



Manage thousands of Trello users with Trello Enterprise



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HEAD OF SALES



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PRODUCT MANAGER



Work Management solutions are critical for business in 2022

COVID Driven Business Challenges

Shift to a Remote First Workforce

Hybrid Work Environments of the Future

Employee engagement and talent war

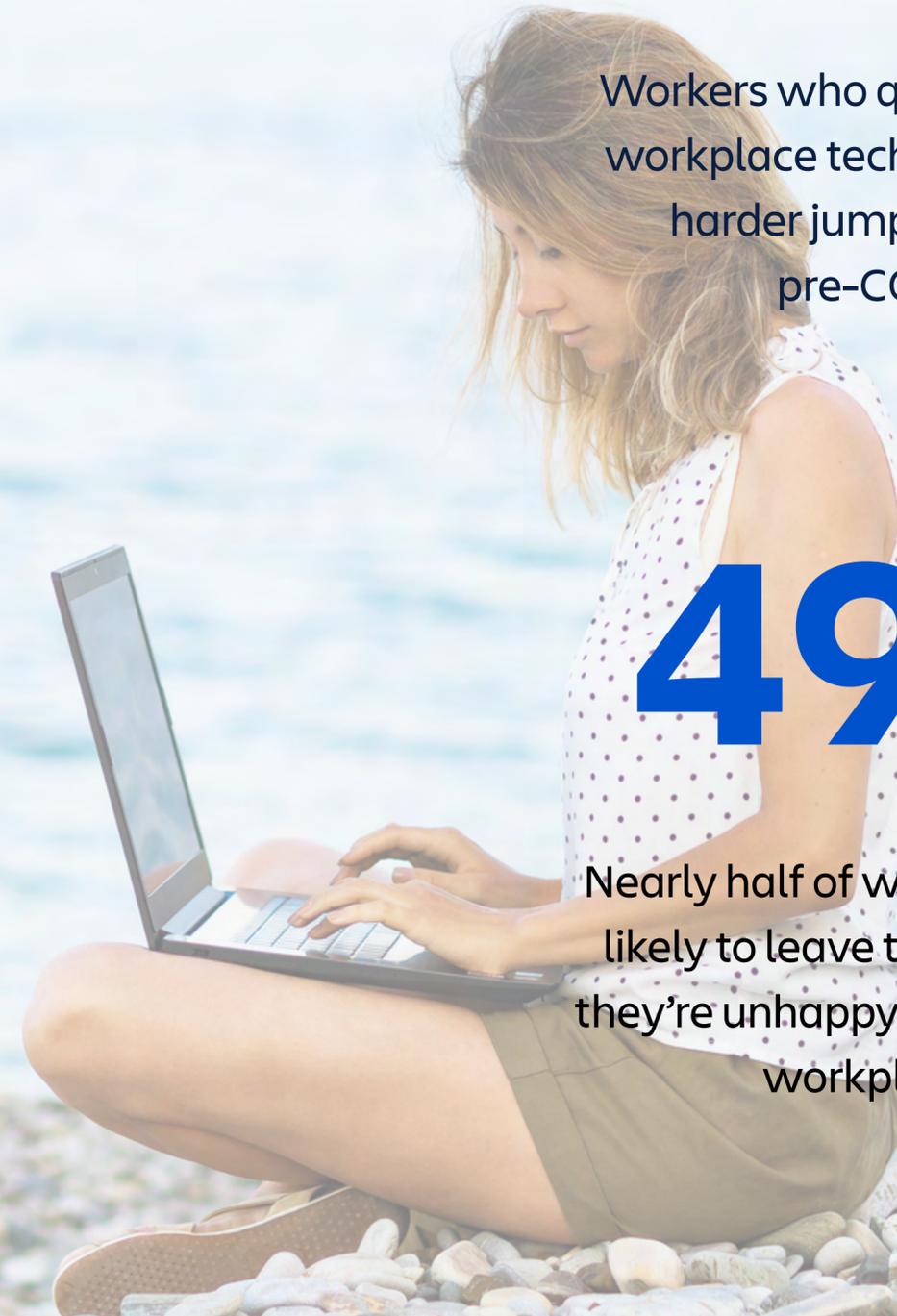
Employees
are no longer
settling for IT
mandated
tools

32%

Workers who quit a job because
workplace tech made their jobs
harder jumped from 22%
pre-COVID-19

49%

Nearly half of workers say they're
likely to leave their current job if
they're unhappy or frustrated with
workplace tech



80%

of Fortune 500 companies use Trello

Board Team 22: Trello Trello Inc Workspace visible Share

Important Resources

- Schedule: Apr 5 - 7th 2022 | Venetian Las Vegas
- Team '22: Product Hub - Trello | Booth-Staffing-Schedule
- Names for Trello Reception
- Slack: #trello-summit-vegas22
- Team '22 Product Hub Planning Page
- Team '22 Agenda
- Team '22 Trello Speakers

Booth Information

- Booth Staff
- Staffing + Master Event Schedules
- Demo Environment: Team '22 Demo Board
- Helpful Links / FAQs
- Booth Setup

IRL Vegas Events

- Party Time!
- Trello Executive Happy Hour

In Progress

- Team '22 Email Invites
- Team '22 - VIP Program
- Direct Mail (Sendoso), Swag Kit Campaign
- Trello customer nominations for TAM day panel on Work Mgmt

