Microsoft | Technology Centers

Envision – Architect – Prove

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Microsoft Technology Center

Three Critical Components Make Up the MTC

MTCs help close deals faster and expand deal-size, while increasing customer satisfaction. The integration of **people, process, and place** makes this possible.

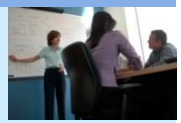
People

Technology Experts.

Each MTC has a dedicated staff of Technology Architects with established credibility in IT, the breadth of expertise and experience to position the entire platform, and solution sales skills enabling them to effectively facilitate customer decisions.

Process

Unique Offerings.

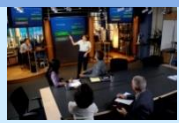


MTCs' unique engagement offerings and supporting systems drive decision enablement and actionable next steps for the customer.

Offerings include Strategy Briefing (1 day), Architecture Design Session (1 – 3 days), and Proof-of-Concept workshops (2 – 3 weeks).

Place

Outstanding Facilities.



MTCs provide facility-based engagement delivery; this enables the customer to focus completely on their decision-making process, and Microsoft to tap into all resources necessary to craft a solution that meets the customer's needs in a timely manner.

Offerings

The MTCs marshal their premier resources into three unique offerings—
Strategy Briefings, Architecture Design Sessions, and Proof-of-Concept workshops.

Envision

STRATEGY BRIEFING
Create the right sales opportunity.

The Strategy Briefing begins with a diagnostic consultation led by an MTC technology specialist. Information about the customer's business situation is then used to tailor the presentation of a live, scenario-based demonstration of Microsoft and Partner technologies, enabling customers to envision what is possible for their business.

Target Outcome: shared vision and next steps established with key decision makers

Time Investment: 1 day

Architect

ARCHITECTURE DESIGN SESSION
Deliver the details.

By mapping the customer's major requirements to the technical solution, this engagement will provide the customer with architectural guidance , preferred practices input, and risk analysis to help achieve the desired solution.

Target Outcome – May Include:
•Vision/Scope Document
•Architecture Assessment Document
•Proof-of-Concept Project Plan

Time Investment: 1 – 3 days

Prove

PROOF-OF-CONCEPT WORKSHOP
Drive the deal home.

This hands-on engagement is held in a private, secure development suite preconfigured to simulate the customer's real working environment. Customers are assisted throughout the development and validation of their architecture to de-risk the solution implementation following the POC.

Target Outcome – May Include:
•Direct knowledge transfer and guidance on implementation techniques for solution
•Solution Prototype
•Data/object models
•Transaction cost analysis
•Performance/optimization guidance

