SyCom FY21 Microsoft OCP GTM Offerings
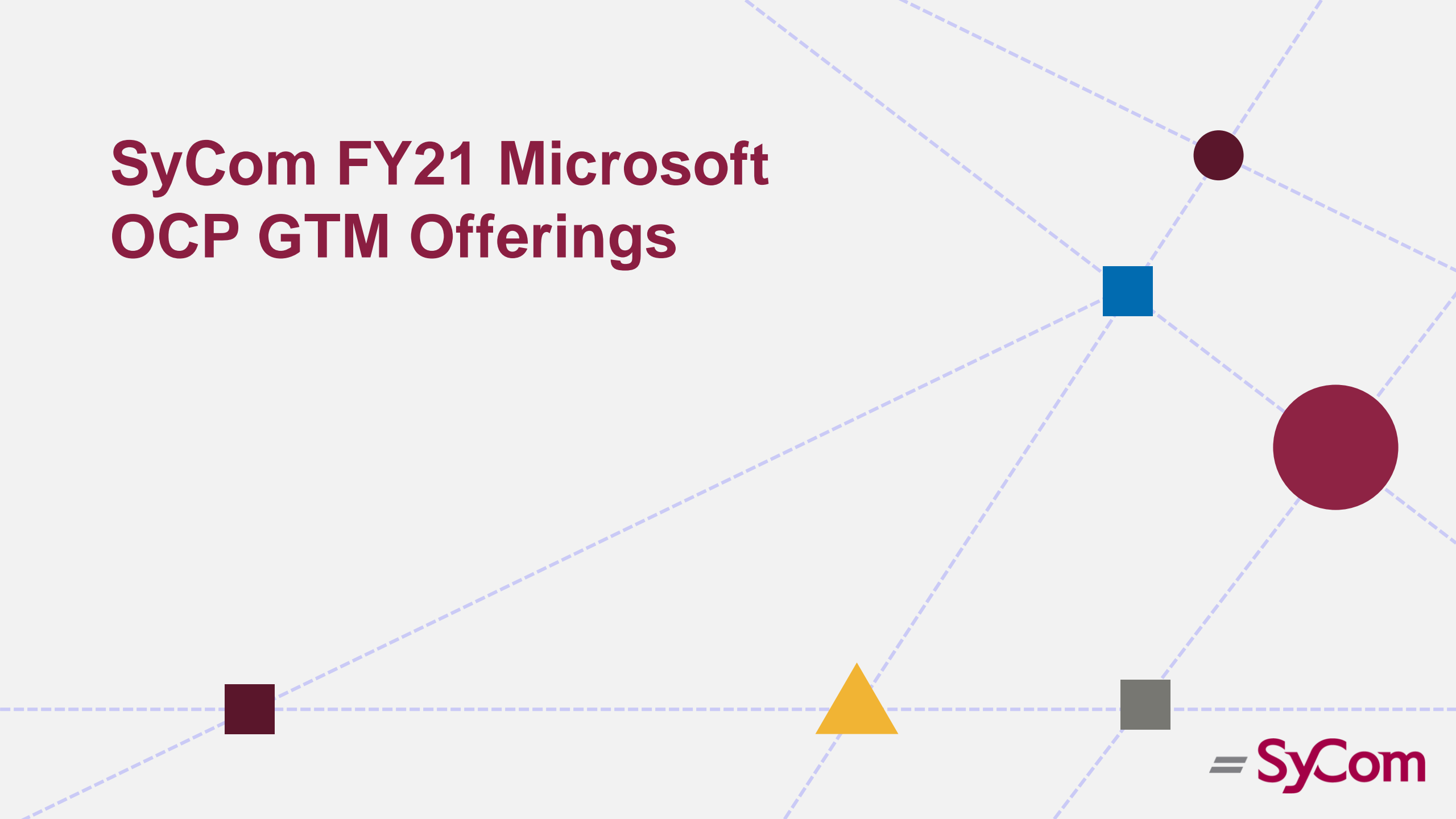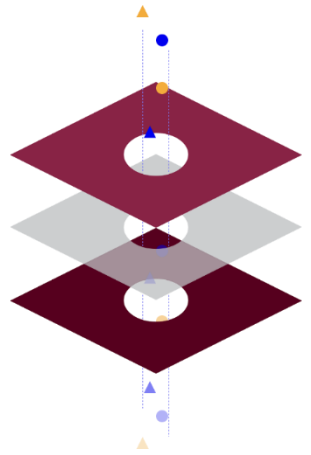
The SyCom Advantage

At SyCom our business is about technology.

