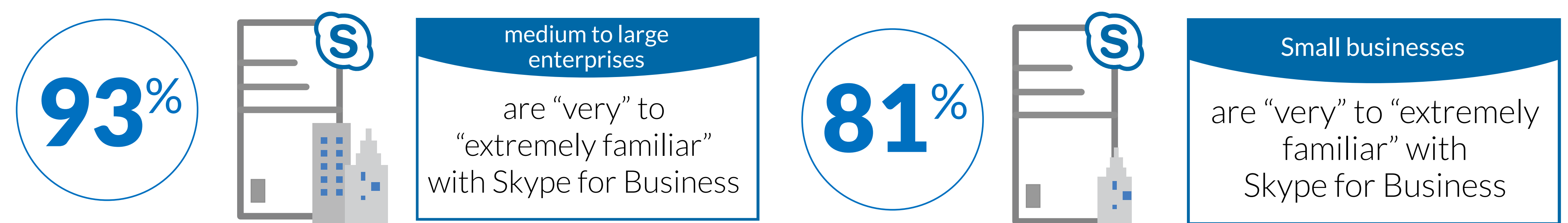
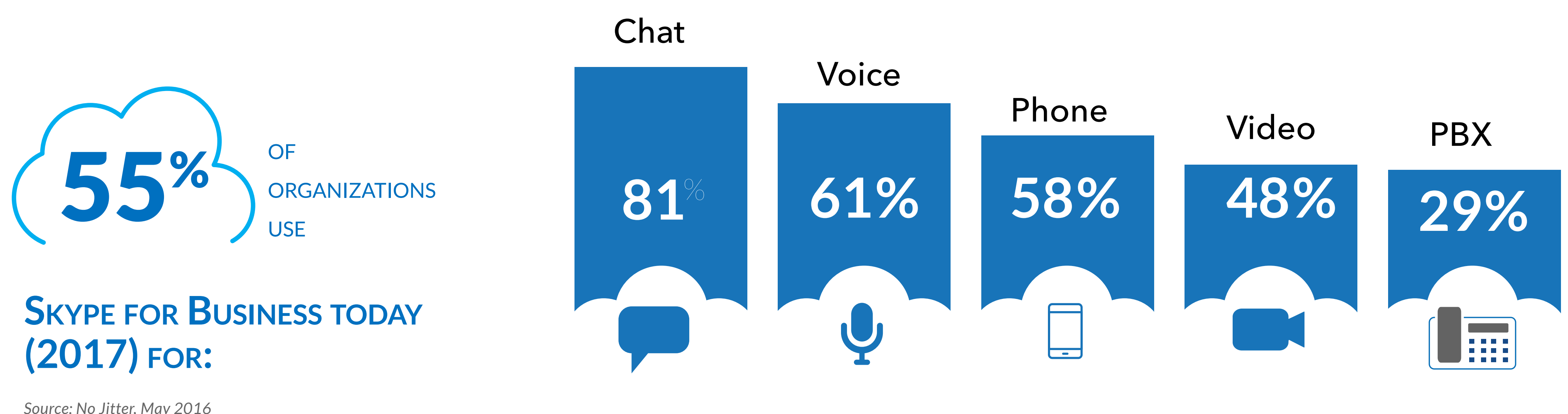


