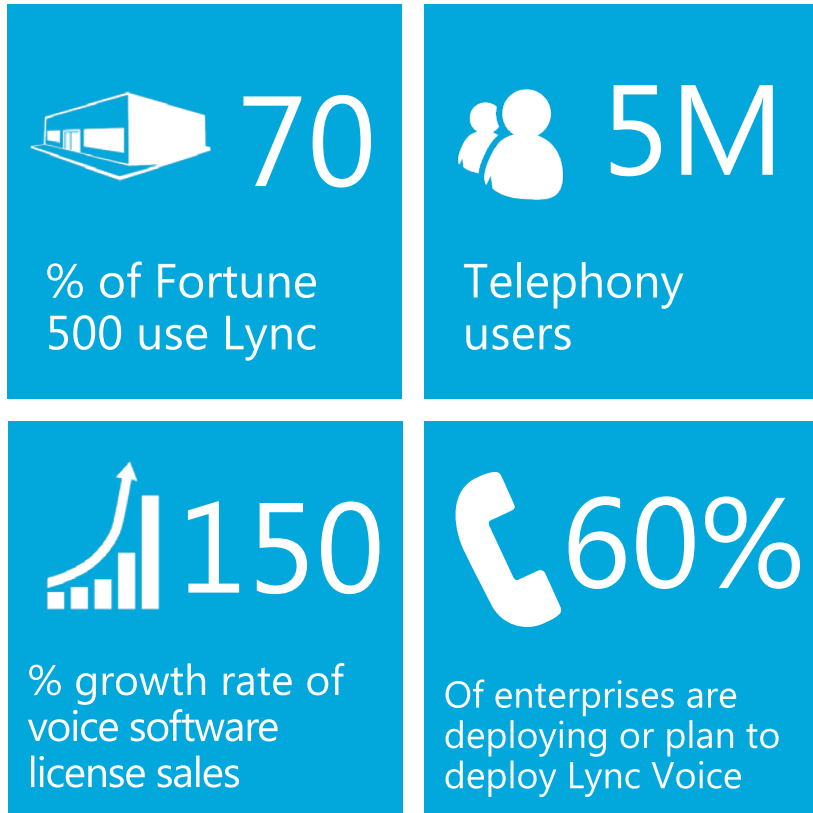


# Evidence

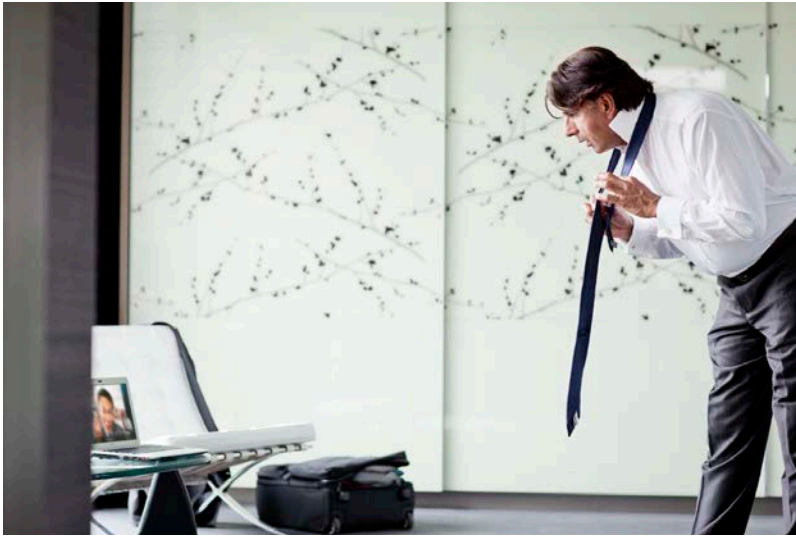


# Lync Voice Customer Momentum

*"Microsoft is now shipping more enterprise voice lines than any other technology company in the world."*  
Kevin Turner, 2013 Financial Analyst Meeting



