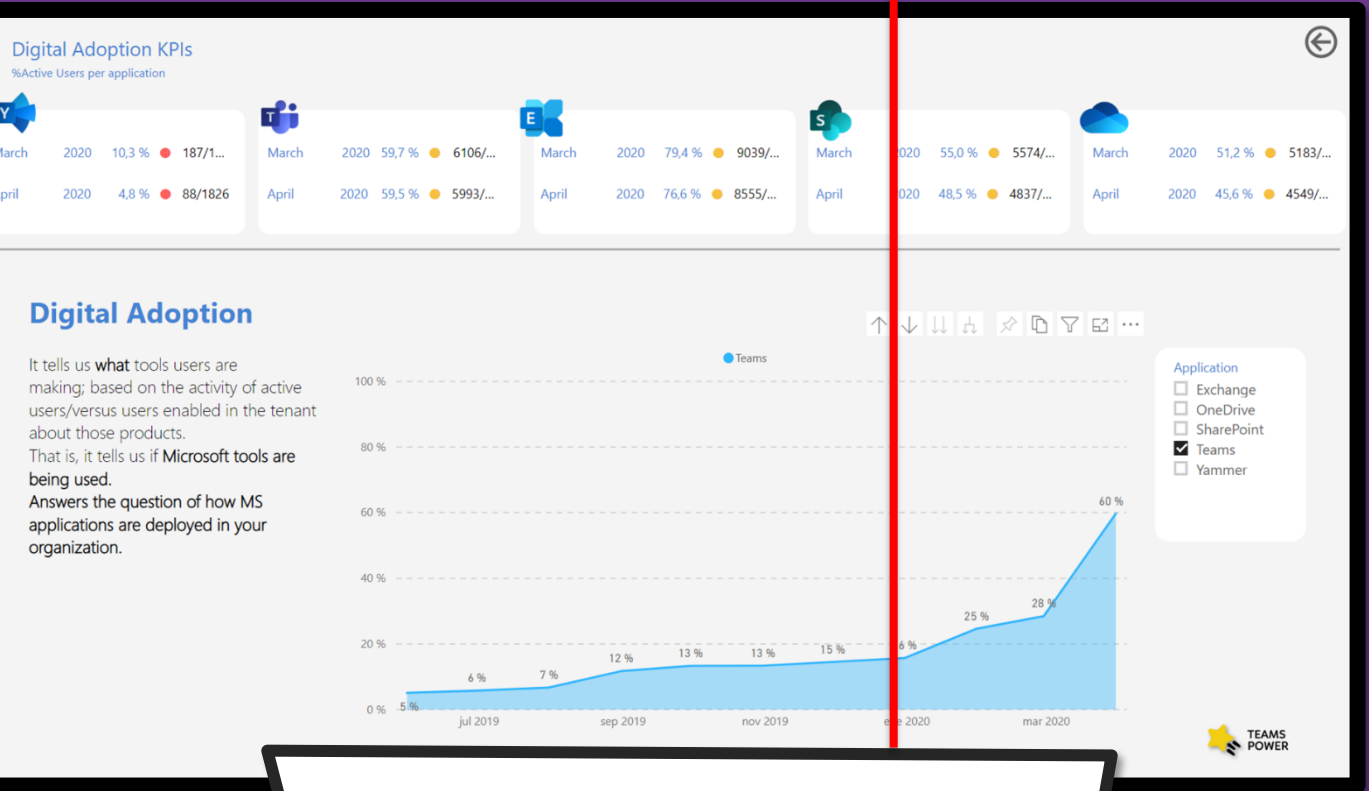
- Move more than 250 employees from **SKYPE** to **TEAMS**
- Increase the **number** of Microsoft Teams **active users** by **35%** in 3 months
- Microsoft Teams **usage** increase by **500%** in 3 months (application activities)



