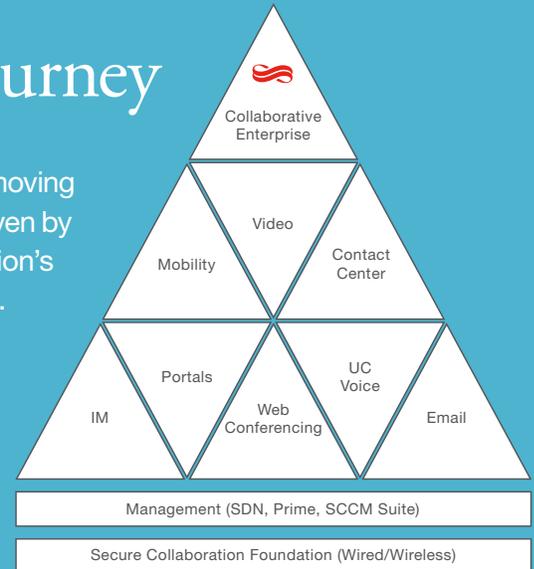*Introducing the*

Logicalis Communication and Collaboration Transformation Journey

The business world isn't just changing—it's *accelerating*. Things are moving faster than ever before on an unprecedented global scale. Everything's driven by technology, and keeping your technology closely aligned to your organization's needs is the best way to keep up with today's speed and scale of business.

The **Communication and Collaboration Transformation Journey** is a process designed to help your organization do just that. This strategic framework will help ensure that IT enhances your business, adds agility and enables your organization to succeed and stand out in the modern competitive environment.

LOGICALIS
Business and technology working as one

Pyramid diagram:
- Collaborative Enterprise
- Video
- Mobility | Contact Center
- Portals | UC Voice
- IM | Web Conferencing | Email
- Management (SDN, Prime, SCCM Suite)
- Secure Collaboration Foundation (Wired/Wireless)

Extend and Enhance Your Ability to Collaborate

We help you every step along the way in your rapidly expanding world.

Working Together

- Launch a multimedia work session with your team by adding their addresses to a collaboration space on your notebook.

- Work together on shared files and presentations interactively from any computer.

- Answer your office phone from any phone.

- Collect voicemail, email and faxes in one place.

- Enable your team to meet, share content, participate in high-quality video conferences and events, consult with experts and deliver powerful personalized services—across the country or around the globe.

Collaboration is a good idea that used to cost a lot of money and take a lot of time. Today, Logicalis can help you implement real-time collaboration capabilities that include a complete multimedia conferencing solution that fully integrates voice, video and web capabilities to make collaboration around the world as spontaneous as gathering around the proverbial office water cooler.

Business-Centric

Our business-centric approach distinguishes us from other integrators who know how to connect devices but not how to empower communications. We begin with an analysis of your business and design an integrated network environment that is tailored to your exact requirements.

Don't just add devices to your network. Empower your IT infrastructure to accomplish your business objectives. Logicalis can help you reach out and connect anyone, anywhere, all the time, your way.

Building Blocks of Collaboration Transformation

Secure Collaboration Foundation
Enterprise networking technologies provide a stable and secure foundation for the collaborative enterprise.

- Networking—Wired and wireless routing, switching and network management

- Mobility—A secure platform for extending communications from the desktop to the mobile device

- Security—Ensuring access to designated users

- Management—Empowering centralized, top-down management capabilities
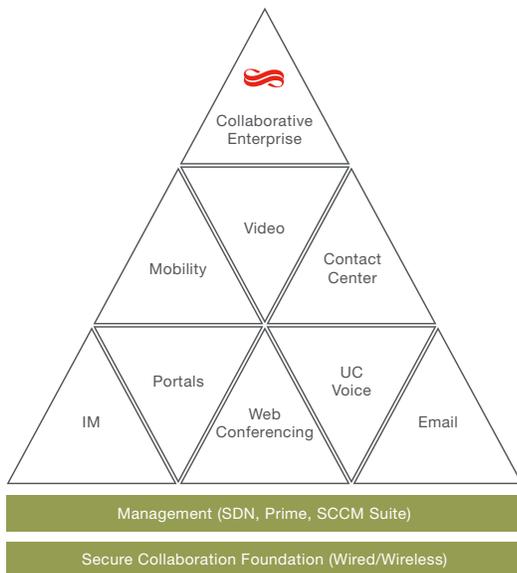
Communication Components

Communication technologies give your users the ability to communicate with one another in a way that best suits their requirements and their preferences.