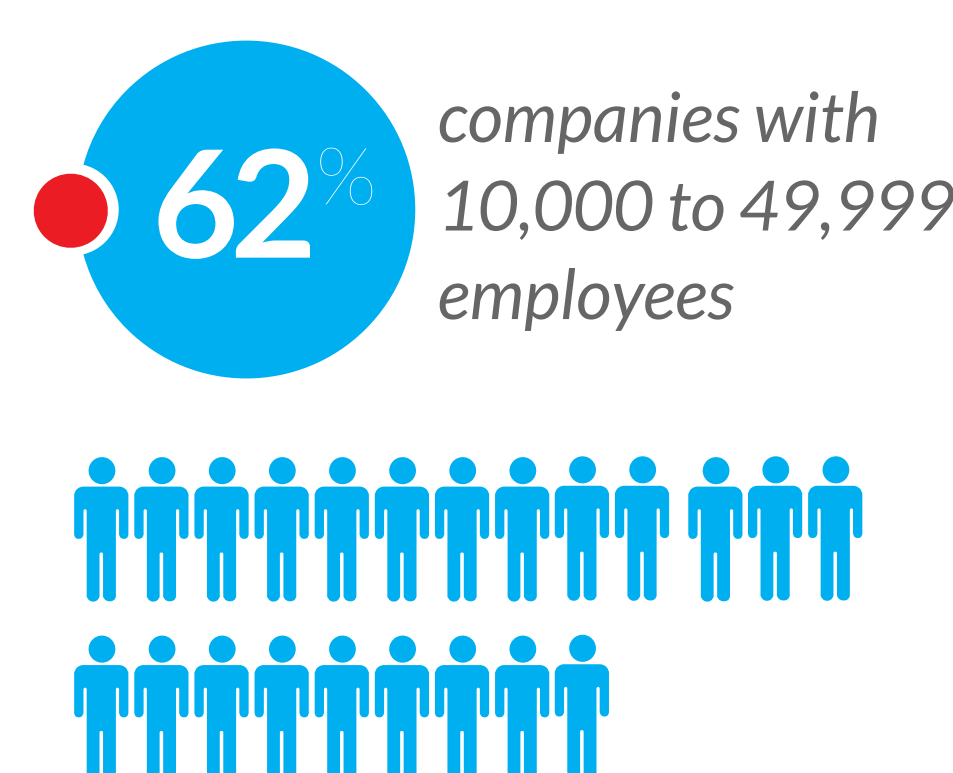
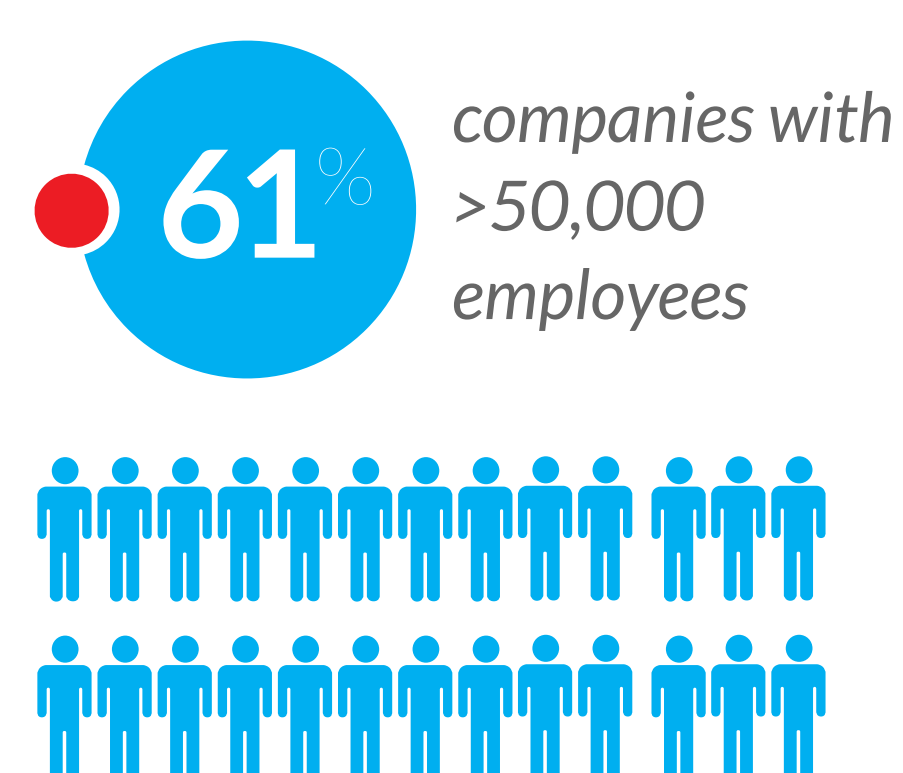
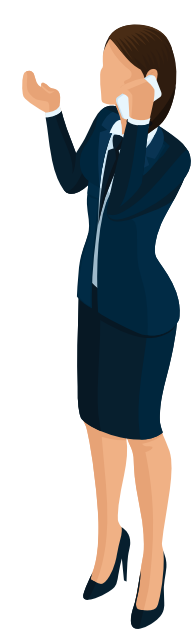
Skype for Business