# RESULTS

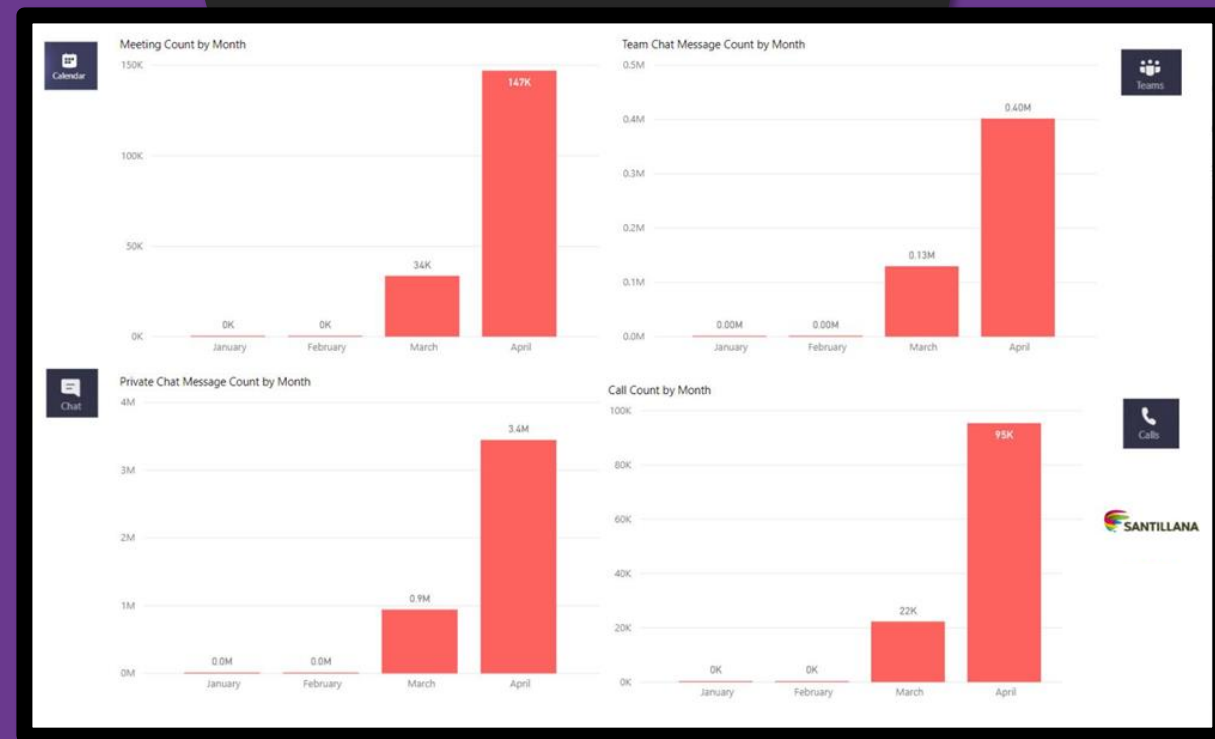


TEAMSCHAMP start up



**NUMBER OF  
ACTIVE USERS  
(INCREASED BY 35%)**

**NUMBER OF ACTIVITIES  
(INCREASE BY 500%)**





# RESULTS



## Digital Maturity KPIs

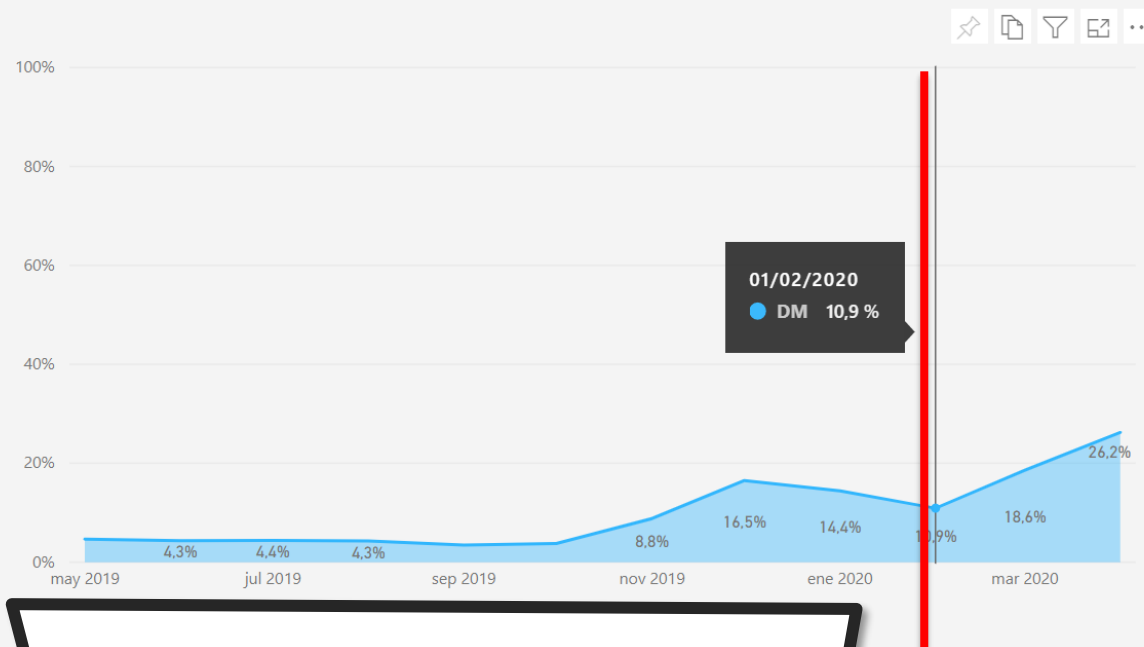
Specific Indicators adapted to assessing Digital Maturity

