

SHAREPOINT: BEYOND INTRANETS



Agenda

- Introduction
- Current Uses
- Benefits of expanding use
- Public Facing Website
- Forms/Workflow
- Business Intelligence
- Partner Collaboration
- Enterprise Search
- Custom Applications



SHAREPOINT: BEYOND INTRANETS

Introduction

Introduction

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SharePoint/Business Intelligence Lead



Common Uses of SharePoint

- Intranets
- Document Management
- Calendar
- Task list
- Discussion board
- Announcements



Benefits of Expanding Use

- Familiar
- Common security
- Common navigation
- Single place
- Uses existing infrastructure



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Internet Sites

Benefits of using SharePoint for Public facing websites

- Same server infrastructure
- Single copy of documents
- Familiar content editing
- Can be relatively inexpensive for schools/government/non-profits

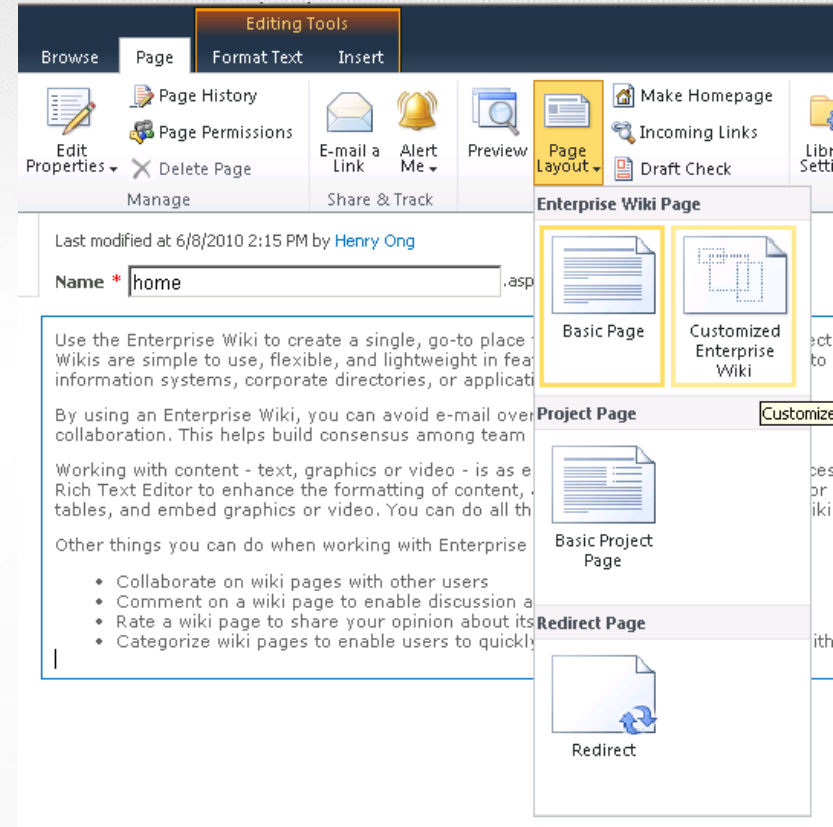


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Internet Sites

Components of SharePoint for Internet Sites

- SharePoint Server for Internet Sites
- Custom Master Page
- Page Layouts
- SharePoint Designer



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Internet Sites

Internet Site Examples

The screenshot displays the Rockford Public Schools website. At the top, there are logos for Merial and Sanofi. A dark blue navigation bar contains links for 'Text -A A +A', 'Google Translate', 'RSS Feeds', and a red 'REPORT FRAUD, WASTE & ABUSE' button. Below this is a teal header with the Rockford Public Schools logo and tagline 'WORLD-CLASS EDUCATION FOR ALL CHILDREN'. Navigation links include 'Board of Education', 'Channel 20 TV Guide', 'RPS Live Stream', 'Academic Calendar', 'Report It!', 'Contact Us', 'Employment Opportunities', 'Bilingual Services', 'Parent-Community Empowerment', and 'Curriculum-Learning'. A search bar and a language selection dropdown are also present.