## Communications for the enterprise to the consumer



**73**  
markets WW



**90**  
of Fortune 100



**1000**  
partners



**30%**  
user growth YOY



**600B**  
minutes/year



**300M**  
connected users

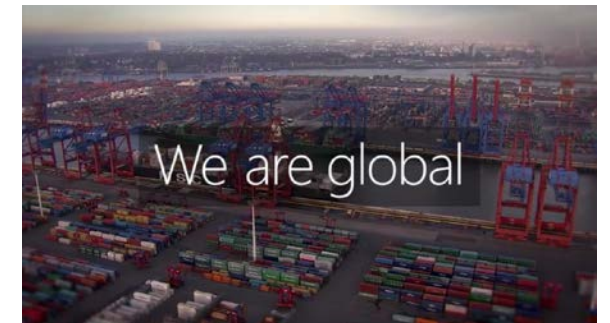
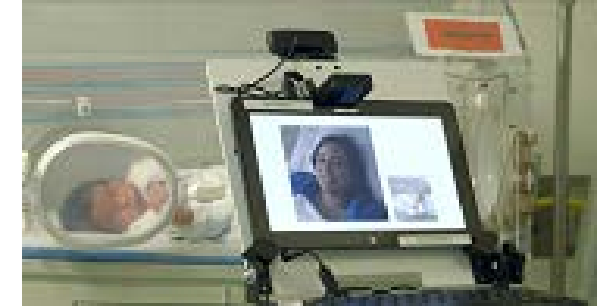




# Lync Business Momentum

## Hot off the press customer videos:

- [Case Study video: Hospital Uses Lync to Bring Parents and Their Newborns Together](#) - Hackensack University Medical Center (HUMC) chose Lync as its communications platform to help enhance patient experience, patient outcomes, and to allow them to connect with each other. Lync provides a simple, secure, and cost-effective way for parents to see and bond with their babies in the neonatal intensive care unit (NICU) when they cannot be together physically.
- [Medical Center Uses Lync to Connect Parents with their Newborns in NICU](#) - See how this hospital uses Lync on Windows tablets to connect parents with their newborns in the NICU when they can't be together physically.
- [Nedbank Video Case Study: Video Banking Powered by Lync](#) - Nedbank and Microsoft are realizing the branch of the future today. Nedbank initiated a program called the Integrated Channel Strategy, focusing on client centered banking experiences using Microsoft Lync. The client experience is integrated and aligned across all channels and seeks to bring about efficiencies for the bank. Video banking with Microsoft Lync gives Nedbank a competitive advantage.
- [Integreon Lync Case Study Video](#) - By providing Lync to its 2200 employees around the world, Integreon has seen connections between colleagues grow, a reduction in business costs, and a level of productivity that they had never seen before.
- [Integreon Uses Lync to Connect with Students at Rotary Sanskardham Academy](#) - Integreon, a global legal services firm, uses Lync to increase the impact of its corporate responsibility program. It leverages Lync to connect its associates located around the world with students at Rotary Sanskardham Academy in Mumbai, a school for hearing impaired children.
- [Lync Conference - Come Together video](#)



# Charter School Unifies Communications Environment to Drive Academic Innovation



YES Prep Public Schools in Houston, Texas is an open enrollment charter school system with 1,100 teachers and staff serving 9,000 sixth-grade through twelfth-grade students at 13 campuses.

## Benefits

- Drives academic innovation
- Simplifies systems and processes so teachers can focus more on academics and less on technology
- Supports growth to provide more learning opportunities for more students.
- Controls costs with more than US\$200,000 in savings, supports high availability, and mitigates disaster relief risk



## Situation

To help close the achievement gap and enable learning for students in Houston, Texas, YES Prep Public Schools wanted to simplify systems and processes, unify its communications, and drive academic innovation while supporting continued growth, controlling IT costs, and maintaining high system availability.



“We are using Lync 2013 to distribute more information to more people, which makes the educational experience so much better for the student. There is no price tag you can put on that.”

Troy Neal, Director of Technology,  
YES Prep Public Schools

# Wireless leader moves to unified communications to enable an all-wireless workplace



Sunnyvale, California-based Aruba Networks provides access management, network infrastructure, and mobility application solutions to create next-generation mobility networks.

## Benefits

- Reduced costs, with more than \$2.5 million at its headquarters alone
- A more connected user experience
- Flexible staffing and enhanced management capabilities



## Situation

Aruba Networks had an aging PBX system and recognized that it needed to either make a significant investment in both a new PBX system and additional switches or look for a different way to handle communications companywide.



“For our headquarters alone, we’ll be able to save more than \$2.5 million in PBX modernization and desk switch port elimination, thanks to our implementation of Lync Enterprise Voice.”

