



Skype for Business

Connecting people everywhere
to achieve more, together

<Your name here>





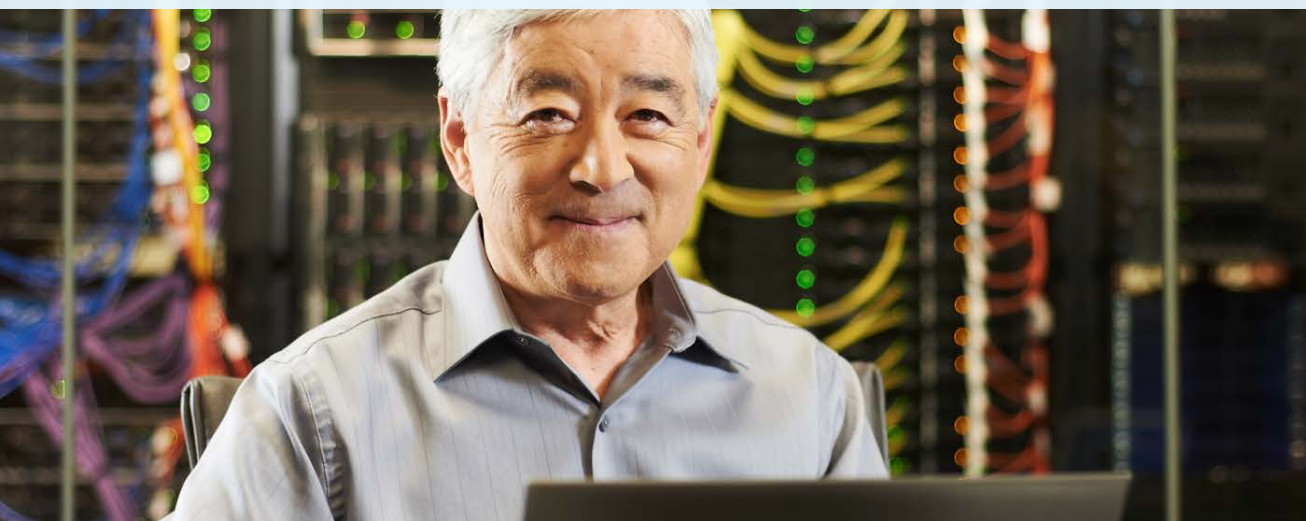
Full Lync feature set



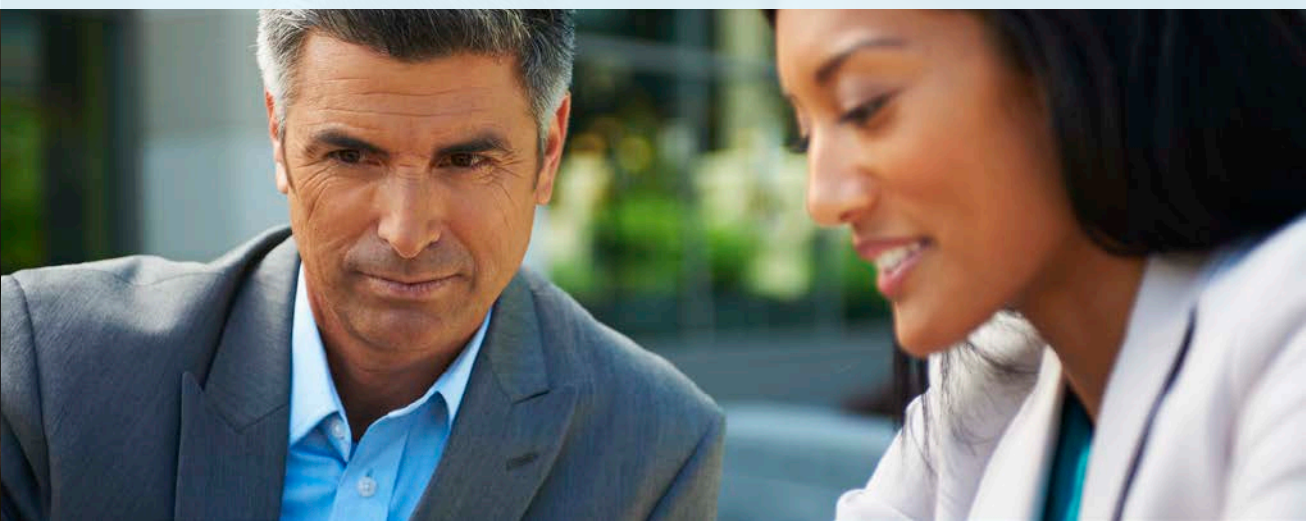
Design inspired by Skype

Introducing Skype for Business