- UC voice—Integrating IP communications

- Collaborative applications—Workforce empowerment

- Portals—Platforms of innovation

- IM—Instant access to co-workers

- Email—Hosted in the cloud

Integrated Collaboration

Integrated collaboration allows your employees, partners and customers to work together seamlessly and simply.

- Video—Creating face-to-face experiences

- Contact centers—Opening a direct line to your customers

- Mobility—Ensuring application readiness for your increasingly mobile workforce

Collaborative Enterprise

Video

Mobility

Contact Center

Portals

IM

Web Conferencing

UC Voice

Email

Management (SDN, Prime, SCCM Suite)

Secure Collaboration Foundation (Wired/Wireless)

Secure Collaboration Foundation

Enterprise networking solutions from Logicalis deliver secure, real-time collaboration capabilities to any device, anywhere.

To prosper in today's marketplace, every IT department has to extend virtualization; empower collaboration between employees, partners and customers; provide immediate and secure access to corporate networks; and leverage appropriate cloud computing. These are not options. They are requirements.
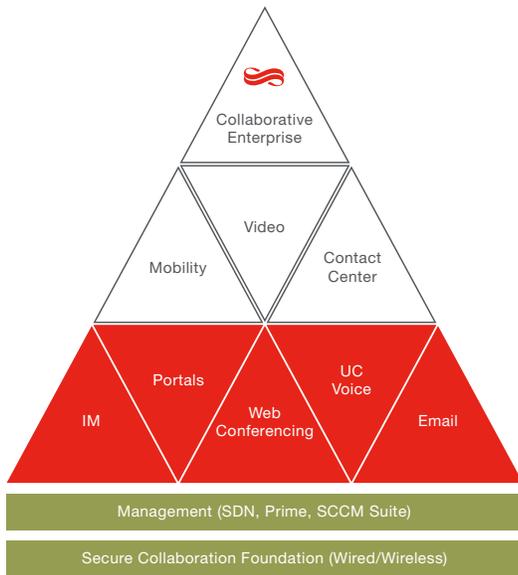
To do any of these effectively, the supporting infrastructure has to be intelligent.

Logicalis has the skills and experience to help you extend your network to accommodate your entire business environment from the data center to the cloud, and from marketing and sales to operations and executive management.

- **Core:** Core network upgrades from Logicalis can help you accelerate deployment of applications, minimize complexity and ongoing operational costs, increase control and visibility into the network, and scale the infrastructure for the best quality of experience.

- **Wired:** Our end-to-end approach to routing, switching and network management enables you to manage your network centrally and still provide everyone in your organization—including those at remote sites—access to critical business applications and services, and to one another.

- **Wireless:** The rapidly expanding availability of wireless devices throughout the workplace creates surging demand for wireless networks. Research indicates that 7.7 billion new Wi-Fi-enabled devices will enter the market in the next five years. Now is the time to get your wireless networks ready for the demands that are headed your way.

- **Directory Services:** Active Directory is your users' first point of contact with all of your technology. We ensure all logins are as smooth as they are secure. We have experience working with organizations from 15 to 200,000 users across a wide spectrum of industries.

- **IWAN:** Cisco IWAN technology allows organizations to smoothly transition from premium WAN connections to less expensive Internet transport without compromising application performance, reliability or security. IWAN makes it possible to deploy new services faster, no matter which transport model you prefer: Multiprotocol Label Switching (MPLS), the Internet or a hybrid WAN access model.

- **Management:** The sheer volume and diversity of data flowing on the network today requires a different point of view for network management. Top-down management capabilities deliver improved operational efficiencies, reduced operating expenses and lower capital expenditures.

What does the journey mean for you?

Each step in our journey is meant to serve as a signpost to start discussion and begin planning your strategy. By identifying your step in the journey with a Logicalis representative, you can uncover your potential pain points and solutions, as well as gain insights into the next steps you should take to best enhance your business with IT.

No matter where you are in your journey, Logicalis can help you identify challenges and areas of opportunity, as well as implement solutions and strategies based on your needs.

