



Simplify Your Cloud Migration Journey with MigrationWiz

Wednesday, 2 September

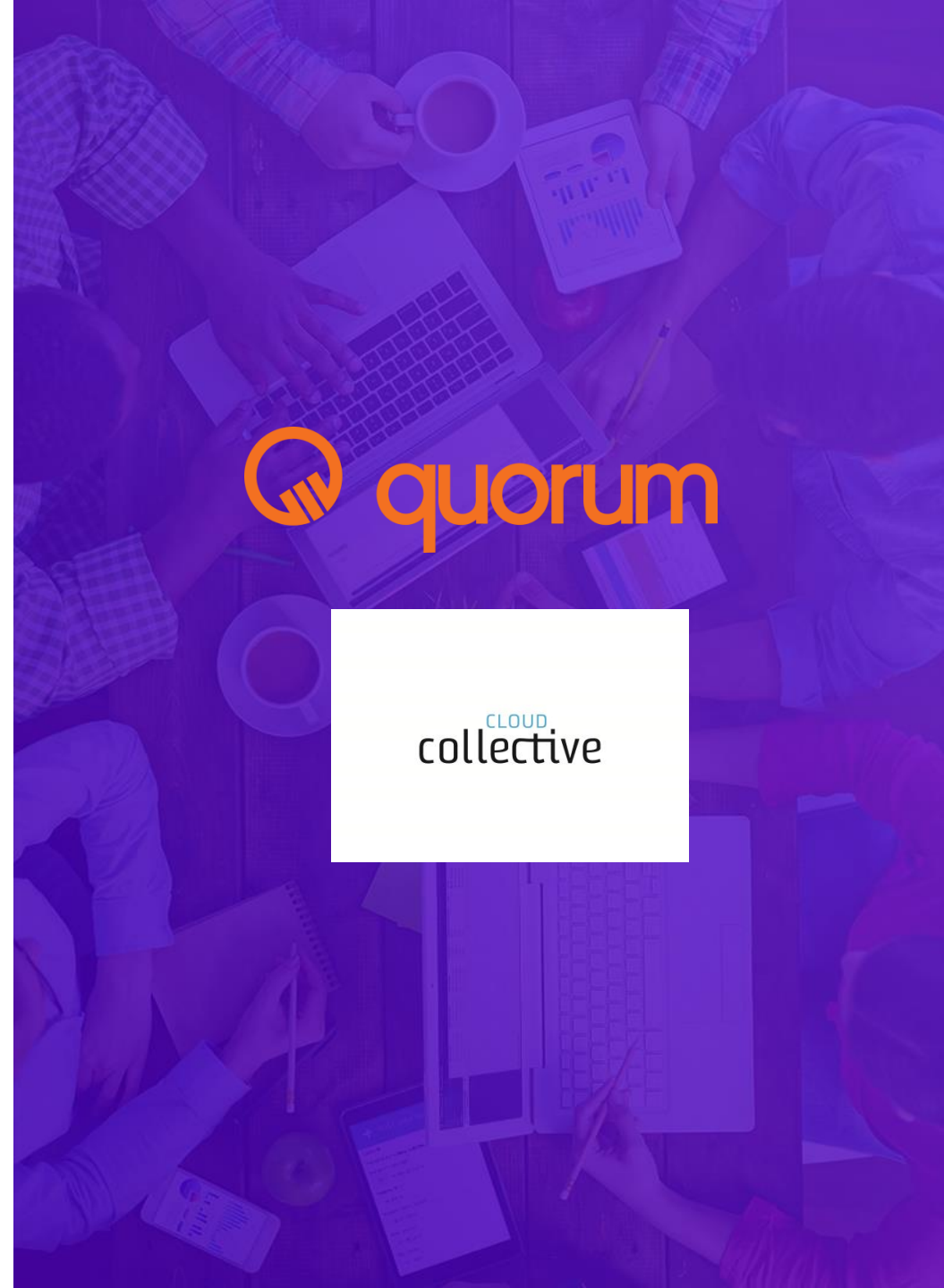
| 11:00 AM - 11:45 AM AEST

| 1:00PM - 1:45 PM NZT



Agenda

1. Message from Director of Business Development, Asia Pacific
2. Migration Trends
3. Partner Chat with Quorum
4. Addressing Myths
5. New Features
6. What happens after Migration?
7. Live Q&A



