



**SHAREPOINT**

Follow the Yellow Brick Road



## **HEART**

The cultural and organizational objectives that are important to consider.



## Organizations face many unique challenges

- Increasing complexity due to technology
- Regulatory compliance
- Constantly changing competitive landscape
- Uncertainty

Why did we choose SharePoint 2010?

Today's discussion is just the tip of the iceberg



## SharePoint 2010 enables outcomes

- Culture
- Organizational Effectiveness
- Competitive Advantage

Is your life getting any easier?



## Culture, an organization's "heart"

In 1963, Peter Drucker said, "International economic theory is obsolete," and, "that the traditional factors of production – land, labor, and capital – are becoming restraints rather than driving forces."



- People as knowledge workers
- Investment versus expense
- Knowledge is both experiential and artifact-based
- ROI<sup>2</sup>

How well a company innovates, collaborates, or delivers its projects is heavily dependant upon our ability to leverage our knowledge; collectively and individually



## Effective organizations create value

Is technology helping you create value?

- Where are you spending your money
- Does your technology stack create synergy
- Are you using technology appropriately
- Are you working on the “right” things



Technology does not solve problems, people do

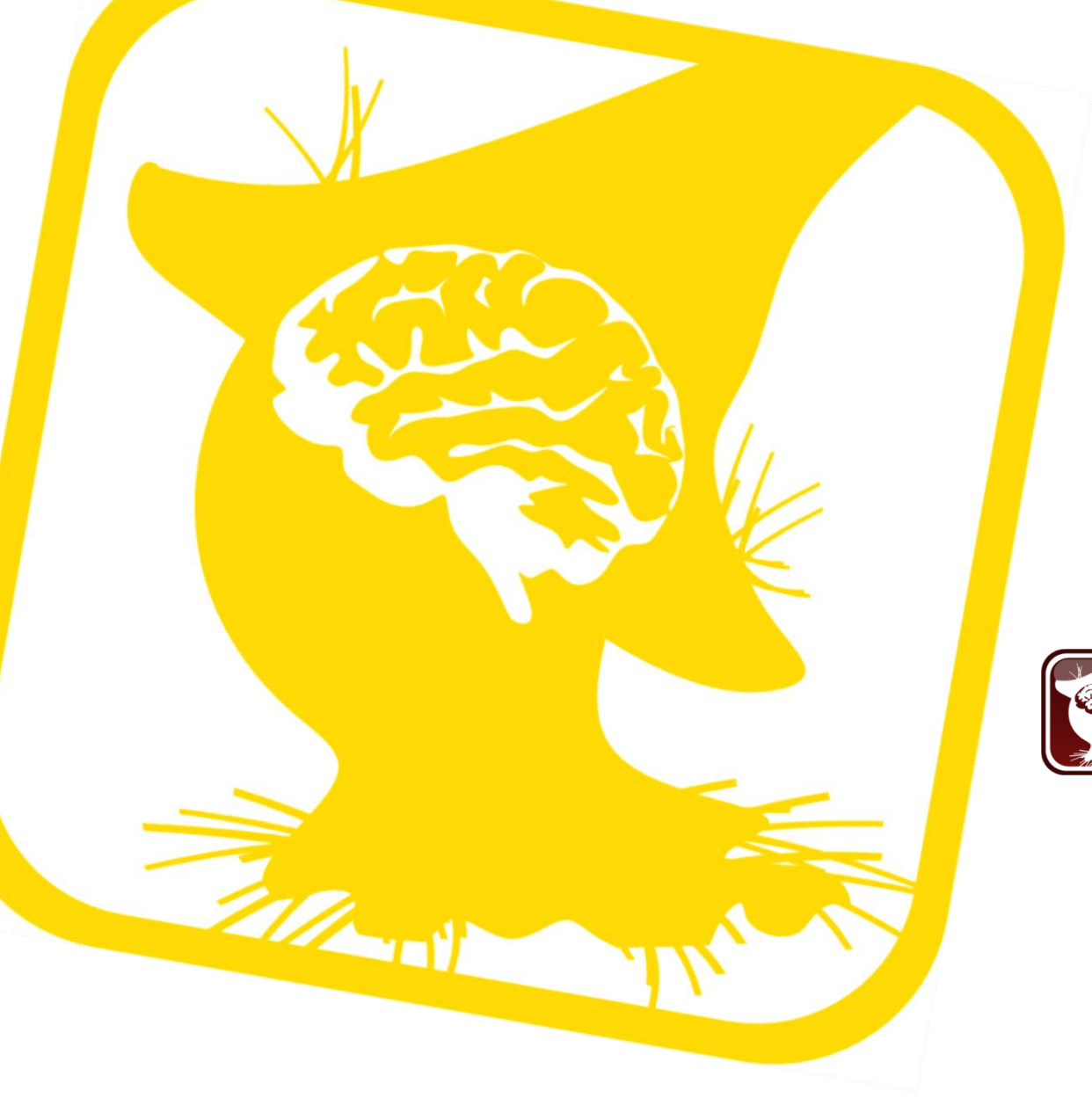


## Technology helps organizations compete

We ARE dependant on technology

- Speed to market
- Branding
- Gaining insight
- Creation of value





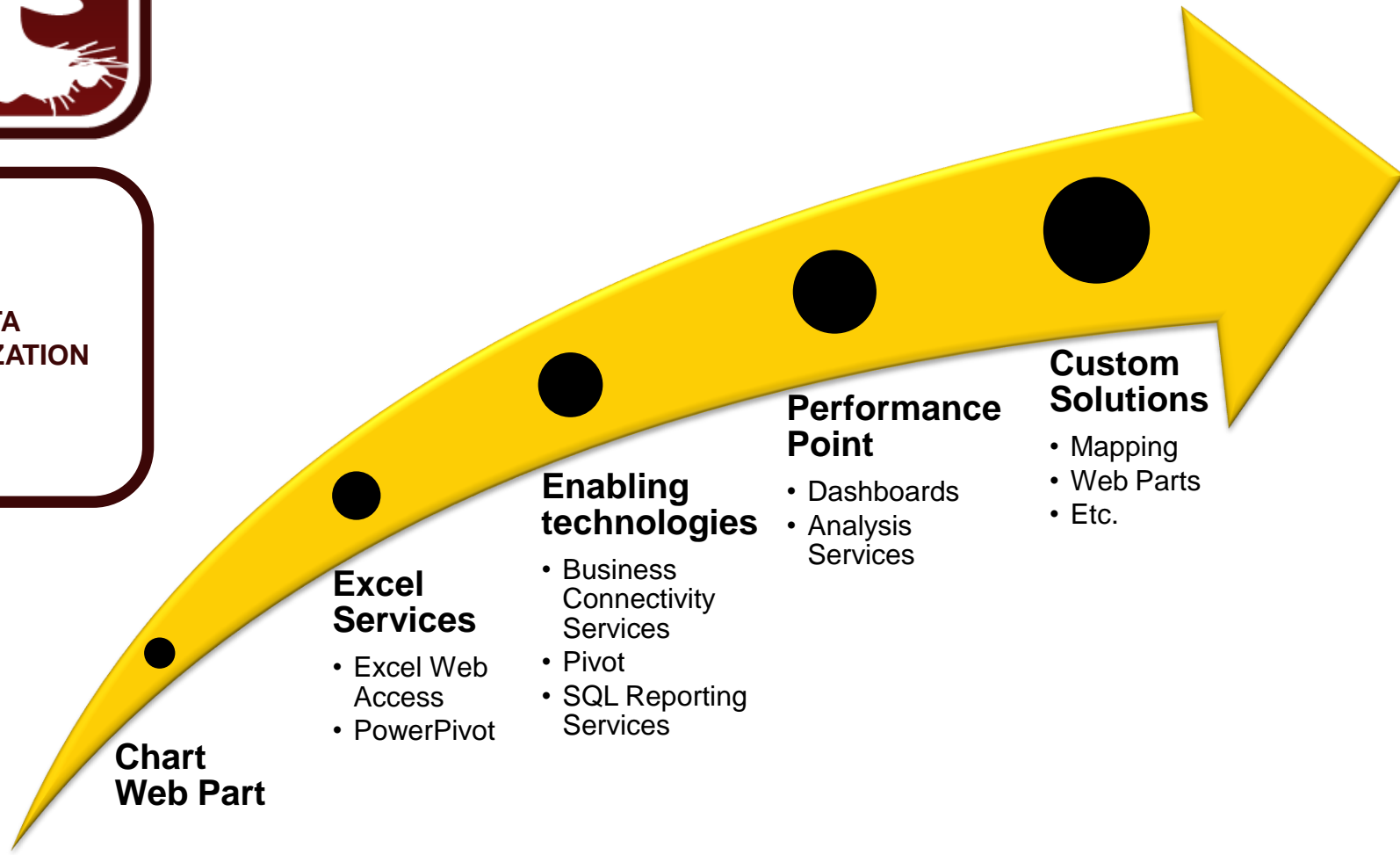
## **BRAIN**

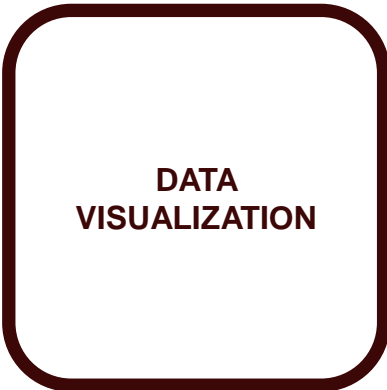
An overview of the technology and examples of key business applications.





# SharePoint 2010 Helps Turn Data into a Compelling Decision Making Tool – “*See Beyond the Numbers*”





# SharePoint 2010 Helps Turn Data into a Compelling Decision Making Tool – “*See Beyond the Numbers*”

- Simple SharePoint List or Chart (Chart Web Part)

Native to SharePoint. Code-free solution. Quick visualization of SharePoint data. Multiple chart types available. Wizard driven.

- Excel Services

Render data, charts, interface using native Excel components. Data stored in Excel. Renders Excel 2010 functions (e.g. Slicers) without Excel 2010 on all clients. Uses native SharePoint Status Indicators (KPIs).