Completed

- Create Booth Video
- Team '22: Product Hub-Team Meeting
- Trello Swag Shipping
- Team '22 Send Purchase Order
- Team '22 Finalized Swag Design
- Team 22 20 min Demo Video
- Teams '22 Ad Promotions
- Team 22 Finalize Booth Staff

To Do

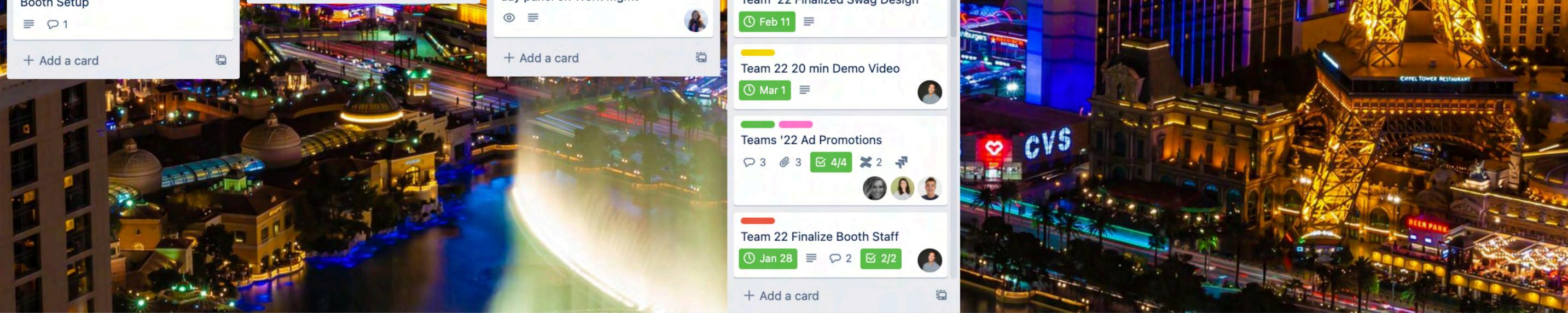
+ Add a card

Questions

- List of customers registered to attend?
- What's being officially announced at Team '22

IRL Vegas Sessions

- Manage 1000s of u Enterprise - IRL Ses



Timeline Marketing: Product Launch Travidux, LLC BC Team Visible Invite Butler (17 Tips)

Feb 2021 Today Month Label

THU 28 FRI 29 SAT 30 SUN 31 MON Feb 1 TUE 2 WED 3 THU 4 FRI 5 SAT 6 SUN 7 MON 8 TUE 9 WED 10 THU 11 FRI 12 SAT 13 SUN 14 MON 15 TUE 16 WED 17 THU 18 FRI 19

Phase 1 (2) Not Scheduled

- GTM Plan and Messaging 4/4
- Support Documentation
- Updated Branding & Logos 3/6

Phase 2 (3) Not Scheduled

- PR Outreach 0/8
- Partnerships/Community Content

Phase 3 (4) Not Scheduled

Marketing Calendar Marketing: Product Lau... Rebranding Project Company Overview Add Boards Quick filters

CARD	LIST	LABELS	MEMBERS	DUE DATE
The Invisible Problem Wrecking Your Productivity and	Editing	Blog		Feb 4
Increase sales revenue by 30% in Q4	Done	Marketing		Feb 4
GTM Plan and Messaging	Done	Phase 1		Feb 4
Why Taking Breaks Is The Key To Productivity	Editing	Blog		Feb 8
Launch International Expansion	Done	Product Sales		Feb 8
Updated Branding & Logos	In Progress	Phase 1		Feb 8
PR Outreach	In Progress	Phase 2		Feb 9
How Your Environment Is Affecting Your Productivity	Making Graphics	Blog		Feb 10
Video "commercial"	Ready For Launch	Marketing		Feb 10
Productivity Pros	Making Graphics	Webinar		Feb 11
5 Ways To Simplify Your Life, And Be More Productive	Making Graphics	Blog		Feb 12
Equipment Update	Current Projects	IT		Feb 12

The best tools are the ones your team adopts organically

The evolution of work journey



*What is the
ROI of an
intentional
work
strategy?*





*What does this journey look like
when it's successful*

Customer Journey Timeline

Organic shadow
IT adoption at the
team level

War of the tools
between teams that
need to collaborate

Need to simplify /
consolidate

Increased
awareness of
multiple WM tools
across the org

Pain point build in:
Procurement, user
experience, admin
effort, security concern,
and integration