Presenters



Brad Rosairo
Director of Business
Development, APAC



Thomas Chua
Technical Sales
Specialist, APAC



Stella Goh
Senior Solution Specialist,
APAC

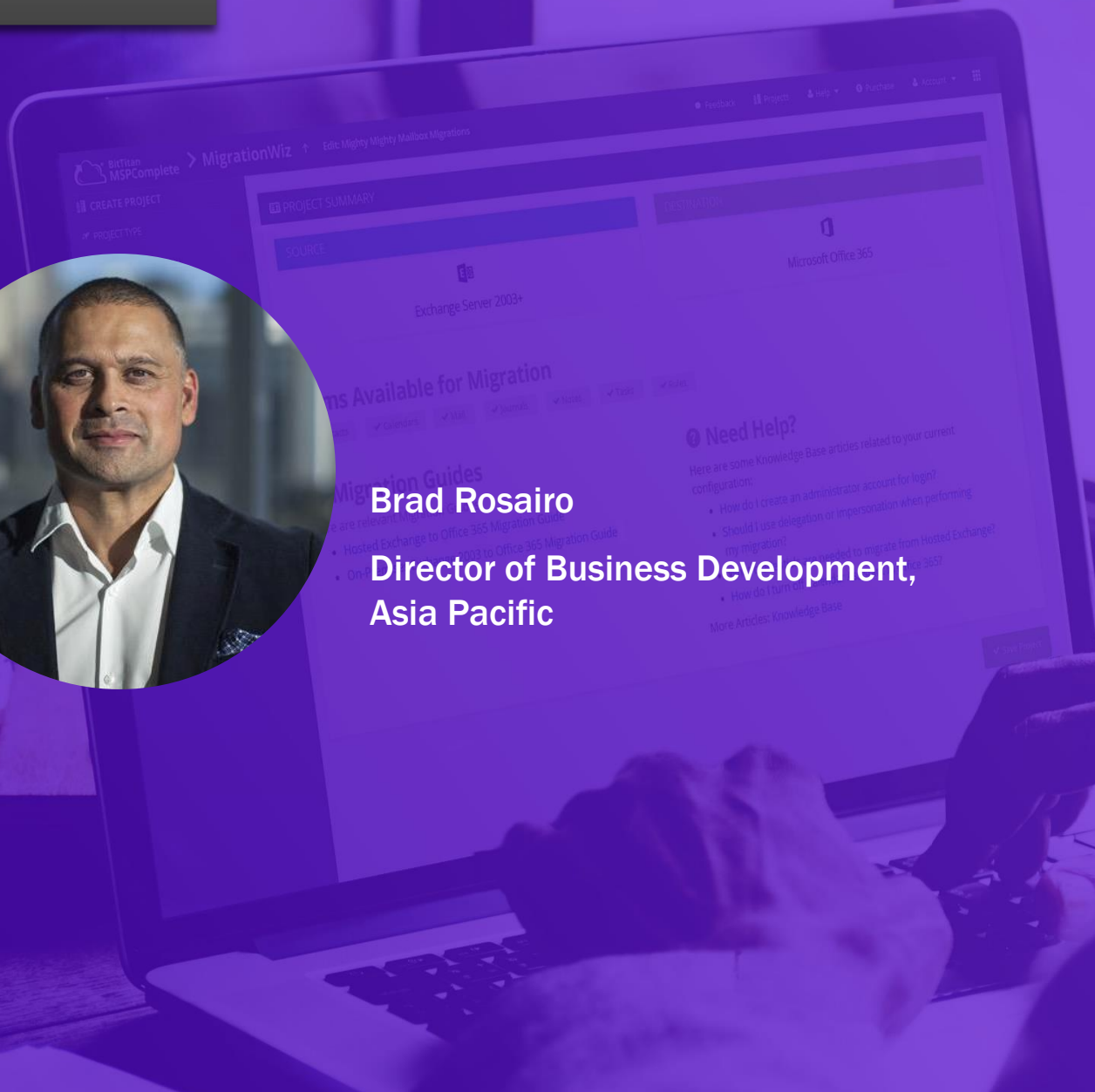


Darren Lum
Business Development
Manager, APAC

Message from Director



Brad Rosairo
Director of Business Development,
Asia Pacific



BitTitan Asia Pacific



Migration Trends



Darren Lum
Business Development Manager,
Asia Pacific

What is the State of the Market?

With the increase of remote working, organizations are inevitably adopting cloud-based solution to enhance cross team collaboration and efficiency

Source: Gartner Forecasts Worldwide Public Cloud Revenue to Grow 17.5 Percent in 2019

Microsoft says Teams communication app has reached 44 million daily users

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Table 1. Worldwide Public Cloud Service Revenue Forecast (Billions of U.S. Dollars)

	2018	2019	2020	2021	2022
Cloud Business Process Services (BPaaS)	45.8	49.3	53.1	57.0	61.1
Cloud Application Infrastructure Services (PaaS)	15.6	19.0	23.0	27.5	31.8
Cloud Application Services (SaaS)	80.0	94.8	110.5	126.7	143.7
Cloud Management and Security Services	10.5	12.2	14.1	16.0	17.9
Cloud System Infrastructure Services (IaaS)	30.5	38.9	49.1	61.9	76.6
Total Market	182.4	214.3	249.8	289.1	331.2

BPaaS = business process as a service; SaaS = software as a service
Note: Totals may not add up due to rounding
Source: Gartner (April 2019)
According to recent Gartner survey

The surge of SaaS applications to aid remote working

By [Mark Lillywhite](#) May 26, 2020

The new business world we live in has led to an unplanned spike in SaaS usage, causing concern among IT decision-makers.

Key Drivers for Migration Projects

Microsoft Extending End of Support for Exchange Server 2010 to October 13th, 2020

an hour ago

Google's G Suite is no Microsoft killer, but still winning converts

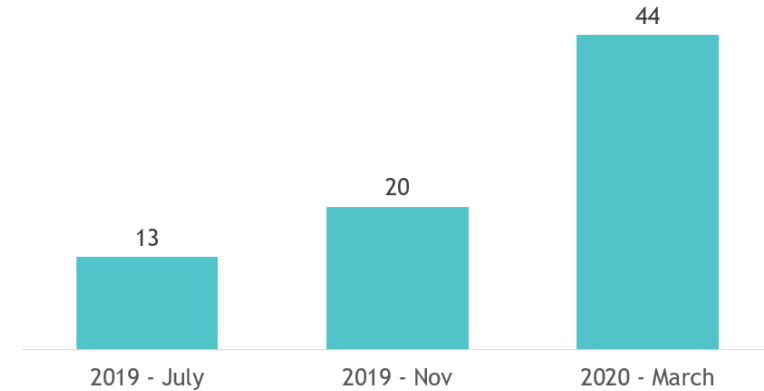
Paresh Dave

7 MIN READ



Investor Metrics	FY19 Q1	FY19 Q2	FY19 Q3	FY19 Q4	FY20 Q1
Office Commercial products and cloud services revenue growth (y/y)	17% / 16%	11%	12% / 14%	14% / 16%	13% / 15%
Office Consumer products and cloud services revenue growth (y/y)	16% / 17%	1% / 2%	8% / 10%	6% / 8%	5% / 6%
Office 365 Commercial seat growth (y/y)	29%	27%	27%	23%	21%
Office 365 Consumer subscribers (in millions)	22.5	22.2	24.2	24.9	25.6