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

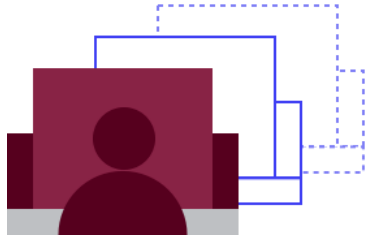# The SyCom Advantage

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

OUR MISSION:
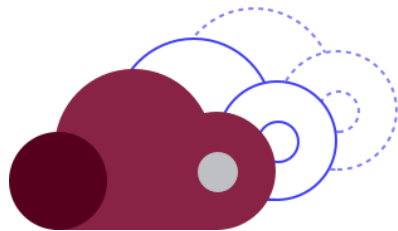To provide outstanding and memorable service in everything we do.
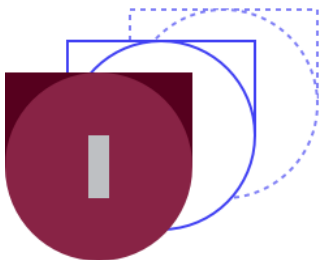
Digital Transformation

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

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

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

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

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

DATA CENTER
- Hyperconverged Infrastructure
- Storage, Backup, and Recovery Solutions
- Compute Hardware
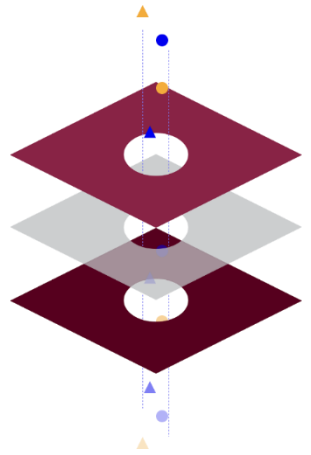- Virtualization
- Disaster Recovery
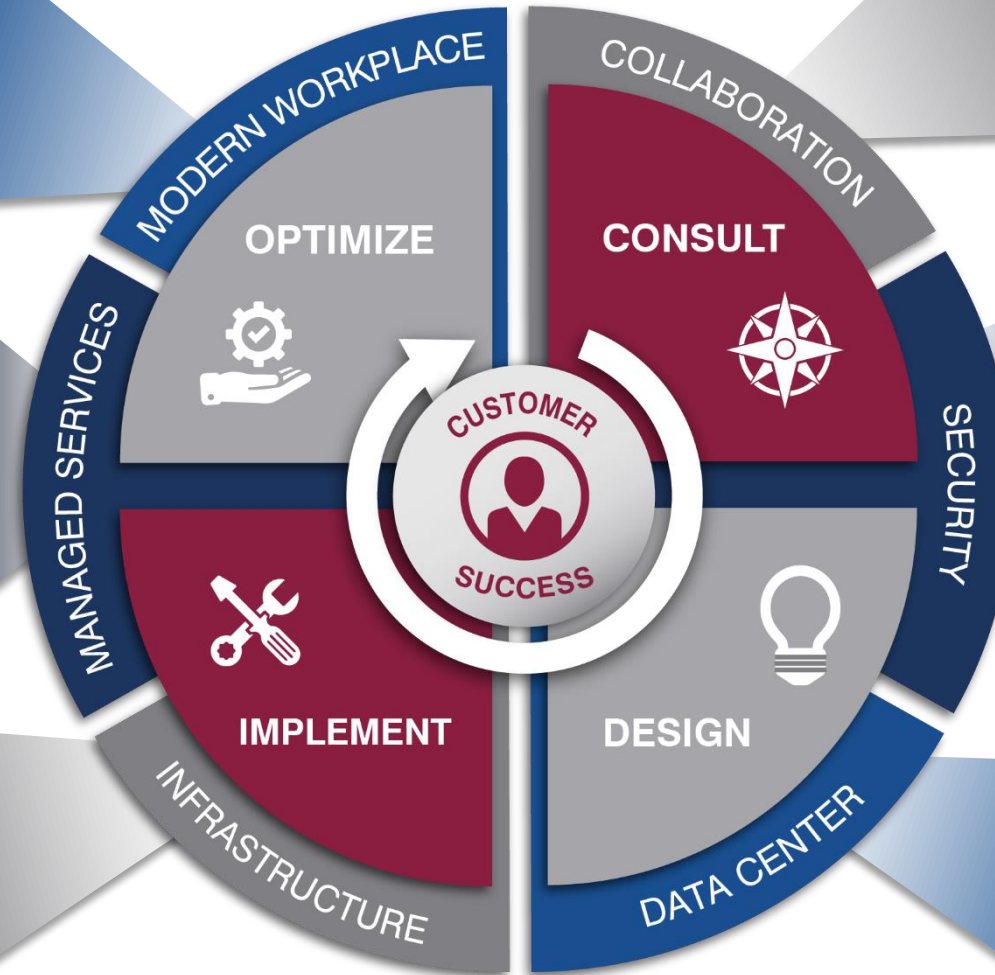
Partner Center

