



Unified Communications Keeping Government Lean by Keeping It Connected

Unified communications brings together tools for digital communication and collaboration and presents them as a **single, consistent user experience**. The more seamless the experience, the better connected your people will be.

Bring people
(virtually) face to face.



Exchange email,
data, and documents.



Deliver savings
from the cloud.

Seamless Integration

of presence across rich collaboration tools: IM, desktop sharing, audio, video and web conferencing

Lync Online
Lync Server 2013

Enterprise Messaging

with built-in protection and anywhere access

Exchange Online
Exchange Server 2013

Simplified Collaboration

with presence-enabled document sharing and editing

SharePoint Online
SharePoint 2013

Productivity

at the office or on the go using the apps your people already know

Office 365
Office

Realizing the Value of Unified Communications



Enterprise Voice (EV)

EV adds advanced Lync features for better value.

Hold, forward, transfer, divert, park



Call through the PSTN



Seamless user experience with Exchange Unified Messaging:



Combine voice mail and email into one mailbox



Listen to voice mail through inbox or telephone



70% of these companies chose to accelerate deployment to get immediate benefits.

Why do they want Lync with EV?

1. Lower total cost of ownership than PBX
2. Already have Lync IM and presence
3. Voice features available for Microsoft SharePoint, Exchange, and Office
4. Already have Lync web and audio conferencing
5. Offers all the voice functionality they need
6. Ease of telephony management

"Implementing Lync with Enterprise Voice is a **natural extension** of our company's investments in Microsoft desktop applications."

- Statement most strongly agreed with by surveyed large enterprises

Source: InfoTrack for Unified Communications: Impact of Microsoft Lync on the Enterprise Voice Market—2013
www.microsoft.com/en-us/news/itanalyst/docs/07-10-13lync.pdf

Unified Communications



Montgomery County
\$500,000 saved (on 3rd party apps) by choosing Office 365 over Google Apps



Cherokee Nation
\$65,000 saved (annually) by using IM and web conferencing



State of Montana
\$63,000 saved (in maintenance annually) by switching from Blackberry



State of Minnesota
\$800,000 saved (per upgrade) by using Office 365 over server apps



San Bernardino County
"6 hours can be gained per employee per week" by giving departments effective video-conferencing capabilities through unified communications"

- Jake Cordova, Division Chief of the Information Services Department, San Bernardino County

* Google Apps customers must use third-party solutions to get key functionality that Office 365 offers as standard features.

"We are already seeing a return on investment just from **eliminating manual backups** and other maintenance.... By a margin of three to one, our business users found Office 365 to be far **more secure, less disruptive, and a better fit** for their average workday than Google Apps."

- Anthony Olivieri, Director of IT, Montgomery County

Learn more about how Government is putting unified communications to work:

- Cherokee Nation www.microsoft.com/casestudies/Case_Study_Detail.aspx?casestudyid=71000000331
- Montgomery County, Pennsylvania www.microsoft.com/casestudies/Case_Study_Detail.aspx?casestudyid=710000003136
- State of Montana www.microsoft.com/casestudies/Case_Study_Detail.aspx?casestudyid=4000009899
- State of Minnesota www.microsoft.com/casestudies/Case_Study_Detail.aspx?casestudyid=4000011770
- San Bernardino County, California www.microsoft.com/casestudies/Case_Study_Detail.aspx?casestudyid=710000000780