AP·LOGIC™

Data & Systems Covered:

- We simplify, organize & migrate **unstructured data** in M365. Examples:
  - Notes, Emails, Files, Chats/Messages, Meeting recordings

- We do not handle **structured data** like this:
  - ERP systems: Invoices, Purchase orders, contacts
  - CRM systems: Contacts, accounts, opps, etc.
  - PSAs: Ticket tracking, case resolution, hours tracking, etc.

Role/Positioning:

- AP Logic falls between classic consultants and IT implementation engineers. We are not strictly strategic like consultants, nor tactical like those managing infrastructure. We define strategy and then very quickly implement, test and train in the real world.

- Consultants >> **AP LOGIC** >> IT Providers

Our Process – 4 Steps:

- Analyze:
  - Tech
  - People
- Workshop (High level architecture and education – sample agenda attached)
- Individual Team Architecture (low level architecture and moving maps)
- Implement and Educate

Flavors of the Service:

- **Strategic** – Usually, this includes files PLUS Teams and ad hoc communications

- **Tactical** – Usually, these are mostly dealing with files, not posts and ad hoc comms in Teams. We charge a bit less for purely tactical implementations, but the vast majority of clients pick strategic.

Benefits:

- Mergers, Acquisitions and Divestitures made easy
- Create a manageable sharing and permissions framework; Prep for CoPilot
- Save Time
- **Probably the single biggest thing: People are overloaded and we are bringing relief**