Microsoft Teams Active Users, in Millions



Source: Microsoft Corporation



52%

are planning to actively pursue M&A in the next 12 months

M&A intentions remain strong ...

68%

are expecting the M&A market to improve in the next 12 months

... and the C-suite predicts the prolonged dealmaking upcycle will continue.

Exchange Server 2010 End of Support is Coming

Exchange & Office 2010 end of support October 13th, 2020



No More Security Updates: This leaves businesses vulnerable to all kinds of malware and malicious activity.



No New Documentation: Guidance and best practices will no longer be produced; access to support and experts will be limited.

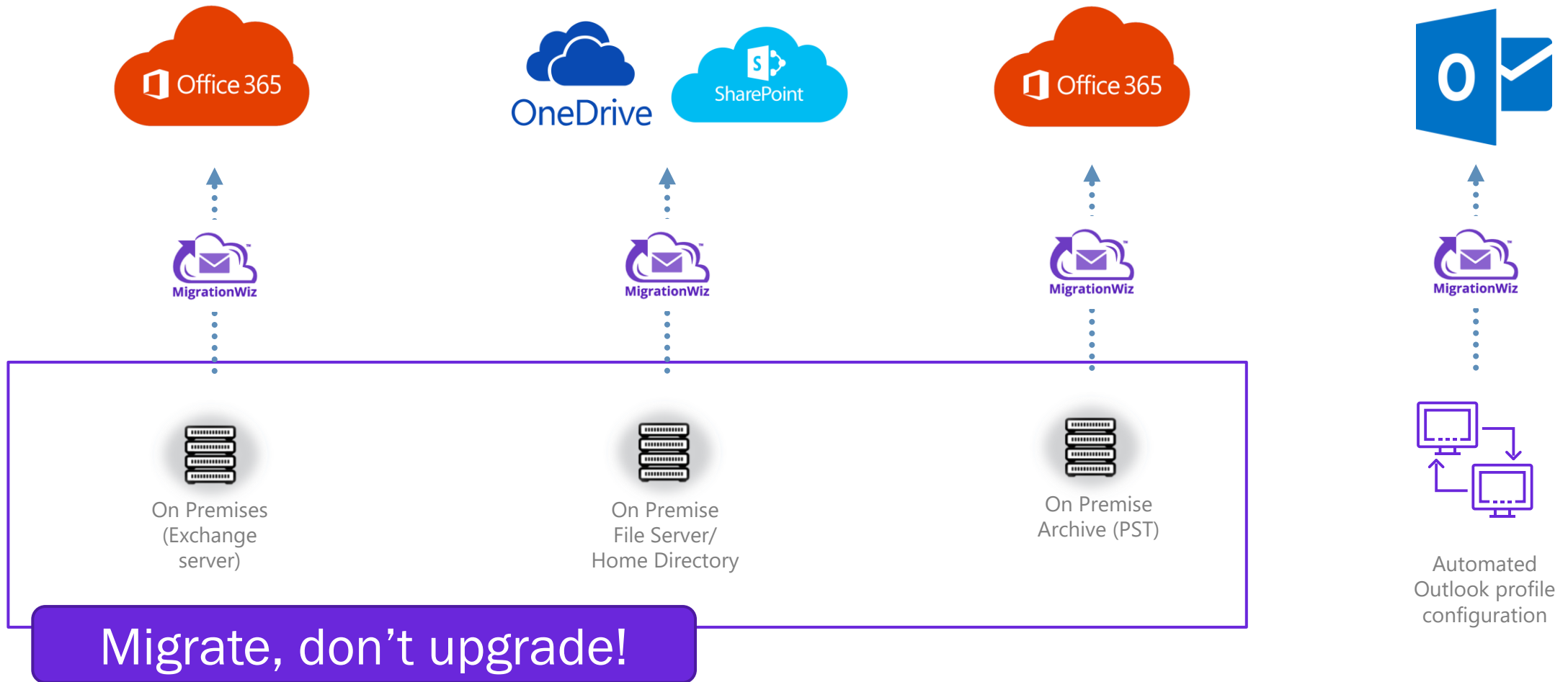


Compliance Risks: Running outdated or unsupported products could be a quick ticket out of compliance, based on your specific industry. Do your homework and be prepared to make the transition ahead of time.



