

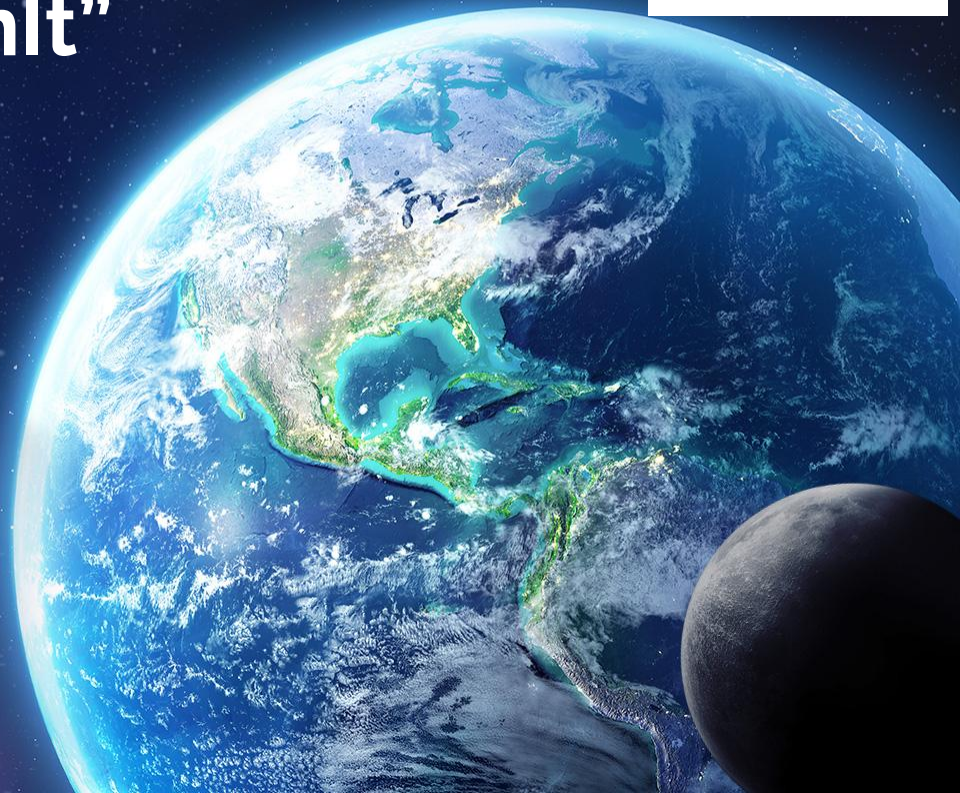


Planet Technologies & The “YouAlreadyOwnIt” Program

SUNY Tech Talk

*“Transforming Education Through Technology, Adoption,
and Partnership”*

April 29th 2026



Agenda

- **Meet the Team**
- **Why Planet**
- **Planet Capabilities & Offerings**
- **“YouAlreadyOwnIt” Program**
 - **Microsoft 365**
 - **Copilot**
 - **Intune**
 - **Power BI**
- **Training and Implementation Services**
 - **Evolve 365 + OCM**
 - **Copilot**
- **Next Steps**

Why Planet Technologies

Planet Technologies is a leading Microsoft Services and Cloud Solutions partner with deep roots in education. We help K-14 and Higher Education institutions modernize learning environments through secure collaboration, Cybersecurity, Analytics, and Application Development—supporting seamless remote, hybrid, and on-campus experiences for educators and students.

In addition to education, Planet brings this same proven Microsoft expertise to Federal, State and Local Government, Commercial, Manufacturing, Healthcare, and other regulated industries, delivering scalable, secure cloud solutions aligned to mission-critical outcomes. **Your success is our success.**



**250+ Azure
Customer Deployments**



**7 of the Top 15
Research Institutions**



**Power Platform Practice
is 20% of consultants**



**Over 3,000,000 users
of Evolve**



INNER CIRCLE
FOR MICROSOFT AI BUSINESS SOLUTIONS



Planet Core Capabilities



CORE Microsoft Consulting

- Microsoft 365
- Enterprise & Mobility Suite (Purview/Entra ID Suite/Intune MDM)
- Windows 10 MDM/Device Management
- Microsoft Teams & Teams Voice
- Data & AI (Copilot & Azure AI)
- Azure IaaS/PaaS/DRaaS/AVD/AVS
- Dynamics CRM & Power Platform

Organizational Change Management & Training – Evolve 365

- Workforce Upskilling for Microsoft 365
- Dedicated Learning Portal
- Training and content specialist
- On-Demand Content & Training Development
- Change Management Support

Managed Services

Compliance
✓ Advantage

M365
✓ Advantage

OCM
✓ Advantage

Copilot
✓ Advantage

Azure
✓ Advantage

Sentinel
✓ Advantage

Helpdesk
✓ Advantage

Planet Core Capabilities (continued)



