




CLOUD
collective

**Skype for Business
Moving towards Cloud
Communications**


antares*

Modality
systems

quorum



At the heart of
great teams is great
communication.

A black and white photograph of three men in an office setting. The man on the left is wearing glasses and smiling. The man in the middle is looking at a laptop screen. The man on the right is looking towards the other two. A red horizontal bar is positioned above the text.

Connecting people in real time
with the Skype experience they love
from the Office applications they use everyday



Skype for Business

Why are companies adopting cloud communications?



NEW CAPABILITIES IN OFFICE 365

ONE PLATFORM FOR MEETINGS AND VOICE



COMPLETE MEETING SOLUTION



MODERN VOICE WITH CLOUD PBX



SKYPE ACROSS DEVICES



OPERATOR AND MICROSOFT SERVICES

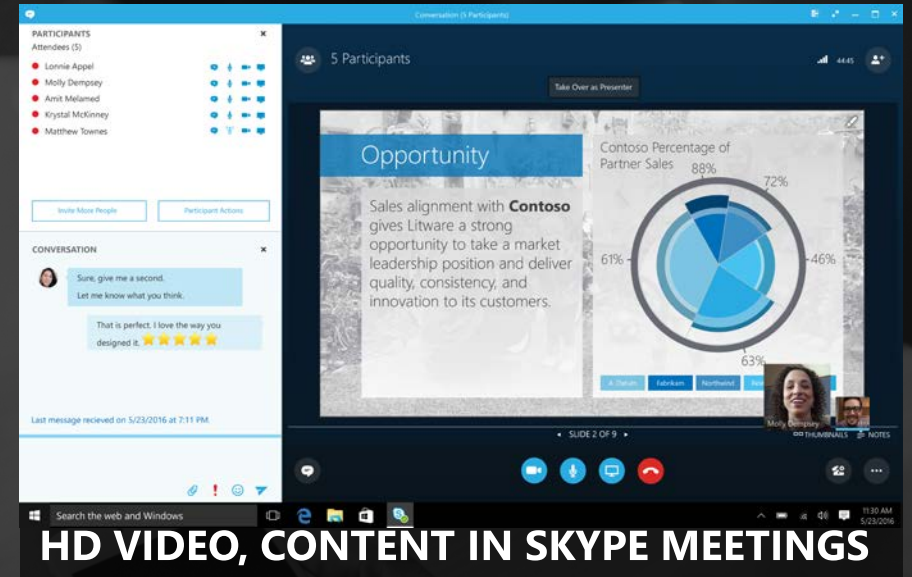
COMPLETE MEETING SOLUTION

Work like you are all in one room, even when you're not.

Skype Meetings offers HD video, desktop sharing, coauthoring, presentations, and more

Use any phone to join Skype Meetings, with dial-in and dial-out **PSTN Conferencing**

Reach thousands for very large meetings with **Skype Meeting Broadcast**



MODERN VOICE WITH CLOUD PBX

Make, receive, and transfer business calls **in the office,**
at home, or on the road, using phone, PC, and mobile

Interoperate with existing assets and **eliminate**
separate PBX systems over time

Increase agility and consolidate management with
rapid provisioning, reporting, and diagnostics of voice
services in Office 365

MAKE, RECEIVE, TRANSFER CALLS

The screenshot shows the Skype for Business interface. At the top, it says "Skype for Business" with a search bar and window controls. Below that, there's a "What's happening today?" section. A contact card for Darren Mouton is visible, showing his profile picture, name, and status (Available). Below the contact card are icons for a person, a clock, a group of people, a calendar, and a settings gear. A search bar "Find someone or dial a number" is present. Below the search bar are tabs for "GROUPS", "STATUS", "RELATIONSHIPS", and "NEW". A "VIDEO INTEROP (9)" section is also visible. A list of contacts is shown, including Paula Butler, Meghan Cummings, and Sun Mai, all with "Available - Video Capable" status. At the bottom, there are call control icons: a person, a plus sign, a SIMU icon, and a dropdown menu showing "Work +1 (425) 882-8080" and "Mobile +1 (555) 555-7676".

