



Office 365

Small Business, Big Savings

Why Microsoft
Learn about Microsoft's strategic and technical differentiation

 Office 365

Why do small businesses choose Office 365?

Small businesses are used to making trade-offs.

Hire a marketing pro?
Hire an accountant?
Contract an IT pro?

Save time?



Or handle it on our own?
Or do our own taxes?
Or figure it out ourselves?

Or save money?

With Office 365, there's no need for trade-offs.

Office 365 helps reduce business costs...

Affirma Consulting



Affirma Consulting offers business, technology, and creative consulting. Headquartered in Bellevue, Washington, it is a Microsoft Gold Certified Partner and employs 40 people.

"Affirma expects to reduce costs around hardware, licensing, and IT administration, including external IT services: **"We anticipate a 25 to 30 percent cost savings** when we complete our transition to Office 365."

Michael Brown, Chief Executive Officer, Affirma Consulting

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Office 365 helps reduce business costs...

Independence on Wheels



Based in Hohenwald, Tennessee, Independence on Wheels offers manual and power wheelchairs, lifts and ramps—and related consulting, installation, and support services—to customers in Tennessee, North Alabama, and Northwest Georgia.

"We were previously looking at \$8,000 to set up an Exchange Server and migrate mailboxes to it, plus ongoing support fees. For a company of our size, that's a huge sum." Similarly, **the company expects to save nearly \$2,000 a year** on maintenance costs when it retires its existing physical server and switches to SharePoint Online.

Albert Baxter, Co-Founder and Chief Operational Officer, Independence on Wheels

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Office 365 helps reduce business costs...

Redwood Global



Redwood Global Inc. provides staffing resources to companies located across North America. Notable clients include the Royal Bank of Canada and the Provisional Government of Ontario.

"With Office 365, you don't need to hire a \$100-per-hour IT professional to fix problems, or worry about updating on-premises servers. I expect **we'll save at least \$8,000 a year** by slashing these maintenance and repair expenses."

Randy Clemens, Managing Director, Redwood Global, Inc.

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Office 365 helps reduce business costs...

Travelers Haven



Travelers Haven provides corporate and temporary housing solutions in all 50 U.S. states and in more than 5,000 cities. It is based in Denver, Colorado, and has 32 employees.

“Office 365 eliminates the need to set up our own servers, which we certainly would have had to do eventually. I figure **we are avoiding \$100,000 annually** in hardware, maintenance, software, and the cost of a staff IT person.”

Elia Wallen, President, Travelers Haven

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Office 365 helps reduce business costs...

Southern Valve & Fitting USA



Established in 2003, Software Wholesale International (SWI) is a Microsoft Gold Certified Partner headquartered in Longmont, Colorado, specializing in volume licensing sales and consultations.

"I can eliminate the headaches of maintaining a complex puzzle of firewalls, switches, routers, servers ... all the things that drive us crazy and are forever breaking down. **The savings will add up to about [U.S.]\$20,000 or more. I'll also save 5 or 10 hours a month on vendor management.** Microsoft takes care of all the programs for me, so I don't have to be an IT person or employ an IT person."

Robert Richard, Owner and President, Southern Valve & Fitting USA

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Office 365 helps reduce business costs...

Zyvex Technologies



Zyvex Technologies is a molecular engineering company that develops advanced materials and a broad portfolio of nano-enhanced products. It is headquartered in Columbus, Ohio, and employs 50 people.

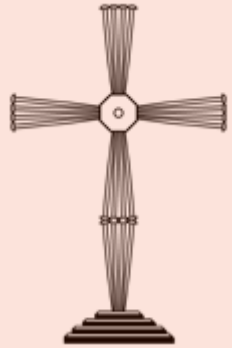
"As a small company, the ability to provide only what people need through Office 365 is a huge advantage for us. As opposed to a large rollout expense for on-premises solutions, **we have a more manageable, smaller monthly cost.**"

Lance Criscuolo, President, Zyvex Technologies

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Office 365 helps reduce business costs...

All Saints' Isleworth



All Saints' Isleworth, part of the Church of England, provides religious services and educational opportunities to a community of approximately 200 parishioners in Isleworth in the United Kingdom.

"We certainly believe that adopting Office 365 will save us money, which is especially important as a church because those are resources we can instead use to support our community. We have been paying approximately [U.S.] \$400 a year for website hosting, but, **by using Office 365, we'll get not just web hosting but also email, collaboration tools, and other things to help us boost productivity for roughly that same amount.**"


Anna Brooker, Vicar, All Saints' Church

[Read the full story](#)>

...and Office 365 saves small businesses time.

BlueEdge Consulting

BlueEdge Consulting



BlueEdge Consulting, headquartered in southeastern Pennsylvania, is an IT consulting firm that specializes in implementing IT cloud solutions for small and midsize businesses.

"Once I'm using Office 365 fully, **it will save me a couple of hours a day in meeting with customers, customizing their SharePoint sites, and locating customer data.** I can use Lync Online to have conference calls with customers and see their computers remotely."

Kevin Miller, Owner and President, BlueEdge Consulting

[Read the full story](#)>

...and Office 365 saves small businesses time.

Naturally Me



Durham, North Carolina-based Naturally Me develops and sells handmade, all natural, certified-vegan beauty products, from shampoo and soaps to hand scrub and scented linen spray.

"I use my smartphone to respond to Naturally Me email, schedule appointments, and review documents during my lunch hour and breaks at my other job. **Everyone in the company saves five to 10 hours a week now that we've got Office 365.** I spend that time with my daughter and making more products."

Chaundra Smith, Founder, Naturally Me

[Read the full story](#)>

...and Office 365 saves small businesses time.

findwell



Seattle, Washington-based findwell is a real estate startup that combines technology and a progressive approach to deliver full-service real estate brokerage services at lower prices than traditional real estate agencies.

"By using Lync Online, we have a more time-effective way to share complex information such as contracts, market valuations, and home details with our clients. Now **we can replace a lengthy email exchange or a long drive with a quick online meeting.**"

Kevin Lisota, Chief Executive Officer, findwell

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Why Microsoft
Learn about Microsoft's strategic and technical differentiation.

The Microsoft Productivity platform unifies communication and collaboration across the PC, phone and browser, giving your employees the tools they need to be productive and saving money for your business.

We've created a unified enterprise platform where usability, interoperability, and extensibility are an integral part of a clear and consistent roadmap, rather than an afterthought. Compare Microsoft and you'll discover that we've built our platform around the people who matter most—end users and IT.

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