



Cisco Unified Communications System 6.0



Jukka Nurmi

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Cisco Creates **Secure Solutions** that Enable More **Effective Communications** that Directly Impact Businesses' Top **and** Bottom Line and Create a More **Personal** Way of Communicating

Effective

Eliminate communications complexity and reach the right resource the first time

Collaborative

Applications that enable user-controlled productivity anywhere, anytime with any device

Open

Standards-based, Secure Systems, built into an intelligent, integrated network

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Welcome to a network where there is a new way of communicating...



welcome to
the human network.



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Cisco Unified Communications R6.0

Cisco Unified Communications System



Cisco Strategy: creating solutions that enable more **effective communications** that directly impact businesses' top and bottom line and create a more **personal** way of communicating.

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Launch Strategy

- **Global Launch**

March 2007

VoiceCon March 2007 is launch venue; (Partner Summit is venue for Unified Communications 500 Series)

- **Focus on extending Unified Communications, with emphasis on**

Driving Unified Communications into small- and medium-sized business environments

Extending Unified Communications to mobile employees

Collaboration

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New Ways for
Companies to
Collaborate



Solutions for
Small & Medium-
Sized Businesses



Enabling Mobile
Employees

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Evolving Cisco Unified Communications

- Began with the introduction of "Unified Communications"
- Cisco Unified CallManager manages a breadth of services: call processing, video, mobility, presence



Cisco Unified Communications Manager

Communications suite including: Call processing, video, mobility and presence services for enterprises with 30,000+

Cisco Unified Communications Manager Business Edition

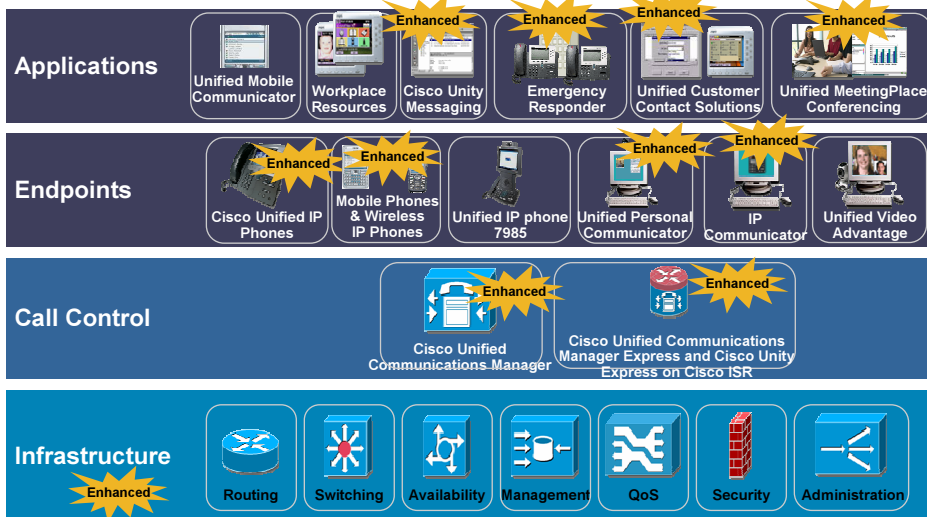
Communications suite including: Call processing, mobility, presence and messaging services for the 150-500 person business

Cisco Unified Communications Manager Express

Communications suite including: Call processing services for the 20-250 person business

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Unified Communications system - March 2007





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New and Enhanced Products





Customer Contact

- Cisco Unified Contact Center Enterprise 7.2
- Cisco Unified Contact Center Express 5.0
- Cisco Unified Email Interaction Manager 
- Cisco Unified Web Interaction Manager 

Communications Infrastructure

- Cisco Catalyst Express 520
- Cisco Multi-Service IP-to-IP Gateway Switch

Unified Communications Management

- Cisco Configuration Assistant 
- Cisco Smart Business Monitor Director 
- Cisco Smart Business Monitor Manager 
- Cisco Unified Network Manager 1.0 
- Cisco Unified Operations Manager 2.0.1
- Cisco Unified Provisioning Manager 1.1
- Cisco Unified Readiness Assessment Manager 1.0
- Cisco Unified Service Monitor 2.0.1
- Cisco Unified Service Statistics Manager 1.0

Other

- Cisco Unified Software Subscription



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New and Enhanced Products




Cisco Unified Communications Systems

- Cisco Unified Communications 500 Series for Small Business 
- Cisco Unified Communications Manager Business Edition 