The screenshot shows the Office 365 Admin Portal for Skype for Business. The "Skype voice" section is selected in the left-hand navigation menu. The main content area displays a table of voice services with columns for "Number", "Assigned", "Location", and "User".

Number	Assigned	Location	User
+1 (555) 5557671	True	Los Angeles, United States	Darren Mouton
+1 (555) 5557672	True	San Jose, United States	Sun Mai
+1 (555) 5557673	True	San Jose, United States	Kyle Mccoy
+1 (555) 5557674	True	San Jose, United States	Meghan Cummings
+1 (555) 5557675	True	Austin, United States	Paula Butler

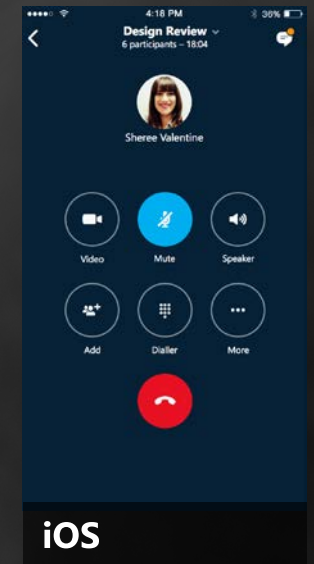
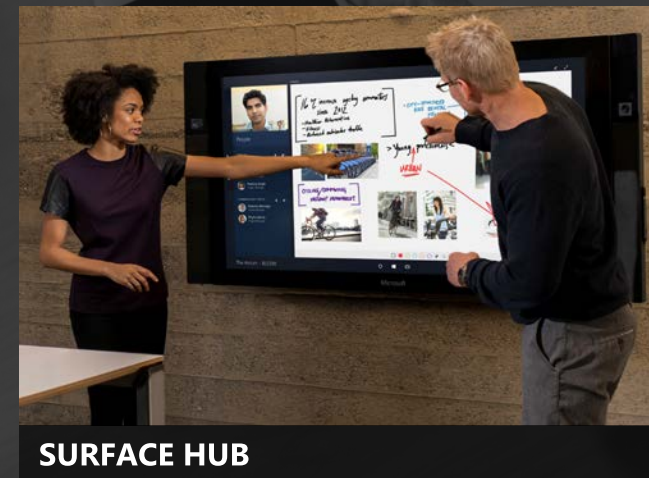
OFFICE 365 ADMIN PORTAL FOR SKYPE FOR BUSINESS

SKYPE ACROSS DEVICES

Get input without leaving your doc. Thanks to Skype **in-app integration**, you can IM, screen share, talk, or video chat right in your docs

Connect to your team anywhere with **Skype for Business mobile apps** across Windows, Android, and iOS

Easily bring remote participants into meeting spaces of all sizes, with **Skype for Business Room Systems** and **Surface Hub**



OPERATOR AND MICROSOFT SERVICES

Take advantage of **calling services from Telco operators worldwide** with on-premises connection to Cloud PBX

Subscribe to **PSTN Calling plans** from Office 365, use existing phone numbers, or get new ones

Office 365 | Admin

New numbers

State: City:

Quantity
Numbers available for you to acquire in total: 124
Numbers available to reserve now: 96

- (408) Phoenix, United States
[show numbers](#) [select all](#) [unselect all](#)
9 selected of 8 total
- (786) Miami, United States
[show numbers](#) [select all](#) [unselect all](#)
10 selected of 10 total
- (786) San Jose, United States
[show numbers](#) [select all](#) [unselect all](#)
5 selected of 5 total
- (786) Boston, United States
[show numbers](#) [select all](#) [unselect all](#)
5 selected of 5 total

[cancel](#) 10 minutes left to acquire numbers.