CRITICAL STATISTICS YOU SHOULD KNOW

Skype for Business is rapidly becoming a go-to communications medium for businesses of all sizes, serving as more than a chat, voice or meeting solution. It is now also serving as a replacement PBX.



In **2017** which business users have \$4B employed?

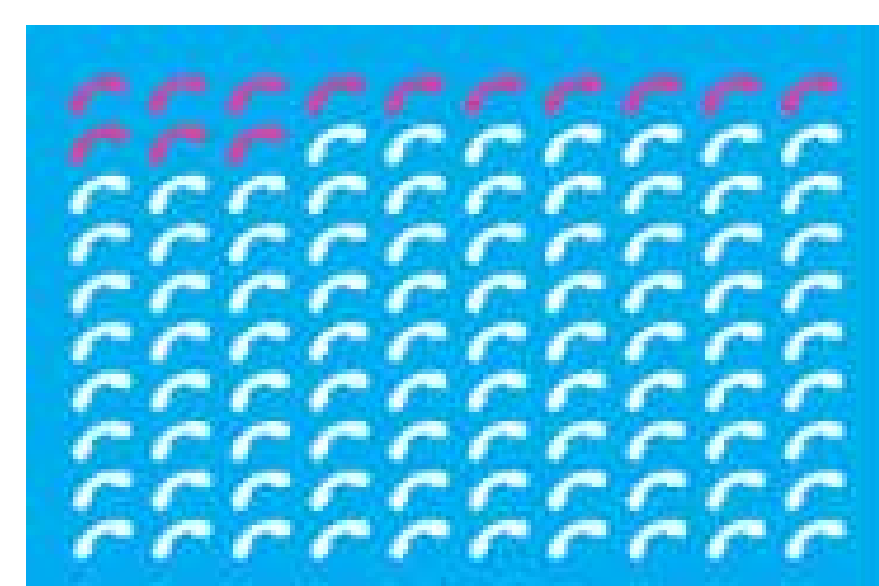
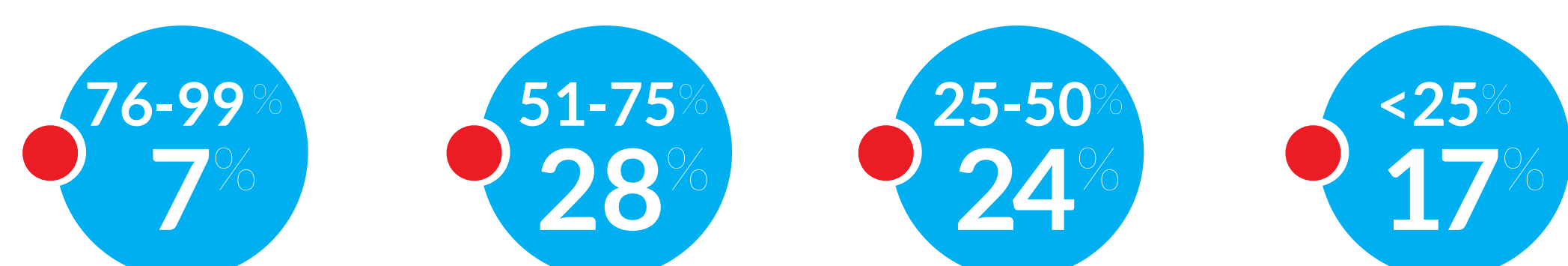


