

Unifying Enterprise Collaboration with Beezy



Beezy

Your intelligent workplace

A Common Enterprise Problem

A very large multi-national had a collaboration problem: With over 100,000 employees and suppliers (more than 125,000 total user profiles), their subsidiaries and joint ventures located across more than 75 countries were struggling to find, connect, share and collaborate in a social and productive way. What's more, they were paying over 80,000 € per month on IBM Connections licensing, which was on top of separate infrastructure costs and administration.

The company had a number of challenges: their new CIO wanted to consolidate their collaboration infrastructure, but many of their key use cases in the existing IBM Connections platform could not be duplicated within SharePoint. Complicating the desired move was the fact that the IBM Connections solution was 100% cloud, highly customized, and employees using it were extremely passionate about their platform.

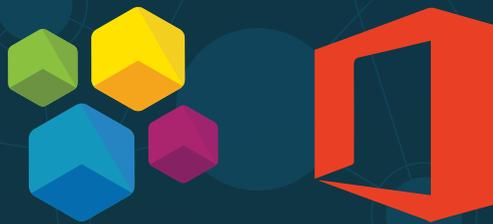
The CIO and his team looked at Yammer and Office 365 Groups, but saw them as additional silos next to SharePoint, and were convinced that they would not be able to sufficiently customize to meet their needs. They also considered Sitrion (formerly NewsGator), but that solution is not available for Office 365 or the cloud.

The challenge for the company was that they could not compromise on the user experience and functionality of existing solutions. While Office 365 offered cost benefits, the platform on its own offered reduced functionality and a degraded user experience.

The company knew they would also need to migrate all of their historical data and communities from IBM to the new solution – without losing core capabilities. Suffice it to say, the existing users were not happy about the prospect of moving to a degraded experience, so any proposed solution needed to meet or exceed end user expectations.



A Unified Solution in the Cloud



Beezy was able to solve all of these issues. Besides offering extended enterprise collaboration capabilities beyond the out-of-the-box Office 365 platform, including feature-by-feature parity with IBM Connections, Beezy was the only company also able to help the company migrate their legacy data to Office 365 from IBM Connections. Beezy provided a consolidated, comprehensive cloud solution for one of the world's largest Office 365 customers.

Beezy was able to move all 125,000 user profiles, including 50,000 IBM Connections licenses, to a single environment, extending the out-of-the-box capabilities of Office 365 with Beezy, to deliver a comprehensive enterprise collaboration solution in the cloud.

The combined O365 and Beezy solution dramatically reduced licensing and infrastructure costs for the company, with a Total Cost of Ownership (TCO) reduction due to a consolidated infrastructure, a reduced administrative overhead including reduced headcount, and more than \$1 million in reduced licensing costs in year one alone.

By moving to Office 365, the company has stated that they have already seen improved employee productivity due to the uniform adoption of the Office suite and Office 365 productivity capabilities (Skype, OneDrive, Exchange, SharePoint).

Beezy won with Office 365 against IBM Connections because:

1. Beezy has the ability to deploy onto Office 365 (using SharePoint Online and Azure), offering the customer a strong collaboration base and extensibility.
2. Beezy reduced licensing costs by over \$1 million per year.
3. Beezy has tight integration with SharePoint functionality and the full Microsoft Office productivity suite.
4. Beezy delivers extended use cases that matched or beat their existing IBM Connections solution feature-by-feature, and through a customized user experience.



Not Just Another Pretty Face

Beezy is not just a UI on top of Office 365 – we are a software solution that enhances and extends the platform to deliver the most comprehensive collaboration capabilities on the market. Because of our extended SharePoint features, Beezy dramatically improves end user adoption and engagement -- and because competing solutions are no longer needed, Beezy drives both license activation and Azure consumption. Users love our award-winning UX, and administrators love the consolidated administration (within SharePoint, instead of across multiple systems and applications).

What makes this case study even more powerful is that this was business that Microsoft was losing. Internal pressure to move the entire company to IBM Connections, because of the expanded collaboration capabilities, was very strong. Only when Beezy demonstrated that everything in IBM Connections could be accomplished on the Office 365 platform with Beezy did Microsoft win this business.

We are constantly innovating to provide additional value, such as our recent announcement of deep integrations with the Office Graph to improve performance and productivity for cloud and hybrid customers. No other company within the Microsoft ecosystem offers the expanded features included within Beezy for Office 365. Additionally, our solution for the cloud looks and functions the same for on-premises and hybrid environments, making it even easier for organizations to make the transition to the cloud with minimal impact to their employees.

About Beezy

Beezy is the premier enterprise collaboration solution for Office 365 and SharePoint. We make collaboration within your organization easy and relevant. By extending the Microsoft productivity stack, we unify the digital workplace and empower end users to better communicate, share, and collaborate across on-premises, cloud, and hybrid environments.

Multi-nationals like Vodafone and Transocean utilize Beezy to make the world smaller, and bring teams together daily. Customers look to Beezy to help them hone their differentiation, improve operations, and align teams behind initiatives and rally individuals to act. As a US technology company, with development in Europe, we understand how important it can be to bring teams together.

Learn more at <http://www.beezy.net>, follow us on Twitter **@FollowBeezy** or visit our **Facebook page**. You can also reach us by email at **info@beezy.net**



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