

Welcome to our

July techshop



myrtec



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presentation overview

run through scenario

subscription fatigue

SAAS apps

single-point solutions

certified partners

best practice security

this is sal



sal owns

stripey legal



stripey legal subscribes to:

- Microsoft 365 for her office suite
- LEAP for Practice Manager
- Zoom for video calls
- Drop Box for sharing files with clients
- Slack for internal team messages
- Asana for project management



cost per month per user:

- Microsoft 365 for her office suite x **\$30**
- LEAP for Practice Manager x **\$149**
- Zoom for video calls x **\$17**
- Drop Box for sharing files with clients x **\$12**
- Slack for internal team messages x **\$9**
- Asana for project management x **\$19**



totalling in at

\$236.00 per user

and at least 6 added transactions coming out of her credit card each month



sal's practice
is growing



so sal hired

johnny



when johnny was hired

he needed access to:

- Microsoft 365 for office suite
- LEAP for Practice Manager
- Zoom for video calls
- Drop Box for sharing files with clients
- Slack for internal team messages
- Asana for project management



**so, sal added a subscription and
created a user account for
johnny on each platform**



**and subsequently, she started paying
for them too**



**then, she had to make sure each app
was downloaded on
johnnys computer**



AND make sure that each app had a shortcut on johnnys desktop so he knew where to find them



**AND share access to files and links so
johnny could view them**



**AND of course, she also had to
provide training on how to
use each of
the apps**



**AND finally, when there was an issue
with any of the apps, he
needed help to fix them**



**but after all this, things with
johnny didn't work out**



so, sal had to cancel each license



**AND individually revoke sharing
access to each account**



AND set up forwards so anything sent to johnny on any account went to her instead



**if she didn't do all of this straight
away, johnny could still access
confidential
company data**



**this lengthy process costed sally a lot
of money, time and caused
frustration and stress**



**so, what could sal have done
differently?**



one consolidated platform

Project management



Video conferencing



Collaboration



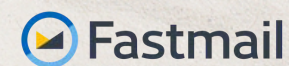
VS

or

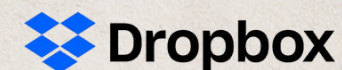
Messaging



Email



Content Management



Workspace

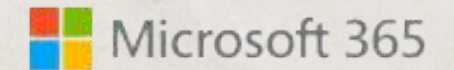


Microsoft 365



one consolidated platform

Project management



Video conferencing



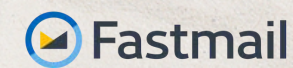
Collaboration



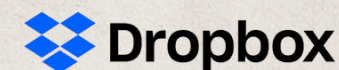
Messaging



Email



Content Management



in this example, sally would only need her industry specific CRM (LEAP) and her office suite (Microsoft 365) but could ditch the rest



that way, if an employee leaves, you can cut access to 2 licenses, download their data, set up a forward and be done with it



what are
SAAS apps?

xero

Canva

salesforce



why too many SaaS apps are BAD

- information silos
- managing users (provisioning)
- SOP's required
- integration limited
- compounding costs
- often less secure
- clunky + management overhead



are single-point
solutions better
than what's
included in your
office suite?

zoom

 slack

 Dropbox



why you should work with a certified google / microsoft partner



wealth of experience

up-to-date with new products
and developments

can communicate
directly with google /
microsoft



**not all certified
partners are
made equal**



we understand
business

we understand office
productivity

we want to encourage
what is best for your
business



best practice security with myrtec



consolidated systems
are easier to secure

fast response to security
incidents

simplified information
management



Thank you for attending our

July **techshop**



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August techshop

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