

Program Brief

Nortel UC All-in-one with Microsoft Office Communications Server (OCS) 2007

Unified communications (UC) has the potential to simplify and improve enterprise communications dramatically, while reducing costs and improving revenue opportunities. By integrating various forms of communications, such as voice, video, instant messaging, conferencing, presence and voicemail, individuals and groups can control and manage their inbound and outbound communications sessions more effectively. A recognized industry leader in UC, Nortel has established itself as an end-to-end services provider of UC and has developed a focused services practice for Microsoft® unified communications. As part of the practice, Nortel offers the UC All-in-one, which allows customers to experience the benefits of UC more easily, align their objectives clearly, measure their results and map the next steps in their UC migrations.

Nortel UC All-in-one: Integrated UC Appliance for Microsoft OCS 2007

When you prepare for a full deployment of Microsoft Office Communications Server (OCS) 2007 through the Voice Pilot or Lighthouse Program Nortel

offers a variety of options to help ensure a successful trial. One option is the Nortel UC All-in-one package, a powerful, innovative, single-box solution that makes deploying Microsoft OCS 2007 a snap.

Before You Start

As you evaluate your trial options, ask yourself:

- What can be done to reduce IT management complexity as we design and implement a UC architecture?
- Is the corporate network sufficient to handle the workloads associated with a UC investment?

Solutions

Nortel offers a comprehensive suite of unified communications services and products to ensure the success of your Microsoft Voice Pilot or Lighthouse Program. And the UC All-in-one includes:

- Microsoft OCS 2007 Front End Server
- Microsoft OCS Mediation Servers
- PSTN gateway functions and routing functions for all phones (including analog/digital phones)
- Advanced networking capabilities to support IP traffic

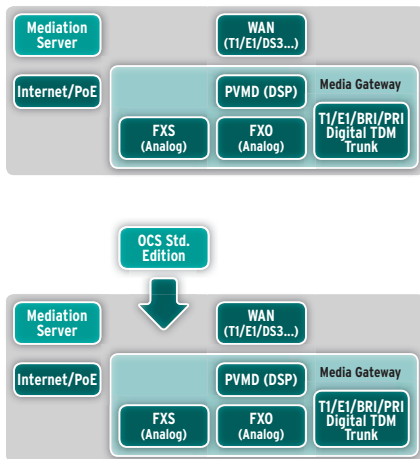
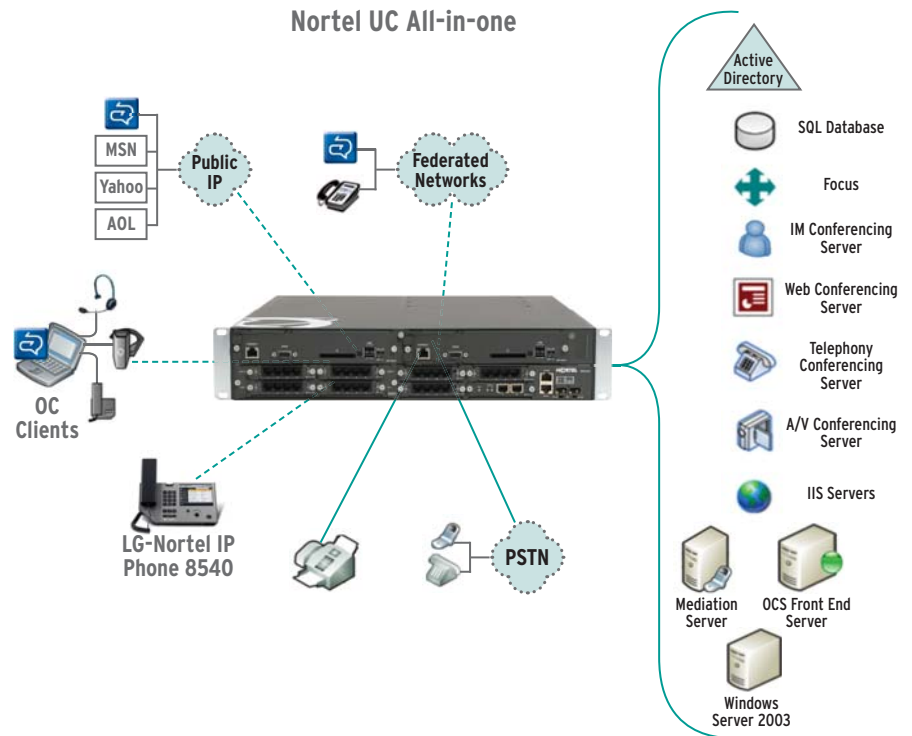


