

Lync Online

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Agenda

- What's Office 365
- Lync Online
- Q & A

What is Office 365?

Latest productivity services in Microsoft's public cloud + the latest apps

Exchange
Online

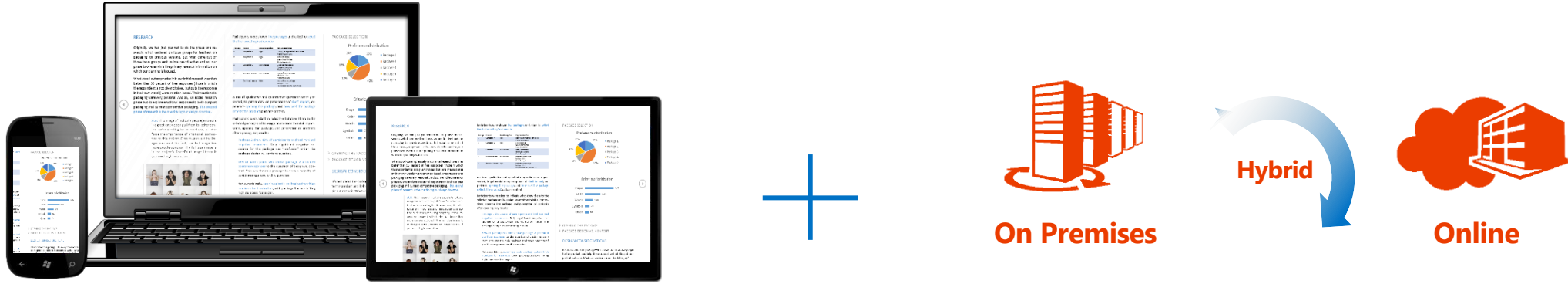
Lync
Online

SharePoint
Online

Office 365
ProPlus



Microsoft's Productivity Vision



Best experience across devices

Cloud on your terms

Messaging

Voice & Video

Content Management

Enterprise Social

Reporting & Analytics

Integrated best-of-breed solutions



World-Class Data Centers




- \$2.3B+ investment in cloud infrastructure
- Geo-redundant data centers
- Locations in Americas, Europe, and APAC
- 99.9% uptime Service Level Agreement (SLA)
- Secure infrastructure
- Built from the ground up to be environmentally sustainable
- Focused on last-mile excellence

Unified Communication and Collaboration



Applications used every day



Office Apps

Lync

Enterprise-ready
Unified communications platform

g Telephony

Persistent Chat

Voice Mail

The central blue tile features the Lync logo and the text 'Enterprise-ready Unified communications platform'. Below this text is a horizontal row of five white icons: a speech bubble, a video camera, a laptop with a video camera, a calendar with an envelope, and a telephone handset. To the left of the central tile are two other tiles: an orange one with a calendar and envelope icon labeled 'Office Apps', and a dark grey one with three people and a speech bubble icon labeled 'Persistent Chat'. To the right are two more tiles: a green one with a telephone handset icon labeled 'Telephony', and a grey one with a speech bubble icon labeled 'Voice Mail'.

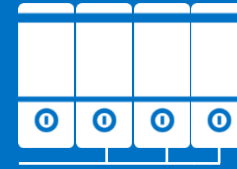
Lync Online benefits



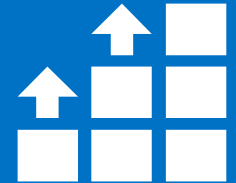
Fastest path to unified communications



Safe and secure in the cloud



Managed infrastructure



Transparent & quarterly updates



Simplified administration



Deployment flexibility



Complement PBX deployments

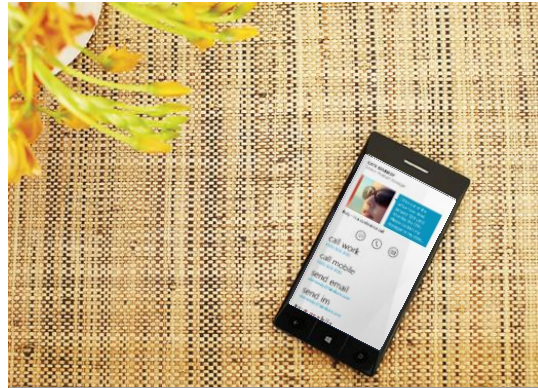
What's new in Lync?

