









Why Active
Communications
and Office 365?

Deploying Microsoft Lync Enterprise Voice with Office 365 has never been easier!

The world of IT, telephony and communications is changing rapidly. The internet – and especially ‘The Cloud’ – is changing the way businesses view their infrastructure and IT applications needs. With increasingly distributed workforces, customers and supply partners, effective collaborative working is becoming a critical success factor in enabling a business to meet its commercial goals. Enterprise-class software-based communications systems – such as Microsoft Lync – are increasingly deployed to overcome the technology limitations of current communications platforms, to enhance collaborative modes of working for office, home and mobile employees, and to reduce communications costs.

Do any of these questions resonate with you?

-  Does your business currently have an outdated PBX?
-  Is your telephone system fully depreciated?
-  Are you paying too much for ongoing support and maintenance on end-of-life communications equipment?
-  Are you seeking opportunities to reduce IT costs and telephony charges and bring increased predictability to communications costs?
-  How do I enhance collaboration and ‘connected-ness’ with a remote and/or distributed workforce?
-  How do I bring my customers and supply partners closer to my business to accelerate ‘time to money’?

Microsoft Lync 2013 is a 21st Century communications platform that may be an appropriate solution to address all of these business needs and more...

WHAT IS MICROSOFT LYNC 2013?

Lync 2013 is an enterprise-ready unified communications platform that connects people everywhere, on desktops, laptops, tablets and smartphones, as part of their everyday collaboration and productivity experience. Lync provides a consistent, single client experience for presence, instant messaging, voice, video and collaborative meetings. Lync supports multiparty HD video conferencing, modern ‘touch-first’ capabilities for secure, fast and natural communications. Lync users can also federate with customers and supply chain partners as well as connecting to anyone on Skype, enabling rich communication with hundreds of millions of people around the world.



WHAT IS OFFICE 365?

Office 365 provides virtually anywhere access to the familiar Microsoft Office tools, plus business-class IT services that are easy to administer – a complete office in the cloud. There are a number of Office 365 subscription plans, each offering a variety of options to suit businesses of every size and need. At this time, Lync functionality is limited to providing web conferencing, presence, Instant Messaging and audio calls between Lync and Skype users. Enterprise Voice (EV), that is connectivity to the world-wide Public Switched Telephone Network (PSTN), is not available as a native Office 365 ‘cloud based’ offering.



A full EV deployment can be achieved with a ‘hybrid’ solution combining a Lync on-premise appliance with Exchange Online from Office 365.

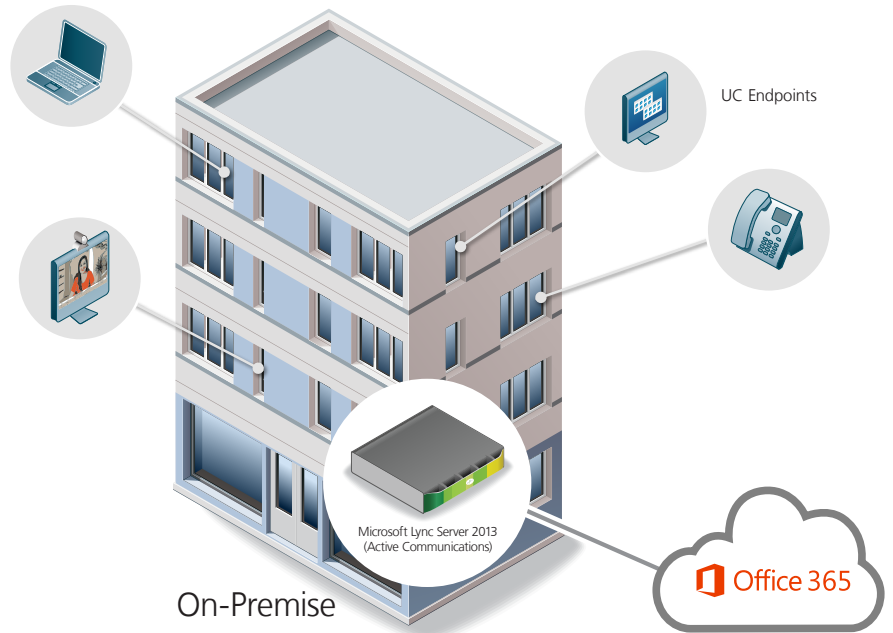
LYNC 2013 & OFFICE 365 WITH ACTIVE COMMUNICATIONS

Active Communications Server (ACS) Express is an appliance based solution that incorporates Lync 2013 and a voice gateway in a single industry leading hardware appliance. The full suite of Lync features, IM/Presence, AV and Web Conferencing and Enterprise Voice are all fully supported without any sacrifice of features or functionality. The ACS Express solution provides a standalone deployment of Lync 2013 including access to standard Lync configuration tools – Control Panel and Powershell.