Skype for Business **projected to exceed 100 million** ENTERPRISE SEATS BY 2018

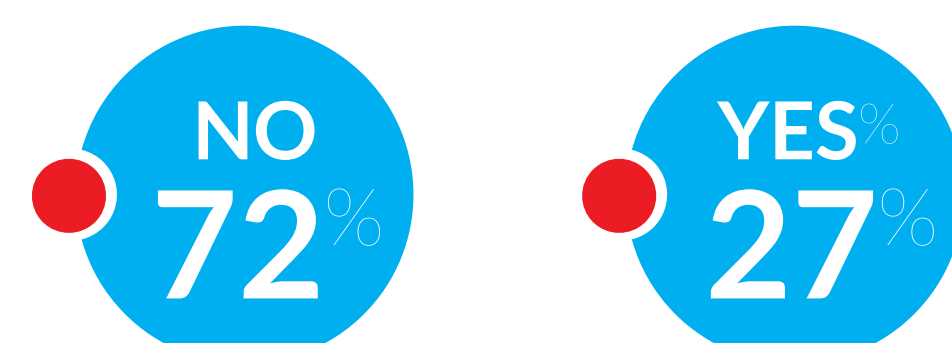
Source: No Jitter, May 2016

Skype for Business AS A REPLACEMENT PBX

HOW MUCH PBX CAPACITY will Skype for Business in Office 365 displace in 2 years?



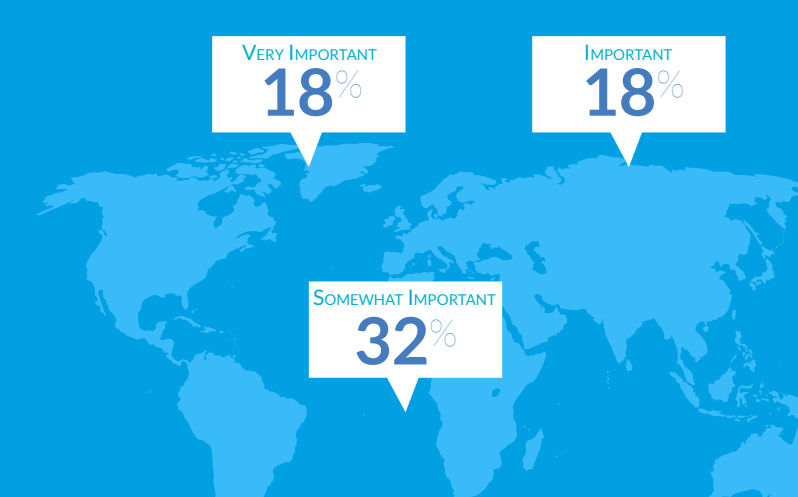
HAS YOUR ENTERPRISE adopted Lync Enterprise Voice as a PBX replacement



Source: No Jitter, May 2016

Skype for Business FEDERATION

A functionality which allows users to communicate with others outside their organization.



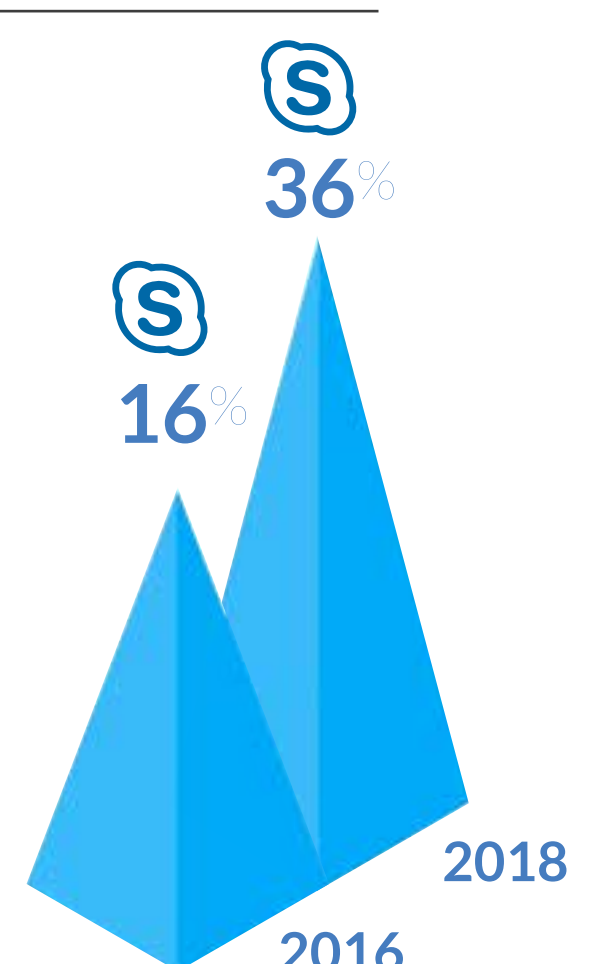
Importance of Skype for Business Federation to enterprises?