Be there without going there



Multiparty HD video and content sharing

- Video gallery
- HD video or high resolution photos of attendees
- H.264 SVC support
- Personalized collaboration experiences
- Intuitive controls



Modern, mobile and web clients

- Consistent and familiar clients
- Immersive experience optimized for touch
- Mobile client experiences designed for the device
- Lync Web App for browser access to meetings



Social and integrated design

- Single identity across business and social applications
- Shared contact card
- Communicate directly from within Office
- OneNote Share
- SharePoint integration



Federation with Skype

- Communicate with anyone on Skype
- Share rich presence information
- Secure and archived Instant Messaging
- Peer to peer voice

Multiparty HD video gallery & H.264 SVC support

Multiparty HD
video and
content
sharing

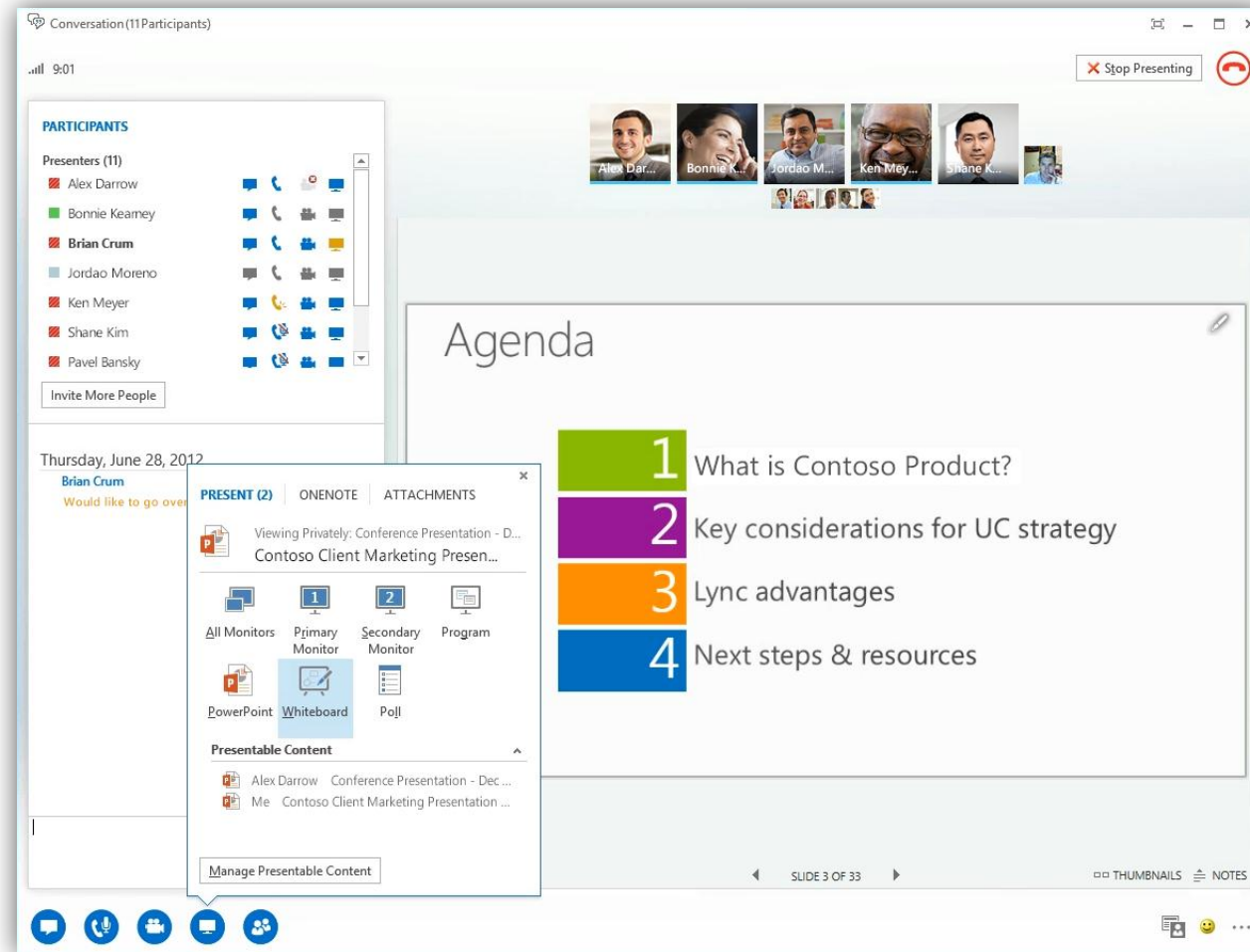


Enable great meeting experiences & collaboration

Lync

Presenter controls to optimize for meeting type

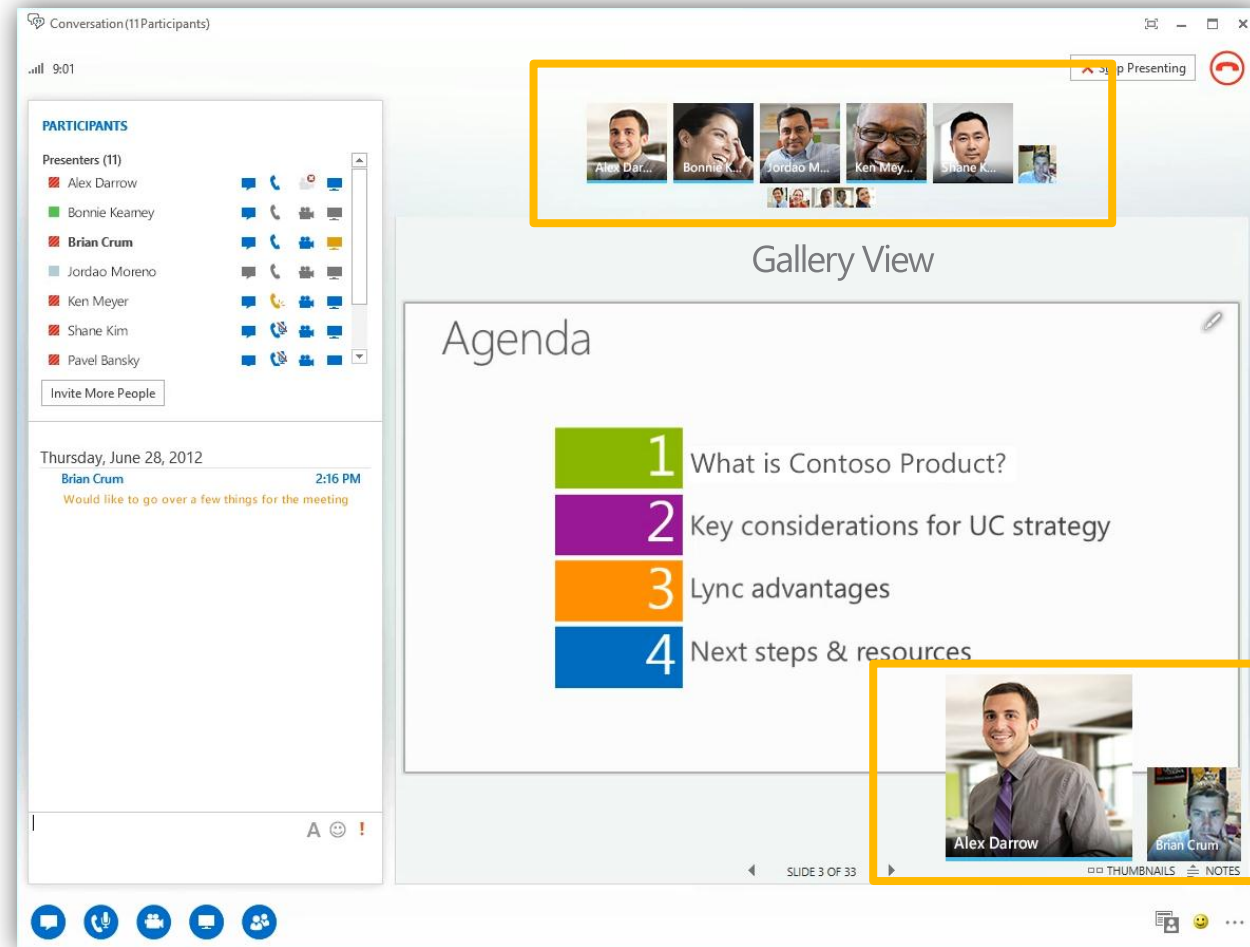
Multiparty HD video and content sharing



Enable great meeting experiences & collaboration

End user
selected views
of content and
people

Multiparty HD
video and
content
sharing



Speaker View

