

Creative connections from BT and Microsoft



Working in harmony to deliver a great performance

World-leading network services

Delivering a great performance

- BT Advise and BT IT Services
- BT One Mobile
- BT Business Direct

35 million downloads of Microsoft Office 365 on iPad

Realising the possibilities in the cloud

- BT Compute
- Microsoft Office 365

60% of Fortune 500 have purchased Office 365 in the last 12 months

Working in harmony

- BT One Microsoft Lync, Exchange, Sharepoint
- BT One Voice SIP trunking
- BT Conferencing

50% of the Exchange licences purchased in Q4 were cloud

Performing anywhere

- Microsoft Azure ExpressRoute
- BT Connect Applications

177% YOY growth in Azure

Embrace change

In today's connected world, our location shouldn't hold us back from being able to join in and collaborate; collaboration should be something that happens at any time, on any device. These days, talking isn't enough; your people want to be able to see each other, share documents and access the same information in real-time. And costs need to be reduced where they can, whether that's reducing travel and accommodation or investing in the right IT, all decisions that need to be made while being conscious of constrained budgets.

We understand that you need a network that can cope with this new wave of communications, providing top-of-the-range collaboration tools. You also need to let your people use the technology they know and love and empower them with the exciting capabilities that the latest technology affords. Above all, you need the expertise to make this all work perfectly together, so that you can collaborate effectively and securely on a global scale.



Nobody knows how to make networked IT work like BT. With our expertise and ability to execute you have everything you need to apply your creativity and harness the possibilities of today's connected world. We'll help you to manage creative connections using Microsoft products and applications to help deliver stunning results.

Partner of choice

Together, we have the expertise and technology to help you on a roadmap from where you are today, to where you want to be in the future, and help you upgrade at your own pace.

With our specialist knowledge and tools, we can look at your existing infrastructure in detail- including your Unified Communications, Networking and Security. BT Advise professional service can work with you developing the roadmap, to help you create new possibilities and deliver them with confidence.



Delivering a great performance

Delivering a great performance is about how art and science combine for your people and customers. Not only is this more important than ever, it is also much more difficult. The 'optimal architecture' for handling the complexity of today's IT infrastructure is the intelligent hybrid network. With BT and Microsoft you can use our intelligent hybrid network to manage capacity and network traffic effectively for an improved user experience.

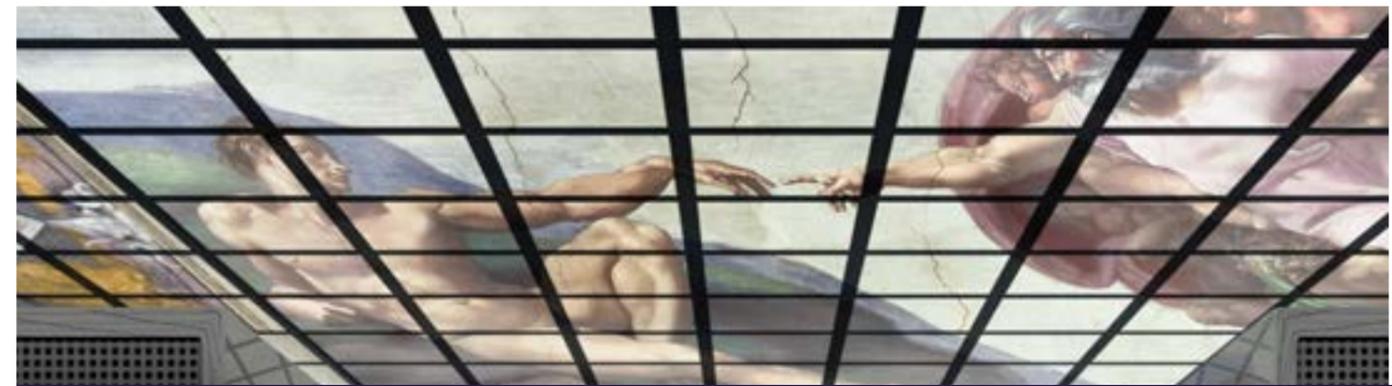
For instance, using BT Connect Acceleration and Optimisation for Microsoft applications such as Microsoft Lync enables great quality voice, presence, instant messaging and conferencing by guaranteeing required bandwidth and stability. It allows for prioritisation of traffic across your network and unified communications so Voice over IP and webcams will be used seamlessly, whilst protecting business critical application performance. You can even centrally monitor your UC performance in real-time.

In the world of cloud services, it takes real skill and expertise to bring together networked resources for the



benefit of your users and customers. We will help you become the service broker for your customers, giving you the choice and flexibility to access the cloud services you need.

We will provide the gateway between IP Connect and Microsoft Azure cloud using Microsoft ExpressRoute. This allows you to bypass the public internet when connecting to Azure, by going through a private connection based on BT's IP Connect service, offering more reliability, faster speeds, lower latencies, and higher security than typical internet connections.