Azure Cloud Transformation Services

Enterprise Cloud Readiness

- Infrastructure & Identity
- Re-platforming
- Security & Compliance
- Dev/Ops

Migrate & Transform

- G-Suite/SharePoint/EOL/Tenant

Artificial Intelligence and Automation

- Azure AI Services
- Agentic Experiences

Application and Data Modernization

- Power Platform – Power BI, Power Apps & Flow
- Azure Analytics for use with Machine Learning, IoT, Data Warehousing

Security & Compliance

- Sentinel
- Intune Modern Device Management
- Granular RBAC
- Microsoft 365 Security
- Cybersecurity Maturity Model Compliance

Types of Engagements



Projects – Majority of our engagements are projects with timelines, tasks, deliverables, milestones, and specific outcomes. Projects are staffed with a Project Manager, Tech Lead, SMEs, Engagement Manager and Executive oversight. Projects are sold as a **fixed price** with payment milestones.



Support - Planet always strives to empower our clients to adopt and manage their suite of Microsoft products and solutions, but if client needs additional ad-hoc support, Planet has affordable **fixed price** support offerings in 3-month and 12-month increments.



Staff Augmentation – For clients that need regular on-going staff augmentation, Planet offers **fixed price** monthly options as well as **time and materials** options on a case-by-case basis.



Managed Services – Planet offers **fixed price** managed services offerings for Azure, M365, and Sentinel. We also provide blended managed services options for other Microsoft technologies like Azure DevOps, Power Platform, SharePoint, etc.

YouAlreadyOwnIt

"Unleash the Power of Your Microsoft Investment"

Cloud Office Hours

- Connect with experts and peers in monthly sessions designed to spark insights and share best practices.

Cloud Services Briefings

- Explore in-demand Microsoft services with tech demos, licensing insights, and customer use cases in our concise Technical Briefings, offering a valuable solution assessment opportunity with expert guidance.

Azure Rationalization Workshop

- Assess your Azure usage and align cloud services with business processes to unlock greater value.

Cloud Strategy Sessions

- Gain a comprehensive understanding of your cloud assets, optimize your cloud services, enhance adoption rates, and align your cloud journey with your business objectives.

Monthly Newsletter & Blog

- Get fresh perspectives and practical tips delivered straight to your inbox.

Expert Cloud Advisors

- Join strategic planning sessions and tap into Planet's **"Ask an Expert"** Portal to make informed cloud decisions.

Available Member Benefits

Accelerate M365 Adoption	Copilot Agent Briefing	Power Platform Fundamentals	Core Data Platform	Azure Defender for Cloud Briefing	Teams Voice Briefing
Azure Rationalization	M365 Copilot Briefing	Power Platform Deep Dive	Analytics and Intelligence	Endpoint Management and Security	Power BI Briefing
Cloud Roadmap and Planning	AI Decision Matrix for Tech Execs	Power Platform Licensing Q&A		SIEM Plus XDR	
M365 Licensing review	Azure Open AI Briefing			MIP Labeling & Information Protection	
	Azure Open AI Envisioning			CJIS Compliance & Readiness	

Copilot Specializations

Microsoft Frontier Partner



Select group of partners globally recognized for leading AI transformation in the Microsoft Cloud. Earning Frontier Partner status required achieving multiple Microsoft Solutions Partner designations and Specializations, validating deep technical capability and consistent customer impact across AI, cloud, and security.

Microsoft Copilot Prioritized Tier



The highest achievement tier within Microsoft's Copilot Jumpstart Program, reserved exclusively for partners with fully validated Copilot expertise. Qualification reflects demonstrated excellence in Copilot delivery, deep AI and agentic capabilities, strong adoption outcomes, and measurable customer impact across real-world deployments.

Copilot Specialization



Empowers partners to differentiate their capabilities across the entire Microsoft Copilot ecosystem, including Copilot for Microsoft 365, role-based Copilots, Copilot Studio, and Copilot extensibility. Enrolled partners are equipped to deliver comprehensive customer support, encompassing: Copilot Advisory Services, Copilot Deployment, Copilot Adoption & Change Management.

What is Evolve 365?

Evolve 365 is a learning and adoption solution providing continuous learning materials like training playlists, campaigns, workshops, webcasts, and more, customized with the organization's own training plans and content. It includes access to a dedicated learning strategist who will partner with the organization to promote training and adoption for Copilot and across many other workloads.

Evolve 365 includes:

- **On-Demand and continuous learning modules**
- **Customizable compliance & governance training**
- **Prompt-a-Thon training sessions for Copilot & open office hours for all workloads**
- **Persona-based examples**
- **This is scalable to any size organization and drives adoption of all M365 workloads – Power Platform, Dynamics, and others!**

Next Steps



Let's Win Together!

- **Connect with us to explore new opportunities and share your initiatives—so we can identify solutions that help you achieve your goals.**
- **Ready to take the next step? Let's schedule a follow-up to build success together.**

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