- Excel Web Access
- Power Pivot

- Enabling technologies

- **Business Connectivity Services**

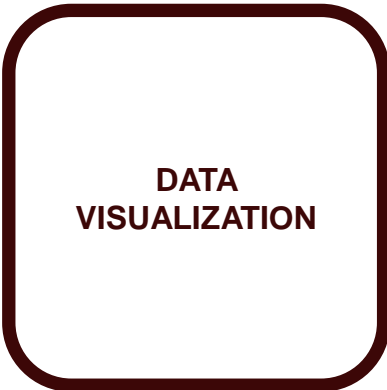
Use when key data lives outside SharePoint direct control.

- **SQL Server Reporting Services (SSRS)**

“Code free” but requires development tools. Designed using Business Intelligence Developer Studio. Host in SQL Server or SharePoint

- Pivot

“Interact with massive amounts of data in ways that are powerful, informative, and fun”. Interaction model that accommodates the complexity and scale of information rather than the traditional structure of the Web. Create a “collection”- underlying schema is CXML or Collection XML. View in SharePoint via Silverlight viewer.



## SharePoint 2010 Helps Turn Data into a Compelling Decision Making Tool – “*See Beyond the Numbers*”

- Performance Point 2010

Integrates Excel Services, SSRS, and Performance Point Elements. Uses Dashboard Designer (browser downloadable). Sophisticated self service modeling. Ideal for SSRS but also work with standard data sources (lists, SQL).

