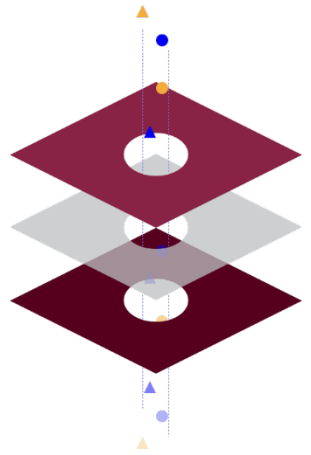


# SyCom FY21 Microsoft OCP GTM Offerings

SyCom **Citrix Prime Workplace**

The SyCom logo consists of an equals sign followed by the word "SyCom" in a dark red, sans-serif font. The background of the slide features a network of light blue dashed lines forming a grid of triangles, with several nodes represented by colored shapes: a small dark red circle at the top right, a blue square below it, a large dark red circle to the right of the blue square, a dark red square on the left side, a yellow triangle at the bottom center, and a grey square at the bottom right.

# The SyCom Advantage



At SyCom our business is  
about technology.

But, it's also about building  
lasting relationships with  
our clients.



# The SyCom Advantage

## OUR VISION:

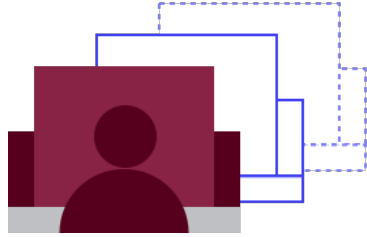
To strengthen connections between SyCom's teammates, partners and customers.

## OUR MISSION:

To provide outstanding and memorable service in everything we do.

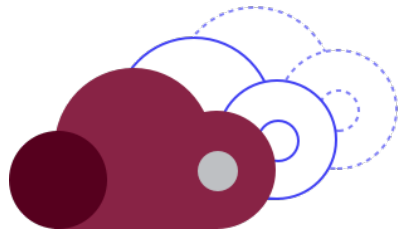


# Digital Transformation



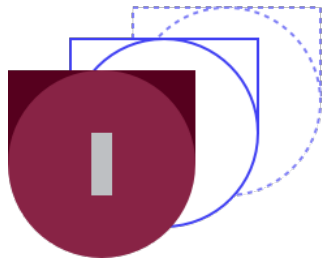
## **WORKFORCE TRANSFORMATION**

Empowering organizations to create a culture of collaboration and flexibility.



## **IT TRANSFORMATION**

Modernize infrastructure platforms to deliver the adaptability required to enable flexible consumption of contemporary hybrid IT technologies, while balancing security, agility, visibility, control, and costs.



## **SECURITY TRANSFORMATION**

Develop security strategies featuring layered architectures that ensure confidence during transformations required of the modern workplace, SaaS solutions, and hybrid IT technologies.



# Strategic Partner Relationships



# Technology Areas

## MODERN WORKPLACE

- Cloud and Hybrid Cloud Solutions
- Cloud Migrations
- Microsoft 365
- Virtualized Desktops and Applications in Azure
- Multifactor Authentication
- Identity and Access Management
- Endpoint Security

## MANAGED SERVICES

- Technology Road Mapping
- 24 x 7 Monitoring
- 24 x 7 On-Demand Technical Support
- Wide Scope for Managed Technology: UC, Network, Server, Endpoint Support
- Maintenance and Patching
- Cisco and Microsoft Certified
- SOC Services and Continuous Pen Testing

## INFRASTRUCTURE

- LAN, WAN, Wireless and Data Center Network Infrastructure
- Software Defined and Networking
- Network Segmentation
- Video Surveillance Solutions
- Security Infrastructure:
  - NG Firewalls and VPN
  - DNS Filtering