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; chmcguff@microsoft.com

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

Mon 6/1/2020 5:17 PM

↩ Reply   ↩ Reply All   → Forward   ...

ⓘ This message was sent with High importance.

📕 SyComCaseStudy_WashingtonGasLight_8-23-2018.pdf 521 KB	📕 SyCom_MS365Security_7-26-2018.pdf 344 KB	📕 SyCom_MSOffice365Security_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 yCom 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 ou wanted to sync on this opportunity or any other opportunities that you may need assistance with.
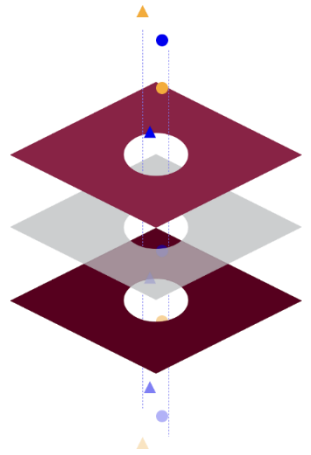
yCom Technologies is based out of Virginia but we complete work all over the US and across many different verticals (Financial Services, Retail, EDU, Manufacturing, Healthcare, State and Local Government, c.). We specialize in everything under the Microsoft stack, including (but not limited to):

- 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
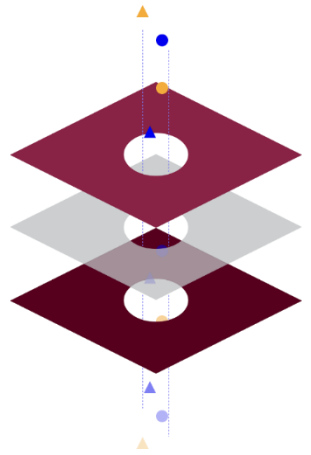
SyCom Stay Connected Security Workshop
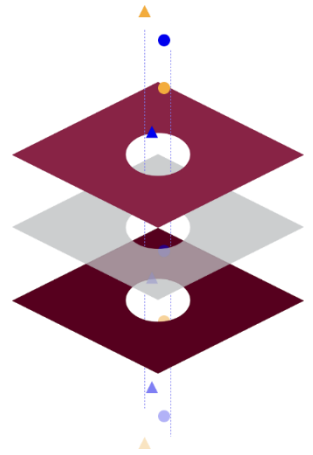
- Security Workshop developed to help our customers with the following:
  - Current threat landscape
  - Understand Microsoft licensing and ROI related to M365
  - Develop a plan to improve the customer's security posture
- Potential for funding from Microsoft to offset costs of this engagement and services for deployment
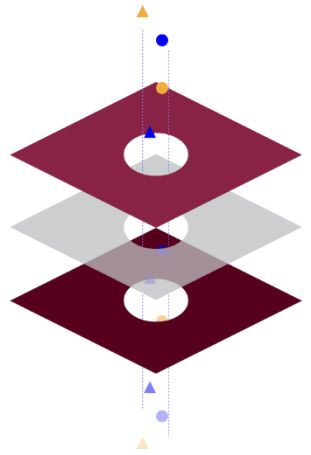- One-day engagement