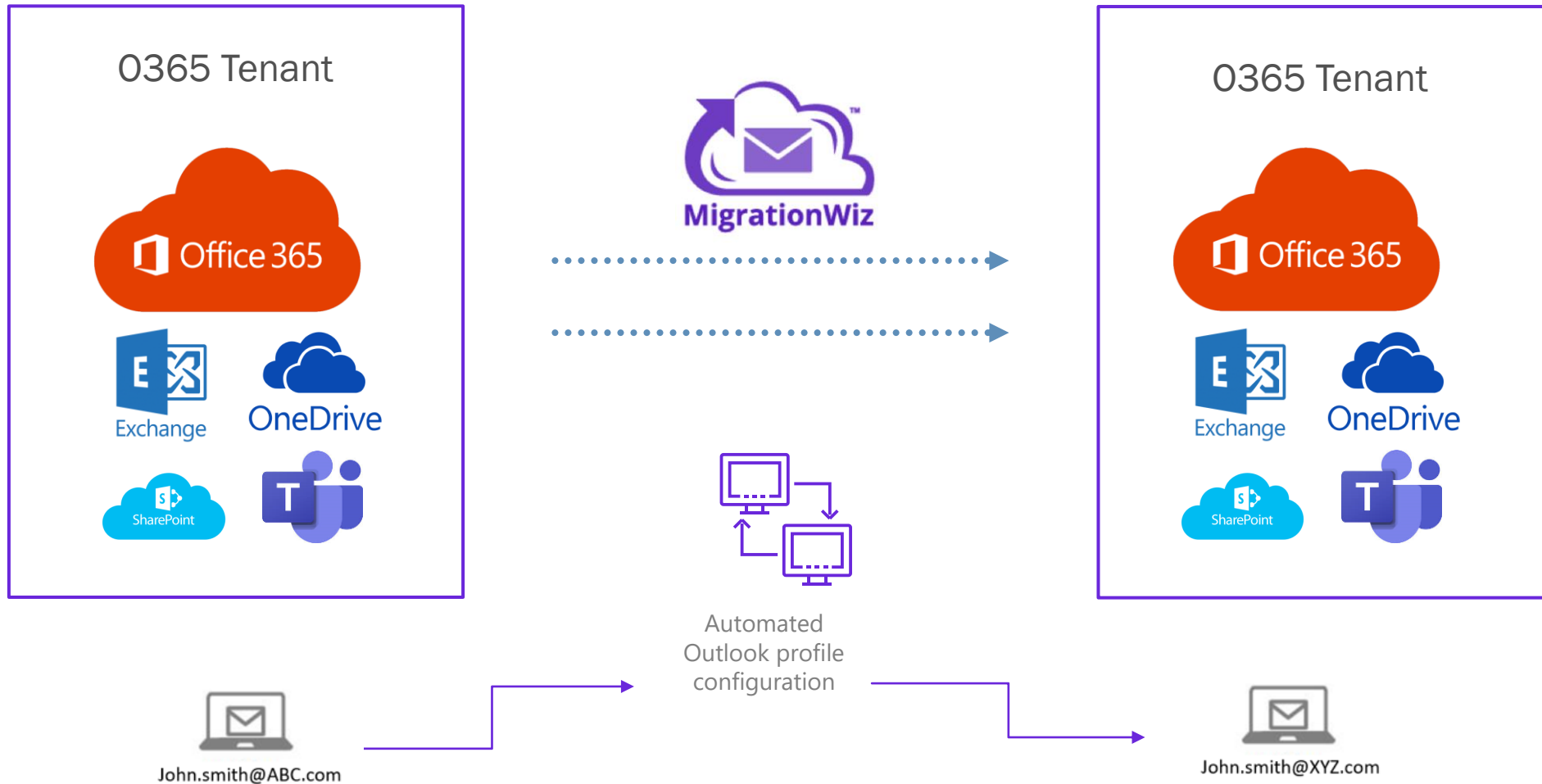
Exchange On-prem to Office 365

Removing the Barrier for Cloud Adoption



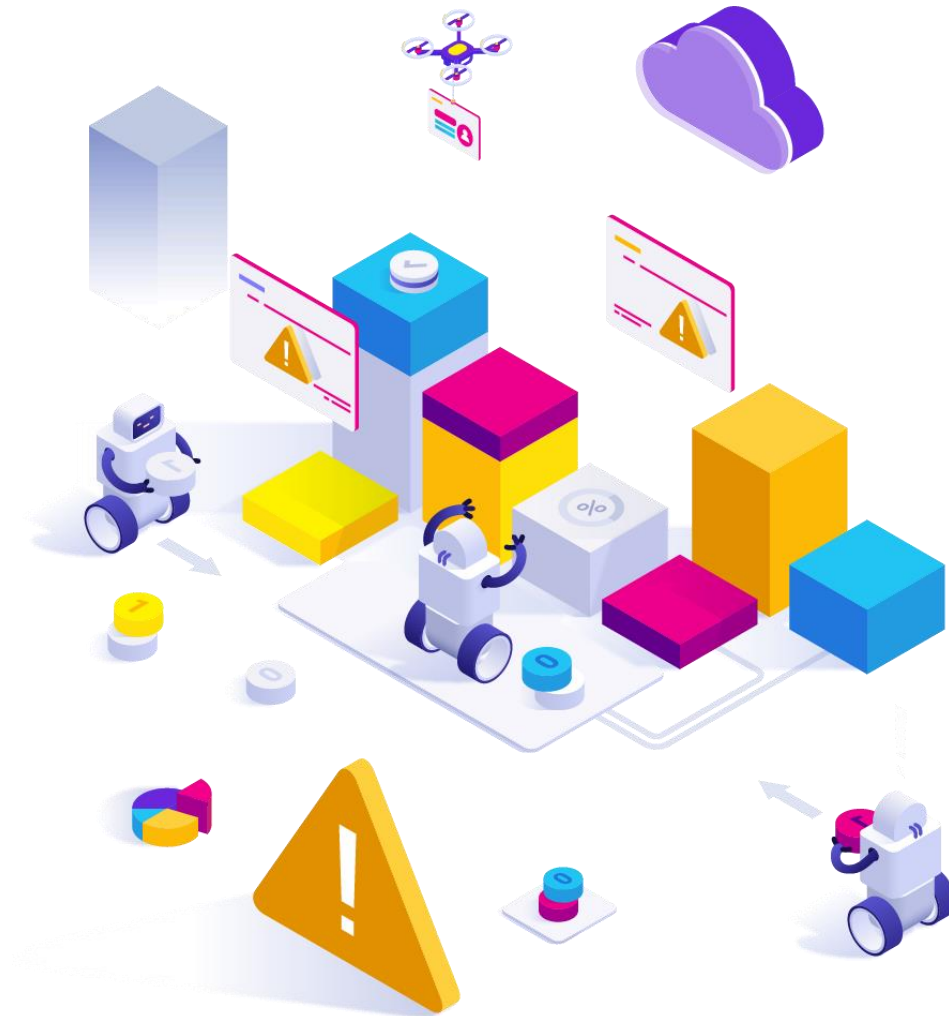
Office 365 Tenant to Tenant

Including Mergers, Acquisitions, Divestiture, Re-organization Scenarios



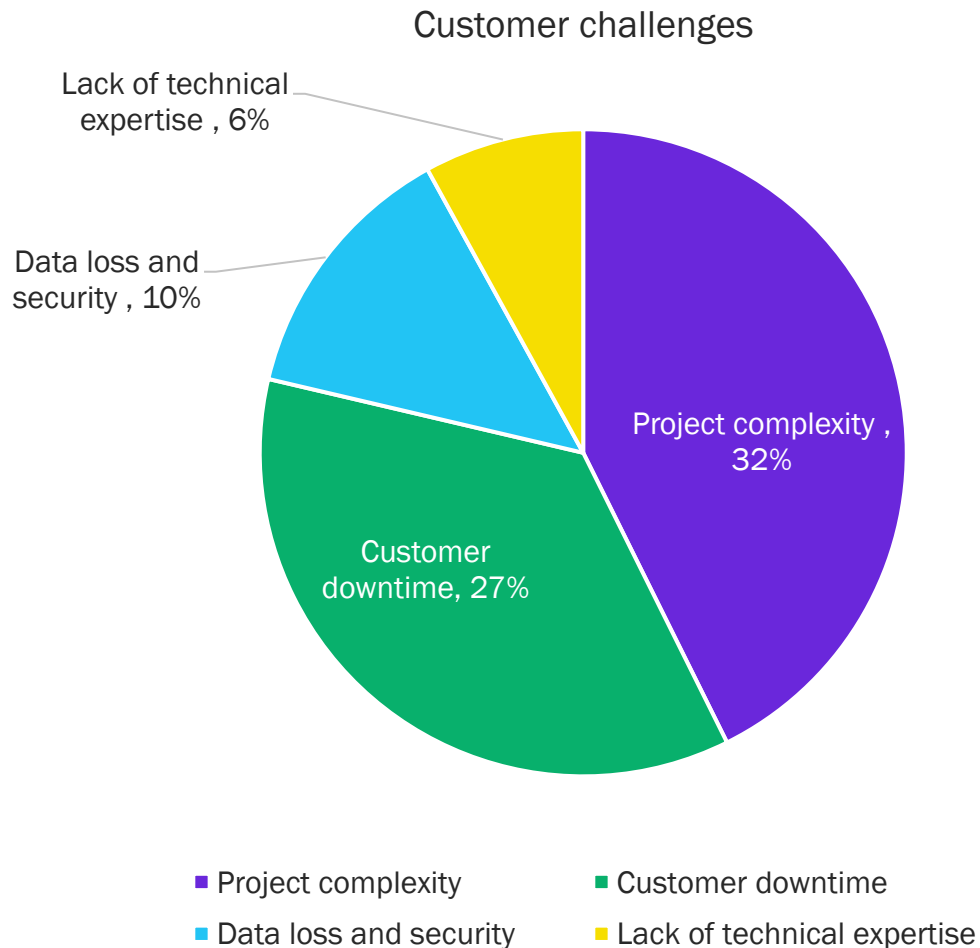
How Do You Mitigate Risk in Migration?

- Defined Strategy
- Security and Privacy
- Time and Cost



- Complex Configuration
- Downtime
- Cloud Vendors

Why an Automated Tool for Migration?



- **Reduce downtime and risk**
- **Avoid manual migrations which are tedious and time consuming**
- **Supports complex migration scenarios in various business requirement**
- **Simplify migration approach and strategy**

