

# Plus<sup>+</sup>

---

Microsoft Practice | 12/22/2020



Optimize, Ideate, and Innovate

# Microsoft Solutions

*Transforming Microsoft Technology into  
Business Advantage for your Company*

# About Plus+



## Location

Our headquarters is located 15 minutes outside of Pittsburgh, PA in Carnegie, PA



## Consultants

Our Practice Directors and lead consultants are polished business strategists with strong people, process, and technology skills across diverse industries.



## 1000+ Clients

Our clients have shaped our business for 20+ years. Our continued focus remains on the success of the businesses we serve.



# Clear Microsoft Mission

---

We are dedicated to enabling digital transformation from the Intelligent Cloud to the Intelligent Edge.

Our skilled and experienced teams are committed to our customers and community, passionate about business and technology, and focused on helping customers **optimize, ideate, and innovate**.



## Optimize

to take best advantage of your investments - your platform, your people, your processes



## Ideate

to understand your business and align technology to exceed your business goals



## Innovate

to bring ideation to life by building, deploying, and enabling solutions across your organization

Focused on Technical Intensity

# 7 Microsoft Practices

- Azure
- Data & Analytics
- Business Applications
- Power Platform
- Modern Workplace
- App Dev/Modernization
- Security



12 Total Competencies

7 Gold

5 Silver

Cloud Platform - Cloud Productivity - Security - Data Analytics

Data Platform - Datacenter - Cloud Business Applications

Collaboration and Content - Messaging - Application Development

Windows and Devices - Enterprise Mobility Management

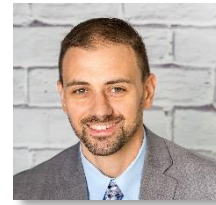
# Transformative Delivery Leadership

A balanced mix of proven leadership from Industry and Consulting



**Mark Husnick, CEO**

34 years of industry experience - 10 years in a CIO role -  
Joined Plus+ August 2019 – Chair Greater PGH CIO Group



**Dan Connors, Director of Business Applications**

15 years in CRM Solutions - 100+ CRM & Field Service  
Successes - Directs Dynamics & Power Platform Teams



**Tom Vogl, Director of Microsoft Solutions**

35 years in Information Technology - Senior Enterprise IT  
Exec - Directs 5 Microsoft Practices



**John Hudson, Director of Cybersecurity**

Experienced Enterprise CISO & CIO – 19 years in  
Cybersecurity across a range of industries/verticals



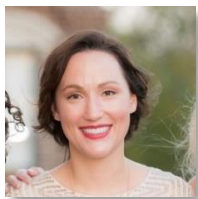
# Focused on Customer and Partner Success

Highly energized and experienced commercial leadership team



**Erik Ross, Sr. Account Executive – Microsoft**

25 years of experience with OCM, Digital Transformation, and M&A Technology Strategy



**Savannah Perry, Director of Marketing**

Experienced Director of Marketing - 12+ year history in the Technology Sector – Specializing in hyper-growth results & operations - Joined Plus+ 2020



**Alec Mundy, VP of Sales**

10+ years in sales leadership - Greater Pittsburgh IT Mgrs. Advisory Board Member - 4+ years selling across all 3 Microsoft Clouds



**Beverly Smith, Director of Microsoft Alliances**

24 years with Microsoft in Field, Product, Industry, & ISV Management - Drives Strategy & Partnership results



**Nikki Holter, Manager of Customer Success**

7 years in Tech Recruiting, Customer Support, and Sales - Trusted Customer Advisor driving CSAT, value, & results

# Transforming Microsoft Technology into Customer Business Advantage

*Enabling Customers to Respond, Recover, Reimagine*



## Attain Secure Cloud Advantage

Jumpstart your Azure Cloud Journey

Manage and Secure Remote and Diverse Devices/Endpoints

Attain Governance, Compliance, and Identify Protection

Identify, Prioritize, and Overcome Cybersecurity threats



## Enable Remote Productivity and Collaboration

Deploy and Optimize Teams, M365, O365, SharePoint, Exchange

Extend Teams Integration with Apps and Services

Plan and Implement SharePoint, Exchange, and Tenant Migrations



# Transforming Microsoft Technology into Customer Business Advantage

*Continued*



## Maximize App potential – Democratize Data Assets

Secure, Harmonize and Mobilize your Data

Explore and Optimize Data Warehouses and Data Lakes

Modernize Apps - Create Custom, Cloud Native, Mobile Apps, and Chatbots



## Optimize Dynamics - Harness “Power”

Deepen Customer Experience and Insight everywhere with Dynamics 365

Enable Field Service, Schedule Optimization, Remote Assist, and IoT

Leverage the “Power” Platform - Power BI, Power Apps, Power Automate, Power Agents

# Thank You!

---



412-206-0160



[www.plusconsulting.com/microsoft](http://www.plusconsulting.com/microsoft)