Source: No Jitter, May 2016



Skype for Business Mobile usage is SET TO DOUBLE

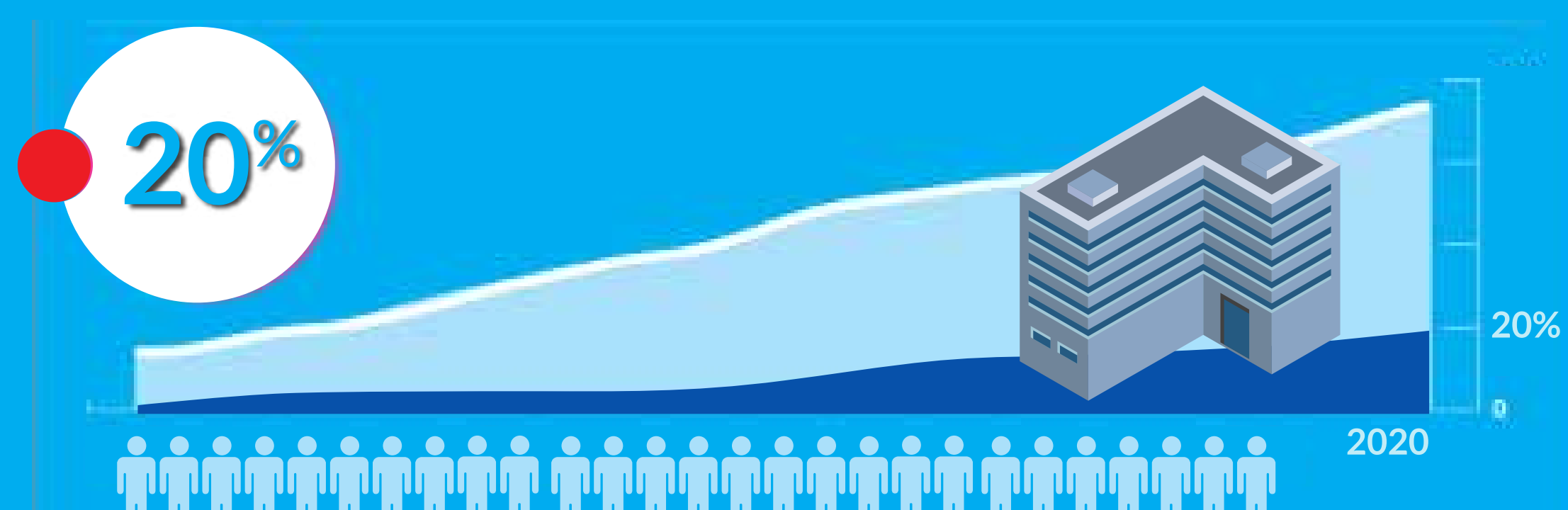
2016 (16% of \$4B users use mobile)
2018 (36% of \$4B users will use mobile)



