

TechClick Dicker Data OnPoint

Presented by: Luke Taylor | Head of Sales | July 2025





TechClick is **about partnerships**

We empower resellers to grow their businesses by delivering game-changing technology to their customers.

We provide Microsoft services exclusively through partners, with the express goal of **uplifting** their customers' digital estates and **future-proofing** their Microsoft investment.

→ Delivery Model

- Pre-packaged, templated audits, assessments and deployments
- Custom solutions to meet specific business challenges.
- Team augmentation or full project delivery.

→ Level up your client's digital estate

- Leverage Microsoft project funding.
- Rapidly migrate your clients to new technologies.
- Consult on best practice and modern adoption strategies.

→ Future-proof their investment

- Fully leverage entitlements from recurring licence models.
- Establish ongoing data governance, post migration.
- Harmonise third party solutions to Microsoft offerings.



Seriously Certified

We hold 4 Advanced Specialisations – covering the most important and current engagements.



Data & AI
Azure

Specialist
Analytics
Infra and Database Migration



Infrastructure
Azure

Specialist
Infra and Database Migration
Azure Virtual Desktop



Security

Specialist
Cloud Security



Digital & App Innovation
Azure



Modern Work



Content and collateral

[What We Do](#) ▾[Microsoft Solutions](#) ▾[Become a Partner](#)[About Us](#)[Contact Us](#)

We empower IT resellers to create **outstanding customer outcomes.**

We deliver rapid, frictionless Microsoft solutions exclusively through partners, with the express goal of growing their businesses.

[Sign up to become a partner today](#)[Book a consultation](#)

FUTURE-PROOF YOUR BUSINESS WITH **MICROSOFT-FUNDED CLOUD MIGRATION**

We secure 65-100% funding on your behalf, **BEFORE** the project starts.*

Migrating to Azure isn't just a technology upgrade—it's a business opportunity. And thanks to Microsoft's **generous funding programs**, it's never been more affordable to make the leap.

Tap into powerful services like AI, machine learning, and analytics. Empower remote and hybrid teams. Minimise down-time and maximise your operational efficiency.

Lock in the business benefits of cloud

- Cost efficiency
- Enhanced collaboration
- Business continuity
- Innovation & agility



Cloud migration that's **efficient, predictable and free of disruption**



80% OF MIGRATIONS COMPLETED WITHIN 8 WEEKS
WITH TECHCLICK'S FRICTIONLESS DEPLOYMENT METHODOLOGY

5x Microsoft Solution Designations

4x Microsoft Advanced Specialisations

*Average funding secured for Azure assessment and/or migration projects. Subject to Microsoft approval, and Microsoft terms and conditions.
www.techclick.com.au



Portfolio Overview

CLOUD:

- Migration
- Remote Work
- Application Modernisation



DATA & AI:

- Analytics & Reporting
- Copilot
- Azure AI Foundry



MODERN WORK:

- Collaboration
- Automation
- Device Mgmt



SECURITY:

- Data Governance
- Threat Protection
- Security Operations
- Security Governance





Azure Assessment and Migration

Help your customers embrace the future of infrastructure with Azure migrations. Assist them with their strategy towards operational excellence and innovation. Transition seamlessly from on-premise, Google Cloud Platform or AWS to Azure. Experience enhanced scalability, reliability, advanced analytics, AI capabilities and robust security features. Let Azure be your foundation for unprecedented growth.

Target Audience

- Using on-premise / data centre infrastructure.
- Using GCP, AWS, Oracle Cloud.
- Existing Azure tenant looking to grow.

Customer Benefit

- Lower total cost of ownership.
- Simplified operational environment.
- Launching pad to future development

Partner Benefit

- Lower operational and management overheads.
- Innovation platform.
- Vendor consolidation

Engagement Outcome

- **Assessments** identify accurate ongoing Azure costs, migration timeframes and costs, and uncover further funding options.
- **Migrations** unlock the power and scale of Azure's secure and highly available infrastructure upon which to innovate further.