Enable great meeting experiences & collaboration

Lync

Choice of clients

Lync 2013

Lync 2013 Basic

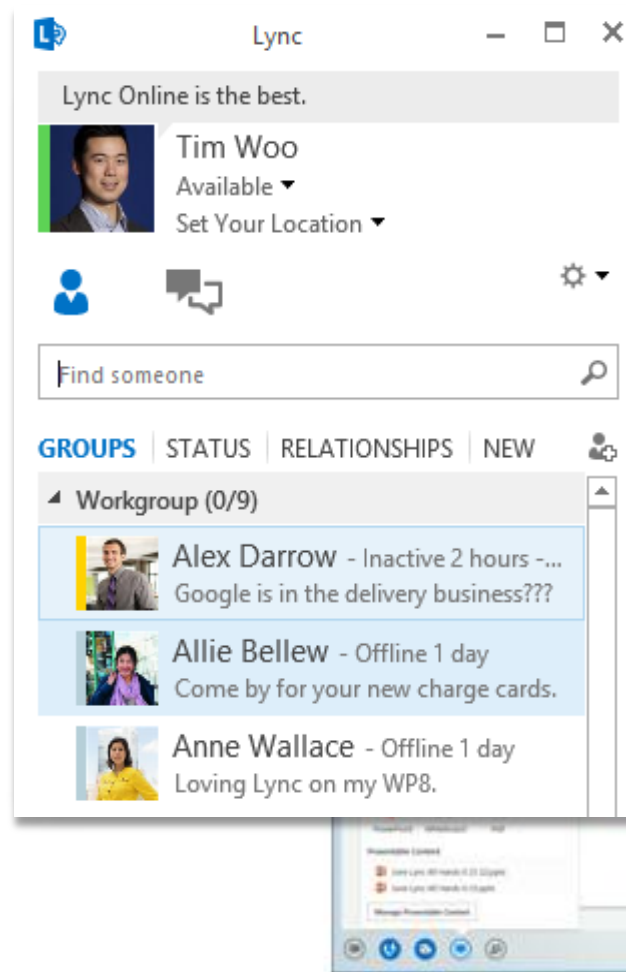
Lync Windows Store App

Lync Web App

Lync Mobile

Lync for Mac 2011

Lync Room System



Modern,
mobile and
web clients



Lync is familiar and engaging,
across a variety of devices and platforms

Lync

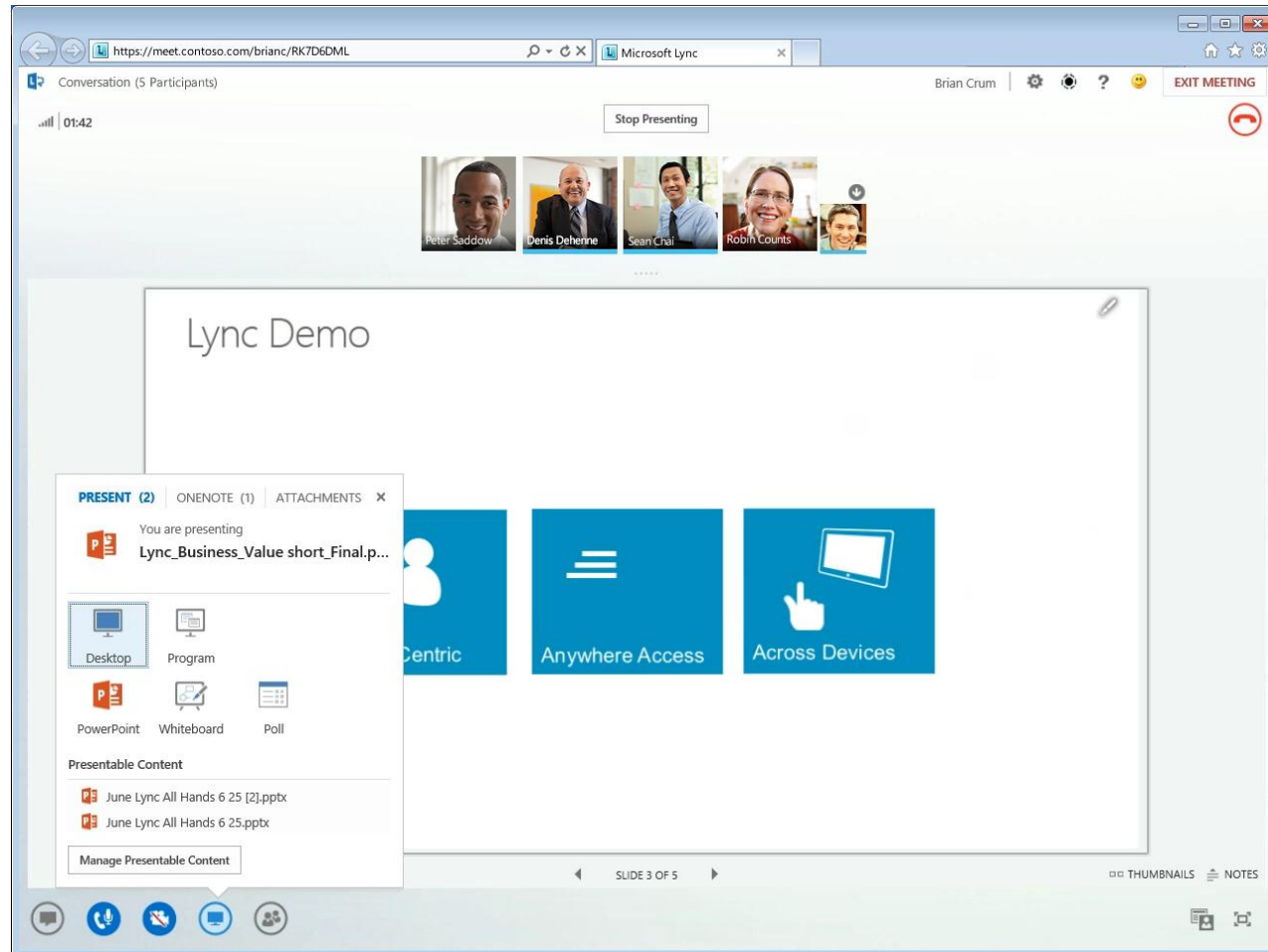
Mobile client experiences designed for the device



