

### SharePoint or Teams: What's the right place for Document Collaboration

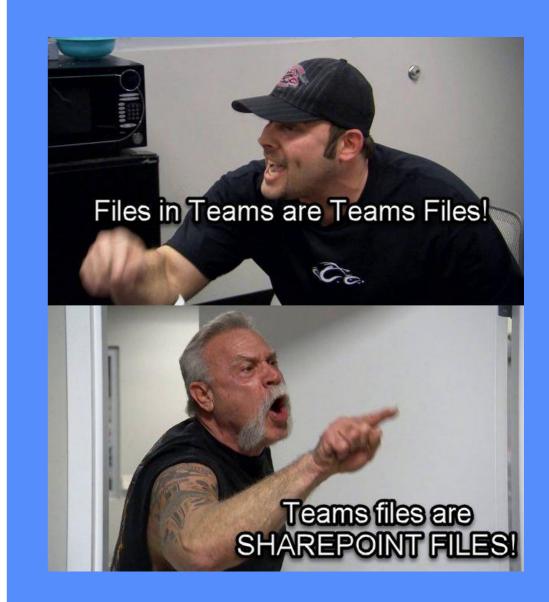






### A Heated Debate

- Teams is end-users' natural choice
- SharePoint is IT's first choice for enterprise compliance
- Can we get best of both worlds?



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## Individual vs Organization





### Use Case: Sales Team Collaboration



### Sales Team Collaboration

Increases sales performances by 27%

Meetings Around the World: The Impact of Collaboration on Business Performance

A Frost & Sullivan White Paper Sponsored by Verizon Business and Microsoft



FROST 🔗 SULLIVAN

"Partnering with clients to create innovative growth strategies"

Microsoft

MICIO





### Using Teams for Sales Team Collaboration

- Define a Microsoft Teams per sales
  team e.g. NA, EMEA, APAC
- Define for each account a channel



### **Teams Demo**





### Poll Question

# What do you think are the document collaboration on Microsoft Teams benefits?



Teams User Experience

- Integrated chat & file collaboration
- Simple Structure
- No dependency on IT to set-up and maintain
- Simple security model

### Limited to 200 channel/accounts

- Difficult to navigate across with more than 20 accounts
- Naïve taxonomy: no ability to separate file presentations, proposals,
- Rigid security model





# Using SharePoint for Account teams Collaboration

- Define one site collection per sales team (NA, EMEA, APAC)
- Library for all accounts
- Two metadata fields
  - Tag per account
  - Document type (proposals, presentations, solutions)



### SharePoint Demo





### Poll Question

## What do you think are the document collaboration on SharePoint benefits?



### Pluses:

- Rich taxonomy => easier content re-use
- Unlimited number of accounts
- Better Compliance with retention labels
- Automated business processes with workflows

#### Minuses:

- Not integrated with chat
- Needs support from IT to set-up and maintain



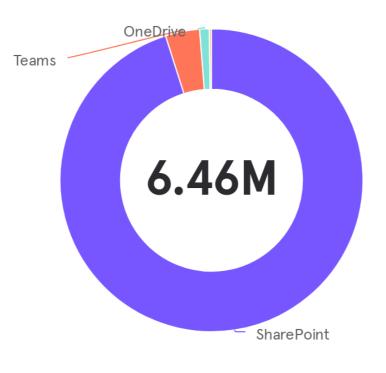
### harmon.ie 9+ data



Mar 24, 2022 → Sep 20, 2022

Insights, Linear

📕 SharePoint 📕 Teams 📕 OneDrive 📒 Offline



SharePoint, the main app for enterprise compliance



Source: Mixpanel

### SharePoint & Teams in harmon.ie

- SharePoint for document management
- Teams for collaboration sharing SharePoint links & Teams Posts



## Kick the tire at <a href="http://harmon.ie">http://harmon.ie</a>

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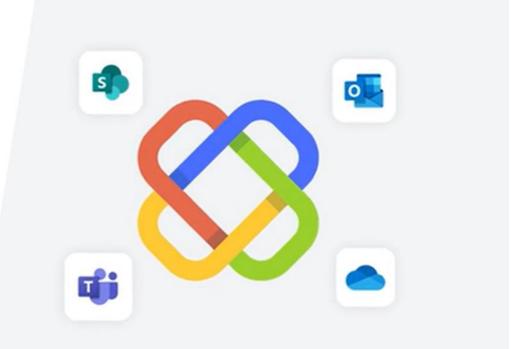
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