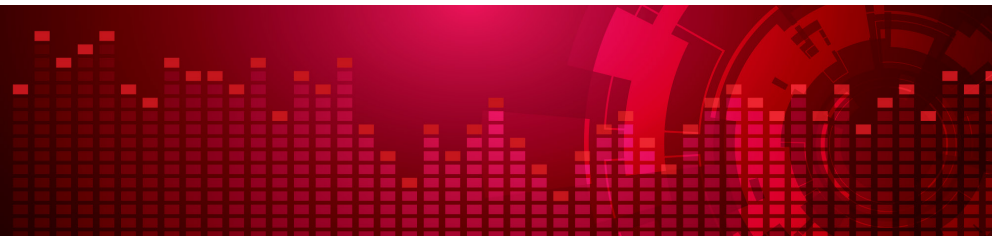




HARMONYSM – Integrated UC&C Solutions from Insight



Many of today's midmarket, enterprise and public sector organizations have investments in both Cisco and Microsoft unified communications and collaboration (UC&C) technologies. But even with best-of-breed technologies, organizations may still struggle to deliver a truly unified solution.

Unfortunate silos of communication are common; for example, Microsoft Lync may exist on the desktop for instant messaging, while Cisco is used for voice/telephony. IT and business leaders often debate whether to standardize on a single vendor to address these silos. Standardizing on a single vendor may be the right choice for your business, but Cisco and Microsoft both offer great solutions. A third highly-viable option is to consider utilizing a hybrid of vendor solutions, but in a more systematic, optimized way.

A hybrid architecture that unites multiple vendor solution sets will allow you to leverage existing or legacy investments, choose best-of-breed solutions to fill out your solution suite, and still deliver a unified and consistent user experience across all platforms and endpoint devices.

Introducing Harmony: Integrated Communications Solutions from Insight

Harmony for Cisco and Microsoft

As a global, award-winning partner of both Cisco and Microsoft, Insight has compiled best practices from countless client engagements to address the cornerstone use cases for making Cisco UC and Microsoft Lync solutions work better together.

Harmony for Cisco and Microsoft can represent a variety of solutions from each vendor, supporting an optimized user experience across a universe of endpoint devices (i.e., smartphones, tablets and other audio endpoints).

It Starts with You -- and a Workshop

Insight's Cisco and Microsoft practice experts have assembled a one-day workshop to help you benchmark and accelerate your UC&C readiness. This is a great opportunity to hear how your industry peers and competitors are solving UC integration problems, and begin planning how you can deliver the unified solution.

"We're steadfast in our commitment to helping clients navigate the complex landscape of multiple vendors' products and solutions."

Steve Dodenhoff
President, Insight U.S.

UC&C WORKSHOP: STARTING AT \$5,000

Providing a holistic approach, Insight will help you gain an understanding of the advantages and potential pitfalls that software and hardware vendors may not individually address.

The workshop will deliver a customized UC&C roadmap that highlights the following:

- Integration and solution interoperability approach
- Budgetary costs
- Business and technology best practices

TYPICAL WORKSHOP ENGAGEMENT STRUCTURE:

- **Pre-Workshop Discovery**
 - Current and future UC&C business initiatives
 - Current IT projects and network/system/application footprint
 - Operational and regulatory requirements
 - Productivity challenges & improvement goals
- **On-Site Workshop (available topics)**
 - UC&C application review and usage patterns
 - Architecture overview and integration recommendation
 - High-level roadmap of integration steps
 - Budgetary Pricing
- **Post-Workshop Wrap Up**
 - Develop and present draft deliverables
 - Finalize and deliver final deliverables

CONTACT US

For more information, contact your local Insight sales representative, visit www.insight.com or call 1.800.INSIGHT.

ABOUT INSIGHT

- Founded in 1988
- Headquartered in Tempe, AZ USA
- Operations in 22 countries serving clients in 180 countries worldwide
- \$5.3 billion in revenue in 2012
- Number 470 on the 2013 Fortune 500

INSIGHT AND CISCO PARTNERSHIP

- #1 National NDI Partner
- Top Ten National Partner with Cisco
- 16 Year Relationship with Cisco
- Triple Master Certified & Cloud Builder Certified
- Advanced Technology Partner - Wireless LAN and Identity Services
- Large number of Cisco certified Professionals: (26 CCIE - 66 CCNP - 46 CCDA - 28 CCDP - 112 CCNA)
- Network Operations Center (NOC) - Manages over 200 Networks 24/7/365
- Local VAR feel in major focus cities
- Two Cisco Sales Executives per market, two Cisco Engineers per market

INSIGHT AND MICROSOFT PARTNERSHIP

- Clear Advantage for your Microsoft Solutions
- #1 Global LAR/LSP managing 4,000+ EAs
- 25-Year Relationship with Microsoft
- Top 1% of all MSFT Partners with full stack systems integration / consulting services capabilities
- Eight Gold Competencies
 - Messaging (aligned to Exchange)
 - Communications (aligned to Lync)
 - Collaboration and Content
 - Management and Virtualization
 - Identity and Access
 - Volume Licensing
 - Software Asset Management
 - Midmarket Solution Provider
- Cloud Accelerate Partner (aligned to Office 365)
- Cloud Deployment Partner (aligned to Office 365)
- Azure Circle Partner (aligned to Windows Azure)
- Eight Silver Competencies

Why Insight for Unified Communications and Collaboration

OUR WINNING FORMULA

- ✓ Objectively assessing your UC&C environment
- ✓ Taking holistic approach to develop compelling business and technology use cases
- ✓ Providing UC&C solutions across Voice, Video, and Applications
- ✓ Deploying Harmony UC&C Solutions without Compromise: Cisco + Microsoft
- ✓ Proofing the UC-Enabled Network
- ✓ Delivering a consistent User Experience from anywhere and on any device

INSIGHT

Insight is a trusted technology provider of hardware, software and service solutions to business and government clients in more than 180 countries. Founded in 1988, Insight is a Fortune 500 company headquartered in Tempe, Arizona with approximately 5,400 teammates worldwide.

Specific to UC&C, Insight has world class expertise in both of the two leading solutions: Cisco and Microsoft. As a Cisco Gold Certified Partner, Insight holds Master Certifications in Unified Communications, Cloud, Telepresence Video and Network Security. Insight also supports Jabra and Plantronics, specializing in endpoint devices such as wired and wireless headsets, handsets, speakerphones, etc.

Harmony is a set of integrated communications solutions from Insight that integrates the four cornerstones of a modern interoperable UC&C solution. Insight UC&C solutions present no silos, just harmony.

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Jabra **plantronics®**

Insight