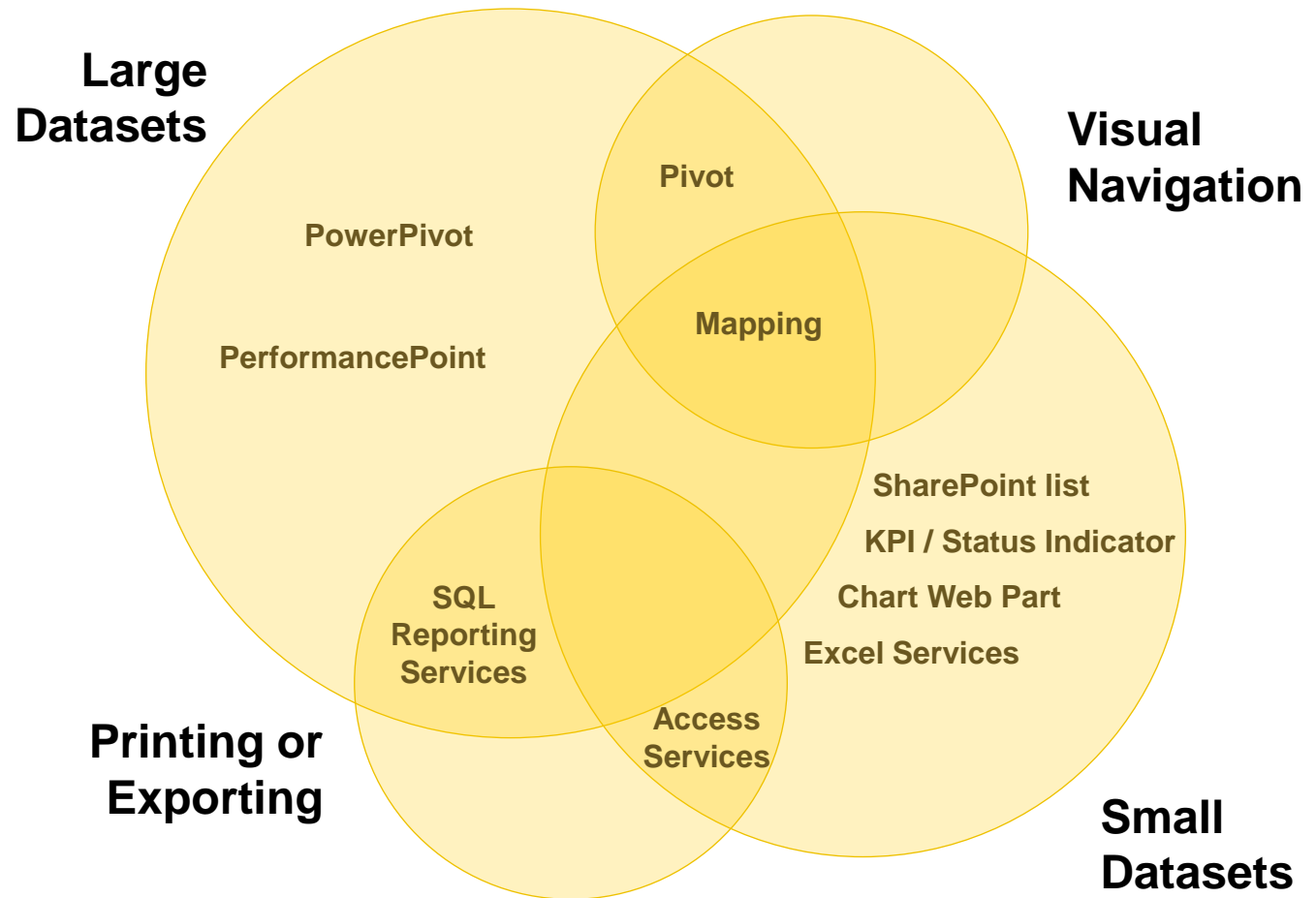
- **Dashboards**
- **Analysis Services**

- Custom Solutions

- **Mapping**  
IDC reports that nearly 80% of business data has a location component. Make business tools as engaging as what's on the web. Use