Collaborative Messaging					Communication Productivity					External Documentary Collaboration					Mobility with Teams					SharePoint Internal Collaboration				
March	2020	25,2 %	●	70 % Tar...	March	2020	7,4 %	●	75 % Tar...	March	2020	2,1 %	●	50 % Tar...	March	2020	21,8 %	●	60 % Tar...	March	2020	34,4 %	●	75 % Tar...
April	2020	40,9 %	●	70 % Tar...	April	2020	16,4 %	●	75 % Tar...	April	2020	3,8 %	●	50 % Tar...	April	2020	27,9 %	●	60 % Tar...	April	2020	35,7 %	●	75 % Tar...

## Digital Maturity

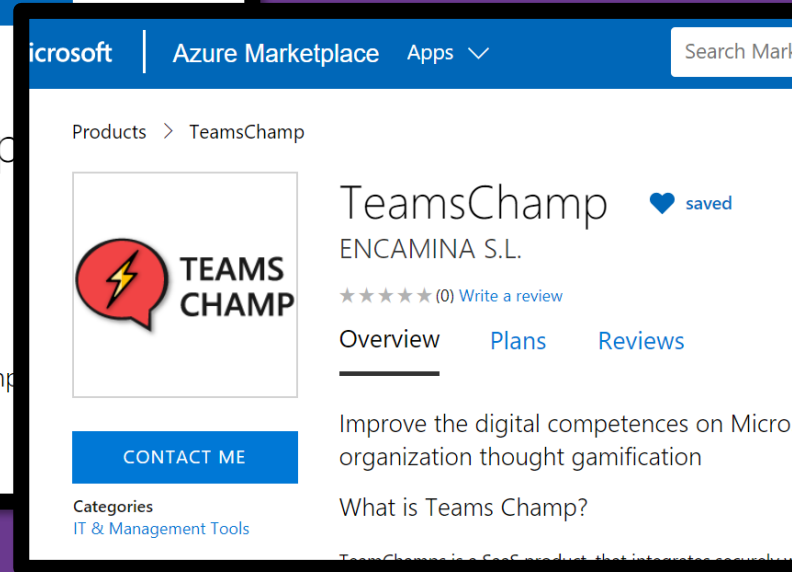
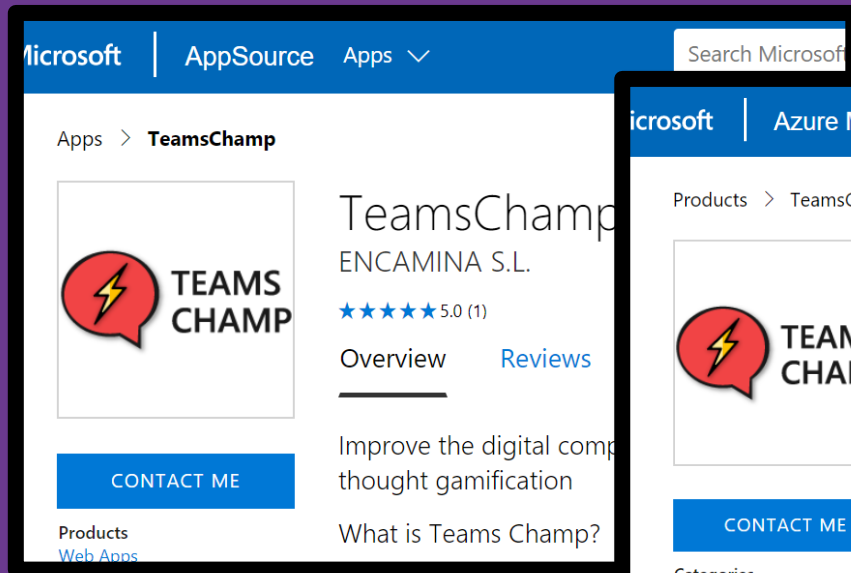
It tells us **how** they are using the tools in the company; when they've already adopted the tools **how** mature they are in our organization;  
It provides us with a detailed analysis of the specific indicators adapted to assessing Digital Maturity.

That is, **activities are compared between applications**, for example, (Teams/Emails sent messages).



