



Microsoft Office Communications Server 2007 R2

On February 3rd, Microsoft announced the general availability of Office Communications Server 2007 Release 2 (R2). This is a significant release and further enhances the Microsoft Unified Communications (UC) platform. Office Communications Server 2007 R2 brings together instant messaging, audio conferencing, web conferencing, and video conferencing, and enterprise voice onto a single future-ready platform that meets the needs of today's increasingly mobile and global work force.

Businesses around the world are turning to Office Communications Server to improve productivity, cut costs and deliver the benefits of Unified Communications to their clients and employees. The demands of integrating multiple communication technologies, growing conferencing costs and expensive hardware are driving the need for a simplified communications solution that works with the infrastructure enterprises have in place today.

Microsoft's Unified Communications (UC) solutions can provide your organization with immediate hard costs savings by reducing travel costs and third party conferencing fees, eliminating costly traditional PBX upgrades and promoting employee collaboration to better service your customers while reducing business process cycles.

OCS R2 adds this additional business value:

- Reducing IT infrastructure and administration costs by centralizing your voice and voicemail solutions.
- Integration with legacy PBX systems to provide next generation video, voice and web conferencing.
- Allowing your business users to have a single number that can be used by customers or co-workers to find you on any device anywhere in the world.
- Provide your business users a persistent group chat console, allowing dispersed teams to collaborate with each other by participating in topic-based discussions.
- Protecting the environment by reducing fossil fuel and power consumption.

Project Leadership Associates (PLA) has been helping customers understand the business value of Microsoft Unified Communications for several years. We have successfully deployed hundreds of stable, scalable and business centric messaging and voice solutions. As a Microsoft UC Voice Specialized partner, you can be assured that PLA has the business and technical skills to help customers deploy these powerful solutions.

To celebrate the launch of these powerful new features and enhancements, we are providing the following offerings at a 50% discount throughout the month of February 2009.

Special Offer

Unified Communications Business Value Assessment

PLA will evaluate your current messaging and voice platforms, review your current environment and costs of each solution. After we complete our analysis we will provide you with a written report of our findings, our assessment of the potential costs savings or cost avoidance of deploying a Microsoft UC solution.

Customer Evidence

PLA recently completed a UC Business Value Assessment for a 300 seat customer where we identified that the customer was spending \$150,000 yearly on a third party conference bridge solution. PLA concluded that the deployment of OCS R2 could return their investment within eleven months.

Office Communications Server 2007 R2 Rapid Pilot

PLA will provide your organization with a fixed fee engagement to deploy OCS 2007 R2 within your production environment to test voice, video and presence for yourself. In addition, PLA will provide you with UC trial devices for 30 days to provide a complete end user experience.

If you are interested in one of these unique offerings please contact me directly to schedule a briefing to discuss your organizations needs.

Best Regards,

Don Penland, Partner
Project Leadership Associates, Communication and Collaboration
UC Number: 312-441-1953
Email: Dpenland@placorp.com

P.S. Starting February 26th, we will be conducting a four-part webcast series on Unified Communications Business Value. For more information visit our website at www.projectleadership.net.