ACQUISITION OF PHONE NUMBERS IN O365

SKYPE MEETINGS

COMPLETE MEETING SOLUTION

ONE INTEGRATED AND CONSISTENT SOLUTION FOR ONLINE MEETINGS

IM, presence

Find people easily within familiar business apps and reach out to chat real-time 1:1 or with a group

Audio, video, and web conferencing

Collaborative meeting experiences, spontaneous or scheduled, from virtually anywhere with voice over IP, HD video, and secure content sharing—all in a single user experience

NEW

PSTN Conferencing

Use a local dial-in number to join Skype Meetings from any device, dial-out to bring participants into the meeting with a phone number

NEW

Skype Meeting Broadcast

Reach thousands for very large meetings, attendees can join from virtually any browser and device

NEW

Skype Room Systems and Surface Hub

Surface Hub, Microsoft's team collaboration device, and a full spectrum of meeting room devices with partners

 Skype for Business

Reach beyond organization to anyone in the Skype network

Connected meeting experience within

 Office 365

THE BUSINESS CASE FOR SKYPE MEETINGS



INCREASE PEOPLE PRODUCTIVITY AND ENCOURAGE COLLABORATION



ENABLE EMPLOYEES TO WORK FROM ANYWHERE—SAVE ON TRAVEL COSTS



REDUCE COMPLEXITY FOR PEOPLE, MINIMIZE SUPPORT COSTS FOR IT



REDUCE AND REPURPOSE EXPENSIVE REAL ESTATE



LOWER TCO BY CONSOLIDATING ALL CONFERENCING IN ONE SOLUTION

SKYPE MEETINGS



WEBEX MEETINGS

\$89

per organizer per month,
up to 100 attendees per meeting



Skype for Business

ONLINE MEETINGS

\$20

per organizer per month*,
up to 250 attendees per regular
meeting, unlimited for broadcast



LOWER TCO BY CONSOLIDATING ALL CONFERENCING IN ONE SOLUTION

*E3 list price

SKYPE MEETING BROADCAST

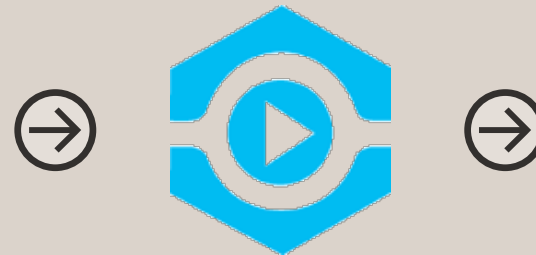
CONSOLIDATE ALL MEETINGS, EVEN VERY LARGE AND TOWN-HALL STYLE, ON SKYPE FOR BUSINESS