Source: InfoTrack 3Q 2016

Skype for Business is migrating to the contact center

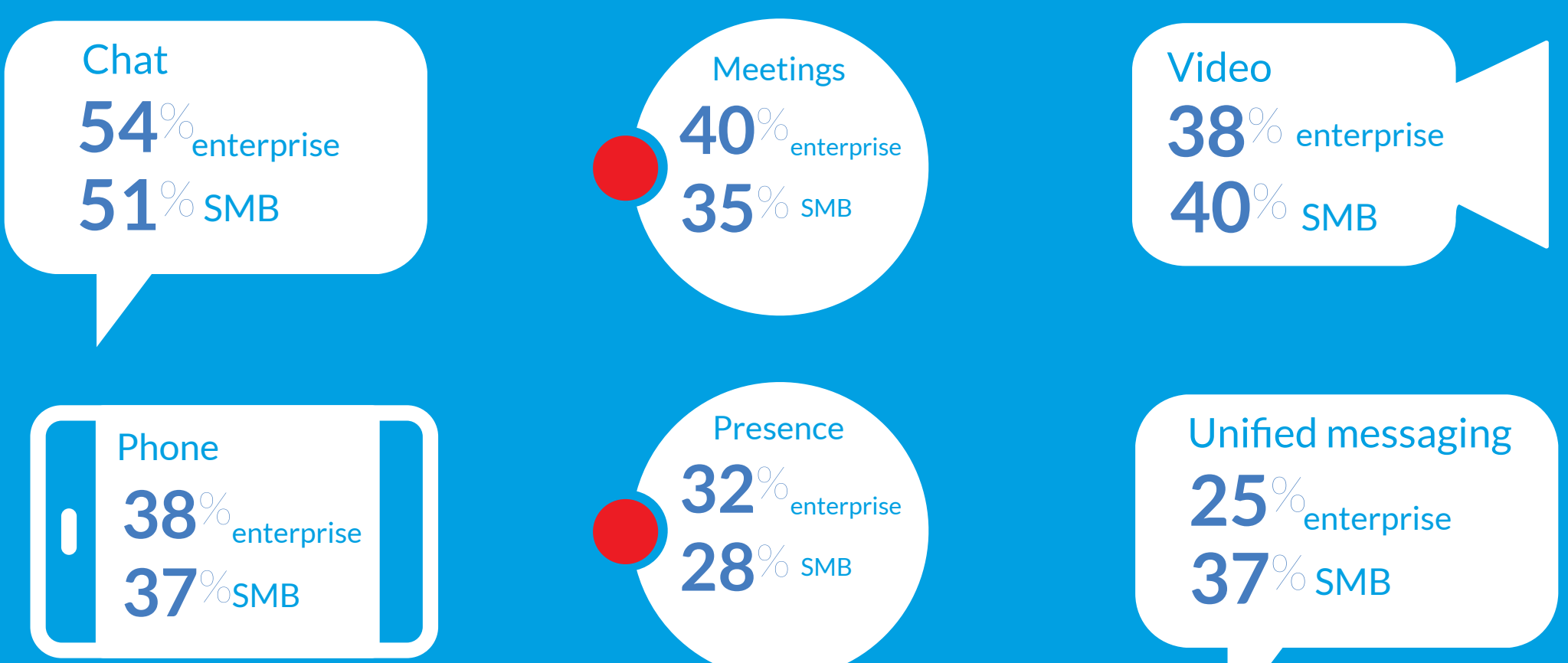
By 2020, 20% of all new U.S. contact center seats will be based on Skype for Business contact center environments



Source: Gartner, Market Guide for Microsoft Skype for Business Contact Center Partners, August 2016

Microsoft SLOWLY AND QUIETLY BECOMING KING OF UC

Entities ranking Microsoft first for major UC apps:



Source: InfoTrack 3Q 2016

Skype supports up to 20 users at a time, Skype for Business can offer conferences for up to 250 people.

If you need an even bigger solution, you can broadcast to as many as 10,000 people online!



"Just like any traffic from Office 365, Skype for Business is encrypted through TLS, ensuring secure communications. What's more, another benefit of choosing the business offering instead of the standard app is the compliance and management capability it offers. This allows for corporate departments in IT sectors to manage across broader networks." (Commstrader.com)

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