Licence Requirements

- N/A

TechClick Costs

- Assessments - \$5k.
- Migrations - \$5k-100k.
- ❖ **Funding available for qualified customers.**



Purview Data Governance

Microsoft Purview provides a unified data governance solution to help manage and govern on-premises, multi cloud, and software as a service (SaaS) data. Easily created, Microsoft Purview provides a holistic and up-to-date map of your data landscape with automated data discovery, sensitive data classification, insider threat detection and end-to-end data lineage

Target Audience

- Currently interested in implementing Copilot.
- Migrating data to SharePoint Online & OneDrive.
- High data security requirements.

Customer Benefit

- Increased security and data management.
- Compliance reporting and insights.

Partner Benefit

- Microsoft Licencing Uplift.
- Greater customer insight and engagement.

Engagement Outcome

- Centralised controls.
- Auditing & Governance controls over data.
- Document classification.

Licence Requirements

- Business Premium.
- Enterprise E5.

TechClick Costs

- Business Premium – \$10k.
- Enterprise E5 – \$20K.



Fabric Assessment and POC

Microsoft Fabric represents a transformative approach to data management, enabling businesses to harness the power of their data more effectively. By aligning with the “Azure Innovate Partner-led: Analytics” POV program, we can offer a very strong go to market strategy that not only streamlines data integration, but also provides substantial support for proof of concept (POC) and migration initiatives.

Target Audience

- Currently using Snowflake or Databricks.
- Using on premises SSIS or SSRS for reporting.
- Multiple independent systems without centralised reporting.

Customer Benefit

- Increased security and data management.
- Reduced complexity and BAU requirements.
- Increased agility to address reporting needs.
- Real time analytics.

Partner Benefit

- Microsoft Licencing Uplift.
- Vendor consolidation.

Engagement Outcome

- Cloud native reporting.
- Streamlined data and analytics.
- Simplification in licencing.
- Increased security controls.

Licence Requirements

- Business Premium.
- Enterprise E5.