**DIGITAL MATURITY  
INCREASED BY 25%**

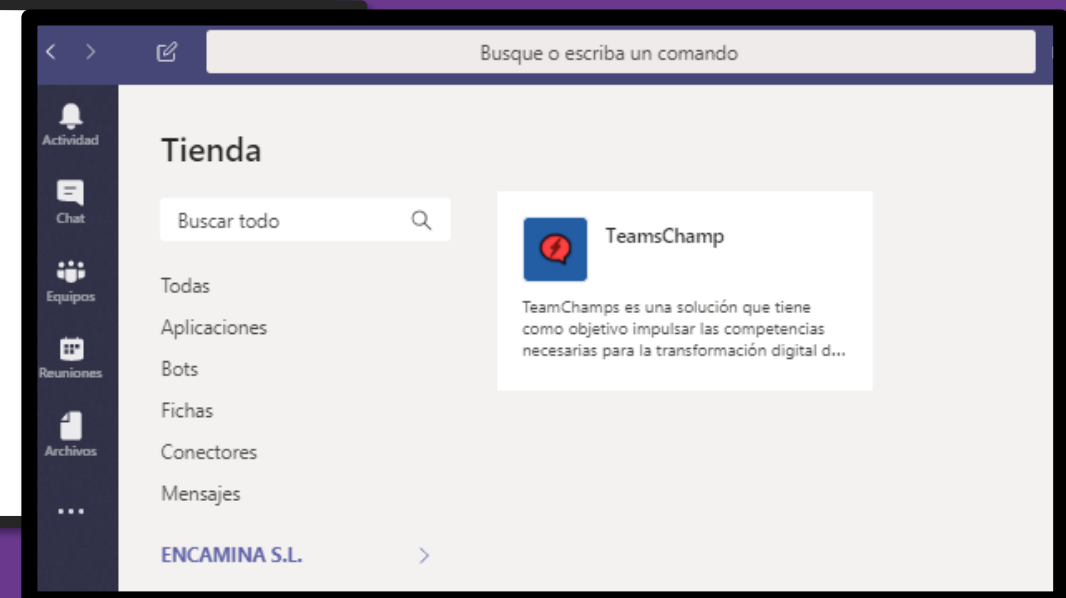
# HOW TO GET AND USE TEAMSCHAMP (IP - COSELL)



**INSTALLATION AND AVAILABILITY  
AT APPSOURCE AND AZURE  
MARKETPLACE  
272 COUNTRIES**

**INSTALLATION AND  
AVAILABILITY EACH  
TEAMS COMPANY STORE  
+8M OF TEAMS USERS**

**ALSO AVAILABLE ON [WWW.TEAMSCHAMP.COM](http://WWW.TEAMSCHAMP.COM)**



encamina

***MATERIALS AND  
SUPPORT FOR  
MICROSOFT CSM's,  
PARTNERS AND  
CUSTOMERS***



**LANDING + URL**



**TEAMS CHAMP**

# PLAYBOOK

**RESOURCES TO RUN THE ADOPTION PLAN OF TEAMSCHAMP BY THE CUSTOMER OR PARTNER**

**User Manual**  
Download

**Promotional video**  
Watch now

**User demo video**  
Watch now

<http://bit.ly/teamschamp-playbook>

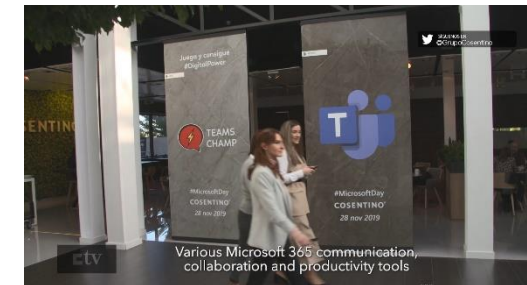
# THE ASSETS TO SELL TEAMSCHAMP



Promotional  
video



Flyer  
TeamsChamp



Customer success  
story



Business case



Customer Deck



# RESOURCES TO RUN THE ADOPTION PLAN OF TEAMSCHAMP BY THE CUSTOMER OR PARTNER

Admin Demo Video



Admin demo  
video

User Demo Video



User demo video



Flyer Final User  
TeamsChamp



User & Admin  
Manual

Best Practice Decalogue  
to earn points in



TeamsChamp Best  
Practices Decalogue





# RESOURCES TO RUN THE TEAMSCHAMP ADOPTION PLAN BY THE CUSTOMER OR PARTNER



Playbook  
TeamsChamp



Communication Plan



Gamification Plan



Email templates



Images (badges,  
graphics)





*Through TeamsChamp, the employees can develop their digital skills while playing, making a business impact and improving their daily work, all of this, thanks to introducing gamification.*

*Also, Microsoft improves M365 customers adoption and satisfaction, and partners, find a new fresh way to help their clients getting the best of Office*



# ***STORY TELLING VIDEO***



[https://youtu.be/ZC4\\_VIDfgb0](https://youtu.be/ZC4_VIDfgb0)

# Thank you

To locate or contact ENCAMINA you may:



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Or speak personally with your  
Account Manager

You can find us at -



Or download our App - MyENCAMINA



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