Time Investment: 2 – 3 weeks

The Layout

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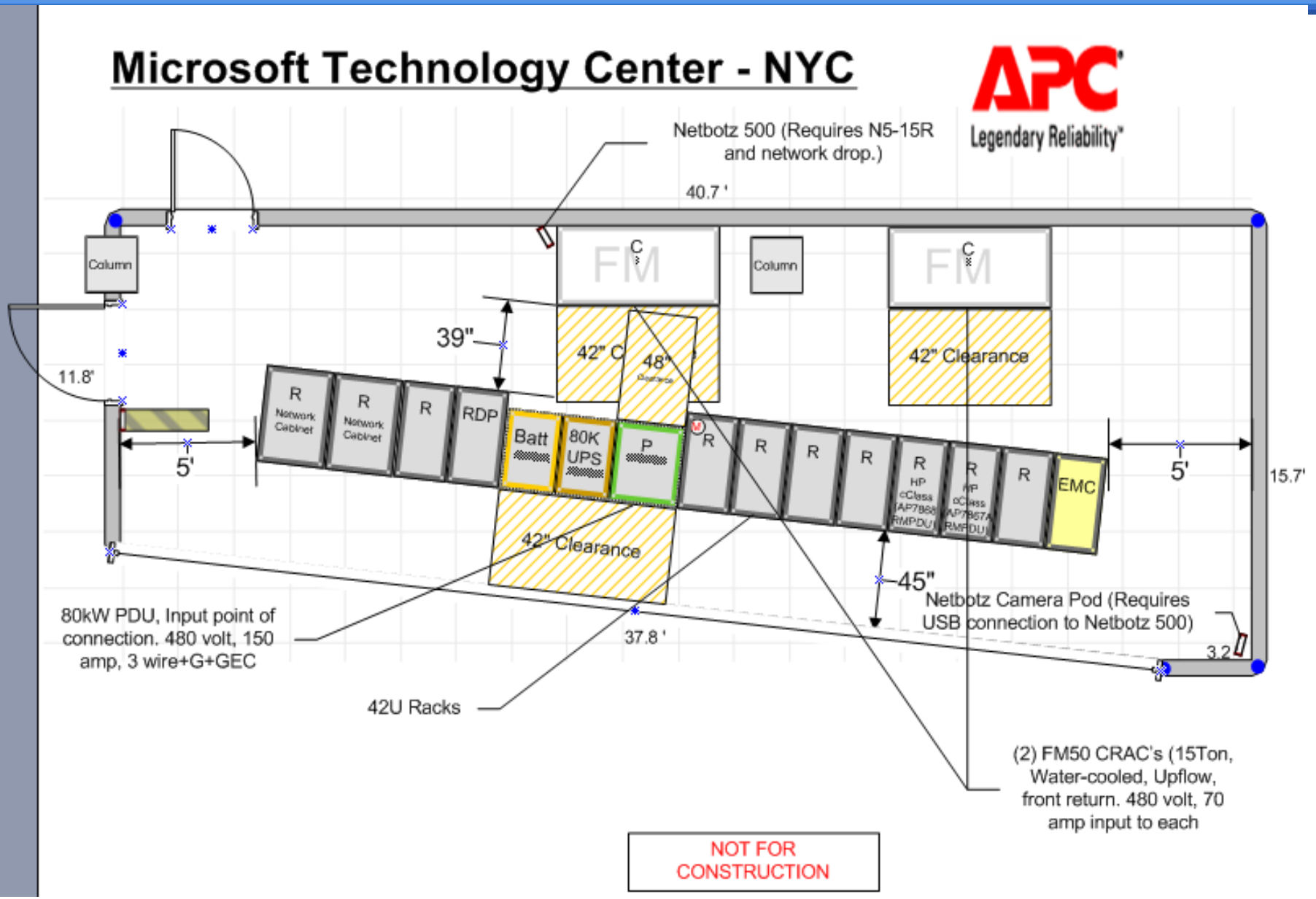
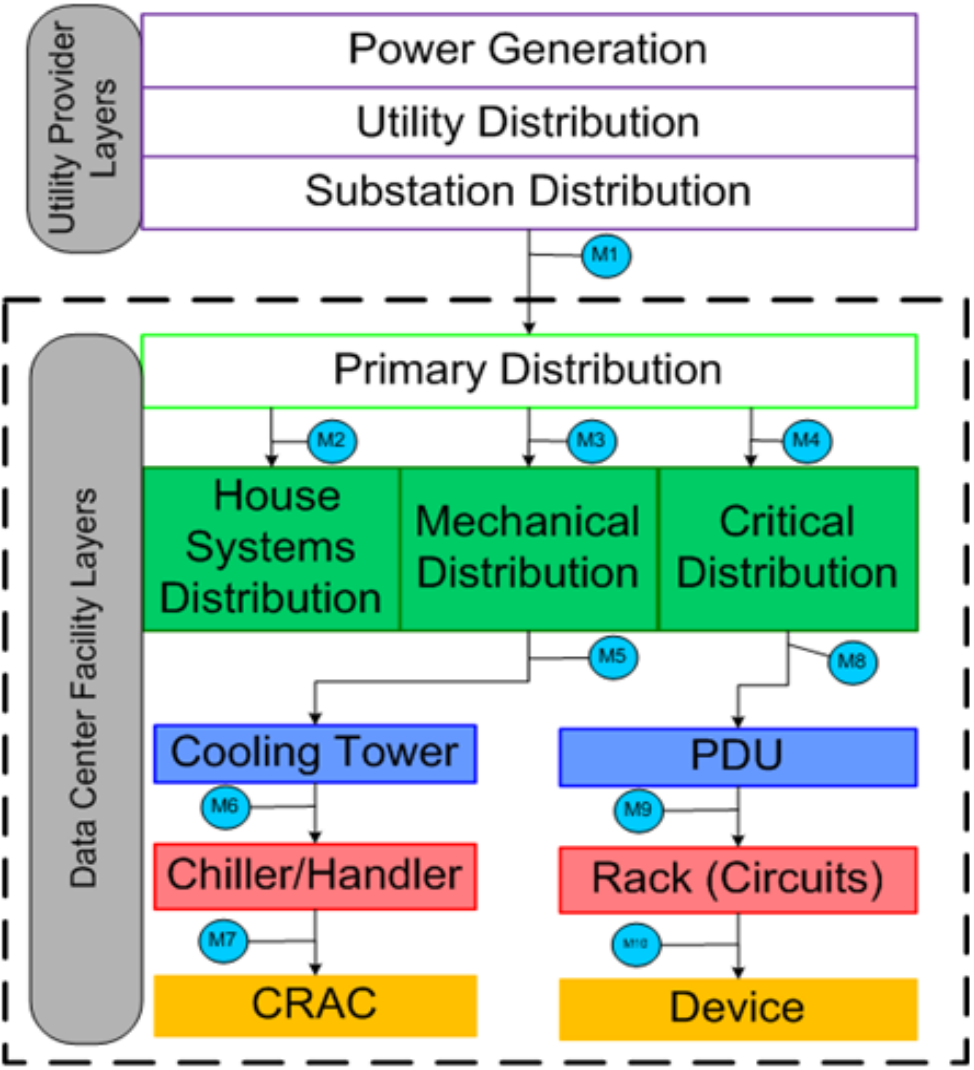