## COLLABORATION

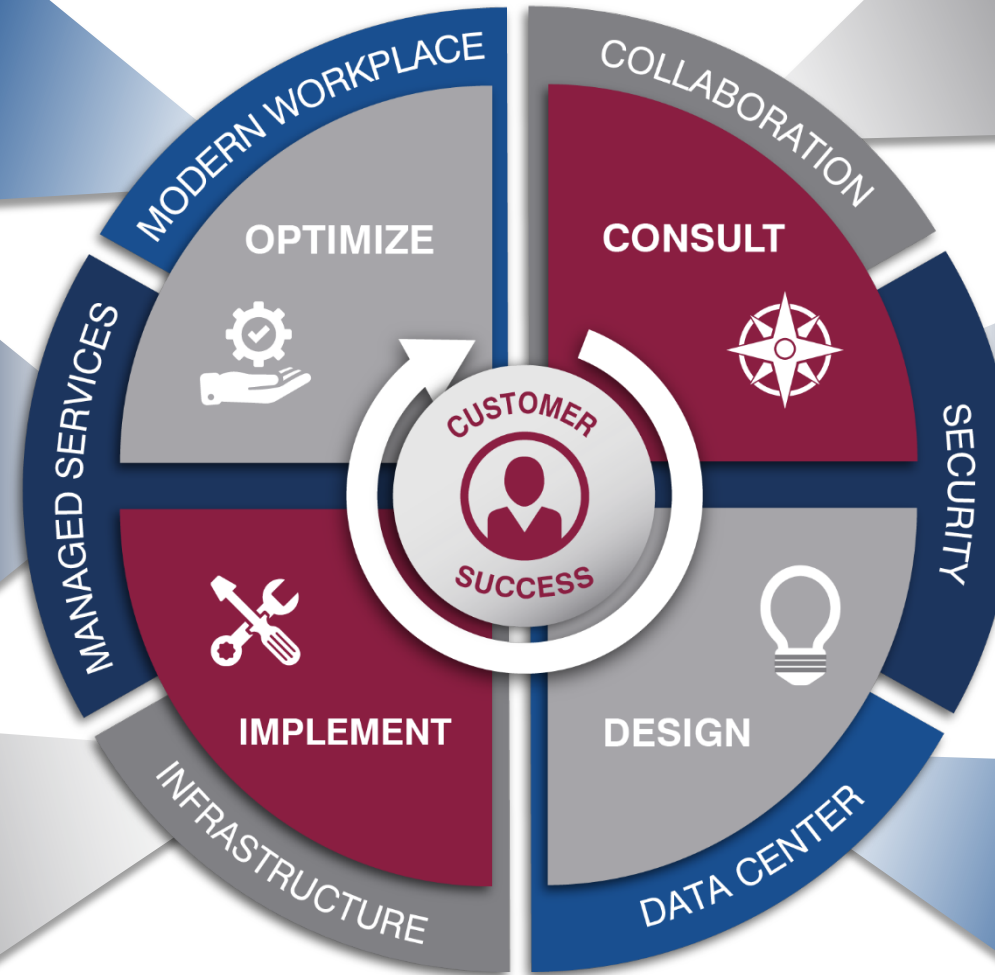
- Voice Over IP Solutions
- Unified Communications
- Video Conferencing and Endpoints
- Online Meetings and Calling
- Cloud Calling Solutions
- Contact Center – Cloud and Premises
- Enhanced 911
- Overhead Paging

## SECURITY

- Compliance Management
- Preventive Controls:
  - Endpoint Security
  - NG Firewalls and VPN
  - IPS/IDS/Logging/Sandboxing
  - SOC Services & Continuous Penetration Testing
  - Multifactor Authentication
- Mitigation and Recovery Controls

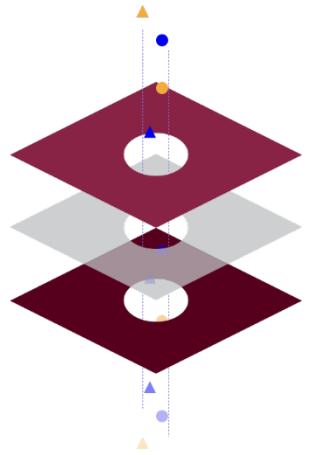
## DATA CENTER

- Hyperconverged Infrastructure
- Storage, Backup, and Recovery Solutions
- Compute Hardware
- Virtualization
- Disaster Recovery



# SyCom Citrix Prime Workplace

- Citrix has partnered with Microsoft to offer multiple VDI deployment options for organizations that can leverage Azure
- Customers can provision and deliver workloads on Microsoft Azure
- Consultation
- Implementation Services
- Licensing
- Fully customizable
- Potential for funding from Microsoft to offset costs of this engagement and services for deployment

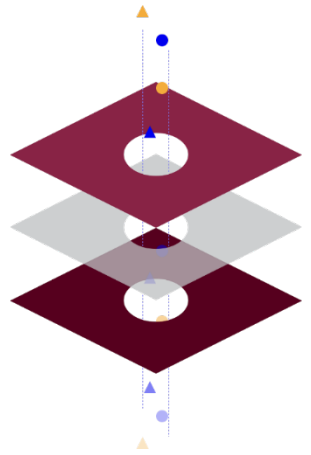


# Partner Center

**Partner Center** is the central hub for managing our Microsoft partnership that includes:

- ❖ Competency Management
- ❖ CSP Subscriptions
- ❖ Project Referrals
- ❖ Co-Sell and Go to Market offers
- ❖ CPOR and FastTrack submission