Partner Chat



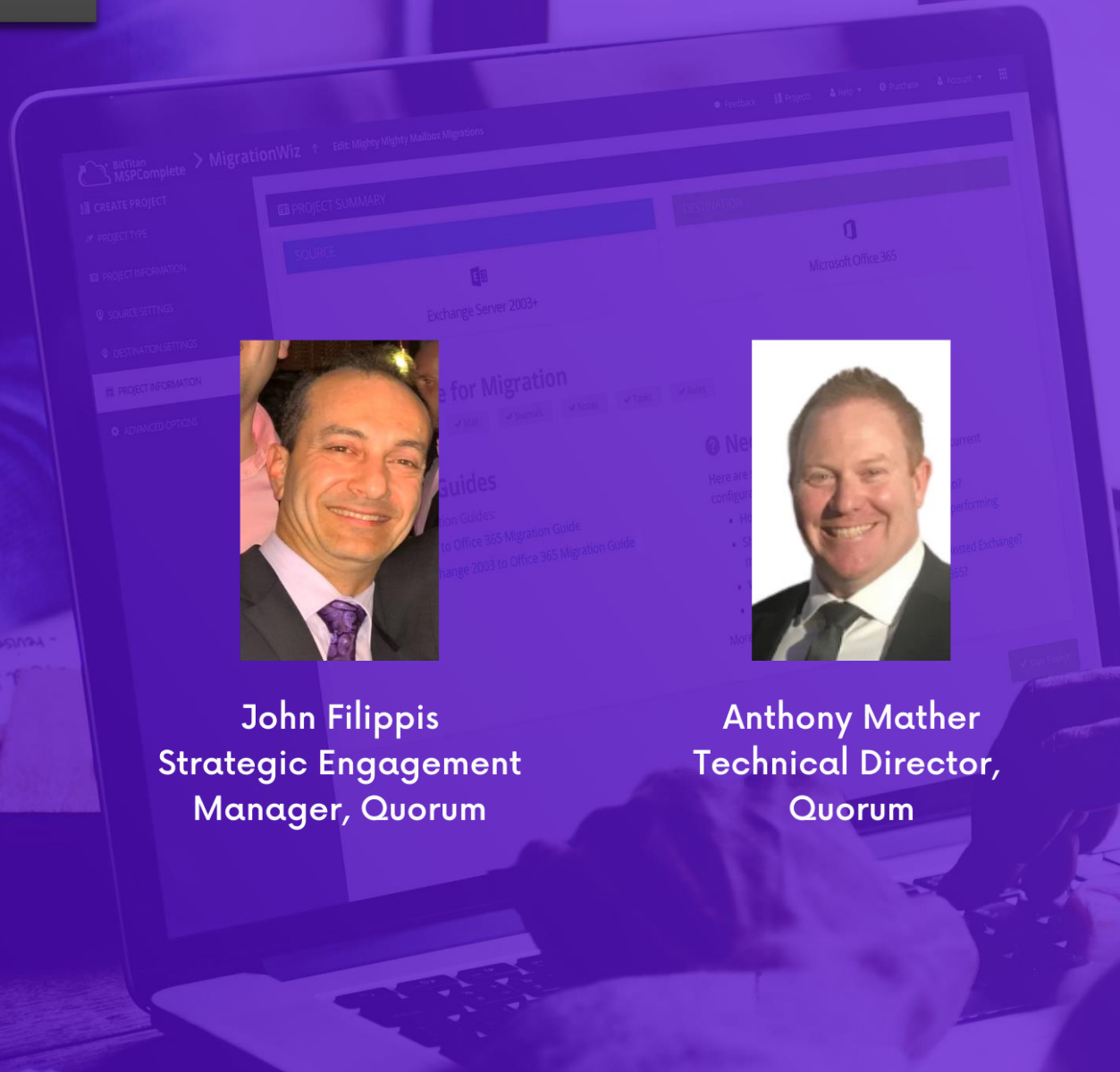
cloud
collective



John Filippis
Strategic Engagement
Manager, Quorum



Anthony Mather
Technical Director,
Quorum



Addressing Myths



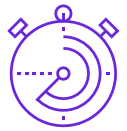
Stella Goh
Senior Solution Specialist, Asia Pacific

Why MigrationWiz?



Easy to Use & Remote Workforce Enablement

100% SaaS with no special training, installations, or professional services required. One simple UI for all workloads.



Fast & Scalable

Quickly move users and data to the Destination at-scale. Migrate as fast as Source bandwidth allows.