The main content area features a large banner for the 'U Can Make a Difference!' campaign. The banner includes the text 'U CAN MAKE A DIFFERENCE!' and 'TOGETHER, LET'S SEE AN END TO HUNGER IN OUR COMMUNITY.' Below the banner is a 'Go to special event' button. To the left of the banner are navigation tabs for 'About Us', 'Schools', 'Newsroom', 'For Staff', 'For Parents', 'For Students', and 'For The Community'. Below the banner are sections for 'Latest News', 'Upcoming Events', and 'How Do I...'. The 'Latest News' section lists several articles with dates. The 'Upcoming Events' section lists events like 'Accountability Committee Meeting' and 'Parent Portal Training'. The 'How Do I...' section includes a dropdown menu for 'Selected a question' and a 'Contract Negotiation Updates' button.

At the bottom of the page, there are social media icons for Facebook and Twitter, and a logo for Avastone Technologies LLC.



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Forms/Workflow

Benefits of using SharePoint for Forms/Workflow

- Improve/automate process flow
- Visibility into status of items
- Quick turnaround
- Email notifications

- **Examples**
 - Expense Report
 - Timesheet
 - IT Request
 - Maintenance Request

 - New Employee On-boarding
 - Document Approvals



Components of SharePoint for Forms/Workflow

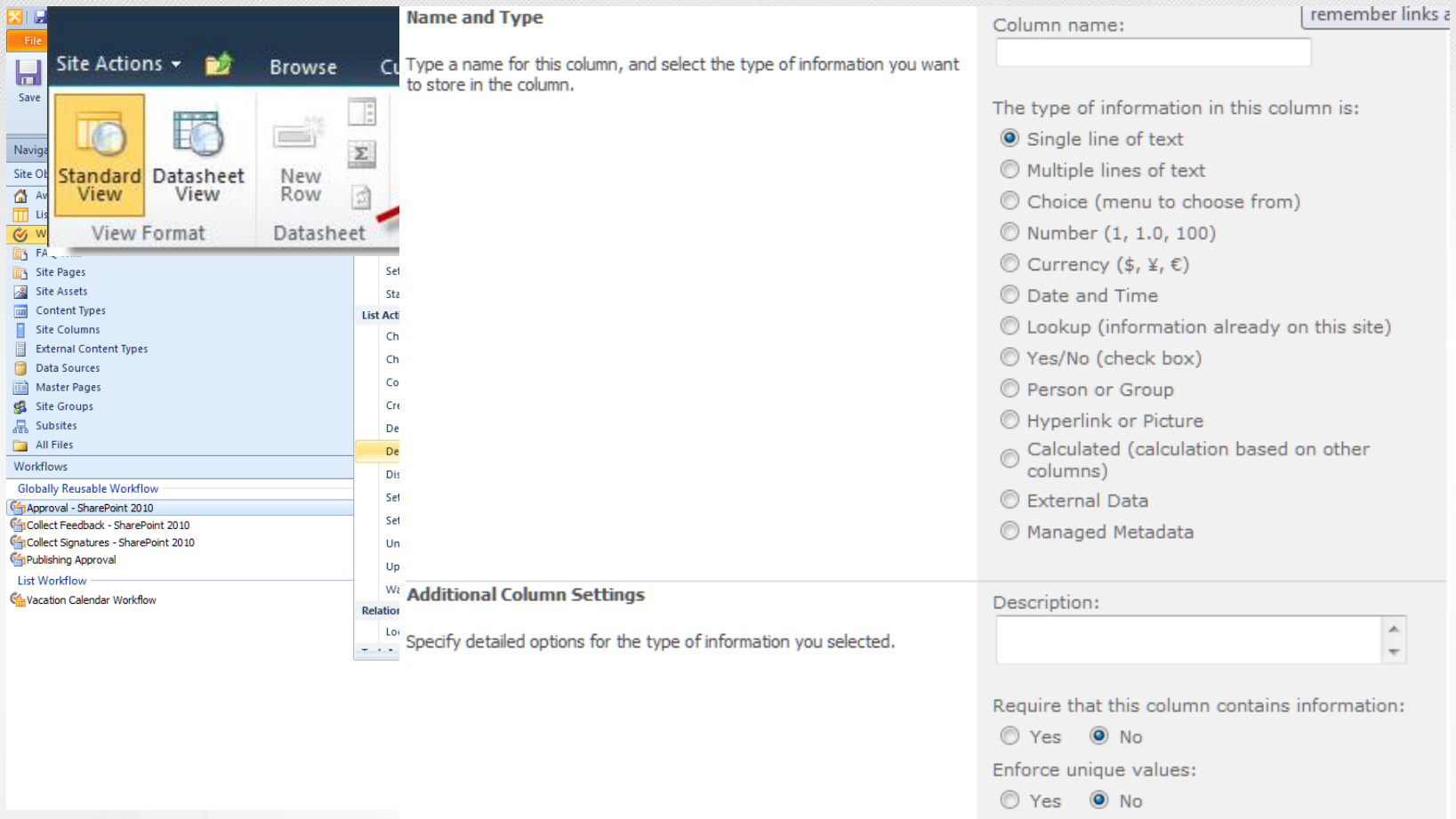
- Out of the box (OTB) workflows
- OOTB forms
- InfoPath/InfoPath Forms Services
- SharePoint Designer