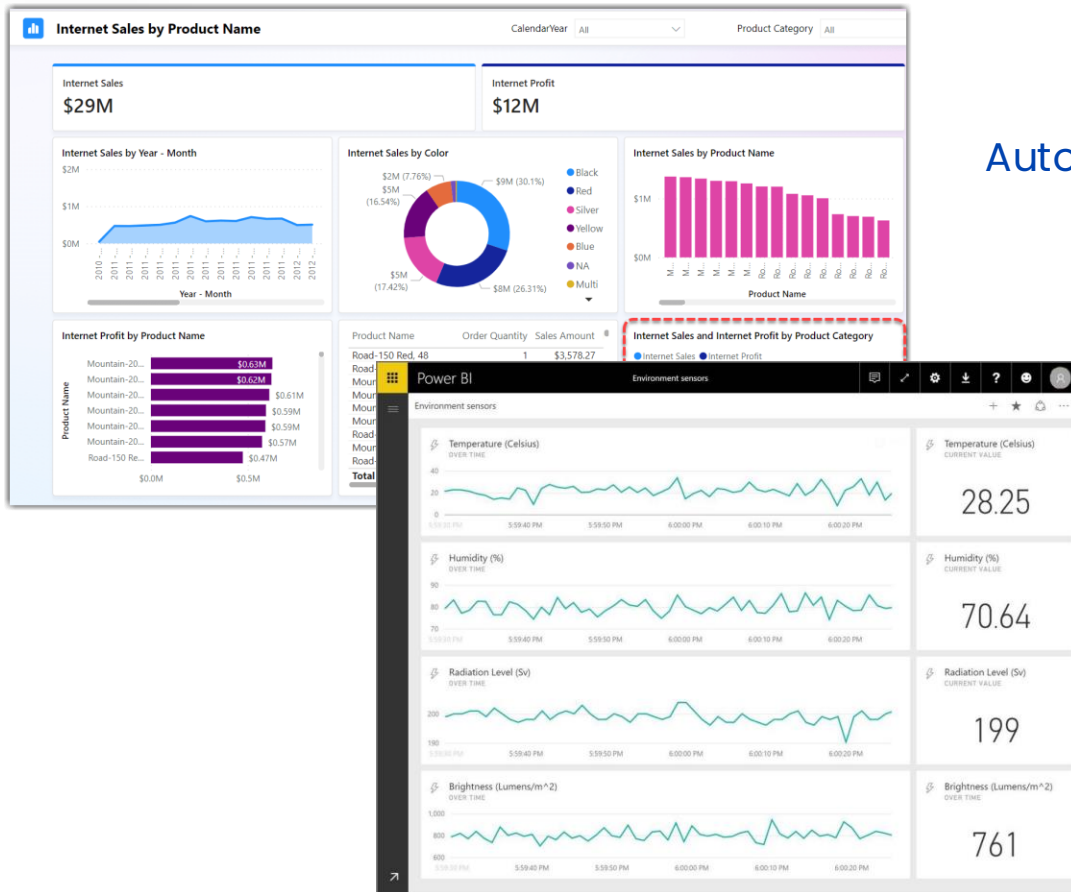
TechClick Costs

- POC – \$10k
- Migrations – \$10k-100k
- ❖ **Funding available for qualified customers.**



Fabric M365 for Data

Automate reporting – be right, be informed, all the time



Real Time Analytics – for when you can wait for the report!



Cutting edge AI with **Copilot**

The Microsoft Copilot Assessment Workshop is a comprehensive program designed to provide organisations with a detailed understanding of the capabilities, security considerations and adoption process required to evaluate and implement Microsoft Copilot within their environment

Target Audience

- Clients interested in exploring how to adopt AI.
- Organisations seeking to automate repeatable functions.

Customer Benefit

- Greater document control.
- Easily control publishing of important and current internal news.
- Included in their M365 licensing.

Partner Benefit

- Lead AI conversations with your customers.
- Drive security and data governance initiatives.
- Insight on key customer business drivers.

Engagement Outcome

- Personalised Copilot adoption roadmap.
- Firm understanding of Copilot's use case for your organisation.
- Simple, yet detailed report on security recommendations.