REACH THOUSANDS OF ATTENDEES

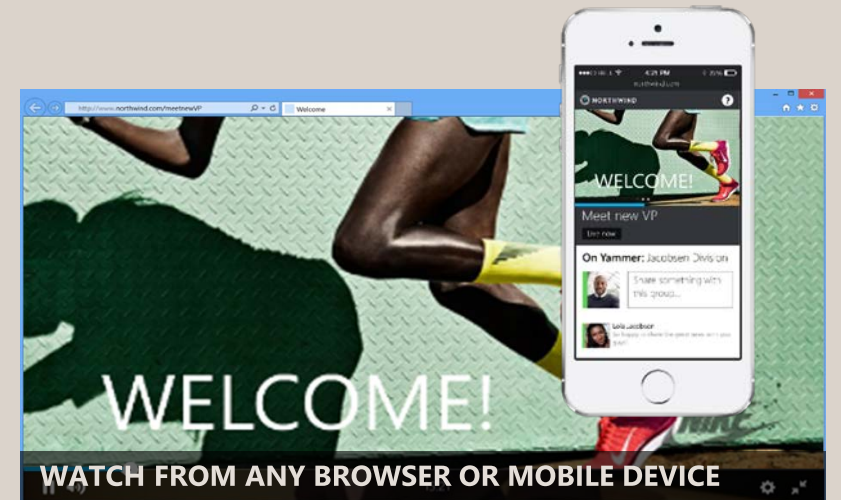
NEAR REAL-TIME AND ON-DEMAND VIEWING, WITH PLAYBACK CONTROLS

MANAGE AND CONTROL ACCESS WITH SHAREPOINT VIDEO

DEPLOYED ONLINE OR IN HYBRID TOPOLOGY



DISTRIBUTED VIA AZURE MEDIA SERVICES



SKYPE MEETING BROADCAST

CONSOLIDATE ALL MEETINGS, EVEN VERY LARGE AND TOWN-HALL STYLE, ON SKYPE FOR BUSINESS



Lower TCO by consolidating all conferencing in one solution



WEBEX EVENT CENTER

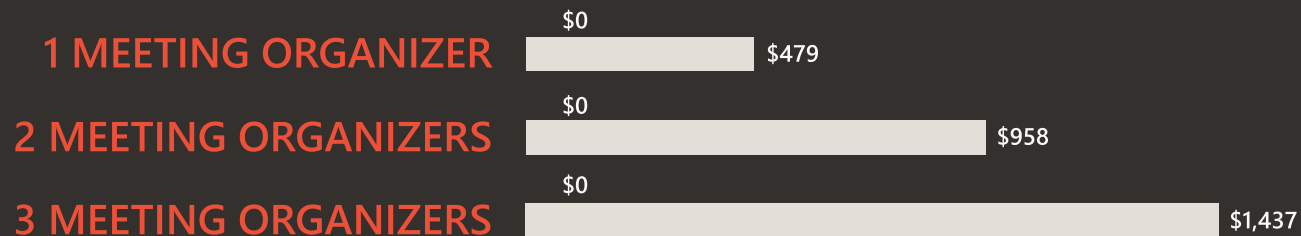
\$479 per organizer per month
meetings over 1,000 attendees

 Skype for Business

SKYPE MEETING BROADCAST

\$0* included in E1, E3, and E5 suites
all users have rights

MULTIPLE MEETING ORGANIZERS



*Assumes customer has E1, E3, or E5

SKYPE MEETING BROADCAST

**CONSOLIDATE ALL MEETINGS, EVEN VERY LARGE AND TOWN-HALL STYLE,
ON SKYPE FOR BUSINESS**



TCO—CONSOLIDATE ALL YOUR MEETINGS WITH ONE SOLUTION



EASE OF USE—IT IS A SKYPE MEETING!



UNLOCKS COLLAB—YAMMER, BING PULSE, AND Q&A MANAGER



CENTRAL IT MANAGEMENT

MAXIMIZING VALUE FROM MEETINGS

VALUE

IT

BUSINESS

4 Use Skype for Business for all your meetings

- Avoid redundant systems. Manage single directory.

- Greatest adoption and reach
 - Lower TCO.

3 Enable PSTN dial-in and dial-out

- Eliminate disperse audio and web conferencing solutions

- More predictable pricing
- increased user participation.

2 Organize large meetings and webcasts

- Single client and tool to manage, reduced user support.
- Integrated user directory.

- Greater audience reach
- ease of use and organize.

1 Use web conferencing

- Simpler management
- Greater insights on usage & control.

- Travel and expenses reduction
 - vendor consolidation.

MAXIMIZING VALUE FROM VOICE

VALUE

IT

BUSINESS

3 Use Skype for Business for all voice needs

- Avoid redundant systems integrated and single directory.

- One communication tool.
 - Lower TCO.

2 PSTN Calling

- Fast enablement of phone numbers.
 - Simple & central management.

- More predictable pricing.
 - Ease of procurement.

1 Cloud PBX

- Single administration.
 - Ease of on/off-boarding.
- Greater insights on usage & control.

- Anywhere business phone.
 - Vendor consolidation.