cases include Customer base / trade areas, Routing and shipping, Targeted marketing, and Supply chain & disruption resolution.
- **Custom Web Parts**



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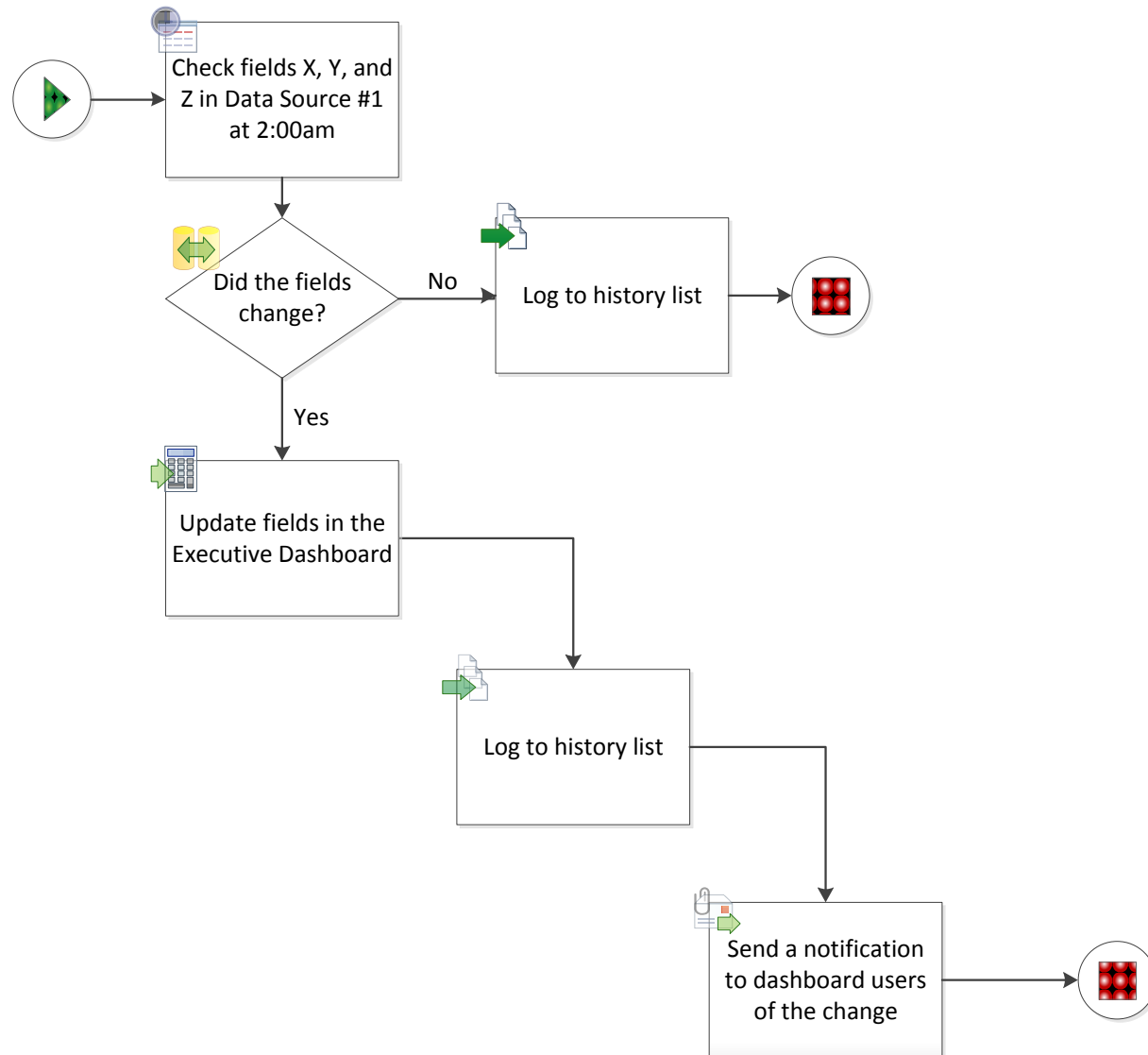