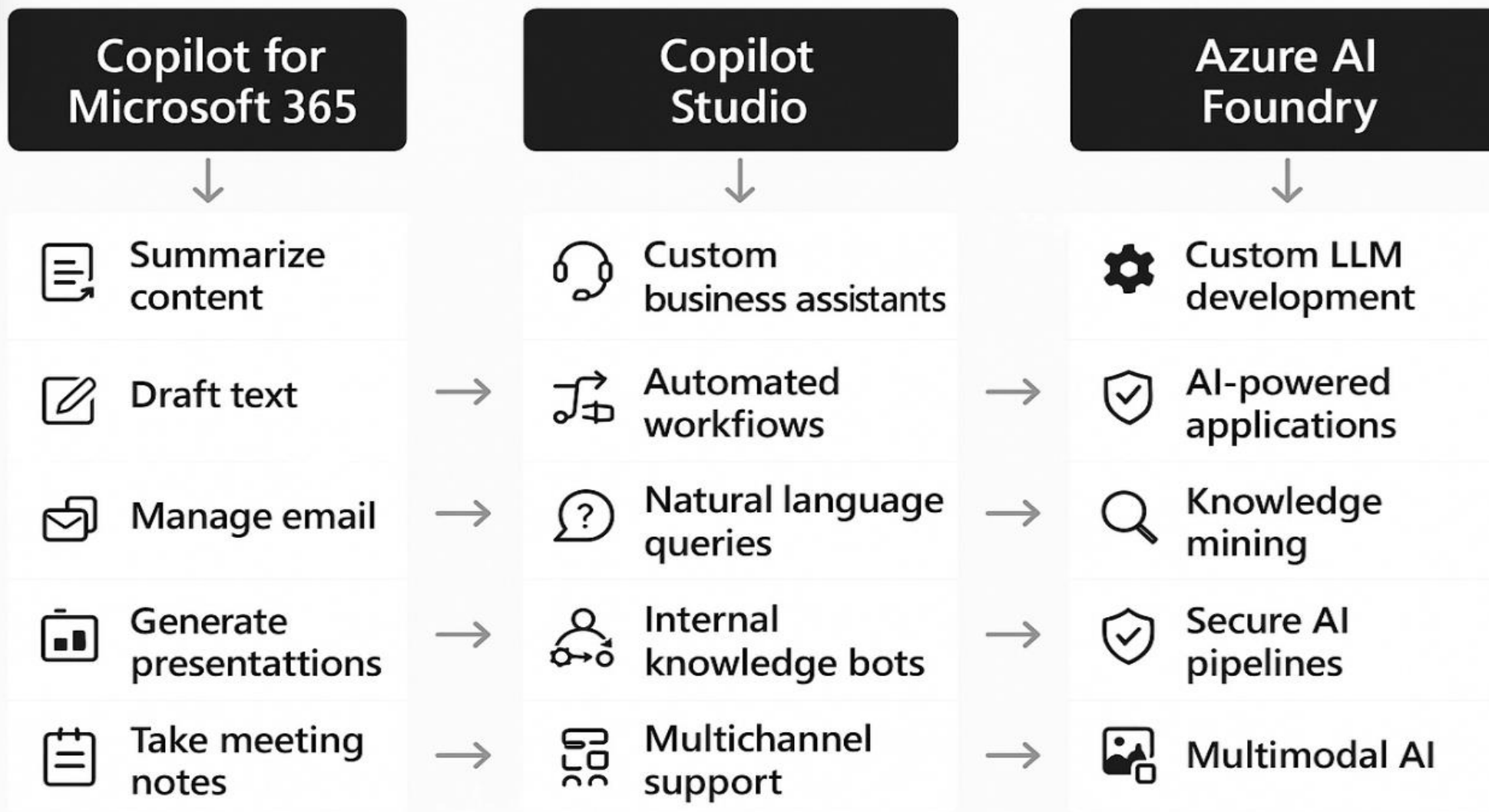
Licence Requirements

- Copilot for M365.

TechClick Costs

- Copilot Assessment - \$5k
- Custom Build - \$TBA

The right Copilot for the right job





Intranet & Data Repository with SharePoint

SharePoint RapidStart is a solution designed to create a modern digital workplace that is easy to use and empowers users to get more done. It takes the guesswork out of where to get started and provides a transformative solution engineered to swiftly establish a modern digital workplace without complexity, utilising SharePoint Online and Microsoft Teams.

Target Audience

- Using custom intranet
- Seeking to better communicate organisation-wide
- Multiple, fractured, document stores – shared drives, local hard drives, email, etc

Customer Benefit

- Increased security and data management.
- Reduced complexity and BAU requirements.
- Increased agility to address reporting needs.
- Real time analytics.

Partner Benefit

- Deeper engagement into your customers day to day operations.
- Drives Purview and Collaboration initiatives.

Engagement Outcome

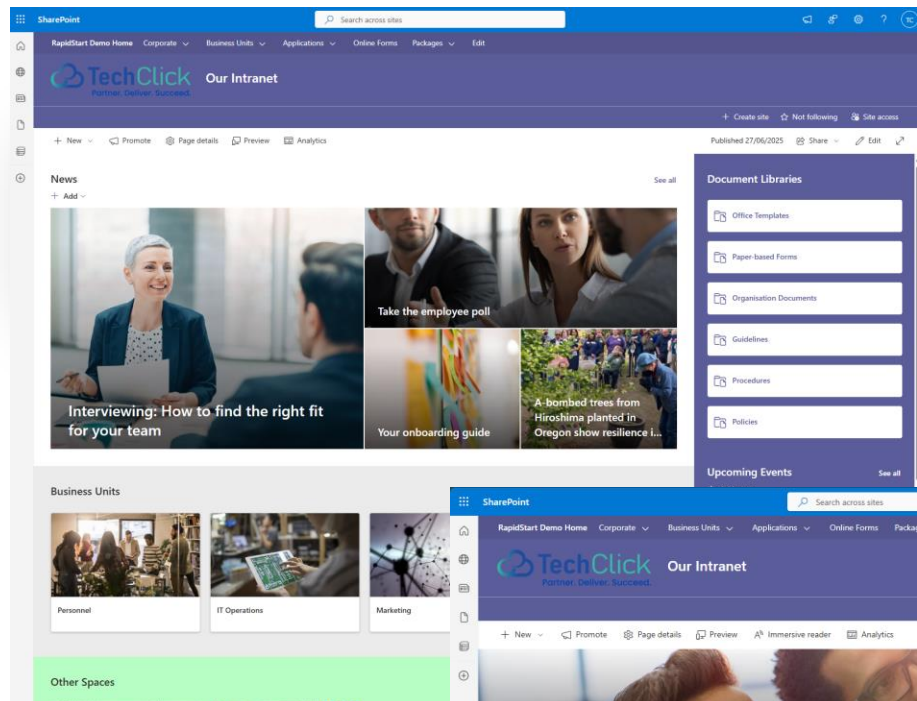
- Tailored intranet built on standard Microsoft code.
- Reduced data sprawl.