Server, hybrid, and cloud



Enterprise grade



For users



Skype look-and-feel for easy adoption

Voice and video connectivity to the entire Skype network

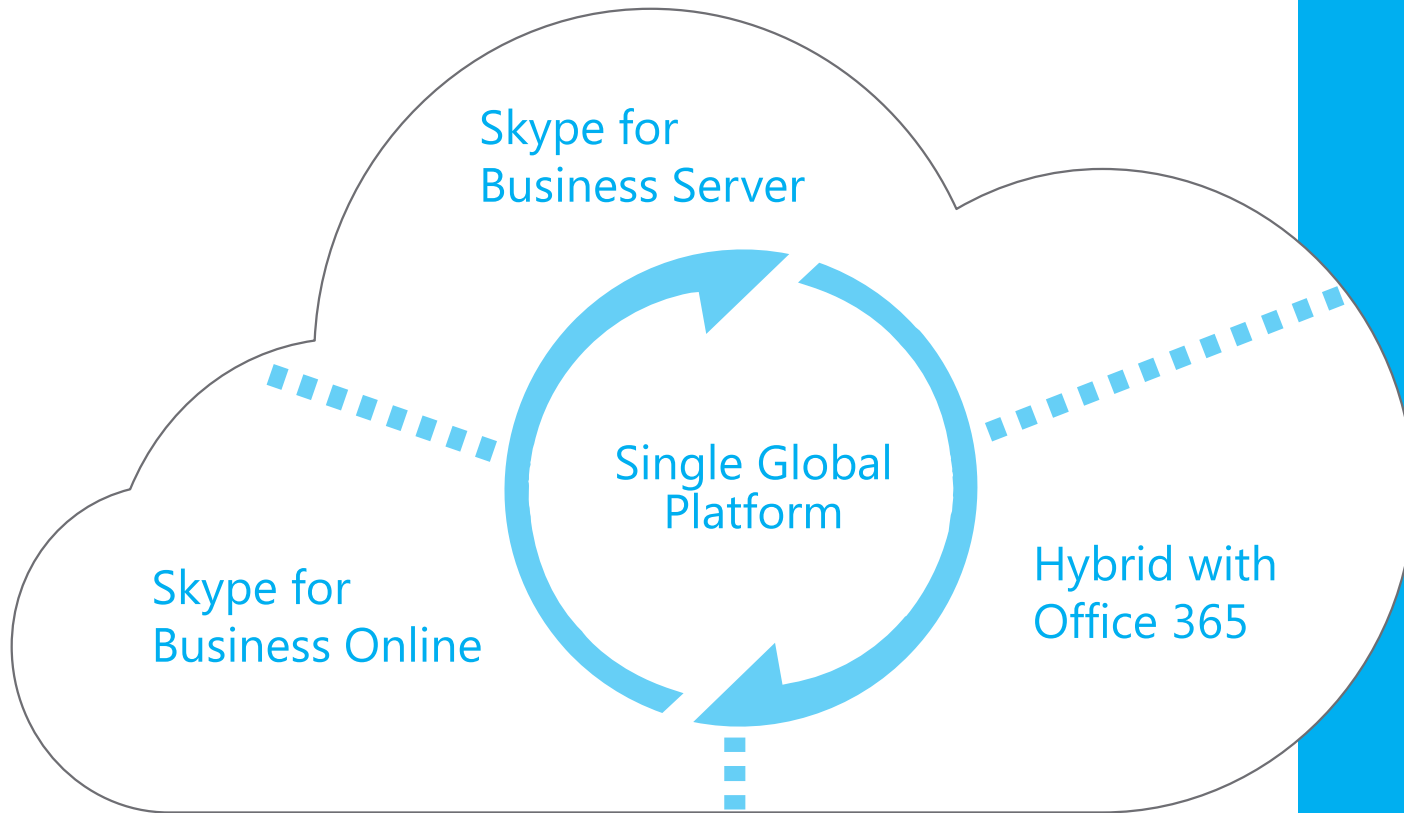
Full enterprise communications feature set