SYSTEM INTEGRATOR BRINGS THE END-TO-END SOLUTION

SYSTEM INTEGRATOR

Customizations and interoperability with complex telephony solutions

Drive usage through entire customer lifecycle

Meeting and Cloud PBX rapid deployment



CUSTOMER



TECHNOLOGY PARTNERS

Multiple hardware and software solutions



NETWORK OPERATORS

Deliver network e.g., ExpressRoute (can also play role of SI)

OFFICE 365 - THE MODERN WORKPLACE

CLOUD collective

antares 

BUILDING INTELLIGENT BUSINESS SYSTEMS IN THE CLOUD

- SharePoint Solutions
- Microsoft Productivity (Yammer, Groups, Teams)
- Dynamics 365 (CRM)
- Data Warehousing
- Power BI & Data Analytics
- Azure Platform-as-a-Service
- Mobility – Xamarin/HTML5

Modality
systems

A GLOBAL PROVIDER & TRUSTED PARTNER

- Cloud PBX
- PSTN Conferencing
- PSTN Calling
- IM, Online Meetings, Meeting Broadcast
- Connected Communications
- Advanced Collaboration

 quorum

EFFECTIVE TECHNOLOGIES TO GAIN AN ADVANTAGE

- Azure Infrastructure
- Exchange Online
- Enterprise Mobility and Security
- Business Continuity and Disaster Recovery
- OneDrive for Business
- Networking / Express Route
- Office 365 ProPlus
- Education & Enablement

Questions to ponder...

What does it take to run high-quality real-time communications service globally?

How does the quality of network impact the quality of calls?

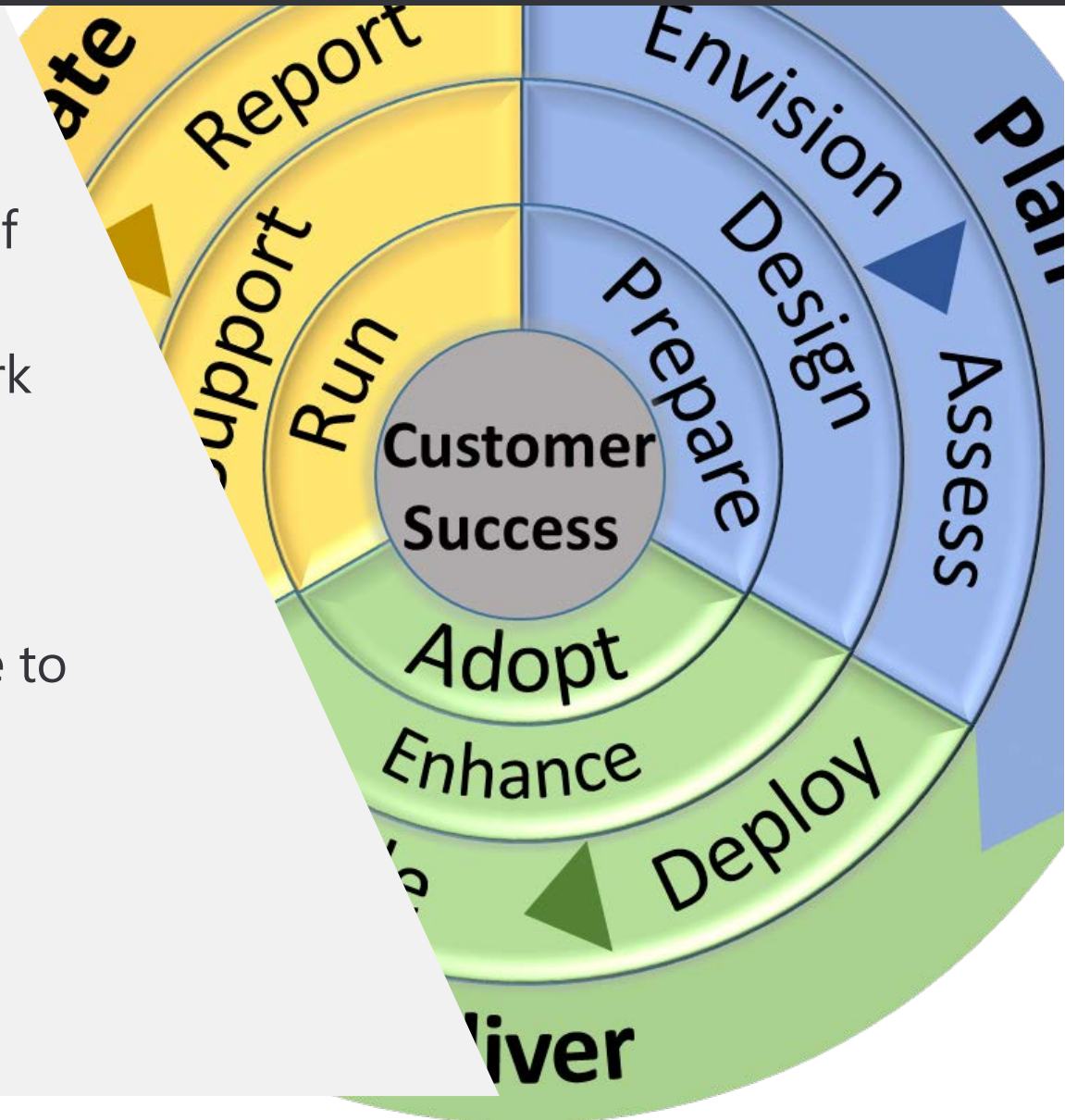
What are the right tools & approach to assess network readiness?