*Leads are captured by our dedicated Microsoft Business Analyst.*





# Working with the ISR Team

## Opportunity with SyCom Technologies Update- Private Advisors



Chris Timberlake

To: [shakira.chanraj@microsoft.com](mailto:shakira.chanraj@microsoft.com); [chmcguff@microsoft.com](mailto:chmcguff@microsoft.com)

Cc: Chris Timberlake; Rob Spitzer; Joanna Laramore; Jonathan Fox

Reply

Reply All

Forward



Mon 6/1/2020 5:17 PM

This message was sent with High importance.

SyComCaseStudy_WashingtonGasLight_8-23-2018.pdf 521 KB	SyCom_MS365Security_7-26-2018.pdf 344 KB	SyCom_MSOOffice365Security_3-1-2018.pdf 163 KB
SyComCaseStudy_DLAPiper_8-23-2018.pdf 293 KB	SyCom_M365 Security Trifecta_3-7-2018.pdf 634 KB	SyCom_Windows10_3-14-2018.pdf 304 KB
SyCom_ModernWorkplace_3-1-2018.pdf	SyCom_MicrosoftTeams_02-12-2020.pdf	

Microsoft Team,

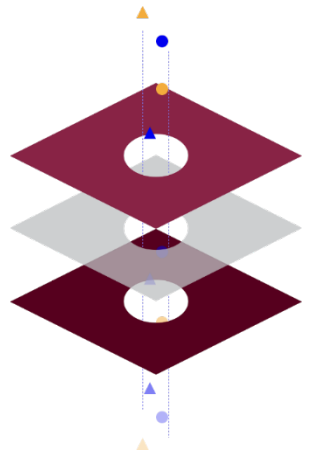
would like to take the opportunity to virtually introduce myself to some of you. My name is Chris Timberlake and I am the Vice President of Engineering for SyCom Technologies and Joanna Laramore is the SyCom Account Manager assigned to the Private Advisors. We have been working with Private Advisors on some Azure VPN routers and FTD firewall assistance. I wanted to send a quick message and see if you wanted to sync on this opportunity or any other opportunities that you may need assistance with.

SyCom Technologies is based out of Virginia but we complete work all over the US and across many different verticals (Financial Services, Retail, EDU, Manufacturing, Healthcare, State and Local Government, etc.). We specialize in everything under the Microsoft stack, including (but not limited to):

- System Center Suite
- Windows Migrations
- Identity Management
- M365 (EM+S, O365, W10, Teams)
- SharePoint
- SQL
- Hyper-V
- Certificates
- Azure
  - IaaS
  - SaaS



# Cloud Solution Provider Discussion

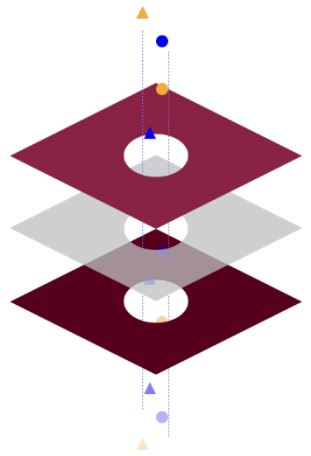


- ❖ SyCom is a Tier 1 CSP
- ❖ Approximately 300 customers currently under CSP
- ❖ Microsoft 365 and Azure
- ❖ Keep CSP and service offerings separate
- ❖ We position CSP but...
- ❖ Work with many customers under non-CSP licensing including Enterprise Agreements, Campus Agreements, etc.
- ❖ Dedicated Customer Success Manager and Microsoft Adoption Specialist



# Why SyCom

- ❖ Microsoft Gold Partner with 10 Competencies
- ❖ Partner with Cisco, Citrix, Barracuda, Zerto, Veeam, Fortinet, etc. allowing for complex projects and co-sell opportunities
- ❖ Overlay Security Practice
- ❖ Audio / Video Practice
- ❖ 24/7 Managed Services Group
- ❖ PIE, Cloud Accelerator and ECIF Funding
- ❖ Modern Workplace & Security Workshops
- ❖ FastTrack Ready Partner
- ❖ Customer Immersion Experience (CIE) engagements
- ❖ Dedicated Business Analyst, Adoption Specialist and Customer Success Managers to help drive adoption, obtain funding, etc.



# Connecting More Than Technology



= SyCom