

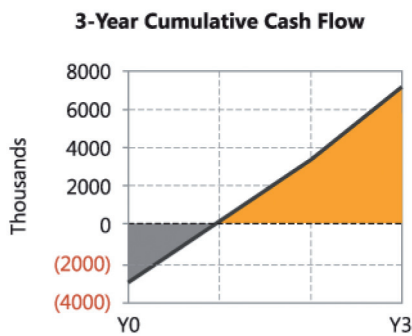
Business Value Assessment

Overview

In this difficult economy, organisations are closely examining their expenses and looking for opportunities that can positively transform their business with a quick return on their investments. The Microsoft Unified Communications Business Value Assessment (UC BVA) analyses your current business needs and technology infrastructure challenges to provide a comprehensive business case document that identifies cost and resource savings opportunities and proposes optimal UC solutions to help improve business performance.

Benefits

- Identify solutions to overcome business and UC challenges
- Identify potential cost savings opportunities and compare total cost of ownership
- Build compelling business and financial case to support strategic investments



"You guys blew me away. This was way beyond my expectations. You are showing me and talking about stuff I didn't expect to see!"

Chief Technology Officer

"This will shorten our time lines by more than one year."

VP of Customer Service

"You mean I didn't need a Cisco PBX (private branch exchange)? I can get rid of all my PBXs?"

IT Director

Testimonials

The UC BVA has been performed with many customers of different sizes and industries, providing valuable insights and solutions.

One recent example is an engagement with Midwest health care provider with 43,000 users.

BVA results

£16 million

Return

£25 million

Reduction in travel costs per year

21.5 million

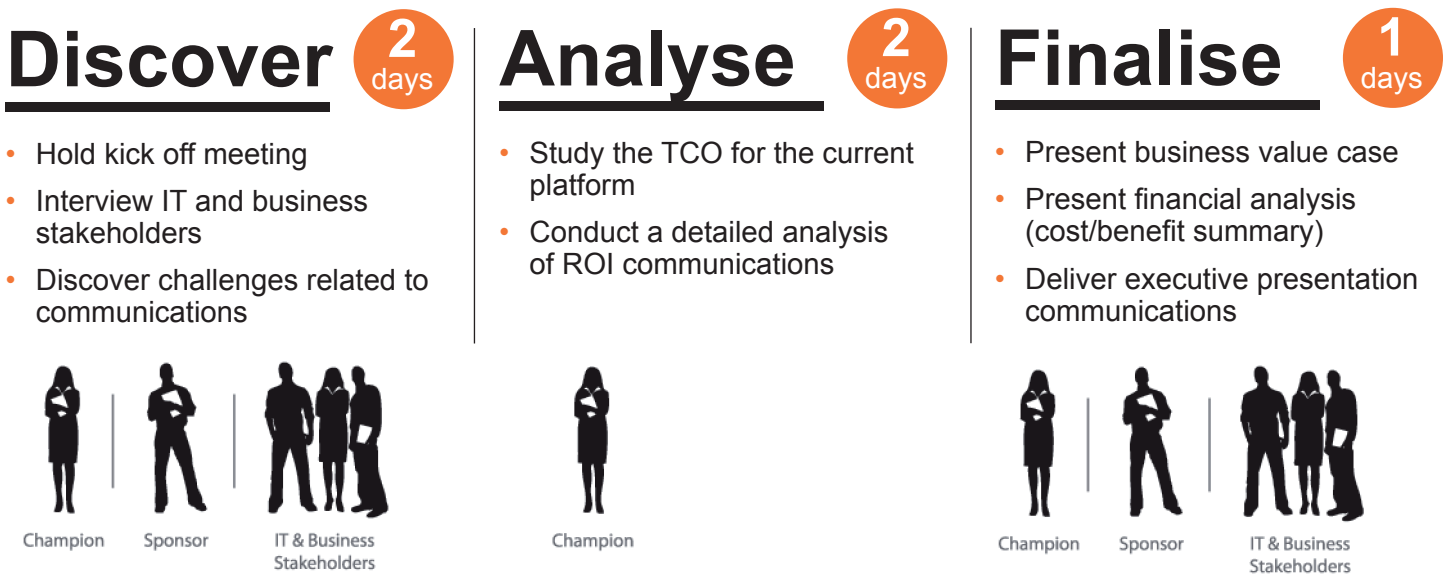
Reduction in carbon dioxide (in pounds)

40%

Improvement in total cost of ownership (TCO)

How it works

Each UC BVA engagement spans five days and has three phases:



A successful UC BVA engagement requires:

- An Executive Sponsor and Champion for the engagement
- Participation by key stakeholders from IT and business units who will work with UC experts to identify business goals, the status of your current UC infrastructure, and general technology issues
- Participation by key stakeholders in the kickoff meeting (up to 1.5 hours), discovery interviews (up to 2 hours per individual), and final presentation (up to 2 hours)

UC BVA Menu

The UC BVA engagement examines four technology areas to develop an accurate, comprehensive business case document specific to your organisations needs.

Unified Communications	Messaging	Conferencing	Voice
<ul style="list-style-type: none"> • Reduce TCO of communications environment • Compare TCO of multiple UC vendors solutions • Enable remote working • Improve user productivity • Improve business processes 	<ul style="list-style-type: none"> • Reduce TCO of messaging environment: <ul style="list-style-type: none"> • Server, storage, backups • Third-party solutions • Support/help desk • Administration • Compliance/eDiscovery • Voice mail • Increase mobile access • Reduce the impact of downtime 	<ul style="list-style-type: none"> • Reduce audio conferencing charges • Consolidate video, Web, and video conferencing systems • Improve video/Web conferencing utilisation • Reduce travel and training costs • Reduce carbon emissions 	<ul style="list-style-type: none"> • Reduce telephony provider costs • Consolidate telephony hardware • Avoid PBX upgrade costs • Reduce telephony management costs • Centralise and consolidate voice mail • Reduce costs of voice service to mobile/remote users

How to get started

Contact Exactive to find out more about arranging a UC BVA engagement for your organisation