What steps do I need to take before moving to the cloud?

How to interconnect existing telephony infrastructure to the cloud?

What adoption practices will drive habitual usage of Skype for Business?

Who are the certified partners to help with ongoing managed services?



Skype Operations Framework (SOF)

SOF defines and enables the right way to deploy or migrate every time, delivering success.

Best-in-class planning, delivery and operation methodology

Standardized recommended practices to ensure quality experience and fills gaps in tools, readiness and process

Repeatable and evolutionary for existing and new implementations

Validated by engineering at customers and endorsed by partners

Enables focus on core competencies rather than creating delivery methodologies

Provides a common language to use across the ecosystem



CUSTOMER SUCCESS STORIES

The Savills logo is displayed in a bold, red, lowercase sans-serif font. The letters are thick and rounded, with a distinctive dot on the 'i'. The logo is positioned on the left side of the slide, set against a solid yellow background that occupies the left half of the image.

savills

NATIONAL
SKYPE
ROLLOUT TO
650 STAFF

COMPLETE
MANAGED
SERVICE

GLOBAL 0365
CLOUD PBX
DEPLOYMENT
REPLACING AVAYA

COMPLETE CLOUD
COMMUNICATIONS
MANAGED SERVICE

**WOODS
BAGOT™**

NATIONAL 0365 CLOUD PBX
DEPLOYMENT TO 150 USERS
REPLACING SIEMENS

COMPLETE CLOUD
COMMUNICATIONS
MANAGED SERVICE



NEC PABX REPLACED BY OFFICE 365
CLOUD PBX FOR 400 USERS

COMPLETE CLOUD
COMMUNICATIONS MANAGED
SERVICE



SUMMARY

- 
- TRANSFORMATIONAL ERA FOR COMMUNICATIONS
 - OFFICE 365 IS THE ONE PLATFORM FOR MEETINGS AND VOICE
 - ORGANIZATIONS AROUND THE WORLD ARE ADOPTING O365 FOR MEETINGS AND VOICE
 - MICROSOFT HAS A WIDE NETWORK OF PARTNERS TO HELP
 - TAKE NEXT STEPS TO PROVE THE VALUE OF THESE SOLUTIONS FOR YOUR ORGANIZATION



Questions?



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