Attendee Dashboard

Control Panel

- Click plus [+] icon to expand menus
- Click minus [-] icon to collapse menus

Questions Panel

- Type and submit your questions in the Questions Pane
- Located on the right hand side of your screen
Agenda

• Unified Communications Market
• Microsoft Lync Demystification
• Lync Express Appliance
• Use Cases and Deployment
• Closing
Unified Communications Defined
Microsoft Lync 2013
MICROSOFT LYNC
DEMYSTIFICATION
Lync Server 2013 Architecture

- Remote User
- Internet
- Reverse Proxy
- Edge Server
- DMZ
- Lync Server pool
- Internal User
- WAN
- SIP or PSTN
- SIP
- SBC
- PSTN
- TDM
- VoIP Gateway
- Mediation Server
- Branch Appliance
- Branch User
Issues Identified with Lync Deployments

• Overall deployment sometimes seen as overwhelming for the SMB
• Lync requires Microsoft-certified equipment for its Telecom interfaces
  – SIP Trunks / Session Border Controllers / VoIP Gateways
• Lync ecosystem may have little or no telephony expertise
• Right-sizing a server and loading all required Lync components may not be an easy task
INTRODUCTION TO LYNC EXPRESS
Lync Express: Core Elements

Combine these functions for simpler deployment in the small enterprise.
An Easier Way to Deploy Lync

The **ONLY** all-in-one Lync™ server appliance with a built-in VoIP gateway and a built-in SBC
Inside Lync Express

- Instant Messaging and Presence
- A/V and Web Conferencing
- Mediation Server
- Enterprise voice
- Archiving & Monitoring Server Roles

Base Operating System: Microsoft Windows Server
Primary Use Cases

1. Deployments of Lync with SIP trunking, TDM connectivity, PSTN failover

2. Telephony support for Lync 2013 coexistence with Office 365 cloud

3. Branch office support using *Continuous Survivable Branch Appliance* configuration
Stand-Alone Lync with SIP Trunk
Stand-Alone Lync with PSTN
Stand-Alone Lync SIP Trunk w/Failover

SBC monitors availability of SIP trunk – routes call to gateway if required
Adjunct to Legacy PBX
Adjunct to Legacy IP-PBX
Adjunct to PBX SIP Trunk w/Failover
Adjunct to IP-PBX SIP Trunk w/Failover
If non-standard TDM densities are required by customers we recommend this approach.
Primary Use Cases

1. Deployments of Lync with SIP trunking, TDM connectivity, PSTN failover

2. Telephony support for Lync 2013 coexistence with Office 365 cloud

3. Branch office support using *Continuous Survivable Branch Appliance* configuration
Lync 2013 Split Domain Implementation

Office 365

Internet

DirSync

ADFS

Active Directory

VoIP GW

O365

User

DMZ

Edge Server

Reverse Proxy

Lync Server

Mediation Server

SBC

Local user
Lync 2013 Split Domain Implementation

Office 365

Internet

DirSync

ADFS

Active Directory

DMZ

Edge Server

Reverse Proxy

Lync Server

Mediation Server

VoIP GW

SBC

Local user

Option to run on Lync Express

O365 User
Primary Use Cases

1. Deployments of Lync with SIP trunking, TDM connectivity, PSTN failover

2. Telephony support for Lync 2013 coexistence with Office 365 cloud

3. Branch office support using Continuous Survivable Branch Appliance configuration
Continuous Survivable Branch Appliance

If WAN fails, Branch is left with full the functionality of Lync. This is better than a Survivable Branch Appliance.
More Than an SBA

Lync Express is a full featured stand-alone Lync Server for the SME of 25 to 1,000 employees.
CLOSING
Summary

• MS Lync is gaining market share but may be difficult to deploy

• Lync Express makes it easier and more cost-effective to deploy Lync with Enterprise Voice:
  – Office 365
  – Branch office support with CSBA
  – PBX replacement

• Lync Express is the ONLY Lync server appliance with a built-in VoIP gateway
For More Information


• Next Webinar – June 20: SBCs from Sangoma – Flexibility, Ease of Use and Unmatched ROI [https://www4.gotomeeting.com/register/648501103](https://www4.gotomeeting.com/register/648501103)

• For future training: [http://sangoma.com/resources/training](http://sangoma.com/resources/training)
THANK YOU