LYNC ENTERPRISE VOICE & OFFICE 365 INTEGRATION

With all of the Microsoft Office applications now available through the cloud, organisations adopting an Office 365 strategy already enjoy the benefits of Lync Online. Businesses wanting to embrace the full Lync experience by enterprise voice enabling Office 365 can do so simply and cost effectively with a solution from Active Communications.

For the small or mid-market business, ACS Express is the perfect solution for adding Lync 2013 Enterprise Voice to an existing Office 365 deployment in a single appliance footprint. With an easy to manage GUI interface for voice, adding Enterprise Voice to Office 365 has never been easier. Use existing Office 365 'E4' licences to deploy enterprise voice cost effectively. Leverage Exchange within the appropriate Office 365 subscription plan to manage unified messaging for Lync 2013.



WHY CONSIDER ACTIVE COMMUNICATIONS FOR OFFICE 365?

- **Enterprise Voice enable Office 365 customers with rich voice features:**
Deliver true Enterprise Voice features and functionality integrated with Office 365 components such as Exchange and Outlook. ACS Express offers a cost effective single appliance solution for Lync 2013 and Enterprise voice connectivity...
- **Minimise cost and leverage your licences from your Office 365 subscription:**
Utilise the E4 Plus SALs in your Office 365 subscription to deliver a Lync Enterprise Voice solution
- **Deploy more Enterprise Voice solutions quickly and without disruption:**
The ACS Express and Appliance products offer turnkey solutions for Lync 2013 and with the unique connector technology enables Lync to be deployed with Office 365 smoothly and effectively
- **Easy to deploy, all in one single appliance with embedded voice connectivity:**
With embedded voice connectivity (BRI, PRI and SIP), the ACS Express appliance brings flexibility to Office 365 customers for up to 200 users. The Appliance and Enterprise solution with complementary gateways enable Office 365 enterprise voice for customers with over 200 users.
- **Reduce cost of ownership with ACS intelligent GUI interface:**
Using the ACS Management GUI, Lync can be easily managed and maintained on a daily basis with the capability to centralise a number of frequent tasks reducing complexity – ideal for Office 365 environments.
- **Migrate, Integrate and replace legacy telephony networks with Microsoft Lync and Office 365:**
Choose from any of the ACS solutions and where required, combine with additional gateways and session border controllers to offer the customer a smooth and gradual migration from their existing telephone system to Lync and leverage Office 365 components such as Exchange for voice messaging.

HARDWARE

The ACS Express solution is available in two models supporting either a single ISDN 30 interface or 4 BRI interfaces. Both models can host up to 60 SIP trunks and can connect a maximum of 200 users. The ACS Appliance (a turnkey hardware appliance solution) and Enterprise software solution integrate with an external voice gateway or SBC and will support up to 2,500 users per appliance. For Enterprise deployments, multiple servers can be used for resilience and scalability.

THE PROOF OF CONCEPT SOLUTION

A customer may want to test Lync in their existing environment to ensure that it is capable of meeting their requirements. The ACS range of products, are the perfect solution vastly simplifying 'Proof of Concept' deployments and reducing time on customer site. Customers are now able to prototype a Lync solution very quickly and with no risk of disruption to the network. Employing this approach can dramatically accelerate the sales cycle by enabling a partner to service an increased number of sales opportunities whilst experiencing an increased close rate.

THE ACS ADVANTAGE...

Not only does ACS Express consolidate many of the associated servers and roles, it comes as an 'all-in-one' Lync 2013 UCC solution delivered in a single appliance. Additionally, it has the added advantage of the ACS management suite and the unique Active Directory (AD) Connector. Managing Lync and particularly voice can be perceived as complex for those that have had limited exposure to Lync and this is where ACS truly delivers.

The ACS management suite allows users to administer moves, adds and changes to their voice network quickly and easily, significantly reducing deployment time and complexity. The unique AD Connector allows an ACS solution to be deployed into an existing customer network by importing users from the corporate directory without the need to make changes to the corporate network. This enables Lync to be deployed quickly, without disruption to users and network downtime.

THE COMPLETE ACTIVE COMMUNICATIONS PORTFOLIO...