Why Choose the UC All-in-one

In addition to using Microsoft OCS for presence and IM, the UC All-in-one uses Microsoft OCS to provide voice services within the corporate network, as well as PSTN connectivity. Its robust functionality and integrated architecture make it an ideal vehicle to deploy as part of a Microsoft Voice Pilot or Lighthouse Program trial.

Finally, because the UC All-in-one supports both Microsoft OCS and the Microsoft OCS Mediation Server in the same box, you save cost, reduce your network footprint and lower IT complexity relative to competitive alternatives, resulting in a lower total cost of ownership.

Nortel UC All-in-one



This design is ideal for Microsoft OCS customers looking to upgrade networking infrastructure or provide a cost-effective mechanism to explore the voice capabilities of Microsoft OCS.

Next Steps: Nortel's Unified Communications Network Assessment Service

To determine whether the UC All-in-one meets your pilot program needs,

Nortel's Unified Communications Network Assessment Service can proactively assess, analyze and troubleshoot problems before your network goes live and suggest your best equipment and architectural options. This service includes:

- **Data Network Assessment:** Assesses your current data network and provides recommendations to improve its readiness for a pending UC deployment.



- **Telephony Assessment:** Determines if the existing telephony topology and dialing plan will support the UC solution's topology and dialing pattern.
- **Microsoft Assessment:** Provides a sanity check of your Microsoft environment to ensure that all UC applications are properly set up and will operate seamlessly from an architectural and configuration perspective.

About Nortel's UC Services

As a premier integrator of Microsoft UC solutions, and a certified Microsoft Gold Partner, Nortel Global Services can help transform your company's UC vision and strategy into a real-time communications-enabled network — all within the context of a multi-vendor, multi-technology environment. With our help, single and multi-vendor multi-technology environments can experience the benefits of a UC framework based on Microsoft Office Communications Server 2007. Nortel's strong team of unified communications engineers offers a unique blend of industry certifications and experience. And with a growing pool of Microsoft Certified Systems Engineers, Nortel is uniquely qualified to help you with your UC projects.

Nortel offers a full lifecycle of unified communications services to advise, integrate, support and manage your multi-vendor, multi-technology network.

We combine industry-leading telephony design and architecture services with experience-based implementation, custom-developing solutions that help you integrate disparate communications applications into a seamless user experience quickly and effectively.

Nortel's Global Services team has worked with organizations across the globe to help them transition



successfully to a UC environment and to ensure the success from both an integrated architecture and business enablement perspective. We have the expertise and capability to provide:

- UC environment evaluations: setting up a live pilot environment quickly and efficiently
- UC operational readiness: organizational collaboration, knowledge and effort
- Integration and optimization of applications into the existing infrastructure
- Development of an end-to-end Quality of Service (QoS) strategy
- Achieving a balance between operational management and architectural development

Nortel's UC Services Provide:

- A one-stop shop for all your services needs
- Solutions tailored to your unique business strategies and objectives
- The seamless evolution of communications across multi-vendor

technologies, platforms and applications

- Risk avoidance through well-conceived and executed deployments, led by highly skilled and experienced UC consultants and engineers
- Improved return on investment through enhanced cost optimization and increased employee productivity
- Post-deployment support and managed services options for business continuity

Nortel is ready to work with you and your organization as it moves to unified communications and looks to include Microsoft Office Communications Server 2007. Nortel's strategic alliance with Microsoft, the Innovative Communications Alliance (ICA), is a testament to the collaboration and strength of our relationship and commitment to a common vision for UC.

Together we are shifting traditional telephone systems into highly reliable, feature-rich solutions that lower your costs and help you offer innovative new services to your customers. That's what we mean when we talk about unified communications.

Visit Nortel on the Web at www.nortel.com. For the latest Nortel news, visit www.nortel.com/news.

For more information, contact your Nortel representative, or call 1-800-4 NORTEL or 1-800-466-7835 from anywhere in North America.

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