(Graphic originally presented at SharePoint Saturday Boston, Sep 2010 by Chris McNulty and Sadie Van Buren)



# SharePoint 2010 Helps Keep Work Moving Forward

- Automating Business Application Processes

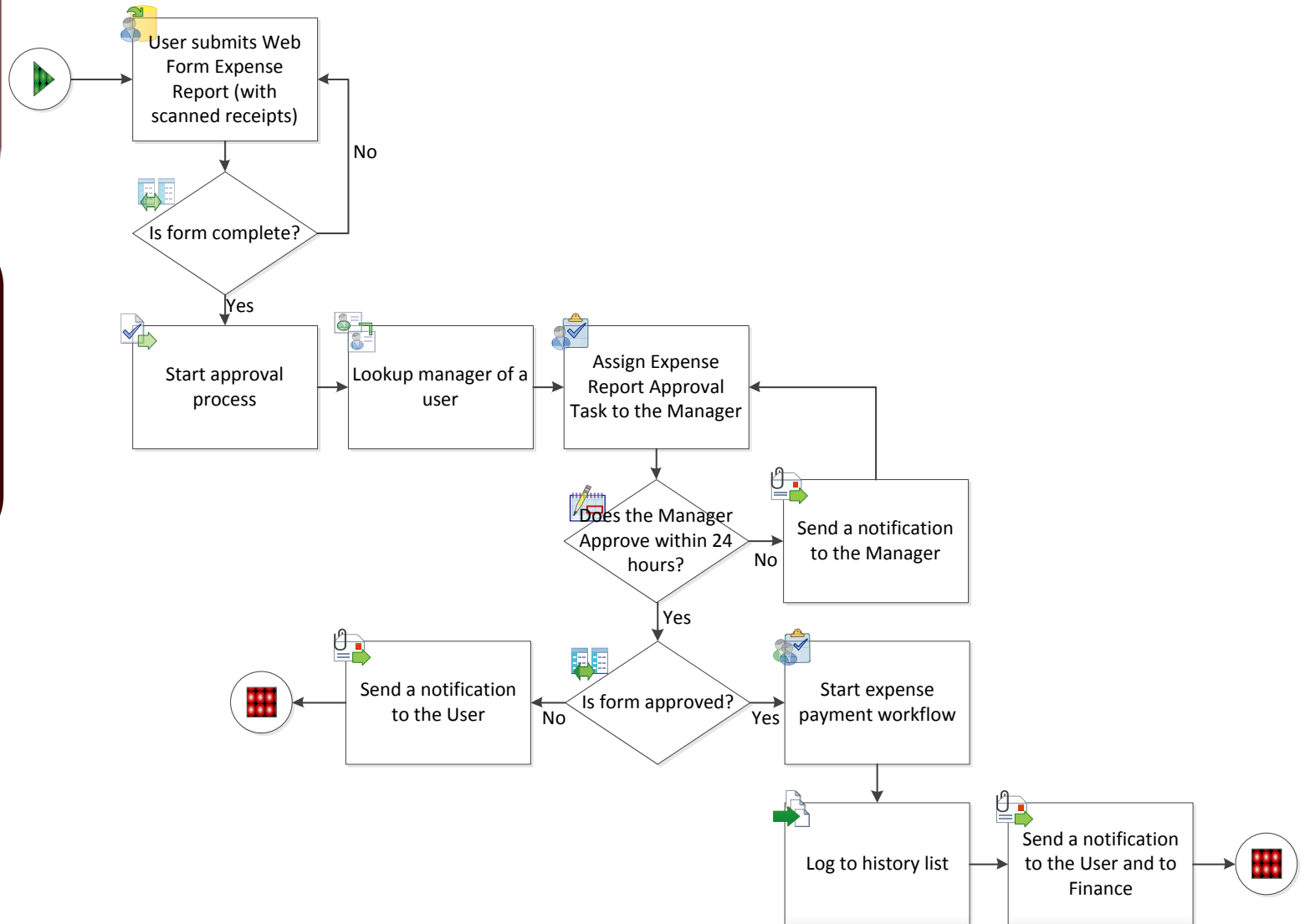




**WORKFLOW  
IMPLEMENTATION**

# SharePoint 2010 Helps Keep Work Moving Forward

- Automating Human Collaborative Processes





## SharePoint 2010 “Plays Well With Others”

- Microsoft Project 2010 and Project Server



Assign tasks, update task statuses, conduct team discussions, and view the project timeline all from within SharePoint!! Team members do not even need to have Microsoft Project on their systems.

- Microsoft Visual Studio Team Foundation Server 2010



Assign tasks, update task statuses, conduct team discussions, and view the project timeline all from within SharePoint!! Team members do not even need to have Team Foundation Server on their systems.

- Microsoft Dynamics CRM 2010



Have visibility to the CRM data from within SharePoint. Synchronize data in either direction.

- Microsoft Dynamics GP 2010



Dynamically read data from, and update data to GP from SharePoint.

FEATURE	WORD	POWERPOINT	VISIO	EXCEL	OUTLOOK
Save to SharePoint	●	●	●	●	
View and Manage Versions	●	●	●	●	
View/Manage/Start Workflows	●	●	●	●	
View and Manage Workflow Tasks	●	●	●	●	
Co-Authoring of the same document simultaneously	●	●		●	
Set Managed Metadata Properties	●	●		●	
One click document synchronization with the server	●	●		●	
Social Integration with Notes and Tags	●	●	●	●	
Office BackStage	●	●	●	●	
Slideshow Broadcasting from PowerPoint through PowerPoint web app		●			
Edit Video and Pictures within the document		●			
Screen Capture Tools		●			
Publish to Visio Web Services from the client			●		
Build Workflows for SharePoint			●		
Import Visio Workflows to SharePoint Designer 2010			●		
Improved Publishing to Excel Web Access				●	
Excel SparkLines				●	
Excel data slicers				●	
Social connector to LinkedIn					●
Take SharePoint lists offline					●
Overlay Calendars					●
Plug-ins to connect to SharePoint social features					●



## **COURAGE**

Managing SharePoint to achieve the maximum results for your organization.



## Governance, technology's Achilles heel

Implementing the technology is just the start

- Governance that enables versus controls
- Courage; persist and persevere
- Managing to achieve results

Good governance creates “stickiness”



## Enabling versus controlling

SharePoint 2010

- Guides how technology is used to achieve business objectives
- Balances needs of the organization with needs of the user(s)
- Enables outcomes



Sparta Governance Document



## Courage; the ability to persist and persevere

SharePoint 2010 is the technology, but it's really about change

- Leadership support
- Involve key influencers
- Make decisions
- Aggressively communicate



Be prepared for curve balls



## Business success = achieving results

SharePoint 2010 implementations are projects

- Budget
- Team
- Schedule
- Look for synergies



Behaviors will change



## Summary

Sioux proverb...

- Know your desired outcomes
- SharePoint 2010 is a powerful tool
- Treat it as a project
- Governance that enables versus controls



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**Thank You**