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Forms/Workflow

Components of SharePoint for Forms/Workflow



The screenshot displays the 'Add Column' dialog box in SharePoint 2010. On the left, the 'Site Actions' menu is open, showing options like 'Standard View', 'Datasheet View', and 'New Row'. The main area is divided into three sections:

- Name and Type:** A text input field for the column name (containing 'remember links a') and a dropdown menu for the column type. The instruction reads: 'Type a name for this column, and select the type of information you want to store in the column.'
- Additional Column Settings:** A dropdown menu for further configuration options. The instruction reads: 'Specify detailed options for the type of information you selected.'
- Column Type Selection:** A list of radio button options for the column type:
 - Single line of text
 - Multiple lines of text
 - Choice (menu to choose from)
 - Number (1, 1.0, 100)
 - Currency (\$, ¥, €)
 - Date and Time
 - Lookup (information already on this site)
 - Yes/No (check box)
 - Person or Group
 - Hyperlink or Picture
 - Calculated (calculation based on other columns)
 - External Data
 - Managed Metadata

At the bottom, there are two more settings:

- Description:** A text input field.
- Require that this column contains information:** Radio buttons for Yes and No (No is selected).
- Enforce unique values:** Radio buttons for Yes and No (No is selected).



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Forms/Workflow

Forms/Workflow Example

Trainings - All Items - Windows Internet Explorer
http://adventureworks.devhorizon.com/hr/Lists/Trainings/AllItems.aspx

Trainings - InfoPath 101

Site Actions > Edit

Commit Clipboard Actions Views

AdevntureWorks Training Course Cre

Title	InfoPath 101
Attachments	Click here to attach a file
Code	IFP101
Description	Introductory
Start Date	4/12/2010
End Date	4/12/2010 6:30:08 PM
Cost	\$22.00
Level	1
Enrollment Deadline	4/21/2010
Address	One Microsoft Way, Redmond WA
Additional Information	Bring your own laptop!

Azco SharePoint Portal > Condition Report > CR2009-0008 > Edit Item
Condition Report:CR2009-0008

Attach File | Delete Item | Spelling...

Originator

Initiator: Geisen, David
Workgroup: Quality Assurance
Phone Number: 752
Created Date: 8/20/2009 9 AM 00
Short Description: Upload of paper CR - QMP-II manual needs update
Description of Condition: Internal audit suggestion. See attached hardcopy CR initiated by Jim Smolinski.

Supervisor

Identified By: Self Identified Self Revealed Internal Oversight External Oversight
For an explanation of these terms, please click here here

Review: No immediate actions taken

NCAQ Recommended:

Recommended Evaluation: Root Cause Apparent Cause Fix Close to Trend

Supervisor: Decker, Jim
Supervisor Phone: 646

Management Review Committee

Date: 10/22/2009
10 CFR Part 21 Reportable: Yes No

Additional Instructions: Fix - Revise QA Manual QMP-II organizational chart.