Intentional
strategy and
vendor partner
relationships

Big shift with the Trello Enterprise plan



Visibility

Accounting all Trello users
in the organization



Control

Centralized, flexible
IT spending



Security

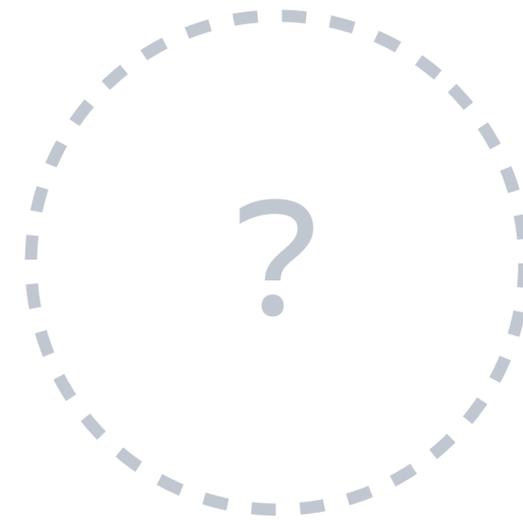
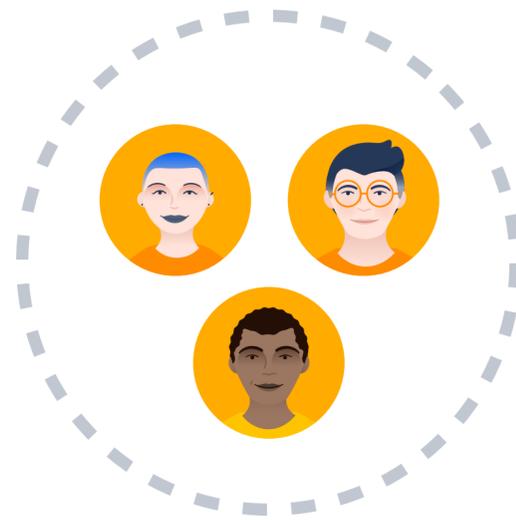
SSO with Atlassian Access,
content sharing policies

Visibility: all Trello users across the org

?

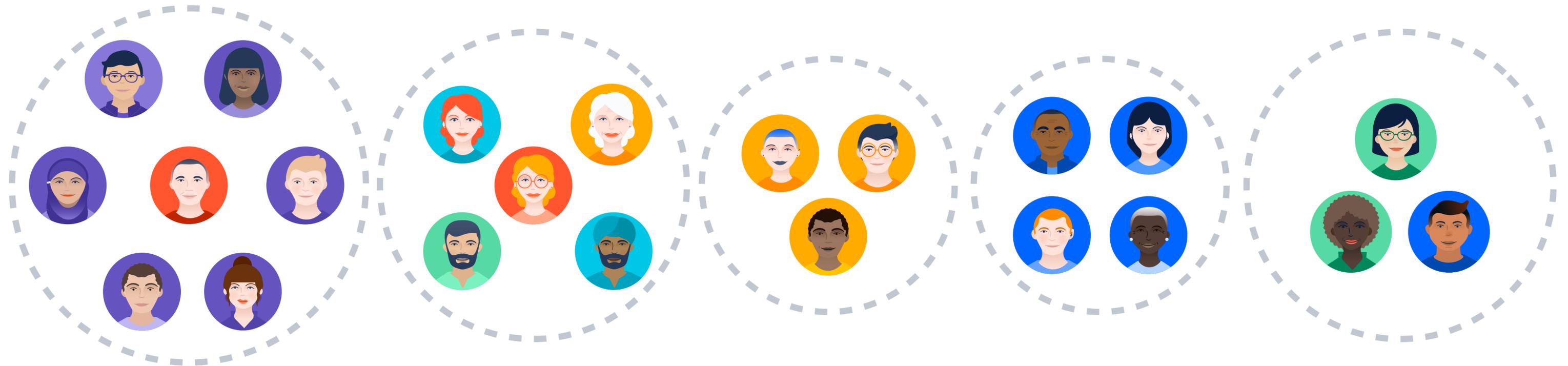
?

?