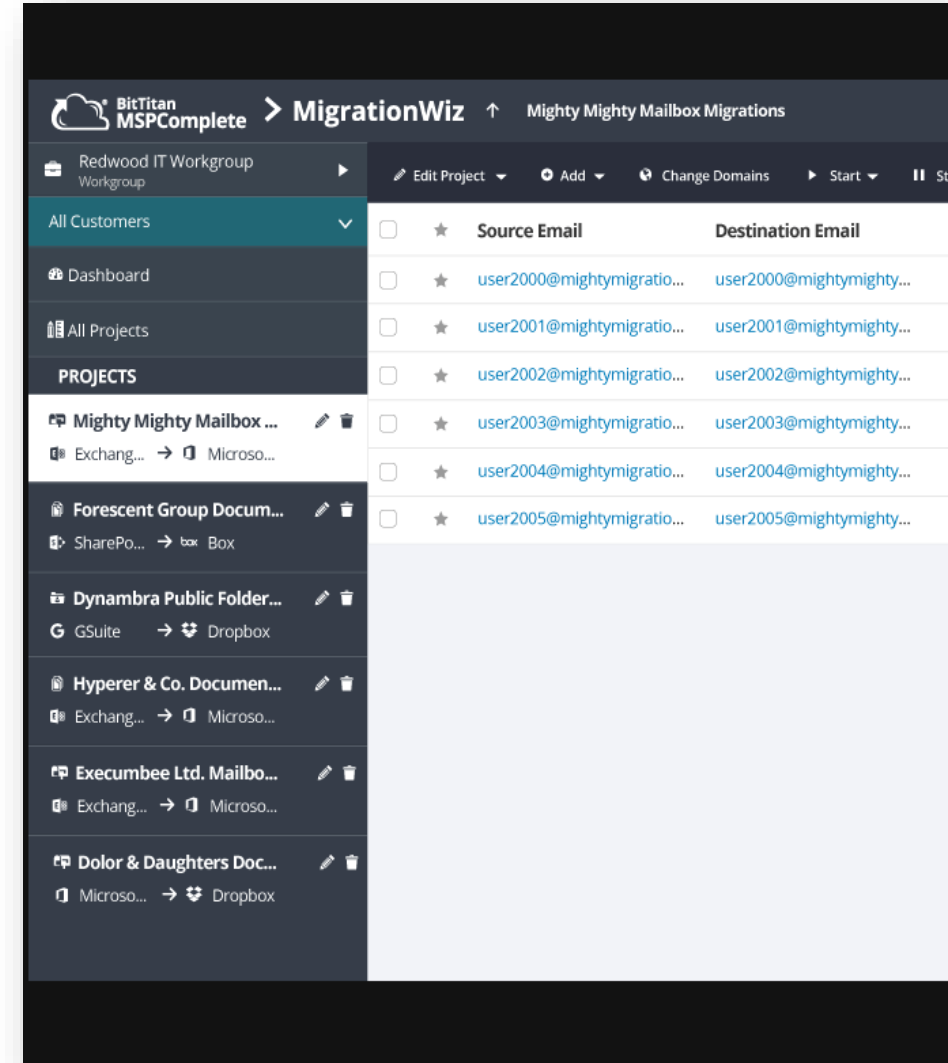
Secure & Compliant

Data encrypted at rest and in-transit through Azure datacenters. Regional processing options available; we never store user data.



Support SMB to Enterprise Customers

Support migrations of all sizes, from simple and complex business scenarios like mergers, acquisitions, or divestitures.



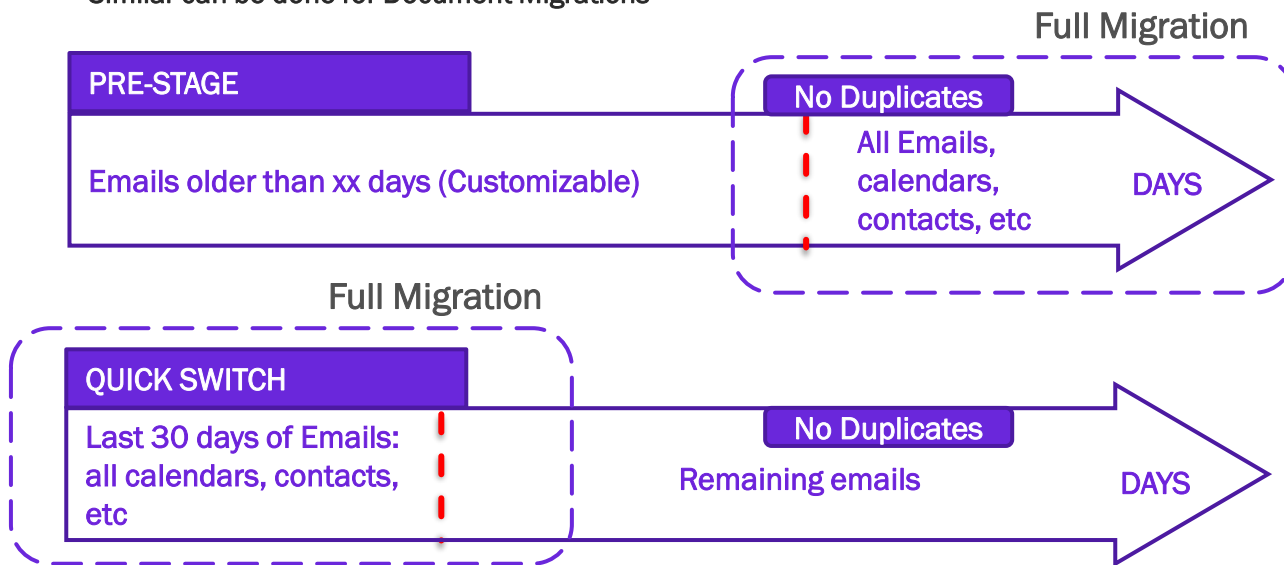
BitTitan MigrationWiz

Migration strategies

-- On Cutover day

Migration by Stages - Recommended

Similar can be done for Document Migrations



Big Bang Migration



On Cutover Day

- Update MX Record and DNS at your end
- Click Full Migration to get incremental emails migrated as well as associated properties

Common MigrationWiz Myths

- ✓ I should only run the migration on the cutover day
- ✓ I can only initiate Pre-Stage and Full Migration once
- ✓ Tenant to Tenant migrations, I have to update my domain to destination before migration?
- ✓ Users are not allowed to access emails during migration?
- ✓ Once I buy the license, there are only support articles and email support I can refer to
- ✓ I can only use Admin Credentials to migrate?

Have Questions? Type in Q&A chat panel; we will answer them shortly.

BitTitan MigrationWiz

Migrate from any Source to any Destination

Key: ● Sources ● Destinations

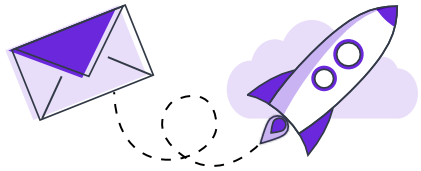
Mailboxes	Documents	Personal Archives
Office 365 (Govt., China, Germany) ● ●	OneDrive ● ●	Office 365 (Govt., China, Germany) ● ●
Exchange 2003 ●	SharePoint Online ● ●	Exchange 2007+ ● ●
Exchange 2007+ ● ●	SharePoint 2010+ ● ●	Gmail ● ●
Gmail ● ●	Google Drive ● ●	PST Files ● ●
IMAP ● ●	Dropbox ● ●	
Open-Xchange ● ●	Windows File System ●	
Amazon WorkMail ●	Box ● ●	
Lotus Notes 6.5+ ●		
Novell GroupWise 7+ ●		
Zimbra 6+ ●		
POP ●		
	Collaboration	
	Microsoft Teams ● ●	

Common Scenarios:

- On Prem Exchange
- G Suite
- Office 365
- Zimbra and more

Which BitTitan license to use?