ACTIVE COMMUNICATIONS EXPRESS

The Active Communications Express solution consists of a hardware appliance that is pre-installed with Microsoft Lync 2013 but also offers a range of telephony functionality. This enables organisations to deploy a single appliance solution for their Lync 2013 solution. This offers a very cost effective way to enable organisations running Office 365 with full Enterprise Voice.

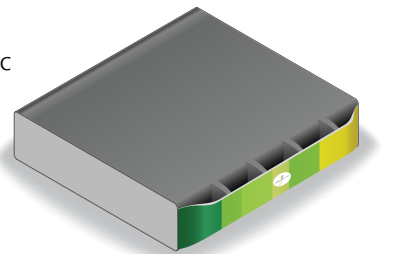
- Out-of-the-box voice gateway running with ACS Lync 2013
- 1x E1/T1 and 4x FXS (SIP Trunking also available)
- 4x BRI and 4x FXS (SIP Trunking also available)
- Unique AD Connector scalable for connecting to two Active Directories)
- Up to 200 users
- 60x SIP trunks
- Rapid deployment of Microsoft Lync 2013



ACTIVE COMMUNICATIONS APPLIANCE

Supporting up to 2,500 users, the Active Communications Appliance delivers Microsoft Lync Server 2013 on a single rack server with all Lync server roles already pre-installed for a highly scalable unified communications Solution.

- Out-of-the-box running Microsoft Lync 2013 deployment
- Full deployment on one rack server
- Unique AD Connector
- Up to 2500 users
- Virtualised on Hyper-V



ACTIVE COMMUNICATIONS ENTERPRISE

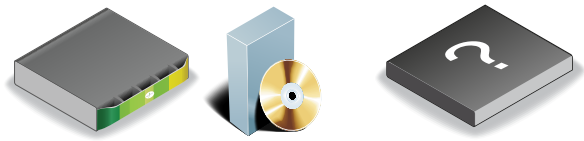
The Active Communications Enterprise offering is a software only solution. This allows organisations to select the hardware platform of their choice and deploy a highly scalable solution.

- Runs on virtual environment of customer
- Unique installer incl. unique AD Connector
- Full deployment of all roles
- Less than 3 hours
- Number of users as needed



ACTIVE COMMUNICATIONS AND THE COMPETITION...

The matrix below highlights the core ACS feature set versus segment competitors.



	ACS ENTERPRISE	COMPETITORS
Microsoft Lync 2013	✓	✓
Deployed on industry leading, Microsoft certified hardware	✓ ¹	✗
Voice Interfaces	E1/T1/SIP/Analogue ²	✗
Session Border Controller	✓ ¹	✓
Centralised management of voice features such as Call Forwarding	✓	✗
Number of users supported	6,660 per server	1,000 - 2,500 per appliance
Active Directory Connector for rapid deployment of Lync	✓	✗
Centralised user management	✓	✗
Single sign on – one password needed for network and Lync login	✓	✗
Microsoft licences already enabled ³	✓	✗
Integration with multiple Active Directories simplifying deployment	✓	✗
High Availability (Enterprise deployment for resilient Lync solutions)	✓	✓
Extensive opportunity for partner professional services	✓	✗
Software or hardware	Hardware/Software	Hardware

1. Based on use with an external Microsoft Certified Voice Gateway or SBC
2. Based on use with an external Microsoft Certified Voice Gateway or SBC. Typical user densities would require a higher density and level of flexibility of voice connectivity
3. Additional Microsoft Server 2012 user CALs are required for a deployment

Microsoft Lync 2013 with Active Communications

- ✓ Enterprise Voice enable Office 365 customers with rich voice features
- ✓ Leverage your licences from your Office 365 subscription to deploy a cost effective Lync solution
- ✓ Deploy more proof of concepts quickly and without disruption
- ✓ Reduce server count and footprint
- ✓ Reduce cost of ownership with unique installer and ACS intelligent GUI interface
- ✓ Accelerate your Lync business practice
- ✓ Increase your revenue with more project deployments
- ✓ Easily integrate a production Lync solution to an existing customer network
- ✓ Migrate, Integrate and replace legacy telephony network
- ✓ Gain more customer wallet share with more Lync Eco-System sales opportunities

Next Steps

Find out about Microsoft Lync and Westcon's portfolio of Lync Eco-system vendors through our extensive overview guide:

"Tell Me About ... Lync Unified Communications Solutions

[Download it now](#)



Westcon also provide a series of "Solutions Brief" guides, exploring specific areas of the Lync Solution. See the series of guides on our website:

[See them now](#)



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