Cancel



Benefits of using SharePoint for Business Intelligence

- Better decision making
- Powerful analytics
- Drill down capabilities
- Ad-hoc capabilities



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Business Intelligence

Components of SharePoint for Business Intelligence

- PerformancePoint
- Excel services
- PowerPivot for Share
- Integrated reporting

The screenshot displays the SharePoint Dashboard Designer interface. The main area shows a dashboard titled 'Sales Overview' with a table of sales metrics. The table has columns for 'Actual', 'Target', and 'Trend'. The metrics are grouped into 'Sales', 'Sales Units', 'Discounts', and 'Returns'. The 'Data Source' is identified as 'Contoso Retail Sales 1'.

	Actual	Target	Trend
Sales			
Sales Amount	\$331,177,652	\$368,051,822	-9%
Sales Quantity	1,907,179	1,487,258	28%
Sales Gross Margin	\$183,568,536	\$194,896,741	-10%
Sales Units			
Sales Total Cost	\$148,649,112	\$159,871,430	-7%
Sales Unit Cost	\$13,316,729	\$14,659,576	-9%
Sales Unit Price	\$172,381,046	\$174,381,812	-4%
Discounts			
Sales Discount Amount	\$8,064,933	\$1,492,820	24%
Sales Discount Quantity	176,833	152,394	-16%
Sales Discount Average	946	943	-7%
Returns			
Sales Return Quantity	11,000	12,958	-15%
Sales Return Average	358	331	8%
Sales Return Average - Demo	358	338	6%



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Forms/Workflow

Business Intelligence Examples

Decomposition Tree: Sales Return Quantity - Windows Internet Explorer

http://p/Report/SitePages/Home.aspx

Report Viewer - JobOrderReport

1 of 1 Find Next

JobOrderReport

Position Title	Start Date	Company	Job Order ID	Job Type	Openings	Submissions	Candidates	Interviews	Job Order Type	Status
SharePoint Developer	8/14/2011 12:00:00 AM	SeqIT	1	Software	5	2	8	4	Private	Open
Product Manager	8/16/2011 12:00:00 AM	TaskMaster	2	Manager	2	1	4	1	Public	Open
Driver	7/14/2011 10:00:00 AM	ABC	3	Car Drivers	1	9	9	7	Public	Closed



Benefits of using SharePoint for Partner Collaboration

- Secure
- Easy way to share documents and information with clients, vendors, and other partners