Lync is familiar and engaging, across a variety of devices and platforms

Lync

Lync Web App for browser access to Lync Meetings



Modern,
mobile and
web clients

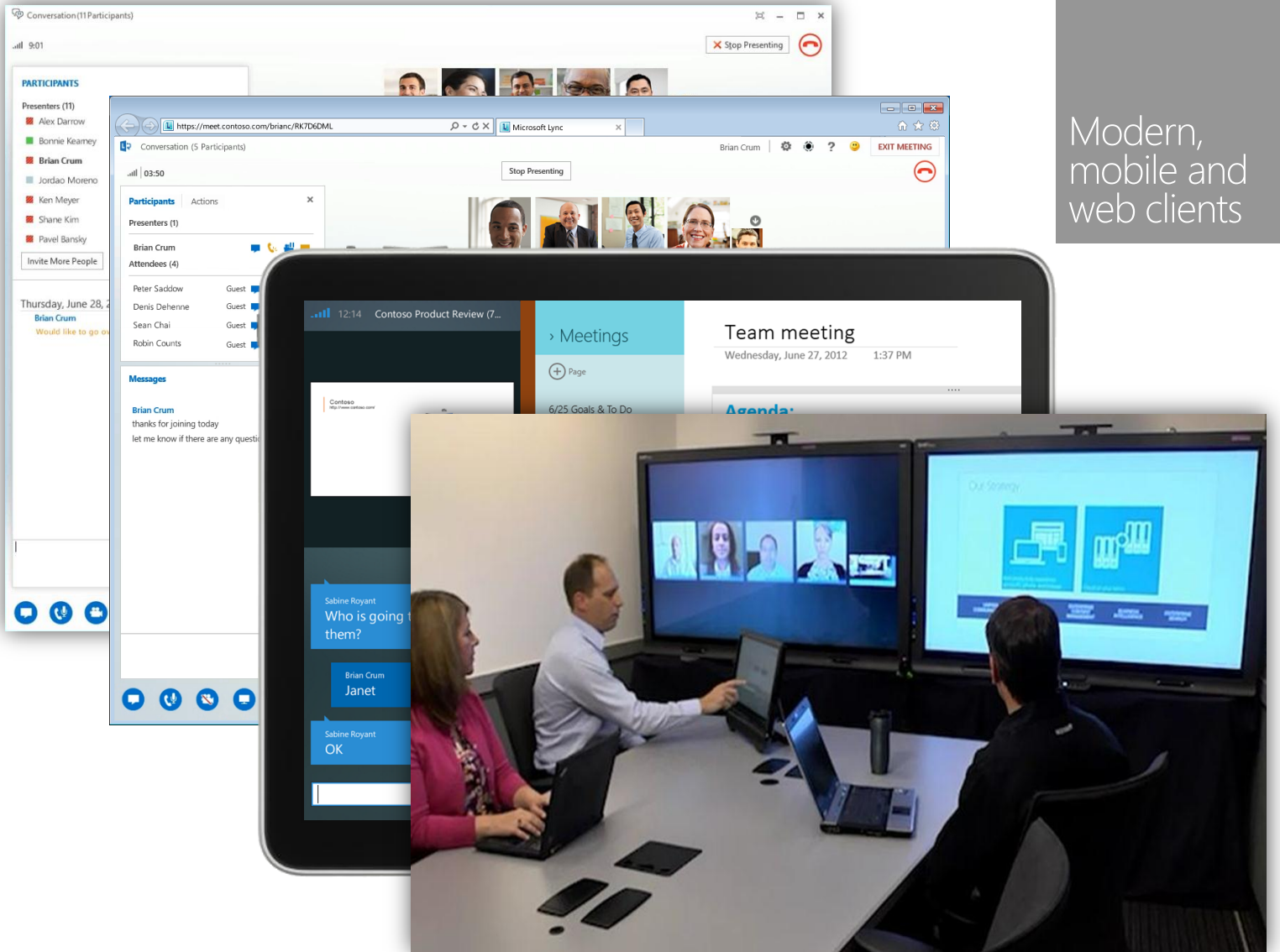
Lync is familiar and engaging,
across a variety of devices and platforms

Lync Room System

- Familiar Lync Meeting experience extended to the conference room
- Easy to setup, join and manage
- Simple to deploy
- Developed by Microsoft as a Lync endpoint
- Delivered by partners as a packaged solution