Communication Components

Converge communications technologies in a centrally managed platform and amplify their benefits throughout your organization.

Reach Out and Connect Everyone

Of all the technologies you can use to drive positive change in your organization, none connects as many people as directly as unified communications.

Unified communications connects everyone in your organization, from co-workers to customers and partners. It's available everywhere: on phones, desktops, laptops, handheld devices and smartphones.
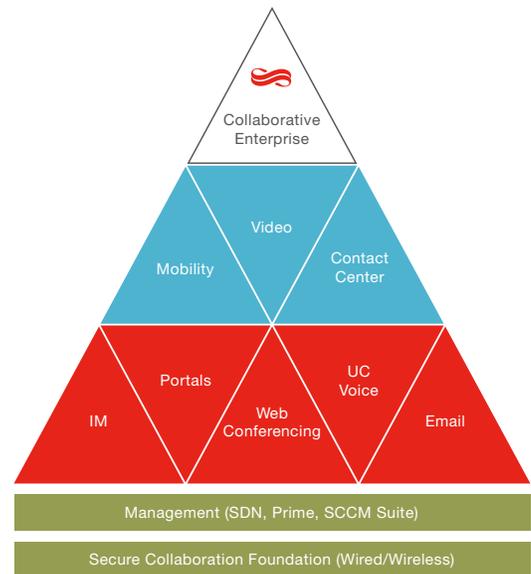
Cut 20 minutes off of the time it takes an employee to contact a co-worker, and your organization gains 20 minutes of productivity every time with each communication. That's measured as 20 minutes times the equivalent hourly wage of every employee, multiplied by the total number of employees in your organization.

Unified communications is not a "nice to have" technology anymore. More vice presidents of sales, CEOs, CIOs and even CFOs are now saying they must have unified communications to stay ahead of their competition.

Competitive Advantage
There is no single right way to communicate. Our portfolio of communications technologies gives you and your employees all the tools they need:

- **UC Voice**—Extend consistent telephone communications to everyone in your organization—at corporate headquarters, at branch offices, working remotely or via mobile devices.

- **IM**—Your employees are already hooked on instant messaging at home. Now you can give them all the advantages of instant communication in a secure, rules-based, enterprise-level communications platform centrally managed by your IT team.

- **Portals**—Portals have the potential to be a platform of innovation that helps you align technology and business within your organization. Designed, implemented, tested and managed appropriately, portals empower collaboration among employees and with customers and partners.

- **Web Conferencing**—A multimedia conferencing solution integrates voice, video and web capabilities to take the cost of travel out of collaboration and make your employees a click away from one another and your customers.

- **Email**—Like it or not, email is still a mission-critical function within every organization. Hosting email in the cloud spares you the headache of implementing and supporting your own email platform.

Integrated Collaboration

Integrate your employees, your customers and your partners in a shared IT environment as big as your world.

Business and Technology Working Together as One

Each integrated capability layer in the corporate enterprise pyramid is enabled by and extends the capabilities of the layers below it. Benefits extend throughout your organization in the process of harnessing collaboration technologies to accomplish your business objectives.
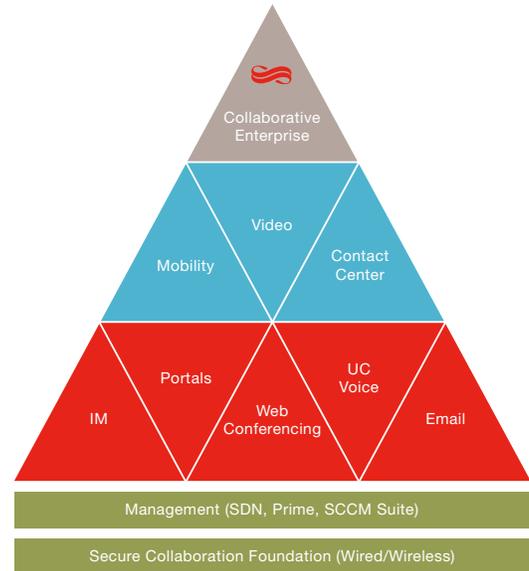
The Integrated Collaboration layer includes:

- **Mobility Services**—Enable your business-critical applications to work securely and seamlessly for your mobile workforce. PBX, IPT, smartphones, Internet phones, email, voicemail, fax—the diverse assortment of communication devices available today can be a minefield of conflicting protocols and interfaces. Mobility services make them a walk in the park.