SyCom DRaaS

- Help customers evaluate Azure for Disaster Recovery and Business Continuity

- Proof of Concept and gateway to Azure

- Can be used under SyCom CSP or by using an existing Azure tenant

- Azure Assessment will be included to help with ROI justification

- Fully customizable based on requirements from the customer

- Approximately three days

- Potential for funding from Microsoft to offset costs of this engagement and services for deployment

SyCom IaaS

- Proof of Concept for Hybrid and Cloud scenarios
- Whiteboard, design, and help with roadmap to migration critical systems to Azure and connect with on-premises infrastructure.
- Discuss advanced options of networking, costs, EOL for Windows/SQL Server
- Azure Assessment will be included to help with ROI justification
- Fully customizable based on requirements from the customer
- Approximately three days
- Potential for funding from Microsoft to offset costs of this engagement and services for deployment

SyCom Azure Networking

- Whiteboard and Design around advanced networking components of Azure such as:
  - ExpressRoute
  - VPN
  - Virtual Firewalls
  - Load Balancers
  - Redundant Connectivity

- Cisco, Palo Alto, Fortinet, Barracuda and Microsoft Gold partner

- Fully customizable based on requirements from the customer

- Approximately three days

- Potential for funding from Microsoft to offset costs of this engagement and services for deployment
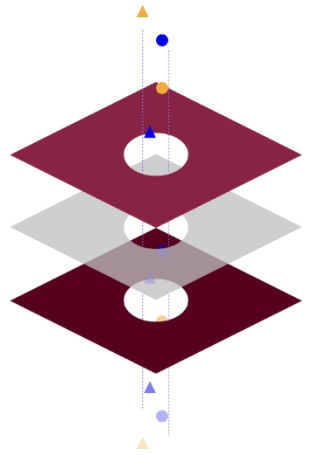
# SyCom RedSpy³⁶⁵ Continuous Penetration Testing
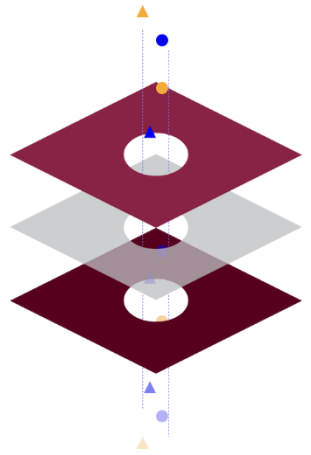
- Continuous Pen Testing solution that can run on Azure

- Design and assessment that provides a snapshot of an organization's current security posture

- Test organization's security compliance levels

- Includes:
  - Vulnerability assessments
  - Mobile testing
  - Incident response
 - 24x7x365 continuous penetration testing

The SyCom Collaboration Experience

- Help organizations build seamless communication and multi-device experiences to bring teams together, enable productivity, and drive digital transformation utilizing M365

- In-house AV experts to help enhance organization's collaboration, meeting spaces and custom audio/video experiences