What levels will PI Connect



Measurement ID	Description
M1	Utility Provider Total Power Load Measurement
M2	Power Load for Non-critical systems (lighting, offices, etc.)
M3	Power Load for HVAC and Other Mechanical Systems
M4	Total Power Load for Devices and Other Critical Systems
M5	Cooling Tower Load
M6	Chiller, Air Handler Load
M7	CRAC Unit Load
M8	UPS Load Measurements
M9	Pole, Circuit and Rack Loads
M10	IT Asset

Displays - NorthAmerica - Microsoft Internet Explorer

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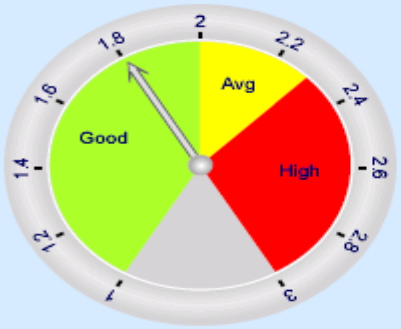
North America KPIs

PUE



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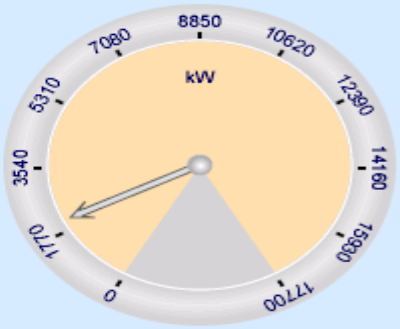
Monthly Power



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Monthly Cost

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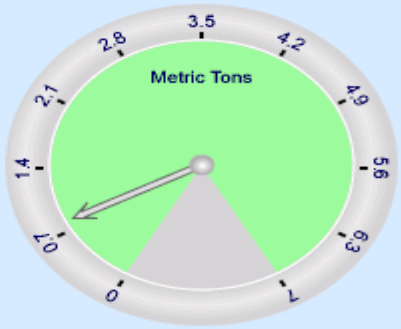
Monthly Emissions