IP Telephony – Call Control and Phones

- Cisco Unified CallManager 6.0
- Cisco Unified CallManager Express 4.1
- Cisco Unified SRST 4.1
- Cisco Unified Presence Server 6.0
- Cisco Emergency Responder 2.0
- Cisco Unified IP Phone 7931G for Cisco Unified CallManager
- Cisco Unified Wireless IP Phone 7921G 
- Cisco Unified IP Phone Updates (7941G, 7961G, 7970G, 7971G-GE)
- Cisco Unified Business and Department Attendant Consoles

Unified Communications Applications

- Cisco Unified Mobile Communicator 
- Cisco Unified Personal Communicator
- Cisco Unified Applications Environment 2.4
- Cisco IP Communicator 2.1
- Cisco Unified CallConnector Mobility 
- Cisco Unified MeetingPlace 6.0
- Cisco Unified MeetingPlace Express 2.0 
- Cisco Unified MeetingPlace for MOC
- Cisco Unified Phone Application Suite
- Cisco Unified Videoconferencing 5.1
- Cisco Unity 5.0
- Cisco Unity Connection 2.0
- Cisco Unity Express 3.0
- Cisco TelePresence Multipoint System
- Cisco Unified MeetingPlace for Cisco TelePresence

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Cisco Unified Communications System



Cisco Strategy: creating solutions that enable more **effective communications** that directly impact businesses' top and bottom line and create a more **personal** way of communicating.

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Cisco Unified Communications RFP

- Vendor Guidelines
- Enterprise Overview
- Architecture
 - Security, End to End Infrastructure, Scalability, Mobility, Availability, Openness, etc
- Communications Infrastructure
 - Voice services, handsets and features, migration and interoperability
- Video & TV
- Mobility
- Messaging
- Workforce collaboration and multimedia
- Customer service
- Management
- Financial info

- **Objective:** Influence customers to choose a Cisco UC solution vs. competition
- **Audience:** Cisco, Partners, Consultants



- **RFP template – Questions**
 - March 2007
- **RFP boilerplate – with responses**
 - May 2007

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Solution Expert

- Overview
- System-based Unified Communications design & quoting tool for Cisco & Partner system engineers
- More quickly and accurately build a Unified Communications system:
 - Flexible design choices – UC bundles or traditional design
 - Complete, accurate solutions, validated and orderable
 - Easy access to content, tools and subject matter experts
- Key Benefits
 - Time to design – from 1-8 hours to 30 minutes or less
 - Complete UC solution quote – validated design & orderable



Web-based, available online at:
<http://www.cisco.com/go/sx>

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Quote Builder

Overview

A Commercial solutions quoting application that enables specialized partners to build a system quote for Security, Wireless and Unified Communications with:

- Products, required modules and software
- Auto-derived services based on products and install site location
- Customized leasing options from Cisco Capital, where available
- Design documentation

Partner Benefits

- Time to quote – from **3 hours to 15 minutes or less**
- Reduce deployment risks – validated designs for common deployments
- Complete solution quote – verified to be orderable

Access Quote Builder at www.cisco.com/go/quotebuilder

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Commercial Unified Communications ROI Tool

IP Communications: Return on Investment Calculator

Global Default Values

Standard Lease Rate Factors: Yes No

Primary Carrier Account: Enter (N/A for PBX) Yes No

Use Call Manager Express for SR or less phones Yes No

Cost of Money used in Present Value Calculations: \$5 \$15

IF remote locations, Percent of users in remote sites: 25 50

Current Cost Default Values

Percent of Users that move, add, or change in a year: 25 25

Monthly Carrier Fees per Line (if applicable): 25 25

Cost of Move, Add, or Change: \$0 \$0

E1 Costs per month: \$0 \$0

Long Distance Cost per user per month if remote: 0 0

Cisco Hardware Default Values

End User Hardware Discount: 5 5

Telecommunications Default Values

Number of users per PSE: 50 50

PRI cost per month: 400 400

Number of FXO lines per remote site: 2 2

FXO cost per month: 25 25

Cisco Services Default Values

Deployment cost (default percent of hardware net cost):

End User Hardware Discount:

Stratifier included on IP Phone Switches: Yes No

Stratifier included on IP Phones: Yes No

Standard Lease Rate Factors

Lease Rate Factor	Standard	Stratifier	Deployment
12 Weeks	0.0270	0.0280	0.0280
24 Weeks	0.0245	0.0270	0.0270
36 Weeks	0.0230	0.0245	0.0245