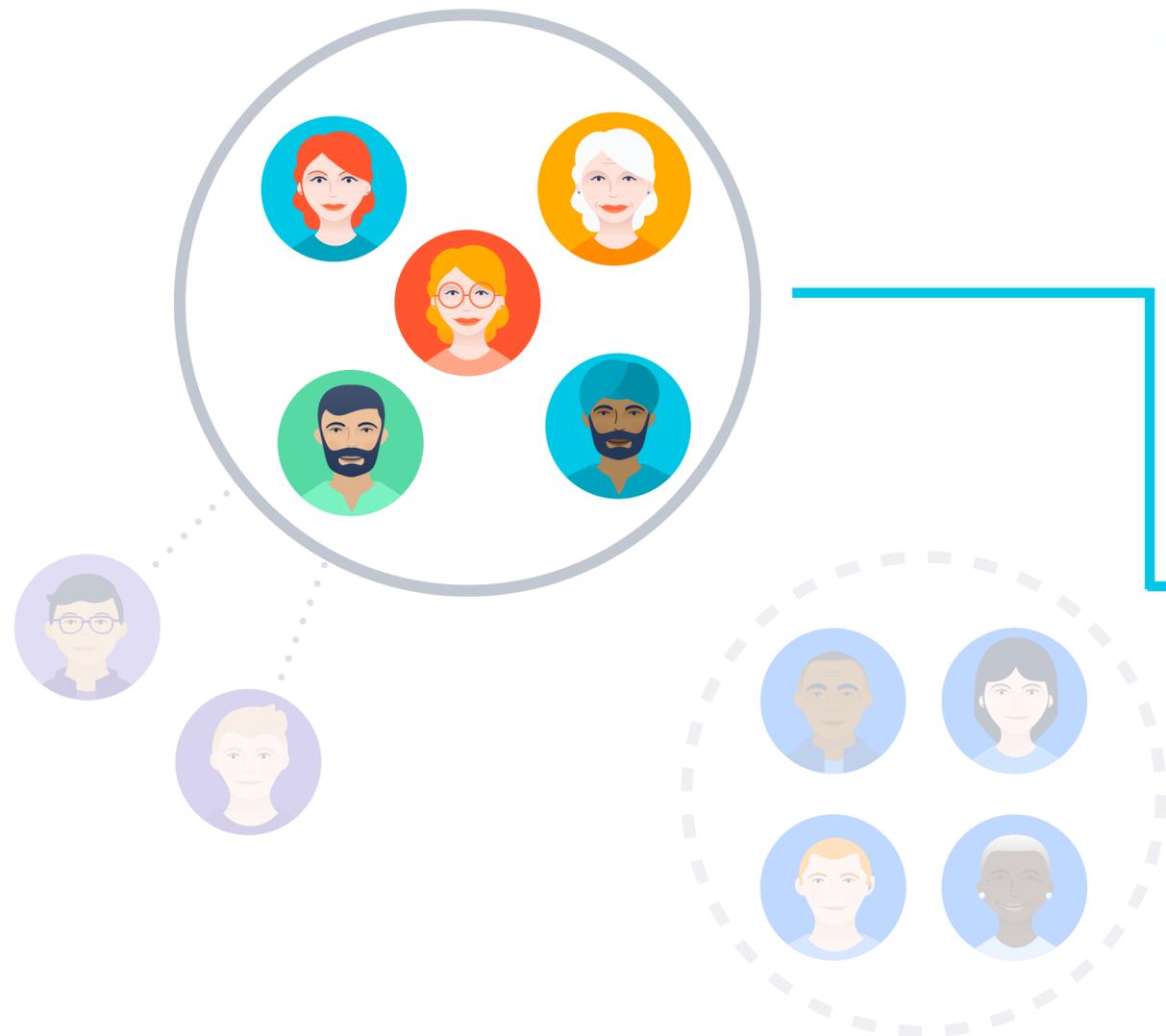


?

Visibility: all Trello users across the org



Visibility: licensed users



Trello Workspaces ▾ Recent ▾ Starred ▾ Create

 **Taco Enterprises**
Not SSO enforced
[Edit display name](#)

Account administration

- Enterprise members (128)**
- Free managed accounts (7)
- Board guests (3)
- Deactivated accounts (47)
- Insights ↗

Workspaces

- Enterprise Workspaces (7)
- Non-Enterprise Workspaces (4)
- Pending (0)

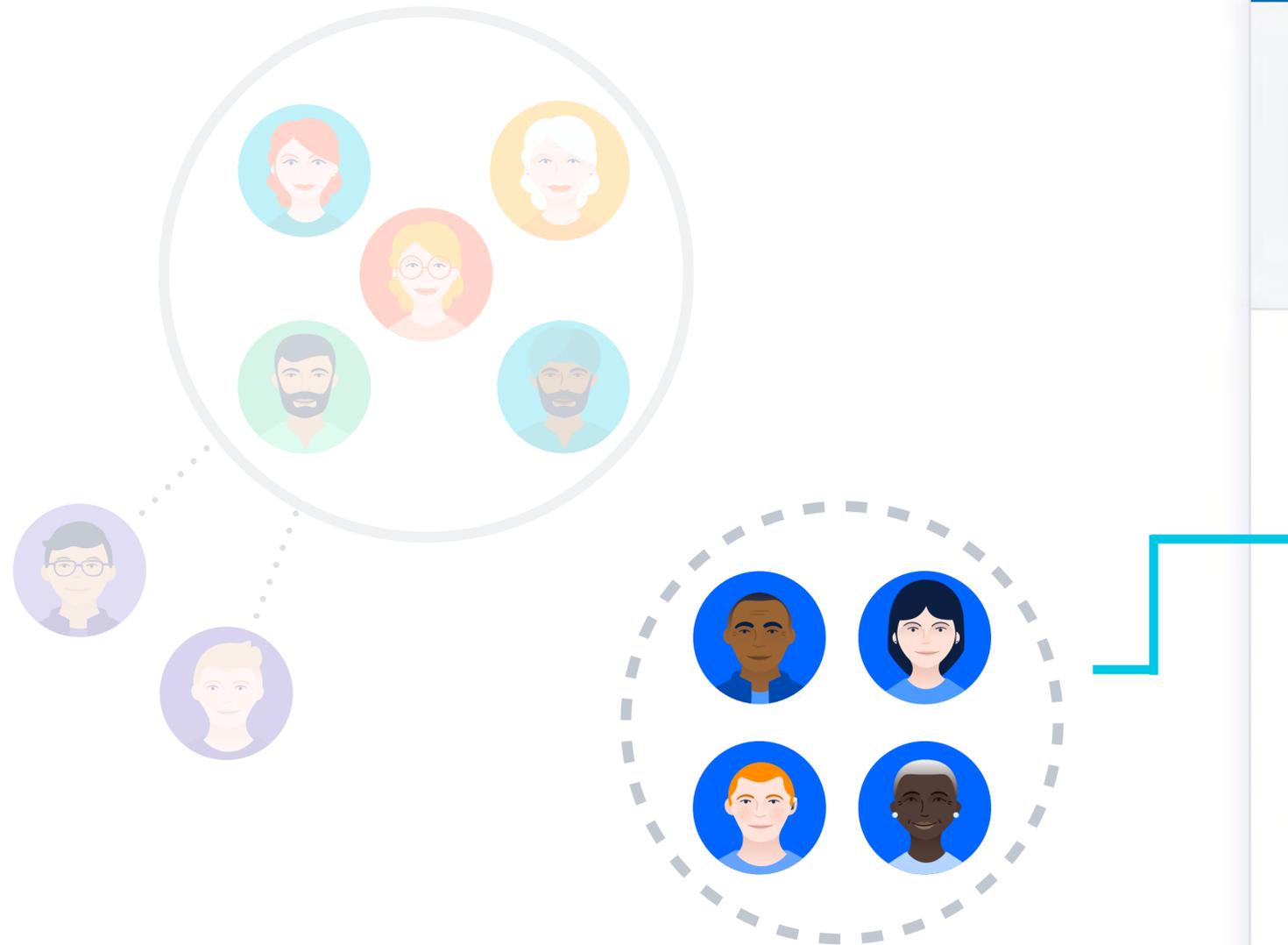
Members (128)
Members are billable accounts that have been granted a license in your Enterprise.

