



Briefing Sessions on Government Public Cloud Services

by

Edmond Cheung

Wai On Services Limited

27 June 2012



Microsoft Partner



Agenda

- * About Wai On
- * Microsoft Office365
- * Our Experience
- * Our Services



About Wai On Services Ltd.



About Waion

- * Over 250 staff in Hong Kong
- * Microsoft Cloud Accelerate Partner
- * Strong experience in Microsoft solutions
- * Microsoft Club 100 – SharePoint Award 2011
- * Business Process Outsourcing, IT Outsourcing, IT Solution, IT Training

BPO

ITO

IT
Solution

IT
Training

PROMETRIC
TEST CENTER



Microsoft Partner



Our Partners



Business Partner



CISCO SYSTEMS



Registered Partner



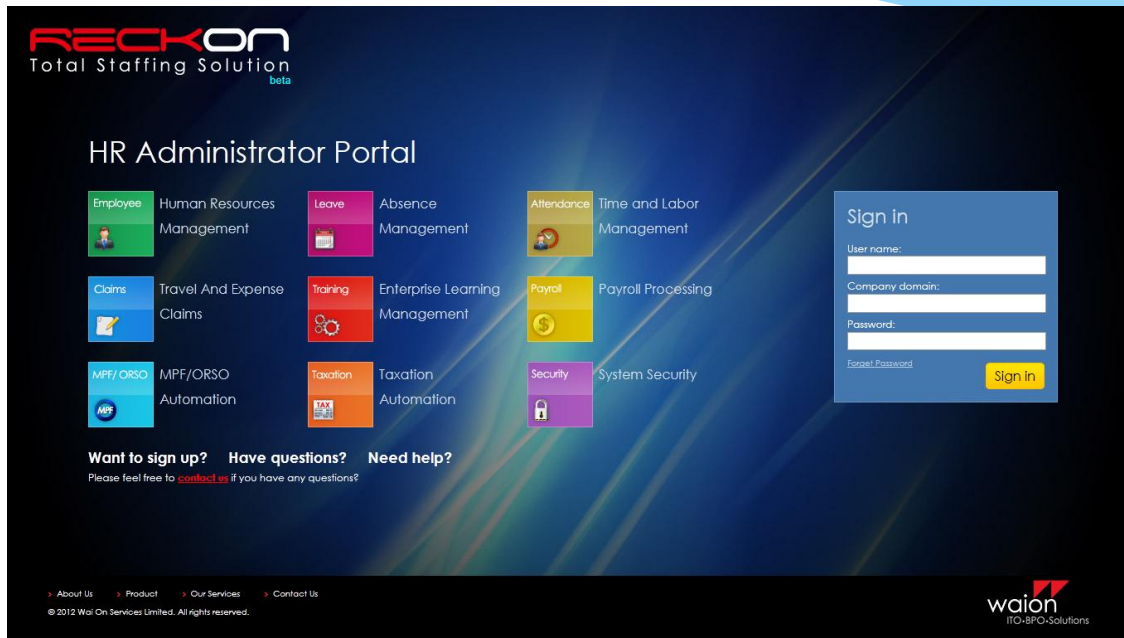
Reckon – HR App

RECKON
Total Staffing Solution



Includes: **Windows Azure**

- Microsoft Cloud Platform
- Payroll Management
- MPF Management
- Taxation Management
- Self-serviced Leave Applications
- Expenses Claim
- Time Attendance
- Pay-slip
- Reports & Dashboard