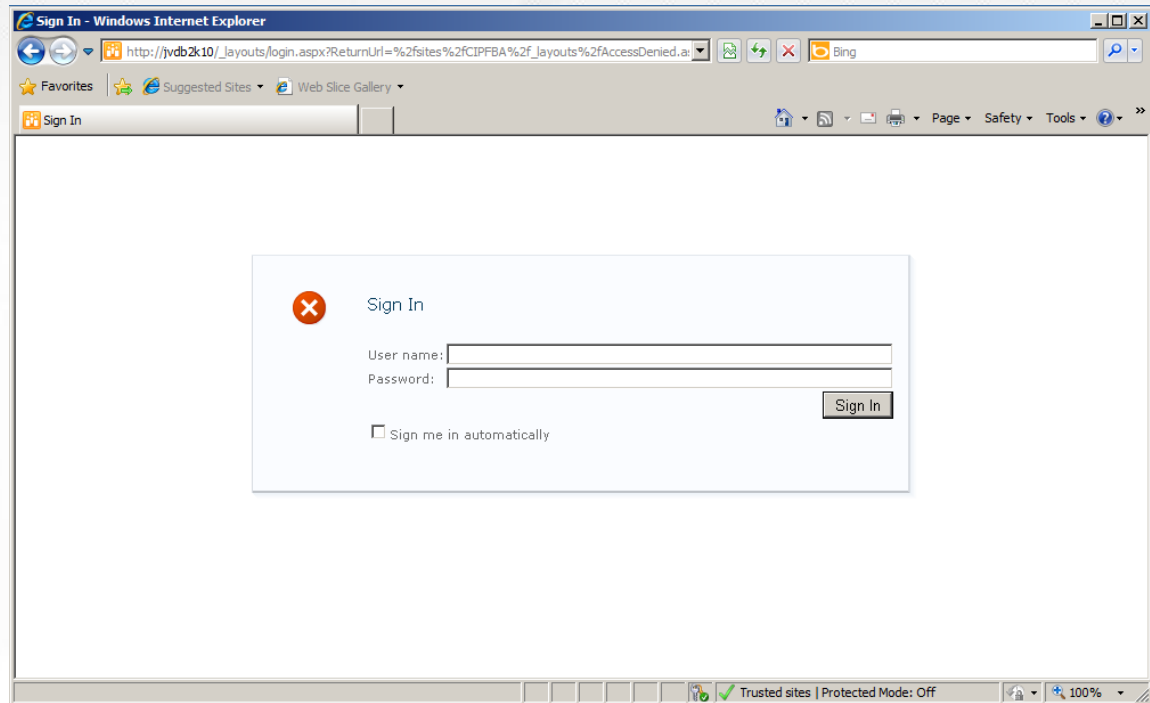


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Partner Collaboration

Components of SharePoint for Partner Collaboration

- Forms-based authentication
- Separate URL



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Partner Collaboration

Partner Collaboration Examples

The screenshot displays a SharePoint Partner Portal interface. At the top, there is a navigation bar with 'Site Actions', 'Browse', and 'Page' options, and a user profile for 'Mike Acord'. The main header features the 'HEARTLAND AVASTONE' logo and the text 'Partner Portal > Home'. A search bar is located on the right side of the header.

The left sidebar contains a navigation menu with the following items:

- Discussions
 - Team Discussion
- Libraries
 - Architecture and Design
 - IT PO Requests
 - Project Management
 - Project Notebook
 - Shared Documents
 - SharePoint Training
 - Site Pages
- Lists
 - Calendar
 - Contacts
 - Issue Tracking
 - Tasks
- Recycle Bin
- All Site Content

The main content area is divided into three sections:

- Issue Tracking:** A table with columns for 'Issue Status', 'Category', 'Title', and 'Assigned To'. The table is currently empty, with a message: 'There are no items to show in this view of the "Issue Tracking" list. To add a new item, click "New".' Below the table is an 'Add new item' button.
- Project Calendar:** A calendar view for November 2011. The calendar shows dates from 30 to 3. The date 9 is highlighted in orange.
- Contacts:** A table with columns for 'Last Name', 'First Name', 'Business Phone', and 'E-mail Address'. One contact is listed: 'Johnson' (marked as 'NEW') and 'Jeff'. Below the table is an 'Add new item' button.

At the bottom right, there is an 'Important Links' section with a 'Name' column and a message: 'There are no items to show in this view of the "Important Links" list. To add a new item, click "New".' Below this message is an 'Add new link' button.



Benefits of using SharePoint for Enterprise Search

- Find documents across enterprise
- Find people
- Find on internet
- Find in file shares



Components of SharePoint for Enterprise Search

- Search Server
- FAST Search Server
- People search



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Partner Collaboration

Enterprise Search Examples

The screenshot shows a web browser window displaying the 'People Search Results' page for 'Sales Management' on an intranet. The browser address bar shows the URL: `http://intranet.contoso.com/sites/SharePointSearch/Pages/peoplesearch.aspx?k=Sales%20Management`. The page title is 'People Search Results : Sales Management'. The search results are displayed in a list format, showing three profiles: Eduard Dell, Larry Zhang, and Tom Youtsey. Each profile includes a photo, name, title, contact information, and an 'About Me' section. The 'About Me' sections provide detailed information about each individual's background, experience, and interests. The page also features a search bar, navigation tabs, and a sidebar with various filters and options.