MAILBOX LICENSE

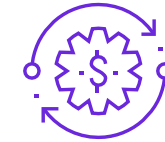


- ✓ MAILBOXES

PUBLIC FOLDERS LICENSE



- ✓ PUBLIC FOLDERS
- ✓ SHARED MAILBOXES



HYBRID EXCHANGE MANAGEMENT LICENSE

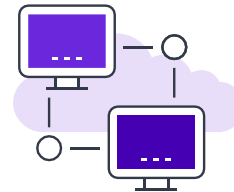
- ✓ USER AND DATA DISCOVERY
- ✓ AUTOMATED BATCHING
- ✓ DELEGATE ANALYSIS

USER MIGRATION BUNDLE LICENSE



- ✓ MAILBOXES
- ✓ DOCUMENTS
- ✓ PERSONAL ARCHIVES
- ✓ OUTLOOK CONFIGURATION

COLLABORATION LICENSE



- ✓ TEAMS
- ✓ CHANNELS
- ✓ CONVERSATIONS
- ✓ PERMISSIONS & FILES

Did you know?

- ✓ We can migrate multiple source mails to 1 destination mailbox
- ✓ We migrate Shared, Resource and Group Mailboxes for Office 365 migrations
- ✓ We can run multiple workload projects concurrently
- ✓ You can migrate with Admin/End-user Credentials (provide password/user authentication)
- ✓ Advanced Options – Concurrency, Recipient, User, Folder Mapping
- ✓ We can export Archive Mailbox to PST and run Teams Assessment

- POC license for testing
- Dedicated Subject Matter Experts
- 1:1 Demo Calls
- Free Support

The BitTitan Experience

We Migrate, You Control



How Can We Help You?

1) Discovery workshop

Speak with the Solutions Team to understand capabilities

2) Technical scoping

Speak with BitTitan Technical experts as you scope the details of project

4) Planning

Work with your team to define the migration approach/strategy

3) Proof of Concept

Work with you on testing, POC licenses available

New Features



Thomas Chua
Technical Sales Specialist

What's New in MigrationWiz?



- **Parallel Teams Migration**
 - Improved Scalability
 - Simpler Project Management
 - Enterprise Security
- **GSuite**
 - API improvement
 - Gmail API > Gmail API
 - Gmail API > O365
- **SharePoint (Beta)**
 - Faster Migration enabled via AMR API
- **Hybrid Exchange Management**
 - Automate Batching
 - Identify Delegates
 - Monitor Status
- **Monthly Release Notes**
 - Check out <https://help.bittitan.com/hc/en-us/sections/360007635713-Release-Notes>

What's coming up



What happens after migration?

Featured tools for working from home

Microsoft Teams Toolkit

Maximize your online collaboration

Get the most out of Microsoft Teams by driving adoption and managing your channel structure. This toolkit helps you monitor activity on a channel and user basis with the Microsoft Teams Assessment template and gives you a view into how your organization is adopting and using the platform.

Show me more about this toolkit



Microsoft Teams Assessment

Learn more



Microsoft Teams Channel Copy

Learn more

Deploy



Governance



Security



Ado

Monitor

Our community recommended tools

Cost Optimization Toolkit

Save money by cleaning up your cloud services

Use this valuable toolkit to eliminate unnecessary costs from your Office 365 licenses or Azure VMs. The Office 365 license optimization and Azure cost optimization automations uncover unused or dormant resources. You can then use the Mailbox to PST template to archive obsolete mailboxes and save costs.

Show me more about this toolkit



Archive Mailbox to PST

Learn more



Azure VM & Disk Cost Visualizer

Learn more



Office 365 Monthly / Quarterly Report

Learn more

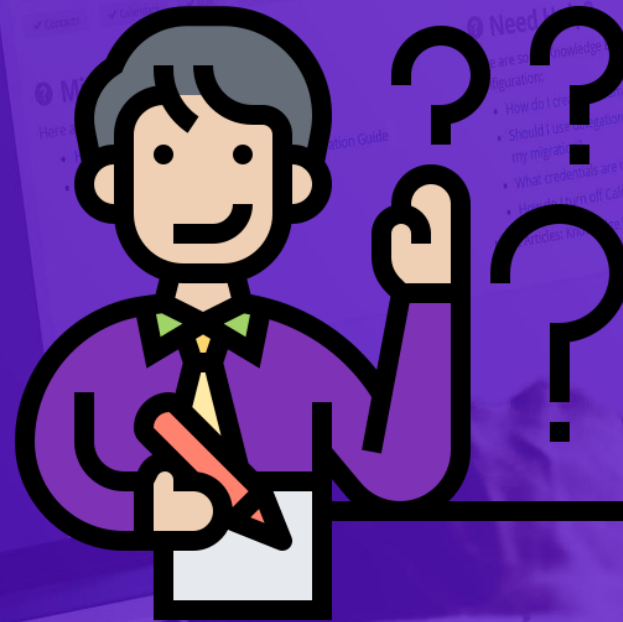


Office 365 License Optimization

Learn more

Question & Answer

Have questions? Type them in the Q&A chat panel and we will answer them shortly.



Thank you!

Email us to discuss pricing, collaboration/existing projects

Darren Lum – dlum@bittitan.com

Stella Goh – sgoh@bittitan.com