- Instant messaging and presence
- Online meetings, with voice, video, content
- Enterprise voice

Cross platform support, from small to large

- iOS, Android, Windows, Mac
- Smartphones, Tablets, PCs
- Skype Room Systems and Surface Hub

For IT



New Server with enhanced features, reliability, and legacy interoperability

Updated Service including thousands of attendees per meeting

Option to augment on-premises with Office 365 for greater scale and capability

Flexibility to migrate some or all communications to Office 365 over time

Easy to use

Anywhere

Integrated with
Office

To get work
done faster

Help your people be more
productive



Unleash your teams



Collaborate

Wherever you are

Without travel

With audio, video, content,
and whiteboard

From small to large screens

Add Skype-powered **video calling** to your customer portals

Gather **any group of people** in Skype for Business meetings

Share presence and instant access with any **supplier, partner, or customer** on Skype

Extend your reach



Reduce complexity



Eliminate separate meeting services

Eliminate separate PBX systems

Consolidate system management

Cut data center footprint

Market endorsement



Leaders Quadrant in Gartner Unified Communications, Corporate Telephony, and Web Conferencing Magic Quadrants*

Leaders Band of Forrester Wave for Unified Communications*



#1 Microsoft is preferred by more customers than any IP PBX vendor, as reflected in surveys** and purchase statistics***



79% of U.S. enterprises are currently deploying or planning to deploy Lync, including telephony**

* Reprints available at

<http://news.microsoft.com/analyst-reports/>

**T3i Research, [Impact of Microsoft Lync on the Enterprise Voice Market](#)

***Office blogs, [Leadership in Telephony is about much more than telephony](#)

** Dates are directional in nature, and subject to change*

Skype for Business timeline*

Skype for Business Clients, Server, Online

General availability in 1H CY15

Complete Meeting Solution in Office 365

Hybrid scenarios with broadcast meetings in 2H CY15, Cloud recording to follow

Enterprise voice in Office 365

US in 4Q CY15, multiple European countries in CY16, beyond in CY17

Skype for Business is Cloud First

Scenario parity with Server, Global support in FY17

2015

2016

2017

Migrating to Skype for Business

Current Lync usage	Next step
No Office 365 No Lync Server	Deploy Office 365 Run all meetings on Skype for Business Build EV migration plan to cloud
Office 365 only	Remain on Office 365 Run all meetings on Skype for Business Build EV migration plan to cloud
Lync Server, Some workloads	Upgrade to Skype for Business Server Add Hybrid for Broadcast meetings and Cloud recording Begin EV migration to Server, and refine long term plan with O365 roadmap
Lync Server All workloads	Upgrade to Skype for Business Server Add Hybrid for Broadcast meetings and Cloud recording Continue EV migration to Server, and refine long term plan with O365 roadmap



Additional Resources

- [Forrester TEI of Lync 2013](#)
- [Microsoft IT "Empowering Employee Mobility with New World of Work"](#)
- [Case study on HP's use of Lync](#)