People Search Results : Sales Management - Windows Internet Explorer

http://intranet.contoso.com/sites/SharePointSearch/Pages/peoplesearch.aspx?k=Sales%20Management

People Search Results : Sales Management

SharePointSearch > People Search Results

All Sites | People

Sales Management

View: 1-10 of about 50 results

Sort by: Default

Eduard Dell
Regional Sales Manager
Sales
(360) 555-4638
4225
eduardd@contoso.com

My Colleague's Colleague

» Add as colleague
» Browse in organizational chart
» By Eduard Dell

About Me:
The last project I participated on was the SOX Compliance Roadmap Project. I am a persuasive communicator and enjoy **sales management**. My past projects here at Contoso include SOX Compliance Roadmap , working with our client company, Humongous Insurance. I grew up on the West Coast, and went to Hackberry College. In my spare time, I enjoy running.

Ask Me About:
Sales Management : Negotiations : Motivating : Salesforce.com Administrator : Business ...

Larry Zhang
Regional Sales Manager
Sales
(914) 555-7414
4226
larryz@contoso.com

My Colleague's Colleague

» Add as colleague
» Browse in organizational chart
» By Larry Zhang

About Me:
I am a proud member of the Contosto team for over 5 years. I work in the Sales Organization. My background includes a variety of skills. I have experience with Salesforce.com I have been involved with **Sales Management** for over 15 years. Past projects include Lean Process Improvement. Prior to Contoso, I worked in similar roles, and went to school at Cherry College. There, I developed a deep interest in golf and have been hooked ever since!

Ask Me About:
Sales Management : Persuasive Communicator : Negotiations : Motivating : Salesforce.com Administrator ...

Tom Youtsey
Salesperson
Sales Engagement Management
(206) 555-4331
4250
tomy@contoso.com

My Colleague

» Browse in organizational chart
» By Tom Youtsey

About Me:
I am a proud member of the Contosto team for over 5 years. I work in the Sales Organization. My background includes a variety of skills. The Lean Process Improvement Project provided me with additional **sales management** experience. I am a persuasive communicator. Past projects include Lean Process Improvement Implementation. Prior to Contoso, I worked in similar roles, and went to school at Hickory College. There, I developed a deep interest in soccer and have been hooked ever since!



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Custom Applications

Benefits of using SharePoint for Custom Applications

- Single user interface: navigation, use, security, etc
- Framework already provided