Filter by: Workspaces Managed Activity Admin s

[Select all](#)

-  **Angie Azuki** @angie
angieazuki@tacoenterprise.com
-  **Renato Rutabaga** @renato
renatorutabaga@tacoenterprise.com

Visibility: free users



Trello Workspaces ▾ Recent ▾ Starred ▾ **Create**

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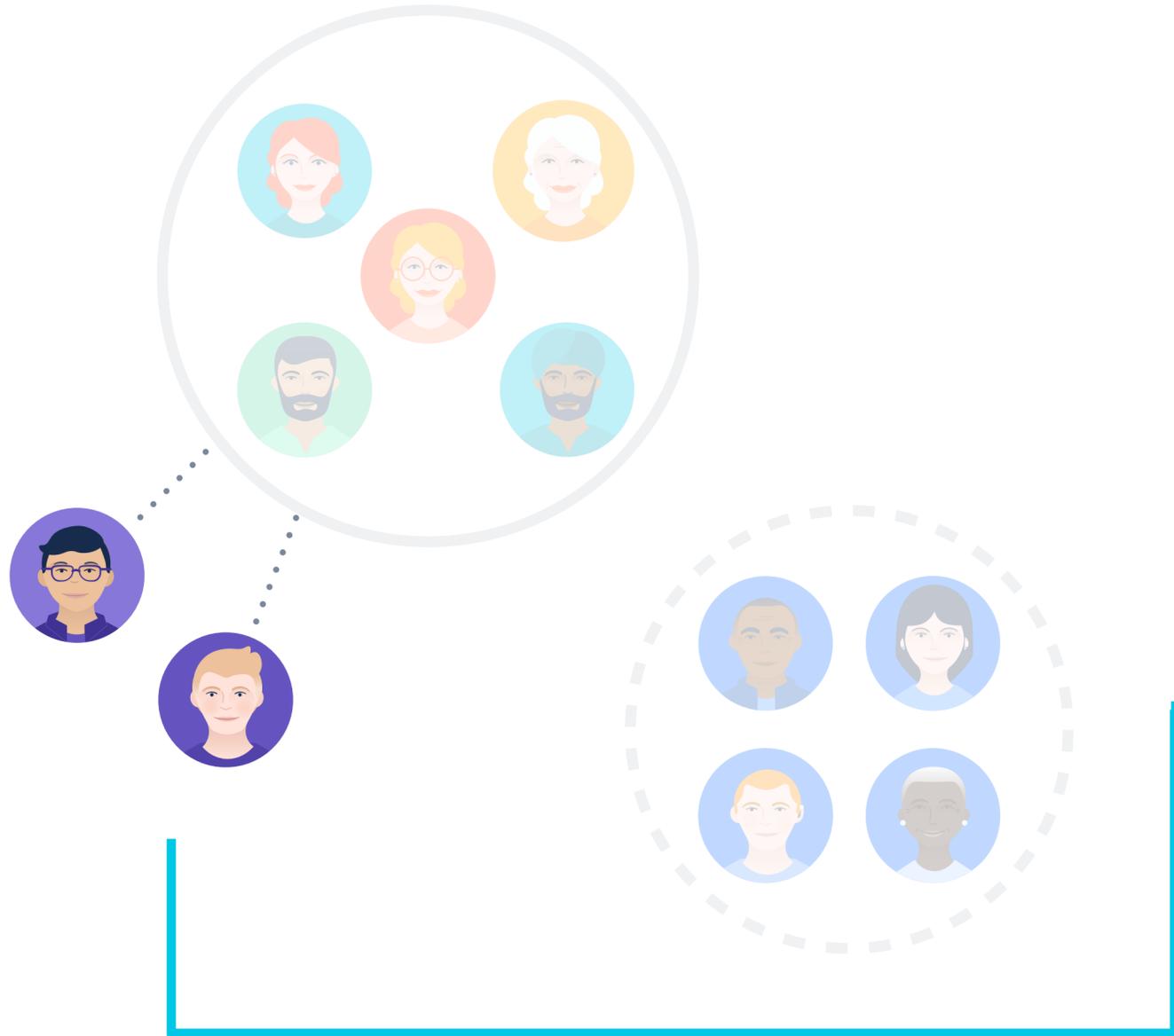
Security

Filter by: **Activity**

Select all

-  **Effie Enoki** @effie
effieenoki@tacoenterprise.com
-  **Lara Lentil** @lara

Visibility: board guests



The screenshot shows the Trello account administration page for 'Taco Enterprise'. The page is divided into two main sections: 'Account administration' and 'Board guests (3)'. The 'Board guests (3)' section is highlighted with a red box, indicating the focus of the slide. The 'Board guests (3)' section lists three board guests: Lydia Legume, Collin Collard, and Vania Vidalia. Each guest is listed with a checkbox, a profile picture, their name, and their email address. The 'Board guests (3)' section is also highlighted with a red box.