Microsoft Partner



Waion DocuNET

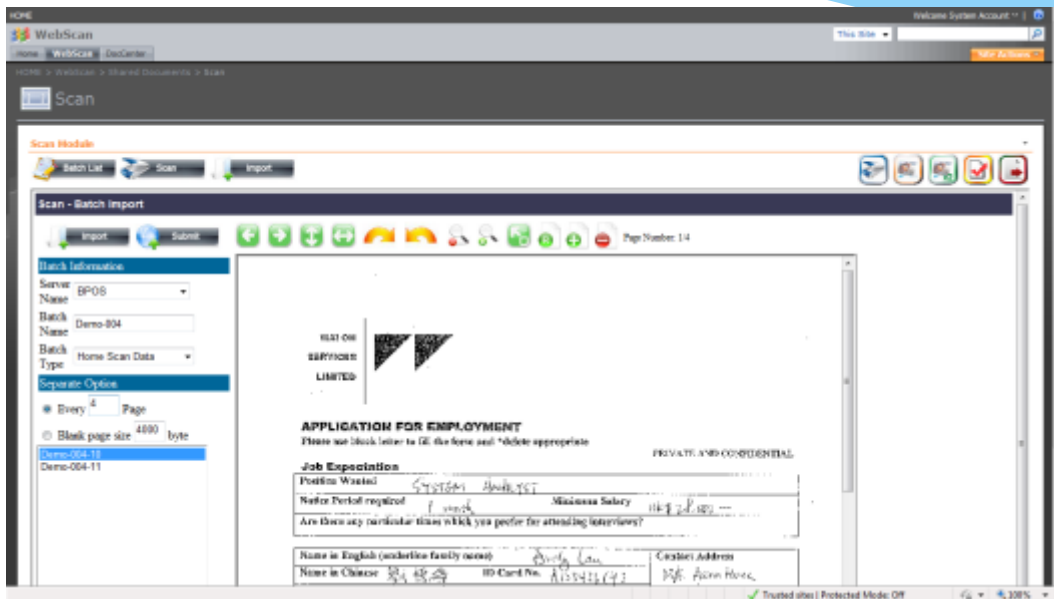


* DocuNET Includes:

- Scanner Adapters
- 99.5% Data Input Method
- Structured Filing System
- Document Search Engine

* Benefits:

- Knowledge Management
- Doc Confidentiality & Access control
- Saving floor space
- Total BPO outsourced



Microsoft Partner



Cloud Accelerate Partner

SharePoint - CCBA (Asia)



The screenshot displays the CCBA Intranet Portal interface. At the top, there is a navigation bar with links for Home, CCBA Intranet Portal, News, Promotion News, Insurance Corner, and Management Circular. A left sidebar contains links for Home, e-Card, Information Center, HR, and several action-oriented links: 'I have to COMPLY...', 'I am LOOKING for ...', and 'I want to SELL ...'. The main content area features two banners: 'HR' with an image of business people and 'Packaged Banking' with an image of a gift box. Below the banners is a form titled 'WELCOME TO CCB Integrated Form System' with six numbered steps for user selection. Step 1: 'Please select the customer type:' with radio buttons for 'New' and 'Existing'. Step 2: 'Please select the customer type:' with radio buttons for 'Individual' and 'Joint'. Step 3: 'Please specify your action:' with radio buttons for 'Open' and 'Maintenance'. Step 4: 'Please select product category:' with a dropdown menu. Step 5: 'Please select product type:' with a dropdown menu. Step 6: 'Please select the specific action:' with a dropdown menu. A 'CONTINUE' button is at the bottom of the form. To the right of the form is a 'News' section with several announcements, including 'kickoff launch - confirmed', 'New classification of "Customers"', and 'Credit card welcome gift'.

© 2010 China Construction Bank (Asia) Corporation Limited. All rights reserved.

* Intranet Portal & IFS:

➤ Shared information and updated News

➤ Apps for 1,500 front line staff to retrieve relevant forms

* Benefits:

➤ Knowledge Management

➤ Updated info and Promotions News easily by end user

➤ No/less IT work

➤ Control & Accessibility



Microsoft® Partner



Cloud Accelerate Partner

Our Customers



Microsoft Office365



Microsoft Office 365

 Microsoft®
Exchange Online

 Microsoft®
SharePoint® Online

 Microsoft®
Lync™ Online

 Microsoft®
Office Professional Plus

 Microsoft®
Office 365



Why Office365?

- Reliability
- Compliance
- System Maintenance
- No Learning Curve
- Cost Reduction
- Version Update
- Green IT

Microsoft Partner



Office365 Price

Items	Feature	Price (per mth/ per user)
Exchange Online Plan 1	Email & calendaring	US\$4
Exchange Online Plan 2	Email & calendaring	US\$8
SharePoint Online Plan 1	Intranet & DMS	US\$4
SharePoint Online Plan 2	Intranet & DMS	US\$4
Lync Online Plan 1	IM, Audio & Video Conferencing	US\$2
Lync Online Plan2	IM, Audio & Video Conferencing	US\$5.5
Office Professional Plus		US\$12