Licence Requirements

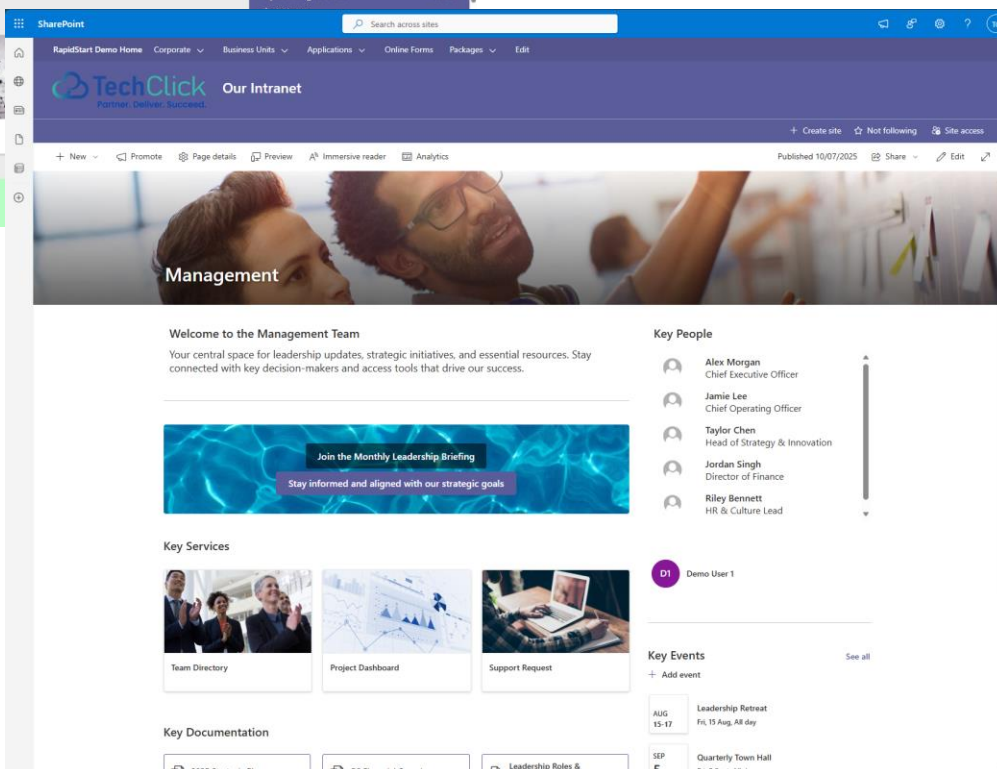
- Business Premium or above.

TechClick Costs

- Custom Consult – \$5k.
- RapidStart Template – \$10-25k.



A modern intranet and highly flexible information repository



SharePoint is now the primary citation source for Copilot



Modern Endpoint Management with **Intune**

Microsoft Intune is a cloud-based unified endpoint management platform that helps organisations manage and secure their devices, apps, and data. It allows IT administrators to manage devices across various operating systems, including Windows, Android, macOS, iOS, and Linux. Intune provides a comprehensive solution for device management, including setting up device configurations, managing updates, and ensuring compliance with company policies and security standards.