Trello Workspaces ▾ Recent ▾ Starred ▾ Create

Taco Enterprise
Not SSO enforced
Edit display name

Account administration

- Enterprise members (128)
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Workspaces

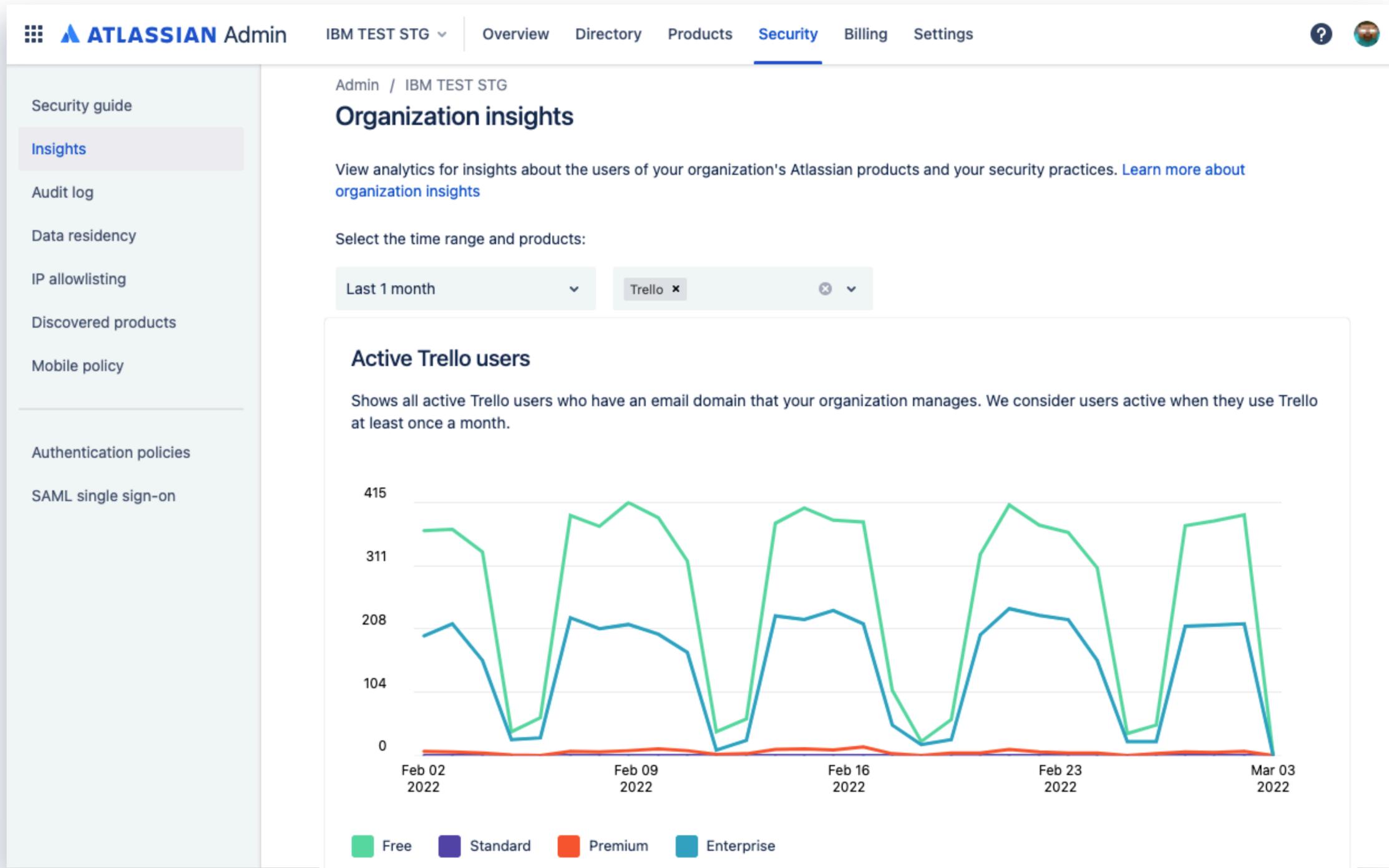
- Enterprise Workspaces (7)
- Non-Enterprise Workspaces (4)
- Pending (0)

Board guests (3)
Board guests are unlicensed accounts that are on boards of this workspace.

Select all

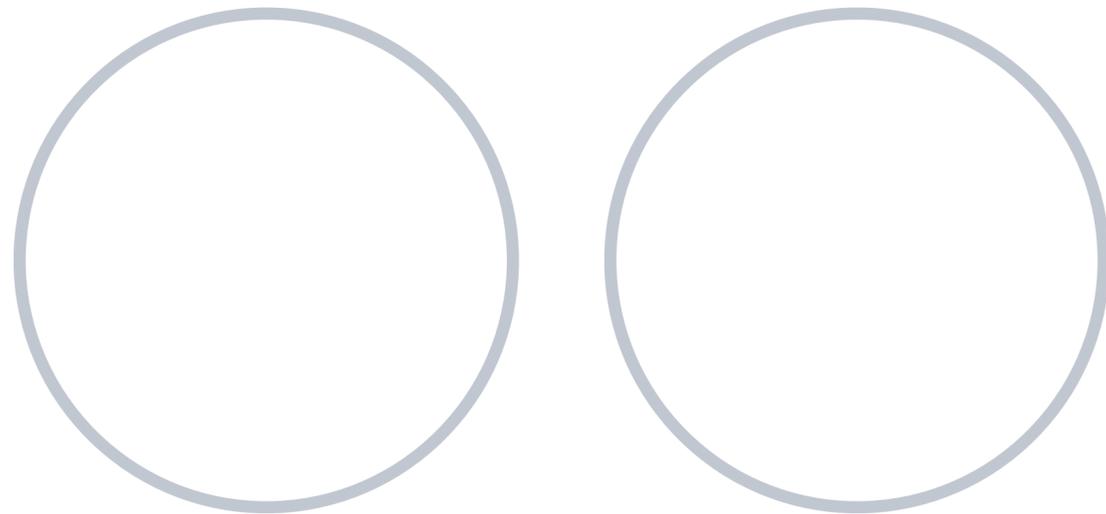
- Lydia Legume** @lydia
Not managed
- Collin Collard** @collin
Not managed
- Vania Vidalia** @vania
vaniavidalia@tacoenterprise.com

