

POINTBRIDGE™

Building High Impact Business Solutions with Microsoft Technology

Microsoft Lync: Achieving More with Less

PointBridge is a Microsoft National Systems Integrator, specializing in Microsoft Lync Voice. We have a proven track record helping organizations deploy Lync 2010 successfully. As a result, clients gain a continued return on investment year over year.

By focusing on Lync's capabilities of IP telephony, audio/video conferencing and web conferencing, PointBridge will seamlessly integrate Lync into your existing environment so your business can begin to experience increased productivity and efficiency through a true Unified Communications platform.

PointBridge has extensive industry expertise in telecommunications and holds a Gold competency in Microsoft Unified Communications. This means our team has the depth and expertise to ensure a fully functional Lync deployment in your organization. We have experience integrating with or replacing dozens of legacy systems from numerous vendors, such as:

- ▶ Cisco
- ▶ Avaya
- ▶ Nortel
- ▶ Siemens

PointBridge offers an expedited migration model as a packaged service:

Planning Services



Lync Deploy & Integration



Complete Enterprise Conversion to Lync

Advanced Services

What's included:

Planning Services

- ▶ Examine current voice needs
- ▶ Understand existing communications environment
- ▶ Develop and present high-level ROI
- ▶ Produce Lync design based on requirements

Value:

- ▶ Industry leading experience
- ▶ High-level identification of environment changes
- ▶ Application level testing or proof of functionality within the environment

Lync Deploy and Integration

- ▶ 250 users enabled for IM/Presence, Voice, Web & A/V Conferencing
- ▶ Implementation and configuration of Lync in a single site
- ▶ Communications and training planning

Value:

- ▶ Immediately begin to increase productivity while lowering costs
- ▶ Extensive discounts on Lync phones, headsets, and voice gateways
- ▶ Risk mitigation for longer-term deployment and migration

Cost: \$25,000

Advanced Services

- ▶ Complete phone system replacement
- ▶ Integration with legacy (non-SIP compliant) phone systems or the PSTN
- ▶ Contact center functionality
- ▶ High-availability, scalability

Value:

- ▶ Industry expertise in application remediation
- ▶ Defined application issues and solution options

Cost: Scoping conversations required