Great collaboration experiences from the desktop, browser, mobile device or conference room



Modern, mobile and web clients

Lync is familiar and engaging, across a variety of devices and platforms

Lync

Single identity
and shared
contact card
across business
and social
apps

The screenshot displays the Lync application interface. At the top, a window titled 'Lync' shows a message 'Lync Online is the best.' and a contact card for 'Tim Woo' who is 'Available'. Below this is a search bar labeled 'Find someone' and a 'GROUPS' section with a 'Workgroup (0/9)'. A contact card for 'Alex Darrow' is highlighted, showing his profile picture, name, and status 'Inactive (2 hours) - Mobile'. A detailed contact card for 'Alex Darrow' is overlaid, displaying his title 'Marketing Assistant, Sales & Marketing' and various communication options like 'Calendar', 'Send Email', 'Call Work', and 'Call Mobile'. To the right, a document window titled 't Word' shows a page with text and a 'Mark Knight' contact card. The document text includes: 'On the Insert tab, the galleries include items that are designed to coordinate with the overall look of your document. You can use these galleries to insert tables, headers, footers, lists, cover pages, and other document building blocks. When you create pictures, charts, or diagrams, they also coordinate with your current document look.' and 'Does this make sense to people?'. The status bar at the bottom indicates 'Page: 1 of 2', 'Words: 596', and 'PTS: COMP' with a 90% zoom level.

Social and
integrated
design

Connect people, communications
and the applications they use everyday

Lync

Communicate
with everyone
in your contact
list directly
from Office
apps,
SharePoint

Social and
integrated
design

The screenshot displays the Microsoft Outlook Preview interface. The window title is "Project Eagle - Inbox - Project Eagle - Microsoft Outlook Preview". The ribbon includes "FILE", "HOME", "SEND / RECEIVE", "FOLDER", and "VIEW". The left sidebar shows a folder tree for "SARAD@CONTOSO.COM" and "PROJECT EAGLE". The main pane shows an email from Sara Davis titled "Northwind Acquisition Details" with the text "Hello team, Here is the current set of". Below it is another email titled "Project Eagle" with the text "The team mailbox named 'Project Eagle' has ...". The right pane shows the email header with "To" and "Cc" fields, a "Message" icon, and a "Northwind CEO.JPG (638 KB)" attachment. The bottom status bar shows "ITEMS: 2", "ALL FOLDERS ARE UP TO DATE.", "CONNECTED", and a zoom level of "100%".

Connect people, communications
and the applications they use everyday

Lync

OneNote share, accessible directly from a Lync Meeting

Social and
integrated
design

The screenshot displays a Lync meeting window. The main content area shows a OneNote document titled "Agenda" with a list of four items, each preceded by a colored square and a number:

- 1 What is Contoso Product?
- 2 Key considerations for UC strategy
- 3 Lync advantages
- 4 Next steps & resources

The bottom of the window features a Lync toolbar with icons for chat, microphone, video, screen sharing, and a help icon. On the right side, a sidebar is open, displaying meeting details for "Demo Meeting" on Tuesday, November 08, 2011, at 3:38 PM. The sidebar includes sections for "Time and Location", "Participants" (listing Chris Chow, Kimberly Kamolz, Po-Yan Tsang, Tom Underhill, Dan Stevenson, Annika Blas, and Kitty Chow), "Content" (with a link to "Notes [1] (web)"), "Attachments", and "Notes" (listing topics A, B, and C).

