

Take your journey
to the cloud
with Skype for
Business Hybrid

Voice collaboration is increasingly shifting to the cloud. In today's age of digital disruption, the benefits of cloud adoption are clear – scalability, cost efficiency and speed to innovation.

But migrating to public cloud may be disruptive and complex, with concerns around performance and security. With a hybrid model, you get the best of public and private clouds, making it easier to start your cloud journey and drive outcomes now and into the future.

Cloud Collaboration Skype for Business – now in Hybrid

Cloud Collaboration Skype for Business is a flexible solution combining enterprise-grade security and high-quality connectivity. End-to-end management and support also help to reduce complexity and risk, so you can focus on business. With our new Hybrid option, you now have a simple and secure way to move towards the public cloud.

Better outcomes for your business

Cost effectiveness

With a hybrid model, you choose infrastructure that's based purely on your user needs. You can free up resources and reduce overheads with less hardware, software and network maintenance.

Innovative collaboration

Bring together teams and ideas, using applications delivered straight to their platform of choice – whether desktop, laptop or mobile.

Agility and speed

Easily scale for user adoption and adjust your business model to ever changing global trends. Increase your speed to market through evolving solutions that enable faster decision making.

Brilliant customer experiences

Hybrid cloud provides flexible ways of interacting with customers, so you can respond faster and in a more personalised manner than ever before.

Security and data protection

Hybrid models come with advanced options for safeguarding your corporate and customer data. Safely store sensitive data onshore with advanced encryption production and privileged access rights.

Return on investment

Leverage your investments in Microsoft Office 365 and existing collaboration tools to drive employee productivity and maximise returns for your business.

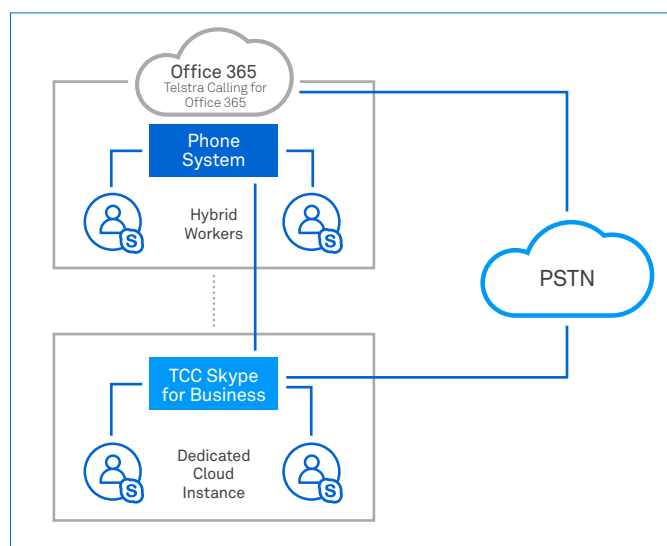
Hybrid Worker Types – the best of both worlds

We've defined specific Worker Types by mapping communication functions to the needs of different workers within an organisation.

The Hybrid Worker Type lets you home specified users in the Microsoft Office 365 public cloud, while taking advantage of the private cloud through Telstra Cloud Collaboration Skype for Business.

Skype for Business and PABX calling features are delivered through Office 365. But you enjoy full voice capability with PSTN calling and phone number management from Telstra's dedicated hosted solution.

For more complex users, you can start with our Collaboration Worker Type, with the flexibility to migrate to Hybrid at any time during your contract period. You still get access to third party solutions, persistent chat, hunt groups, and group pick up.



Make the smart move with Telstra

Start your hybrid journey today with Cloud Collaboration Skype for Business:

Flexibility and choice

Our flexible deployment options let you decide the right solution for each user in your organisation. You can leverage the value of your Office 365 investment while enjoying best-of-breed enterprise voice with Telstra.

Drive workforce productivity

Boost collaboration with cutting-edge Microsoft Office 365 tools and Telstra's leading voice capabilities in one place – whether you're at your desk or on the go. Empower your staff with familiar applications that are easy to use, all integrated into one seamless user experience.

A safe journey to the cloud

With hybrid deployment flexibility, you can migrate to the Microsoft Office 365 cloud at your own pace.

Stay ahead of the competition and give your business an edge – start transforming your business today while setting up a cloud strategy that's sustainable for the future.

What's included

Let us help you drive success:





1 Full Day of Webinar Training (valued at \$1,250):
We familiarise your users with the solution to ensure they're fully equipped to maximise its benefits.

Network Readiness Assessment (up to 5 sites):
Our technical experts will work with you to identify any issues with your current network and ICT infrastructure. You will receive a Readiness Assessment Report to help ensure your network is ready for Skype for Business.

Free Consultation Service (when you purchase 1000+ seats): Eligible customers will receive 10 days of complimentary consultation to embed your new solution into your core work practices. Our on-boarding program will also help drive user adoption.

Telstra delivers end-to-end value

As a leading service provider, we're ideally positioned to meet your end-to-end ICT requirements – through access to skilled professionals, cutting-edge capabilities and proven methodologies. No wonder we provide our cross-domain experience and ICT solutions to 200 of the top 500 global companies.

 Experience	 Specialised	 Best practice	 End-to-end
Consulting Services <ul style="list-style-type: none"> We have over 1,000 people world wide. Our consultants are qualified with all major certifications and accreditations. You get the very best help in understanding, managing and reducing business risk. 	Professional Services <ul style="list-style-type: none"> We provide industry-specific and domain-specific expertise. We give you access to guidance and technical design from a deep pool of specialised talent. You get solutions tailored specifically to your business requirements. 	Project Services <ul style="list-style-type: none"> All work is aligned with major quality and performance standards. We'll ensure you get ICT project planning using best practice methodologies, governance and processes. Your projects are delivered on time, and on budget. 	Integration and Managed Services <ul style="list-style-type: none"> You'll get peace of mind from start to finish. We make sure that both simple and complex services will be truly integrated from end-to-end. You get the best chance of achieving true business transformation.

Telstra is a Microsoft Gold Certified Partner

Our strategic partnership and leadership across Office 365 solutions is backed by our recent industry awards:

- 2017 Velocity Partner of the Year awarded at Microsoft Inspire – in recognition as the leading Surface Hub service provider
- 2016 'Best Offer in Market' awarded at Microsoft Cloud Service Providers Summit – for Office 365 licenses available via Telstra My Business Mobile Plans
- 2016 Frost & Sullivan Australia Enterprise Collaboration Service Provider of the Year

About Telstra

We provide network services and solutions to more than 200 of the world's top 500 companies. They rely on us to do business across 240 countries and territories and to enable greater productivity, efficiency and growth. Our solutions offer the best of all worlds – skilled people and a rich portfolio of services delivered on our world-class Telstra Next IP® network and mobile network. To help ensure reliable performance, they're monitored and maintained from our dedicated centres using advanced management and operational systems. And they're backed by Telstra Enterprise-grade Customer Service® and one of Australia's largest and most qualified field and technical workforce.

Contact your Telstra account representative for more details.

Australia

 1300 telstra (1300 835 787)

 telstra.com/enterprise

International

 Asia +852 2983 3388

 telstraglobal.com

Americas +1 877 835 7872

EMEA +44 20 7965 0000

Australia +61 2 8202 5134

 tg_sales@team.telstra.com