

# DELIVERING RESULTS

## APPLYING RESOURCES

The Microsoft® Technology Centers (MTCs) are collaborative environments that provide access to innovative technologies and world-class expertise, enabling you to envision, design, and deploy solutions to meet your exact needs.

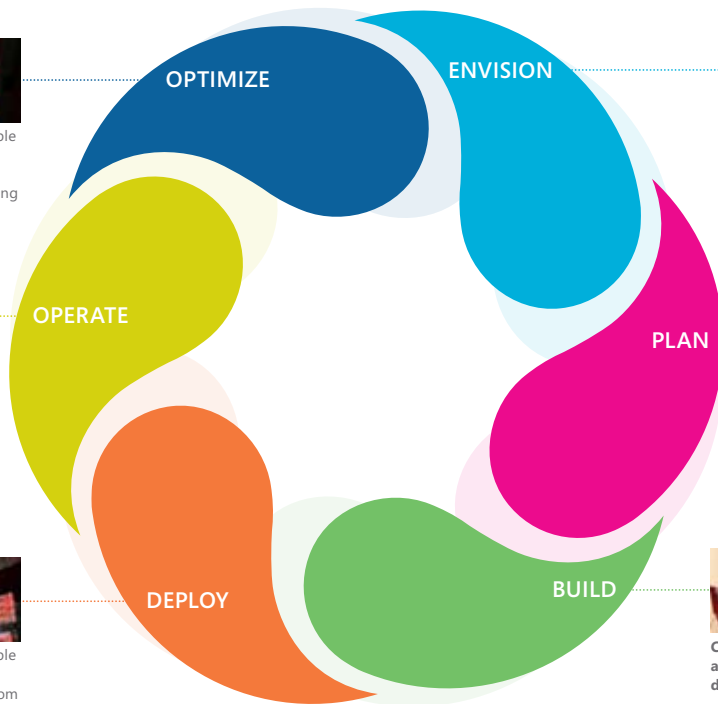
**Outstanding Environment:** We have created environments that will ensure that your team's learning and development experience with us is second to none.

**Industry Leaders:** The MTCs have formed alliances with industry leaders to provide comprehensive resources, including hardware, software, and services, for the duration of your team's engagement.

**Technology Experts:** The MTC staff are experts in Microsoft technology solutions. They will work side by side with your team to rapidly find solutions to your technology challenges. Our staff's expertise and in-depth knowledge of Microsoft products and technologies ensure that you benefit from development best practices.

An MTC's dynamic collection of resources shortens your time-to-market by removing traditional barriers and reduces the total cost of solution acquisition. Drawing on the integrated innovation of Microsoft products and technologies, the MTC can be a powerful resource for your organization.

## PROVIDING SOLUTIONS



**Realize the value of IT infrastructure and platform investments and enable agility.** Examples of available packaged services might include operations consulting and health checks.



**Determine whether the technology solution will meet your business objectives.** Customized offerings might include an envisioning engagement, a strategy briefing, an architecture design session, or a proof-of-concept workshop.



**Establish the right operational procedures and support.** Examples of available packaged services might include custom support, technology workshops, and preventive services.



**Develop the high-level architectural plan, identify risks, and develop the project plan.** Examples of available packaged services might include a prototype workshop, program planning, custom consulting, and design review.



**Deploy the technology solution efficiently and with less risk.** Examples of available packaged services might include custom consulting, program management, and deployment support.



**Conduct detailed design and lab work, testing, and development.** Examples of available packaged services might include technology and enterprise architecture, application performance testing, program management, and developer support.

## ENVISION



The MTCs marshal their premier resources into unique offerings, each of which focuses on a different aspect of your organization's search for a solution.

**Strategy Briefing:** This one-day briefing starts by examining your current IT environment and business objectives. In the Envisioning Center, you will see Microsoft solutions in action, customized to address your needs. The day includes mutual discovery, tailored product and technology drill-downs, expert presentations, and a clear and actionable picture of how Microsoft and partner technologies can help you reach your business goals.

**Architecture Design Session (ADS):** This custom session drills into your business objectives and aligns them with specific applications of Microsoft .NET connection software to help you not only meet your goals but capitalize on them. We will provide your development team with architectural guidance, input about preferred practices, and risk analysis.

**Proof-of-Concept (POC) Workshop:** In this multiweek, in-depth workshop, our architects work closely with key members of your technical staff to transfer knowledge and prove out custom solutions. Your development team will have a private, fully loaded development suite that is preconfigured prior to their arrival.

## BUILD : DEPLOY : OPERATE : OPTIMIZE



In demanding times, you need new ways to manage your IT for greater success. Microsoft can help you rise to today's challenges by doing more with what you have and realizing the full value of your investment. Every day we help organizations like yours drive down IT and business costs, gain competitive advantage, and grow their business.

**Architecture and Planning Services:** It's critically important for business and technology strategies to work together, especially when times are tough and resources are limited. Architecture and Planning Services can help you successfully build on to technology environments. Through business and IT alignment, we help empower you to make IT decisions that reduce risk, maximize value, and create strategic advantage.

**Deployment and Adoption Services:** Microsoft Deployment and Adoption Services have been specifically created to bring operational efficiencies to organizations like yours. Our technology consultants are dedicated to ensuring that Microsoft technology is meeting your needs. They bring efficiency and consistency to technology use and deployment by leveraging world-class experience and proven best practices.

**Enterprise Support Services:** Premier Support provides you with customized and prepackaged support. Our proactive services increase uptime and improve security, while our reactive services offer needed help when things go wrong. Premier Support provides you with services that improve operations, unlock business value, and maximize productive use of technology.

**Realize the full value of your IT investment by putting the experience and resources of Microsoft to work for you. For more information about our service and support offerings, visit [www.microsoft.com/services](http://www.microsoft.com/services).**

## GLOBAL TECHNOLOGY PARTNERS



## LOCATIONS

To schedule an MTC offering, or to learn more, contact the MTC in your area:

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