Connect people, communications
and the applications they use everyday

Lync

The phenomenon of Skype

Federation
with Skype

Skype's Mission:

**TO BE THE GLOBAL
COMMUNICATIONS PROVIDER
THAT BILLIONS OF PEOPLE
DEPEND ON EVERY DAY
FOR SHARING EXPERIENCES.**

3000m

connected
users

> 300bn

minutes of video and voice minutes

40m

concurrent
users

~ 50%

of all Skype-to-Skype minutes include video

34%

of international calling minutes (combining
PSTN and Skype-to-Skype) are Skype-to-
Skype minutes



Federate with
Skype and
imagine new
ways to
collaborate

Business
to
Business

Business
to
Consumer

Employee
to
Family

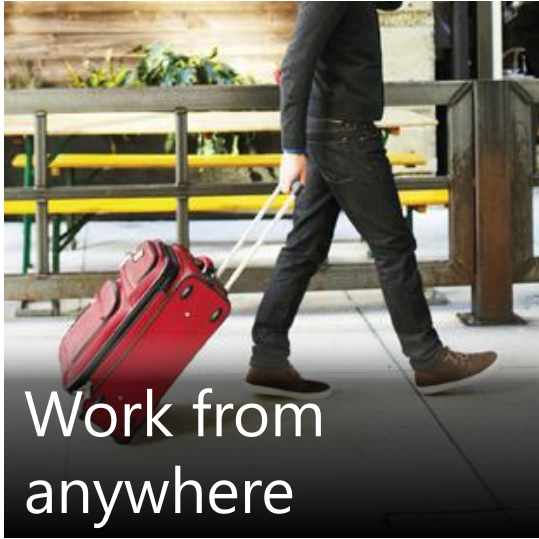
Federate with
Skype



Communicate with hundreds of millions of
people with presence, IM and voice

Lync

Lync enterprise benefits



Enable and improve mobile productivity

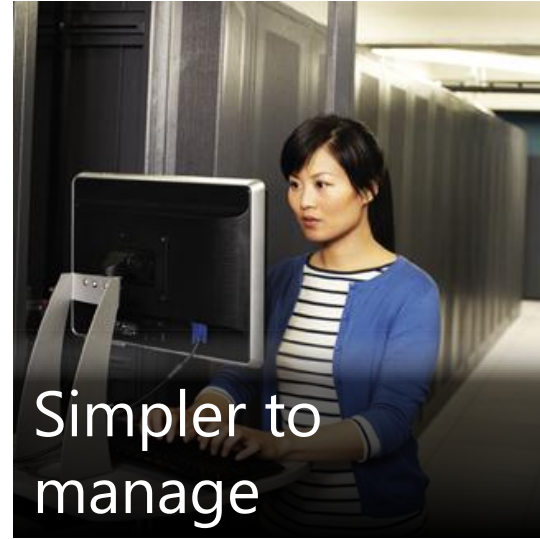
Communicate in real time with colleagues, customers and partners from virtually anywhere



Enable new ways of collaboration with voice & video using a single unified client

Share ideas and keep teams in sync

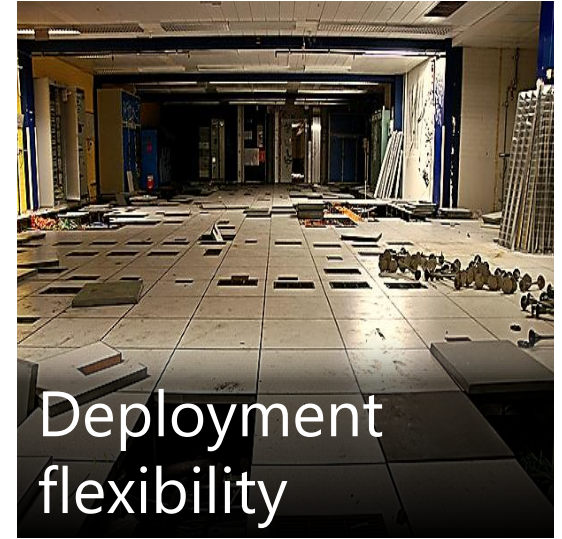
Reduce costs related to video conferencing, telephony and travel



Reduce costs through simplification and consolidation

Manage with common and familiar tools

Reduce total cost of ownership with integration and shared infrastructure



Accelerate adoption of online services

Reduce IT operations costs

Enables a path to unified communications – following a customer's blueprint



Microsoft