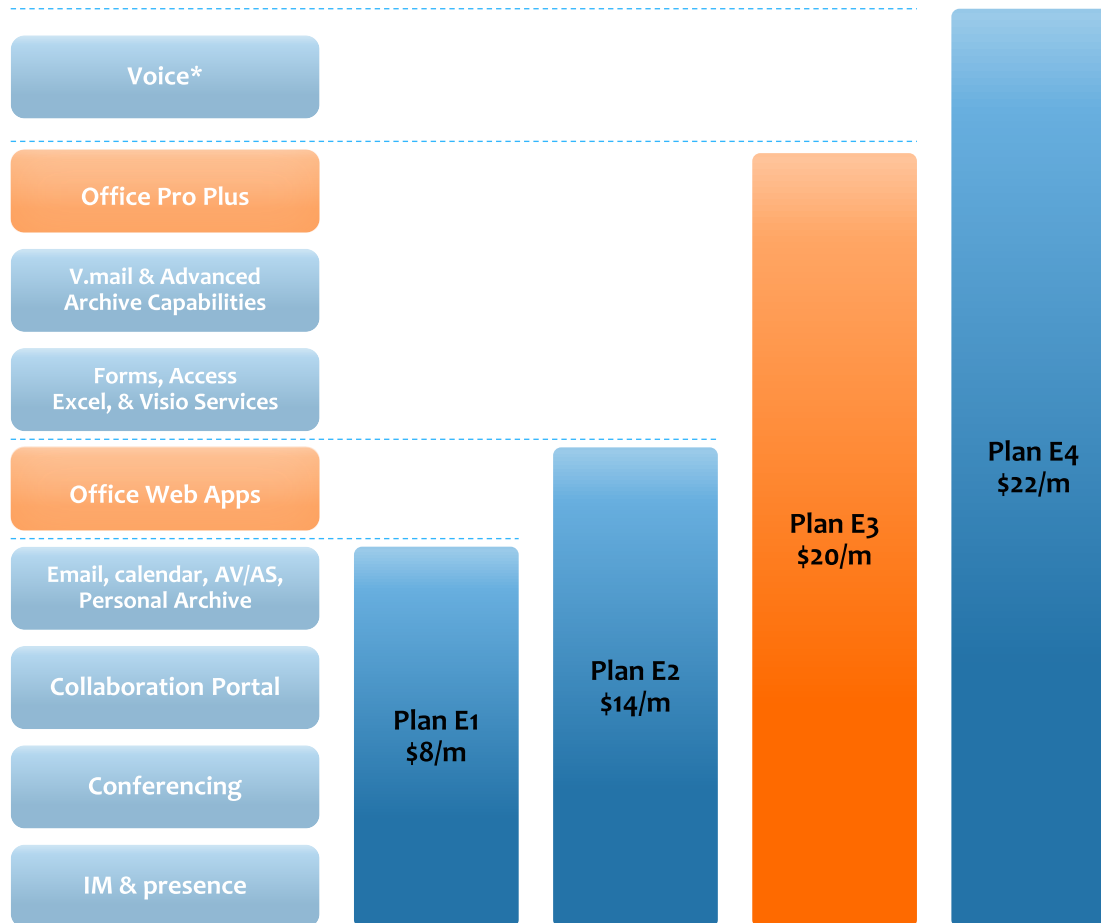
Microsoft Partner



Cloud Accelerate Partner

Office365 E Plans

E Family Plans



Our Experience on Office365



Our Experience

- As Microsoft Cloud Accelerator Partner since 2010
- More than 100 clients
- With over 4,000 seats
- Including listed company, finance, logistics, retail, hotel & catering, manufacturing, non-profit organizations, etc.



Emperor Group



英皇集團
EMPEROR GROUP

- Exchange Online
- Users: 500+ over 10 subsidiaries
- Exchange 2003 upgrade to Office 365
- Up to 30% cost reduction
- Location: Hong Kong & China
- Industry: Conglomerate
- Microsoft Case Study



BizIT CASE REPORT

Text: Photo: 梁文耀 Art: edyue Editor: Eric

英皇鐘錶珠寶 邁向雲端用Office 365

以低成本為賣點的Microsoft Office 365，自去年6月推出以來，先攻本地中小企市場，現在終於有較大型的企業採用。英皇集團旗下英皇鐘錶珠寶，決定為300名員工提供Office 365，如效果理想，應用將逐步擴展至整個集團。