Realising the possibilities in the cloud

To realise the opportunities in the cloud you need to sustain the performance of multiple cloud-based applications to make your people productive. Everything has to be connected and secured. You have to control where your networked resources are located, because you need to keep on top of changing legislation and regulatory compliance obligations.

But at the same time, you can't let that compromise performance, or your ability, to quickly change to meet new business opportunities or threats and grow with the times.

BT and Microsoft enable you to access cloud-based services

anytime, anywhere. For instance our BT One Cloud solution provides the essential first step in carrying your organisation's voice securely over the corporate data network, without the need for heavy capital expenditure or specialised technical expertise, forming the platform for full cloud-based unified communications and collaboration.

We will provide pay-as-you-go, pay-as-you-grow cloud-based unified communications, to improve productivity and speed of decision making; such as Microsoft Lync (Skype for Business), Exchange and Sharepoint, backed by a 99.99% SLA. We can even include BT managed firewalls service for extra security.

Working in harmony

For people to work in harmony, you need the right infrastructure in place. It's not just about weaving together diverse networks and collaboration tools, it's about having the know-how to make it all work together seamlessly – disparate technologies, the old with the new, across different devices. The latest unified communications services will create this harmony when they are delivered by networks that guarantee the consistent, high quality experience that users expect.

With BT and Microsoft, you will benefit from easy-to-manage collaboration solutions that provide a great user experience. In fact, BT has adopted Microsoft Lync as its central UCC platform internally, to keep 89,000 employees in over 170 countries working together effectively, no matter where they are or what device they happen to be using. It drives cost reductions on mobile and travel spend, while providing tools to further improve employees' work-life balance. That's because the deployment of Lync 2013 opens the door to innovations such as video calling and conferencing, from anywhere.



Performing anywhere

You understand the difference mobility makes to an organisation, both in customer satisfaction and employee productivity. People want the freedom to work when and where they can be most productive. Outside work, they've become accustomed to using their mobile devices as remote controls for their lives. The at-home experience has raised their expectations and over one third of employees want 'complete flexibility' over when and where they work.

With BT & Microsoft you will set your people and business processes free. With Microsoft Office 365, employees can get to their applications and files from virtually anywhere – PC, Mac, and tablets – and they're always up to date.

And if employees want to bring their own devices to work – no problem. BT Bring Your Own Device solutions can be used to provide additional controls for Microsoft mobile clients and for hybrid environments, whilst ensuring the security of your network, applications and devices.



BT and Microsoft Unified Communications – a winning combination



WORLD-LEADING SOLUTIONS
INNOVATIVE DEPLOYMENT
VOICE
SEAMLESS
EXPERIENCE CONSULTING
ENHANCE THE EXPERIENCE
MICROSOFT
MAJOR VENDORS
CREATIVE CONNECTIONS
GLOBAL SCALE
UNIFIED COMMUNICATIONS

Innovative solutions to enhance the experience and improve the business case

World-leading network services

- BT is the first operator in Europe to provide ExpressRoute to Azure using IP Connect VPN, available in 170 countries. The service bypasses the internet thus directly addressing concerns around security and performance that are still perceived as barriers to adoption of cloud.

Experience in providing voice and UC solutions on a global scale

- Our global managed network provides service to more than 7,000 corporate and public sector customers
- We deliver communications as a service globally – providing service in more than 170 countries, supported by our 30,000 people located in 50 countries
- We've deployed over 1m IP phones globally and manage over 270,000 cloud voice and UC users
- BT manages over one million audio conferencing users.

“Microsoft and BT have an established history of delivering cloud solutions that meet the evolving needs of business across many industries. Our global agreement to deliver private Azure connectivity, is yet another example of the two companies joining forces to help customers embrace cloud on their terms, by providing a more secure and reliable way to take advantage of the speed, flexibility and scale of hybrid solutions.”

Jean-Philippe Courtois, President,
Microsoft International

“BT's collaboration and communications services, marketed under the BT One banner, are strong in the global enterprise market. BT's comprehensive services include hosted and premise-based service options and a range of conference services, underpinned by a global BT Advise professional service.”

BT Global Services – Collaboration and Communications
Services – Global Enterprise, Emma Keedwell, April 2014

“BT Global Services' UC portfolio has clear linkages to other areas across BT's service areas, setting it apart from many of its competitors. The company delivers customised solutions for a number of vertical markets, notably Financial Services, Retail and Pharma – such focused services place BT at a strong advantage among companies that are seeking a partner that has proven knowledge and expertise in their specific industry.”

Frost & Sullivan

Frost & Sullivan 'Managed Service Provider of the Year'
and 'UC as a Service Vendor of the Year' at the Asia Pacific ICT Awards 2013



Working together

Offices worldwide

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