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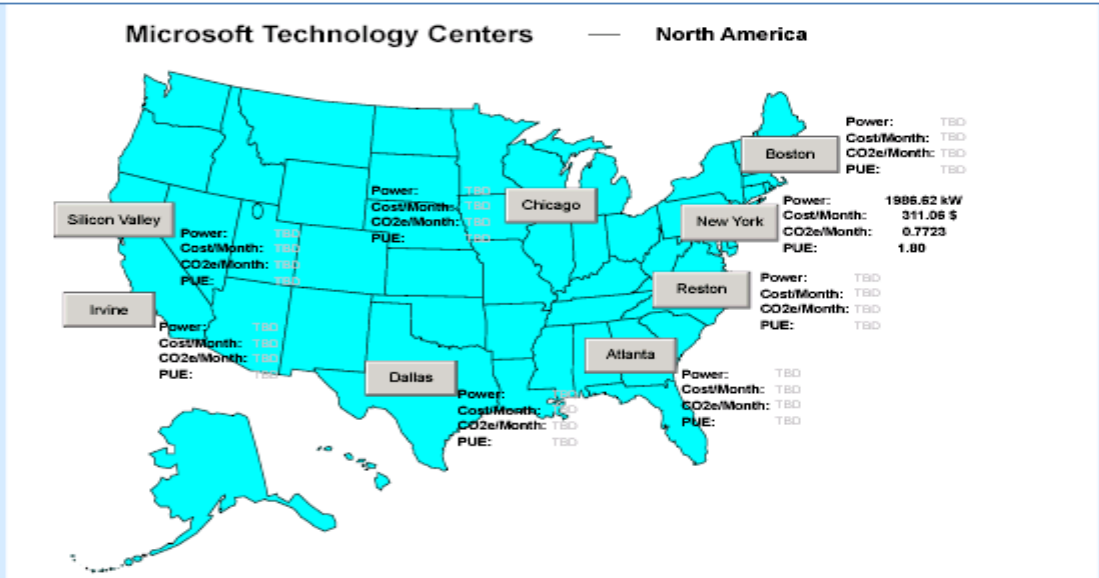
Tree View

- North America
  - Atlanta
  - Boston
  - Chicago
  - Dallas
  - Irvine
  - New York
  - Reston
  - Silicon Valley

MTCs



Displays - NewYork - Microsoft Internet Explorer

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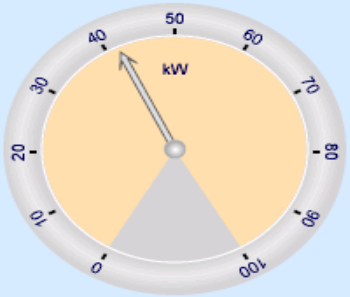
NewYork

New York PKIs

Current IT Load



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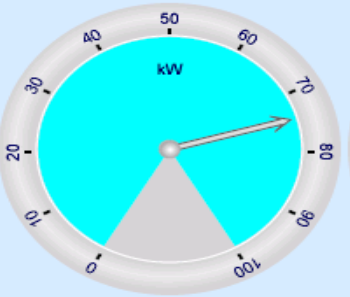
Current Total IT load



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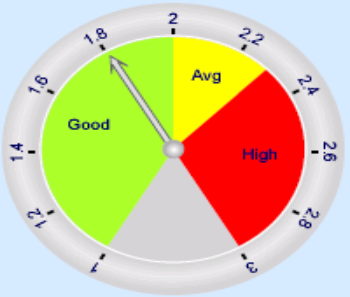
PUE



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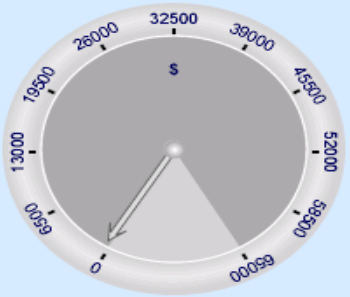
Monthly Cost



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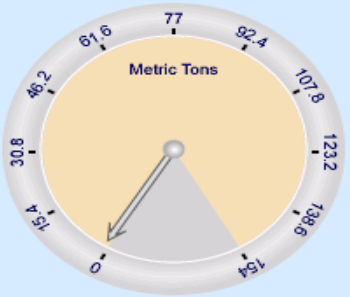

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Tree View

- New York
  - APC Products
    - CRACs
      - 192.168.1.15
      - 192.168.1.16
    - PDUs
      - 192.168.1.17
    - Racks
      - Rack 1
      - Rack 10
      - Rack 11
      - Rack 12 Short
      - Rack 12 Tall
      - Rack 13 Short
      - Rack 13 Tall
      - Rack 14
      - Rack 2
      - Rack 3
      - Rack 4
      - Rack 5

New York Data Center

Messages [1]

APC UPS: THORC456

Done

Local intranet