Alex Derafshan,  
Senior Director of IT Systems,  
Aruba Networks

# “Wet Infrastructure” Firm Gains Competitive Edge Through Collaboration Tools Upgrade



Broomfield, Colorado–based MWH Global provides engineering, construction, and management services for some of the largest “wet infrastructure” projects in the world.

## Benefits

- Competitive advantage
- Significant cost savings
- Increased productivity
- Ability to work wherever and whenever
- Greater sense of community



## Situation

MWH Global wanted to streamline and accelerate the collaboration process and provide employees with a unified set of communications tools to empower them to work in whatever ways they want to stay productive, share ideas, and better serve the firm’s customers.



“Our use of Lync is causing a positive cultural shift in our work environment, one that’s proving to be a competitive differentiator and helping employees in 35 countries operate as more of a team.”

Gregory Tornrose,  
Global Director of IT Operations,  
MWH Global

# Legal Services Firm Boosts Productivity with Unified Communications Solution



Integreon provides legal discovery services, research, and business and technology support services to more than 250 clients worldwide. It has 2,000 employees in 17 locations around the world.

## Benefits

- Saved US\$200,000
- Increased productivity by 30 percent
- Stronger employee engagement



## Situation

Professional services firm Integreon wanted to better connect its global business. The company set out to find a unified communications solution that made it easier to set up online meetings and offer more ways for colleagues to stay in contact.



“Because people can meet online with minimal effort, and the experience is so familiar and intuitive, they connect to solve problems in a more agile way.”

Bob Gogel, CEO, Integreon



# Microsoft

# 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](#)

# Customers Are Already Benefiting



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



**38%** of U.S. enterprises prefer Microsoft for voice; more than any other vendor\*\*



**\$2.4M** Net Present Value (NPV) over 3 years\*

\* Forrester, Total Economic Impact of Microsoft Lync 2013  
\*\*T3i Research, Impact of Microsoft Lync on the Enterprise Voice Market



“Every month, Lync gives our company back over half-a-million minutes of productivity... Lync has made HP a more flexible, nimble, and responsive enterprise.”



“As we deploy Lync 2013 enterprise voice across the entire company, we will save more than \$3 million over the next three to five years.”



“We have shifted more than 90 percent of our audio conferencing minutes onto Lync Server, which has saved Shell considerably.”

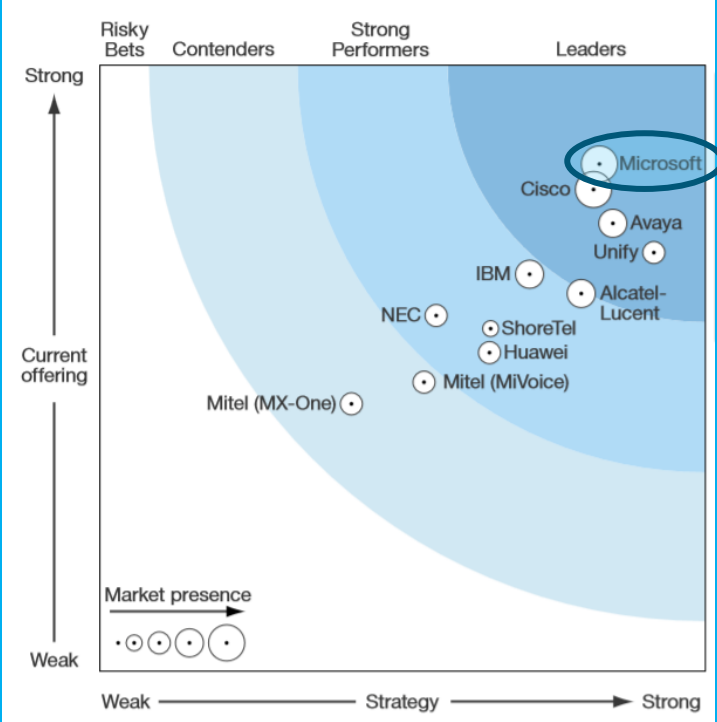


“The fact that all the Microsoft applications have the same underlying management infrastructure is great. It expands the work that our administrators can do.”



# We are leading across the board

Forrester Wave™: On-Premises Unified Communications and Collaboration, Q2 '14



Gartner MQ – Corporate Telephony



Gartner MQ – Unified Communications