New: Organization Insights

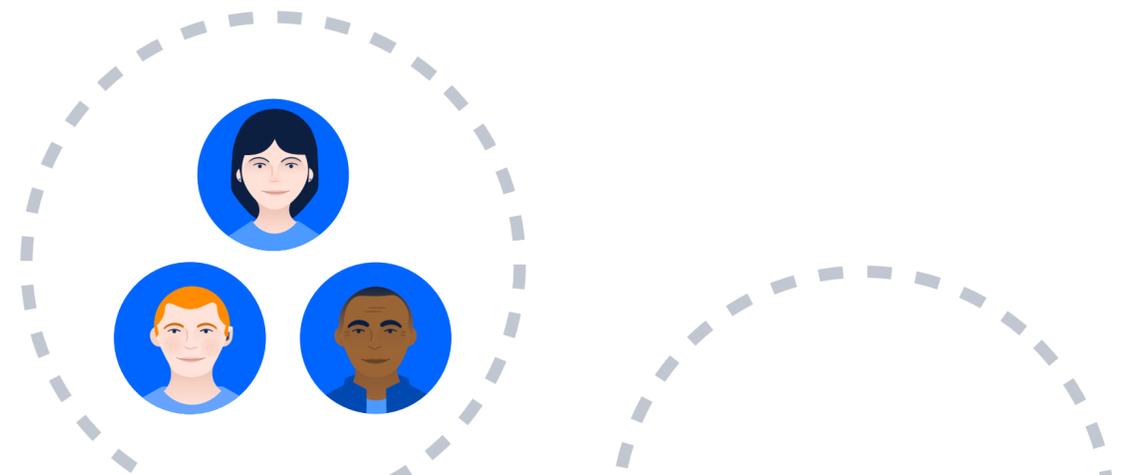


Control: flexible spending

Enterprise
(licensed)
workspaces



Free workspaces



Coming soon: bulk actions

The screenshot shows the Trello interface for the organization "Monsters Incorporated". The main content area displays "Non-Enterprise Workspaces (7)" with a search bar and a "Clear filters" button. A modal dialog is open in the center, titled "Add Workspace(s) to your Enterprise". The dialog contains the following text:

Add Workspace(s) to your Enterprise

This action will use **3 out of 57** remaining license seats.

Adding selected Workspaces to your Enterprise will do the following:

Grant license seat(s) to 3 users with verified emails

- cchickpea@monstersinc.com
- ellioteddoe@monstersinc.com
- hasanhorseraddish@monstersinc.com

At the bottom of the dialog are two buttons: "Cancel" and "Add 3 Workspaces".

The background interface includes a sidebar with "Account administration" (Enterprise members (128), Free managed accounts (7), Board guests (13), Deactivated accounts (47), Organization insights) and "Workspaces" (Enterprise Workspaces (7), Non-Enterprise Workspaces (7), Pending (0)). The "Security" section includes Workspace & board permissions, Attachment restrictions, and Public boards (0).

Coming soon: better filtering

The screenshot displays a user interface for managing workspaces. On the left, there is a sidebar with navigation options: 'Account administration' (Enterprise members (128), Free managed accounts (5)), 'Workspaces' (Enterprise Workspaces (7), Non-Enterprise Workspaces (4)), and 'Security'. The main content area is titled 'Non-Enterprise Workspaces (4)' and features a search bar and a 'Filter by:' dropdown menu. The dropdown menu is open, showing the following options: 'Active' (checked with a green checkmark), 'Inactive', 'For 30 days', 'For 60 days', 'For 90 days', 'For 180 days', and 'For 360 days'. Below the dropdown, there is a table of workspace entries, each with a checkbox, a user icon, a workspace name, and an 'Add to Enterprise' button.

Filter by:	Activity
<input type="checkbox"/>	Active <input checked="" type="checkbox"/>
<input type="checkbox"/>	Inactive
<input type="checkbox"/>	For 30 days
<input type="checkbox"/>	For 60 days
<input type="checkbox"/>	For 90 days
<input type="checkbox"/>	For 180 days
<input type="checkbox"/>	For 360 days

Account administration

- Enterprise members (128)
- Free managed accounts (5)

Workspaces

- Enterprise Workspaces (7)
- Non-Enterprise Workspaces (4)

Security

Non-Enterprise Workspaces (4)

Filter by: Activity

Select all

Active

Inactive

For 30 days

For 60 days

For 90 days

For 180 days

For 360 days

Add to Enterprise

Add to Enterprise

Add to Enterprise

Add to Enterprise

Coming soon: auto-provisioning

The screenshot displays a user management interface with a blue header bar. On the left, a sidebar contains navigation links under three sections: 'Account administration' (Enterprise members (128), Free managed accounts (5)), 'Workspaces' (Enterprise Workspaces (7), Non-Enterprise Workspaces (4)), and 'Security'. The main content area is titled 'Free managed accounts (5)' and includes a search bar and a toggle for 'Automatically grant Enterprise licenses to all new users'. Below this is a list of users with checkboxes, names, and email addresses. A modal dialog titled 'Enable auto-licensing' is open, providing a description of the feature and an 'Enable now' button. At the bottom right, a status indicator shows 'Active on Sep 8' and a 'Grant license' button.

