

# 2010 UC Seminar List



## Microsoft Unified Communications Training

### Microsoft Unified Communications R2 Sales Ignite

The Microsoft Unified Communications R2 Sales Ignite training package includes 6, 1 hour modules focused on how to sell the Microsoft Unified Communications R2 platform. This course includes the following modules:

- Module 1: Microsoft Platform Value for Unified Communications
- Module 2: UC Opportunity for Partners and Business Benefits to their Customers
- Module 3: OCS Futures Roadmap
- Module 4: Profiling and Scoping a UC Account Opportunity Effectively
- Module 5: Demos and Tools overview for UC
- Module 6: Unified Communications Software + Services

### Microsoft Unified Communications R2 Voice Ignite

The Microsoft Unified Communications R2 Ignite training package includes 4, 1 hour modules focused on technical architecture and deployment guidance for Microsoft Office Communications Server 2007 R2 and Microsoft Exchange Server 2007 with Unified Messaging. This course includes the following modules:

- Module 1: Architecture Planning & Deployment
- Module 2: Instant Messaging & Presence
- Module 3: Conferencing
- Module 4: Unified Messaging

### The Future of Unified Communications

During this session, Evangelyze will provide an overview of what is coming in the world of Unified Communications and VoIP solutions. Evangelyze provides strategy and research for Microsoft Research and Nortel. Through these relationships, Evangelyze is assisting in development and research for new VoIP and telephony innovations that are market-changing. Come and learn about some of these new innovations that are currently underway that will help customers understand why they should invest now in Microsoft and Nortel for their communications future.

### The Business Value of Unified Communications

In this session we will convey the true business value of the Microsoft Unified Communications platform based upon topics including Infrastructure Optimization, Embracing the Converged Communications Trend, and Return on Investment. Through these discussions, we can help decipher the true business value of implementing a Unified Communications infrastructure to support what is now considered the most critically needed enhancement within a company's existing infrastructure.

### Engaging Customers with Unified Communications

This session will provide an overview of how to engage with customers when selling Microsoft Unified Communications. This session also includes training on Nortel's Global Services organization UC services model for selling and deploying the Microsoft Unified Communications platform integrated with telephony services. Through this session you will learn when to engage, how to engage, and how to sell products and services for UC customer engagements.

### Understanding Microsoft Unified Communications Telephony

The purpose of this session is to provide an understanding of Microsoft's use of telephony services using the Microsoft Unified Communications solution. We will cover an introduction of telephony to help students understand the basics of telephony services such as VoIP, PBX, PSTN, POTS, and SIP as well as how Microsoft Unified Communications products leverage telephony services. This session serves the purpose of a Telephony 101 class.

### The Unified Communications Competitive Landscape

Packed with competitive information from existing players in the UC marketplace, this session will provide an overview of competitive solutions to the Microsoft Unified Communications platform. This session includes overview of solutions provided by Cisco, IBM, Avaya, Nortel, and NEC. Out of the session, students will receive a competitive playbook to take home as a resource guide.

### PRICING (US)

UC R2 IGNITE	\$10,000
UC SALES IGNITE	\$10,000
ONSITE SEMINARS (per day)	\$5,500
WEBCASTS (per session)	\$2,500
LABCASTS (per session)	\$5,500

\*Pricing is all inclusive

### CREDENTIALS

