

Microsoft Office 365 Cloud Voice Enablement

Office 365 & Skype for Business Market Opportunity

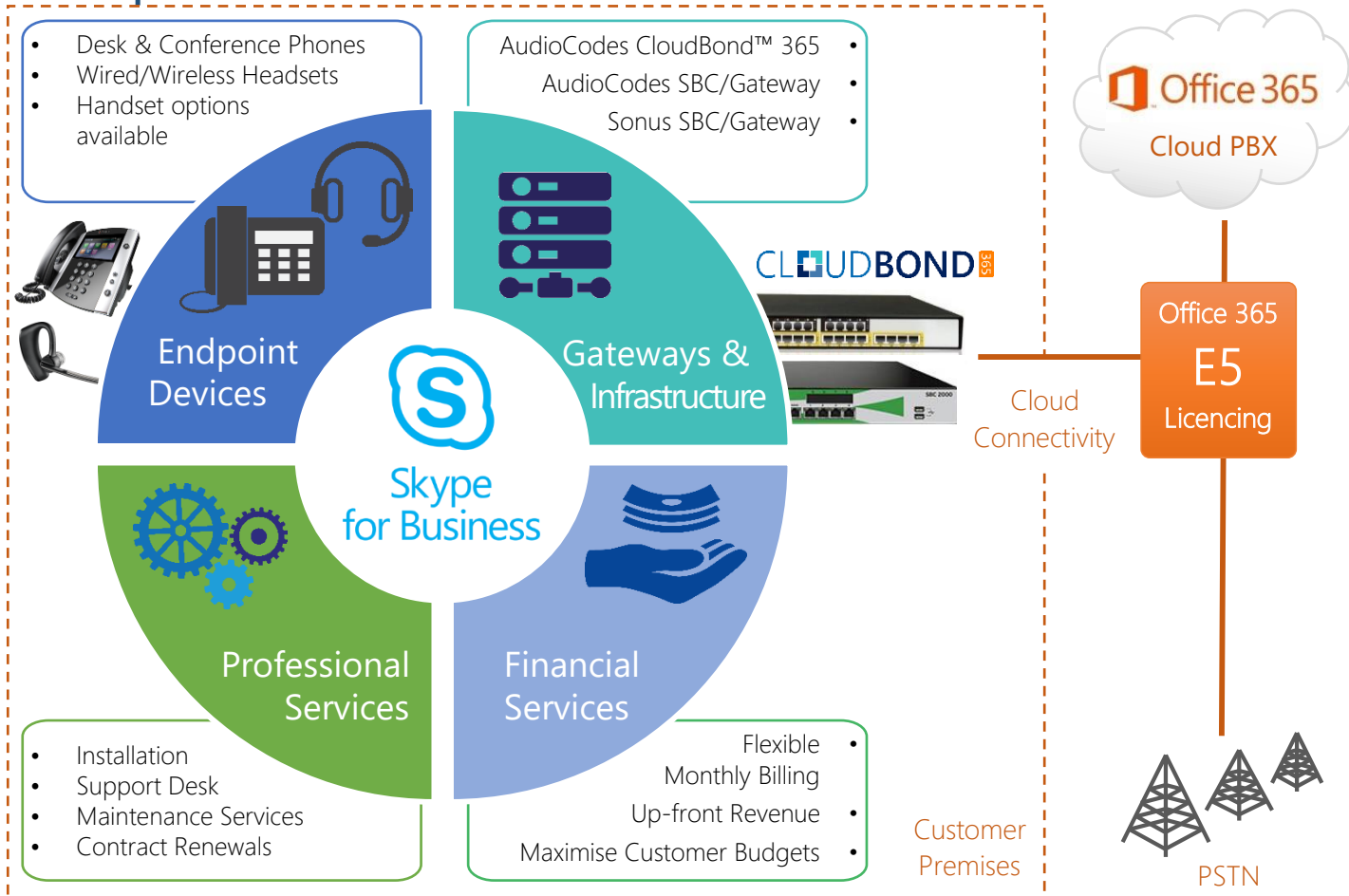
Microsoft Office 365 customers choosing the new Office 365 E5 subscription, not only get Instant Messaging/Presence, HD Video Meetings, desktop sharing (and more) but can now also enjoy the Skype for Business Cloud PBX feature. Enablement of Cloud PBX delivers a truly collaborative experience, enabling users to make and receive calls on a range of devices whilst in the office or on the road, all from the cloud. The Cloud PBX functionality also enables partners to actively promote and sell associated infrastructure appliances and user devices, ensuring a high quality end user experience while addressing the maximum revenue potential.