Account administration

- Enterprise members (128)
- Free managed accounts (5)

Workspaces

- Enterprise Workspaces (7)
- Non-Enterprise Workspaces (4)

Security

Free managed accounts (5)

Automatically grant Enterprise licenses to all new users **Enable...**

Filter by: Activity

[Select all](#)

<input type="checkbox"/>	C Claudia Chickpea @claudia cchickpea@monstersinc.com
<input type="checkbox"/>	H Hasan Horseraddish @hasan hhorseradish@monstersinc.com

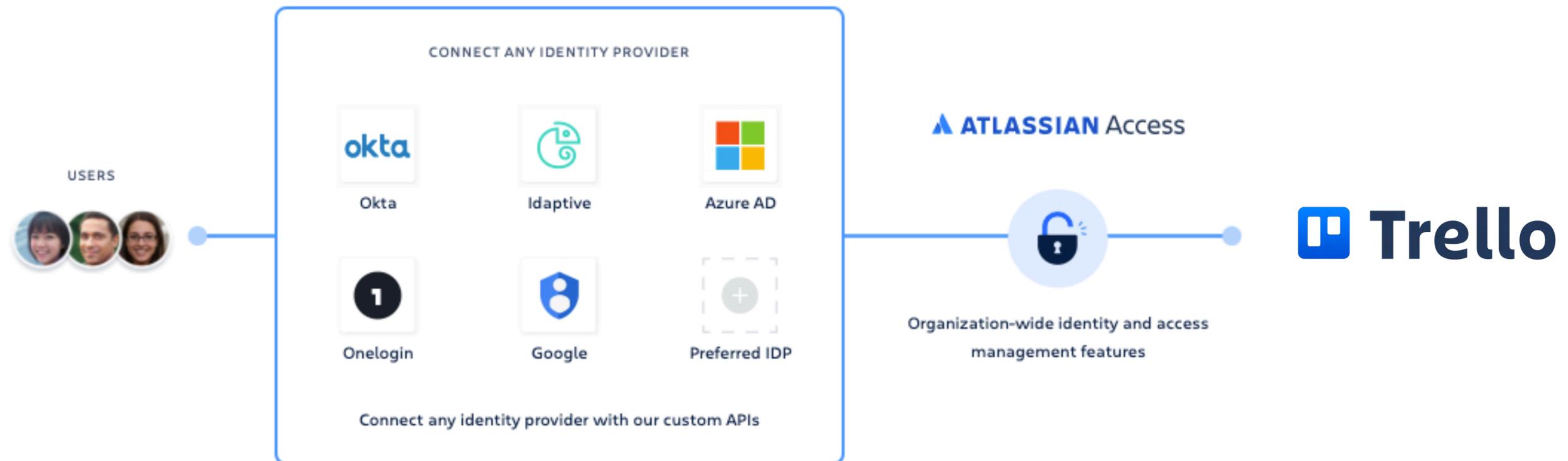
Active on Sep 8 **Grant license**

Enable auto-licensing ×

When enabled, every new user who signs up with a claimed domain email will immediately receive an Enterprise license. Workspaces they create will belong to Enterprise, and will be covered by your security policies.

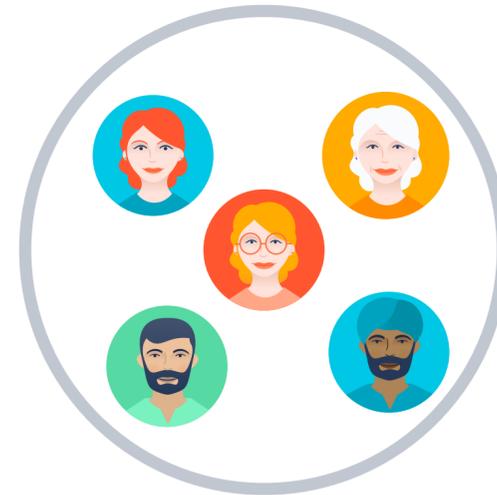
Enable now

Security: Atlassian Access



Security policies

Can users share boards outside of Enterprise?



Enterprise (licensed)
workspace

Attachments permitted?



Can users invite external users?



Which Power Ups are
allowed?



Can users delete boards?



ATLASSIAN'S OPERATING ENGINE FOR ALL TEAMS

AGILE & DEVOPS

For Software Teams

- ◆ Jira Software
- ▣ Jira Align
- ▣ Bitbucket

PLAN, TRACK, SHIP

ITSM & ITOPS

For Service Teams

- ⚡ Jira Service Management
- 📶 Statuspage
- @ Halp

MONITOR, OPERATE, SUPPORT

WORK MANAGEMENT

For Business Teams

- ▮ Jira Work Management
- ✂ Confluence
- ▣ Trello

IDEATE, COLLABORATE, MANAGE

ATLASSIAN PLATFORM



DATA & INSIGHTS



AUTOMATION



EXTENSIBILITY



COLLABORATION



**Where are you in your
organization?**

Q&A