- **Video**—Video solutions eliminate geographic boundaries and allow you to literally sit across a conference table from fellow participants, regardless of where they are in the world. For organizations with offices and/or clients around the world, video provides an ideal environment for work sessions, training sessions, sales presentations, contract review sessions and brainstorming sessions of all kinds.

- **Contact Centers**—Open a direct line to your customers that showcases your ability to respond quickly and effectively. Make your agents twice as productive during a call, and you can realize a savings of up to half of your personnel budget. Empower your agents to respond quickly and effectively to your customers, and you can enhance customer relations immeasurably. Enable your agents the flexibility to work from home, and you can cut the turnover rate and replacement costs dramatically.

Benefits of Integrated Collaboration

- **Operational ROI**
  Integrated collaboration helps you change the way you operate by reducing or avoiding travel, infrastructure, energy and office space costs.

- **Productivity ROI**
  Integrated collaboration can help you improve the product-development process and take time out of countless employee interactions as well as the sales cycle.

- **Strategic ROI**
  Integrated collaboration can transform your company by strengthening customer satisfaction and loyalty, reinventing the concept of customer service, developing entirely new business models, and entering new markets with built-in competitive advantage.

The success of organizations in the future is going to be tied to their ability to extend their systems to encompass their customers, partners and suppliers. Those organizations that accomplish that level of multi-organizational relations first are going to have a tremendous competitive advantage. Don't let your competitors get there first.

Collaborative Enterprise — Video — Mobility — Contact Center — Portals — UC Voice — IM — Web Conferencing — Email — Management (SDN, Prime, SCCM Suite) — Secure Collaboration Foundation (Wired/Wireless)

Collaborative Enterprise

Create a competitive advantage for your organization by realizing operational efficiencies and enhanced productivity.

The Speed of Thought

The journey to becoming a Collaborative Enterprise is a reality through the combination of all the solutions within the framework working together. The result is an organization that can function at the speed of thought. Communications technologies supercharge the thousands of interactions that business today requires between your employees, your partners and your customers. Connected collaboration technologies empower the diverse personal relationships that enhance productivity and drive innovation.

We live today in an electronic marketplace that spans the world. The Collaborative Enterprise can effortlessly bring people in your world together and acts as a robust system for the modern IT environment.

Let us show you what our Communication and Collaboration Practice can do for your organization.

WHY LOGICALIS

Logicalis is one of Cisco's top 10 international Gold Partners and has earned the following specializations:

- Master Cloud Builder
- Master Unified Communications
- Master Video Partner
- Advanced Borderless Network Architecture
- Advanced Collaboration Architecture
- Advanced Content Security
- Advanced Data Center Architecture
- Advanced Unified Computing Technology
- Advanced Unified Fabric Technology

- Cisco Advanced Technology Partner
  - Identity Services Engine
  - Physical Security
- Cloud Builder-Infrastructure Management and Services
- Cloud and Managed Services Master

Special Note: Logicalis consistently earns Gold Customer Satisfaction awards from our customers as based on surveys by Cisco.

CISCO
Gold Partner

Logicalis Optimal Services Platform

Logicalis is continuing to align its own services offerings to give our customers a single point of engagement across three critical transformation journeys by bringing its Systems Integration, Managed Services and Cloud Services offerings under a single portfolio brand named "Optimal."

The Logicalis Optimal Services portfolio enables CIOs to create a balanced approach to owning, operating and funding the infrastructure and IT services their businesses need. Our Optimal Services platform provides a common set of defined business productivity services as well as technology, infrastructure and IT operational services.

LOGICALIS FACTS

- $1.4 billion in revenue
- Operations in North America, Europe, South America and Asia Pacific
- 6,000 corporate and public sector customers
- 3,500 employees worldwide
- 7 cloud data centers/operation centers worldwide

Learn more about Logicalis by visiting our website at www.us.logicalis.com.

Optimal™

Business and technology working as one.

Business-focused solutions that result in clear returns on investment.

Others sell. We solve.

Others talk. We listen.

Others replicate. We tailor.

What can we do for your organization?

Contact Logicalis to learn how we can help.

Visit
www.us.logicalis.com

Call
866.456.4422