Cloud PBX & UC Market to reach
\$15bn by 2019
 Infonetics Research. 2015

Partners that sell a complete UC solution...

- maximise customer wallet-share, increasing average deal size
- deliver telephony grade quality of service and maximise user adoption
- enjoy recurring licence and maintenance service revenues
- avoid negative user experiences caused by use of unqualified 3rd party additions such as lo-cost headsets
- accelerate and simplify time to market utilising Westcon’s demonstration facilities, solutions design, financial services and professional services

The Components of an Office 365 Cloud Voice Sale



Microsoft Office 365 Skype for Business Cloud Bundles

CLOUD50

For organisations that want core voice communications functionality delivered by Office 365.

Requires separate server with Microsoft Cloud Connector Edition application installed (not included).

CLOUD50 Summary:

- On-site SBC or Voice Gateway appliance
- Support for up to 50 Cloud Users
- Telephony Hosted in the Cloud with on-premises PSTN connectivity
- Voice, Video, IM, Presence & Collaboration
- Integrate with existing telephony assets
- Retain existing service provider contracts

Starting from **\$25.50** per user, per month

ONPREM50

For organisations looking to provide Enterprise Voice and Unified Communications to cloud users.

ONPREM50 Summary:

- Option of Skype for Business in-a-box appliance or integration to Skype for Business infrastructure using SBC or Voice Gateway appliance
- Support for up to 50 Users
- Mix & Match Skype for Business On-Premises and Cloud Users
- Full Business-grade, On-Premise Telephony and Unified Communications solution
- Option for customisation with Applications such as Contact Centres and Voice Recording

Starting from **\$36.75*** per user, per month

CLOUD150

Increased support for up to 150 Users

Starting from **\$11.50** per user, per month

ONPREM150

Increased support for up to 150 Users

Starting from **\$18.95*** per user, per month

All Packages include:

- Appliance Installation
- 1st Year's Support & Maintenance
- Choice of Jabra, Plantronics or Sennheiser wired UC Headsets
- Pre-sales solution design, sales support & account management

Pricing excludes Microsoft Office 365 licencing and Service Provider contracts
*For Green field appliance based solutions

Device Upgrades

per user, per month

Skype for Business Certified Desk Phones

from an extra **\$12.50**

Wireless UC Headsets

from an extra **\$10**

More Users?

More Features?

All Bundles can be fully customised to your customer's individual requirements.
Just ask!



All packages prices are shown at indicative end user pricing based on a 12 month - monthly in advance payment profile, provided by Westcon Financial Services, at the end of which all equipment is owned by the end user (excludes Microsoft application licensing). Subject to credit review and approval. Prices exclusive of VAT. All logos are copyright of their respective owners. E&OE.

Find out more...

Learn how to qualify and position Skype for Business customer opportunities with our '5 Minute Expert Guides' and 'Tell Me About... Solutions Guides' available for free download at <http://thelibrary.solutions>

Then contact your Westcon account manager or our UC Sales experts on 01293 806002 for a quotation.

The Westcon portfolio incorporates everything you need to sell Skype for Business:

Legacy PBX Integration • Wireless Handsets • Contact Centres • Call Recording • Video Solutions
SMART Collaboration Displays • Network Infrastructure • Desktop & Application Security