英皇鐘錶珠寶員工總人數超過1,200人，分別服務於香港總部和內地的零售點。英皇集團資訊科技總監蔡兆華指出：「先為內地英皇鐘錶珠寶部門約300人提供Office 365，測試這個網上Office系統，能否應付跨域中港操作。」



Google Apps欠內地支援

蔡兆華透露，曾在Google Apps及Office 365之間選擇，可是Google在內

● 蔡兆華曾考慮轉用Google Apps，但因IT支援問題，最終決定選用Office 365。

地的服務及支援未完善決定放棄，特別是Google Apps不支援.cn域名。他說：「這次更新電腦工作平台的意義重大，不但要統一整個集團的IT平台，同時希望統一過去所建立的網址，從hk及.cn集中為.com，藉此增強國際品牌形象。」

他考慮到Microsoft在整合多個平台上的能力，特別是Windows 8可讓個人電腦、平板電腦、手機及瀏覽器上建立一致的用戶體驗，又支援iOS及Android平台，預計可減低培訓員工的成本。

提供25GB電子郵箱

在技術顧問惠安(香港)的支援下，去年9月下旬，英皇鐘錶珠寶開始部署Office 365，在1個月內已完成安裝並投入服務。蔡兆華指出，Exchange Online提供穩定的電郵通訊服務，與內部的資訊科技基礎設施兼容情況令人滿意。

Office 365另一好處是提供大容量的電子郵箱和流動性。用戶可以隨時利用任何終端裝置進行通訊，滿足中港兩地員工隨時隨地協作的需要。現時Office 365為每位員工提供25GB電郵容量，加上10GB雲端文件儲存量，足夠日常文書操作及分享資料之用。另外，蔡兆華考慮到上下載檔案速度及繁體文字的兼容問題，Office 365的表現不俗。

節省三成安裝成本

蔡兆華總結對Office 365的部署及使用經驗，該雲端應用能節省前置IT成本，只需作出少量培訓便可簡單部署，而整個過程所需時間是平常的三分之一。在成本方面，該應用提供方便的遷移和管理工具，所節省的IT資源相等於一名資訊科技人員半年的工時，令前期IT成本減省達30%。

蔡兆華續指，未來計畫將用戶人數逐步增加到1,000人。同時，現正評估Office 365方案內的其他服務，如SharePoint Online、Lync Online和Lync Mobile，稍後可望引進使用。



● 英皇鐘錶珠寶部門共有1,200人，首批採用Office 365的用戶達300人，未來計畫擴展至1,000人。

Havi Logistics



- Office 365 E1 Plan
- Users: 700+
- Lotus Note to Office 365
- Intranet Portal
- Instant Messaging & Video Conference
- Implementation of Single-sign On service & AD Federation Services
- Location: Asia Pacific with 11 locations
- Industry: Logistics



Senior Citizen Home Safety Association



- Exchange Online Plan 2
- Users: 250+
- Hosting company to Office 365
- Implementation of Single-sign On service & AD Federation Services
- Unlimited mailbox size
- Location: Hong Kong
- Industry: Non-profit organization



Microsoft Partner



The Park Lane Hotel



THE PARK LANE
HONG KONG
柏寧酒店

- Exchange Online
- Users: 200+
- Linux email server upgrade to Office 365
- Enhancement on mobility
- Location: Hong Kong
- Industry: Hotel & Catering



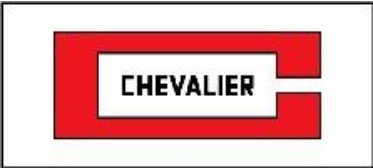
Microsoft Partner



Reference Clients



英皇集團
EMPEROR GROUP



THE PARK LANE
HONG KONG
柏寧酒店



GRANDE

THE GRANDE HOLDINGS LIMITED



PuraPharm 培力



Microsoft Partner



Our Services on Office 365



Our Services

- Email Migration
- Content & Document Migration
- Office365 Configuration
- End point Configuration for Office365
- Single Sign-on & AD Federation Service Implementation
- Admin & User Training

Microsoft Partner



Our Support

FREE SERVICE

- Service Support Hotline
 - Dedicated Office 365 Specialist
 - 5 days, 9:30 – 18:30 (excl. public holidays)
- Documentation
 - Step-by-step Deployment Guide
 - Admin & User Manual

PAID SERVICE

- Subject to scopes



Microsoft Partner



Q&A