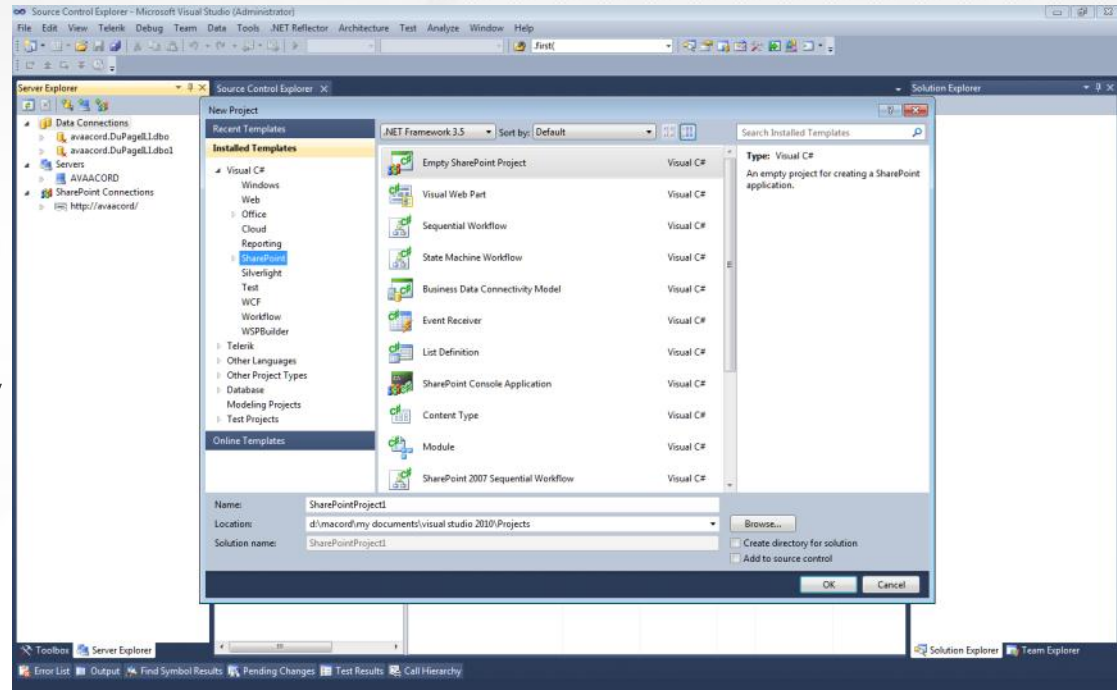


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Custom Applications

Components of SharePoint for Custom Applications

- SharePoint Designer
- Visual Studio/.Net
- JavaScript/html
- Business Connectivity Services
- Web Parts



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Custom Applications

Components of SharePoint for Custom Applications

The screenshot displays the Microsoft Visual Studio environment with SharePoint Designer open. The main window shows a custom list view for 'Product Reviews' with the following data:

ProductReviewID	ProductID	ReviewerName	ReviewDate	EmailAddress	Rating	ModifiedDate
1	709	John Smith	10/19/2009 5:00 PM	john@fourthcoffee.com	5	10/19/2009 5:00 PM
2	937	David	12/14/2009 4:00 PM	david@graphicdesigninstitute.com	4	12/14/2009 4:00 PM
3	937	Jill	12/16/2009 4:00 PM	jill@margiestravel.com	2	12/16/2009 4:00 PM
4	798	Laura Norman	12/16/2009 4:00 PM	laura@tresearch.net	5	12/16/2009 4:00 PM

The interface includes a 'Server Explorer' on the left, a 'Navigation' pane, and a 'List Tools' ribbon at the top. The 'Product Reviews' list is currently selected, and the 'Add new item' button is visible below the table.



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Custom Applications

Custom Application Examples

Certified Staff Evaluation Welcome mossfarm |

Certified Staff Evaluation Site Actions ▾

Home

Home > Lead Management

Lead Management

[View Leads](#) | [View Lead Reporting By Staff](#) | [Overall Lead Reporting](#)

1 of 13 | 100% | Find | Next | Select a format | Export

UserName	Dealer	Total Leads	Closed Leads	Win Leads	Lost Leads	% Closed	%Win	%Loss	Average Close Time (In Days)
md0004ccromwell	MD-0004	12	0	0	0	0.00%	No Data	No Data	No Data
ca1599dmeshkani	CA-1599	9	0	0	0	0.00%	No Data	No Data	No Data
pa0036aroush	PA-0036	9	0	0	0	0.00%	No Data	No Data	No Data
ga0480rconner	GA-0480	2	0	0	0	0.00%	No Data	No Data	No Data
kelly	WI-0395	18	0	0	0	0.00%	No Data	No Data	No Data
femi	CA-1608	7	1	1	0	14.29%	100.00%	0.00%	No Data
llustig	CA-0067	22	2	0	2	9.09%	0.00%	100.00%	5.5
jaysimpson	TX-1301	5	2	2	0	40.00%	100.00%	0.00%	73
az0126jramsdell	AZ-0126	11	0	0	0	0.00%	No Data	No Data	No Data
oh0424rosenbeck	OH-0424	3	0	0	0	0.00%	No Data	No Data	No Data
oh0096aroush	OH-0096	7	0	0	0	0.00%	No Data	No Data	No Data
az0375cblake	AZ-0375	14	0	0	0	0.00%	No Data	No Data	No Data
pr0005jrvera	PR-0005	6	4	4	0	66.67%	100.00%	0.00%	44
ty0033wianoc	TY-0033	16	3	2	1	18.75%	66.67%	33.33%	10.3333333333



Questions

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Thank You

Please contact your sales representative for more information about expanding SharePoint in your environment



www.avastonetech.com

