

# Critical Mission

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## FEATURED ARTICLE

By  
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## Gain Insights, Take Action: Getting Business Information into SharePoint

*Implement a SharePoint-based solution that enables you to **surface Line-of-Business** data within a collaboration platform, to make data-driven decisions with confidence, manage risk and compliance, and to boost your return-on-investment.*

### Business Critical!

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Business Critical SharePoint (BCSP) is a new Microsoft initiative that focuses on using SharePoint as a central hub for key business data and operations. The BCSP approach improves visibility, productivity, and compliance across the enterprise with advanced SharePoint solutions.

Recently, Alto has been **selected by Microsoft** as a BCSP partner owing to our extensive experience integrating SharePoint document libraries, lists and workflows with line-of-business application data and processes. The program consists of leading Microsoft partners worldwide, selected for their proven ability to help customers

design and implement solutions based on SharePoint.

### Two Case Studies

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Here are examples of how the BCSP approach has been successfully implemented by Alto for two customers. SharePoint Online is common to both solutions – being in the cloud does *not* prevent the portals from being tightly integrated with key business information and processes that remain on premise.

1) A financial services company relies on a SharePoint Online portal for field agents to conduct business. A key success criterion for Alto's solution is that information is entered only once but visible everywhere it needs to be used, whether originating in SharePoint or from an existing line-of-business application. Customer and sales process-related information is entered in SharePoint and replicated to a central reporting database, making it possible to correlate agent activity with business operations. Data from an external business partner is delivered via email. Previously this meant a tedious manual copy+paste process. Alto's BCSP solution has completely automated this process and the data now simply show's up in SharePoint lists where workflows can react and field support staff monitor the process. All of this functions with full regulatory compliance.

2) A global printing and services company uses a SharePoint Online extranet to coordinate very complex printing, packaging and mailing

processes with key customers. From art and content approvals to fulfillment requests all the way to final shipping, every step is tracked and made not only visible but *actionable*. Alto's BCSP approach brings data from several line-of-business applications and central SQL Server databases together in a SharePoint Portal that is accessible by both internal staff as well as customers. Instead of sending dozens of daily emails and hundreds of phone calls, status information is quickly and easily available to anyone who needs the information, **all in real-time**. Alerts and other proactive steps can be taken when all process information is SharePoint – the one product that everyone knows how to use. Tight integration with Office products means spreadsheets and database applications are just a click away for those that need more analytical power or flexibility.

## Summary

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Business Critical SharePoint is all about making SharePoint a central hub for key business data and operations. Alto's customers enjoy improved visibility, productivity and compliance when we take the BCSP approach to building solutions based on SharePoint.

If you're curious about BCSP and want to learn more, Alto offers a consulting and other education opportunities designed to get you up to speed, fast on the concepts and address all your questions and concerns.

<http://www.altoconsulting.com>

Contact Alto if you'd like to learn more about how SharePoint's many feathers that streamline business communications and increase productivity.