Target Audience

- Currently using Windows 10.
- Using on premise Group Policy or SCCM.
- High data security requirements.

Customer Benefit

- Modern approach to device management.
- Cloud native management.
- Simplified technology stack.

Partner Benefit

- Microsoft licensing uplift.
- Simplified management solution.

Engagement Outcome

- Cloud management for devices.
- Removes need for Group Policy and Domain controllers.
- Automated patching and app deployment.
- Specific security controls.

Licence Requirements

- Business Premium or above.

TechClick Costs

- ~\$15k



➔ Maturing Market **Customer Curiosity**

- We're seeing a shift from curiosity to capability. Customers are no longer asking "what is Copilot?" but "how do I apply it to my business workflows?"
- Fabric is gaining traction as organisations seek to unify fragmented data estates and reduce reliance on legacy tools like Snowflake
- SharePoint is evolving into a central AI-ready content platform, with Copilot and SharePoint Embedded enabling intelligent document workflows



Copilot **From Hype to Hands-On**

Readiness is Everything

- Many customers are hesitant to adopt Copilot due to:
 - Poor data governance foundations.
 - Unclear ROI vs. cost (\$600/user/year).
 - Comparisons to cheaper tools like ChatGPT.

Real-World Scenarios

- Automating proposal generation, onboarding workflows, and contract reviews.
- Using Copilot in SharePoint to summarise documents, generate intranet content, and streamline approvals.

Our Approach

- Deliver structured Copilot Readiness Assessments, including:
 - Workshops on use case discovery and licensing implications.
 - Security and compliance posture reviews.
 - Final reports with actionable recommendations.



Fabric **The Analytics Backbone**

Key Use Cases

- Fabric simplifies data integration, governance, and analytics under one roof.
- Internal reporting, publishing customer reports, real time intelligence and advanced insights.

Security and Governance

- Fabric integrates natively with Purview for data lineage, classification, and access control.

Engagement Modes

- Discovery, PoC's and implementation engagements aligned with Azure Innovate programs.
- Target customers migrating from Snowflake, Databricks, or on-prem SSIS.



→ SharePoint **The AI-Ready Content Hub**

SharePoint is now the **primary citation source** for Copilot.

New features include:

- SharePoint Agents for scoped knowledge delivery.
- AI-based metadata autofill and streamlined eSignature workflows.

Rapid Start Programs

- Offer pre-built intranet packages to accelerate SharePoint adoption.
- Bundle with Purview for governance and Copilot for productivity.



Purview **Foundation for Secure AI Adoption**

- Microsoft's enabler for Governance, Risk and Compliance initiatives.
- Purview is not just a compliance tool—it's the enabler for secure, scalable AI and analytics adoption. Key capabilities include:
 - Unified data classification across M365, Azure, and SaaS.
 - Real-time policy enforcement and insider risk detection.
 - End-to-end data lineage and automated discovery.
- Use Compliance Manager to assess readiness for Copilot and Fabric.
- Deploy Data Security Checks to identify risks in M365 environments and recommend mitigation strategies.
- Leverage Purview to enforce document classification and retention policies across SharePoint and OneDrive.



→ Final **Thoughts**

- Copilot is ready, **are you?**
- Fabric is a **platform for innovation.**
- SharePoint is your **secure knowledge centre.**
- Purview is the **trust layer** for all Microsoft 365 engagement.



Thank you for coming today!

Please contact us to book a free consultation.

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→ **Email:** SalesNZ@techclick.co.nz





Our commitment to you

We're dedicated to helping you create **outstanding outcomes** for your clients. As a through-partner only business, we're committed to:



Providing you with
presales at no cost

Communicating openly and
transparently with you

Bringing you any new
opportunities we uncover

Not transacting
directly with your client

Delivering every client
project to full scope

Securing the highest
available MS funding to
offset project costs