- POC, Workshop, and Production migration capabilities

- Fully customizable based on requirements from the customer

- Approximately three days

- Potential for funding from Microsoft to offset costs of this engagement and services for deployment
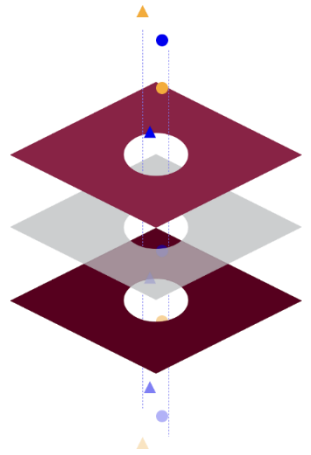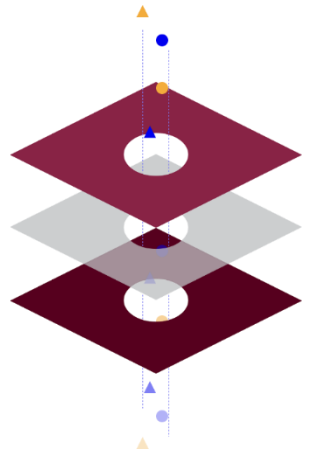
SyCom Citrix Prime Workplace

- 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
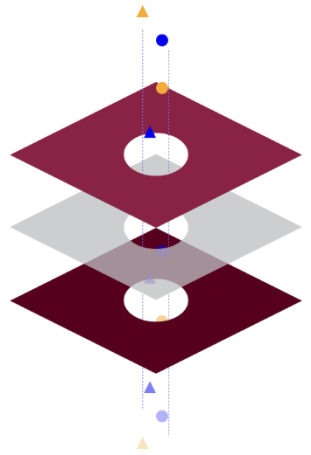
SyCom Native Prime Workplace

- Deploy and scale Windows desktops in minutes
- Pay for what you need or use
- Help enable a secure remote workforce
- Consultation, POC, Workshop, and Production migration capabilities
- Fully customizable based on requirements from the customer
- Approximately three days for POC
- Potential for funding from Microsoft to offset costs of this engagement and services for deployment
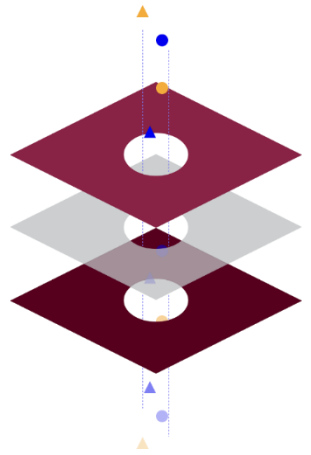
SyCom Secure Remote Work

- Help ensure remote workers are being productive and working securely

- In-depth analysis of current cloud strategy

- Develop an enhanced security plan with our Security experts and help deploy that plan into action

- Licensing can save organizations hundreds of thousands of dollars to utilize the M365 suite of products

- Consulting, POC, Workshop, and Production migration capabilities

- Fully customizable based on requirements from the customer

- Approximately three days

- Potential for funding from Microsoft to offset costs of this engagement and services for deployment
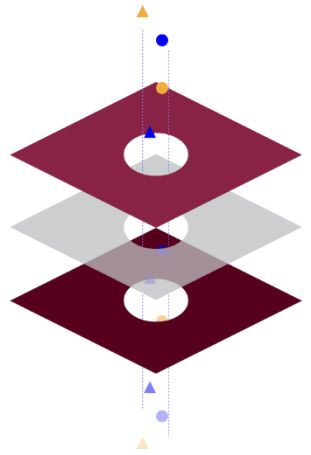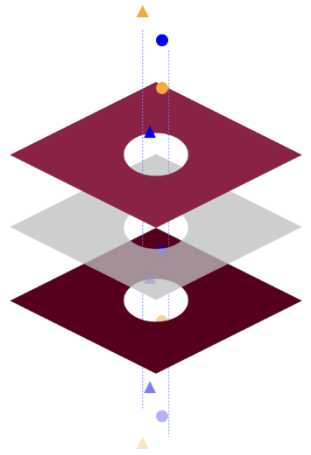
SyCom M365 Value Calculator

- Free analysis of Microsoft and competitor licensing and products
- Provide a cost-benefit analysis of your entire stack of IT solutions
- Review vendor specific solutions and how they compare to the Microsoft 365 suite of products
- Fully customizable review of licensure and options for upgrades
- Save money on IT overhead by consolidation of solutions into one package

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