Lease Rate Factors Used in This Calculation

Lease Rate Factor	Standard	Stratifier	Deployment
12 Weeks	0.0270	0.0280	0.0280
24 Weeks	0.0245	0.0270	0.0270
36 Weeks	0.0230	0.0245	0.0245

- Calculates preliminary ROI based on known information, and default variables
- Estimates proposed costs without a BOM
- Defaults proposed costs as a lease, but can be changed to a one time purchase.
- Defaults and calculations based on industry averages
- Allows input of actual data to perfect ROI
- Shows only "hard" costs and savings
- Provides summary level reports and charts interactively

http://www.cisco.com/web/partners/sell/technology/ipc/ipc_calculator.html

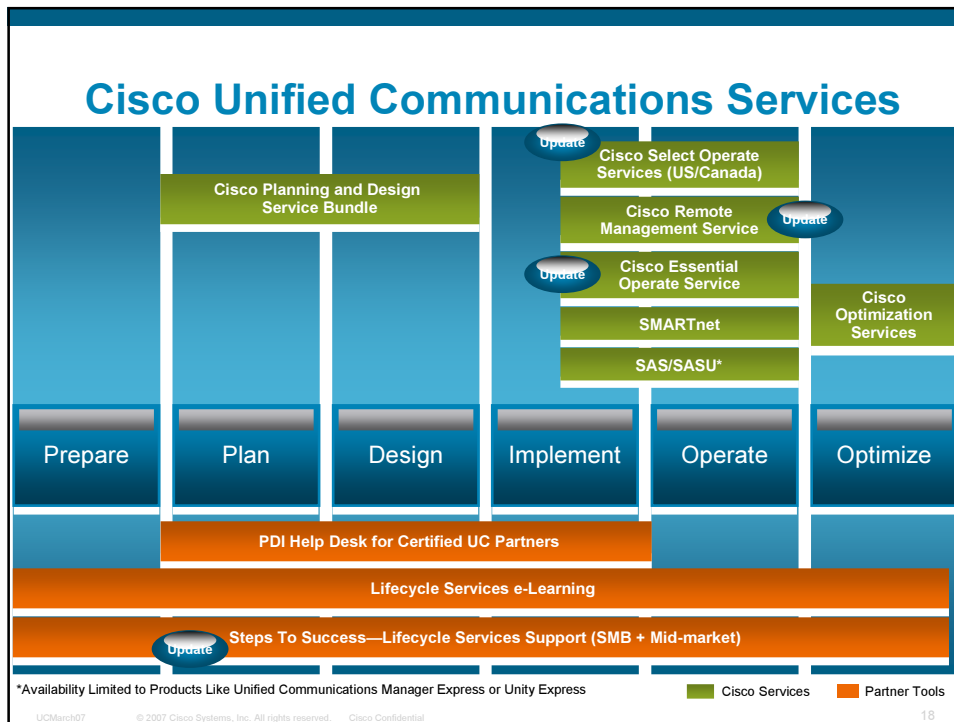
Cisco Unified Communications Software Subscription Program (UCSS)

- Allows customers to pre-purchase major version upgrades at a reduced price as a one, two or three year subscription
- Complementary to Cisco Unified Communications Operate Services (Essential and Select)
- UCSS, combined with Essential Software Only service, represents the replacement for SASU service for UC related products and applications**
 - SASU for UC offers to be EoS on March 31st 2007



Customer Benefits

- Keep pace with new software product features and capabilities with major upgrades
- Improve ability to predict and plan IP Communications budgets over multiple years
- Complements Cisco Unified Communications Operate Services (Essential and Select)



Iltapäivän ohjelma

- **Tilaisuuden avaus, ajankohtaisia asioita Ciscolta,**
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- **Cisco Unified Communications Solution v6.0 –julkistus**
Sami Laaksonen, tekninen asiantuntija
Cisco Unified Communications Solution v6.0
Cisco Communications Manager 6.0
- **Cisco Unified Communications mobiliteettisovellukset**
Mika Meritähti, tekninen asiantuntija
Cisco Unified Mobile Client - (Nokia, Orative)
Cisco Unified Conferencing
- **Ciscon uudet kytkinmallit**
Reijo Mäkipää, tekninen asiantuntija
Catalyst -tuotepöherheen uutuudet

16.00 Tilaisuus päättyy

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