

Lync Online

Optimize Meetings – Connect. Collaborate. Communicate.

<Speaker>

<Title>

<Company>



About this Presentation

Provides an overview of Lync Online

Dates and capabilities are subject to change

Screen captures are for illustration purposes and subject to change

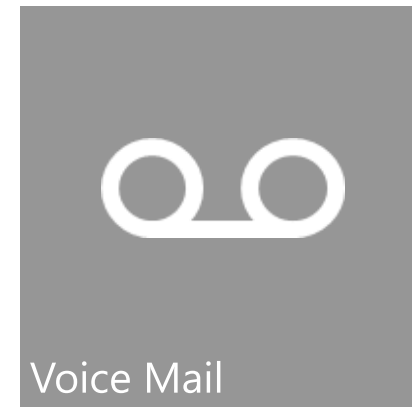
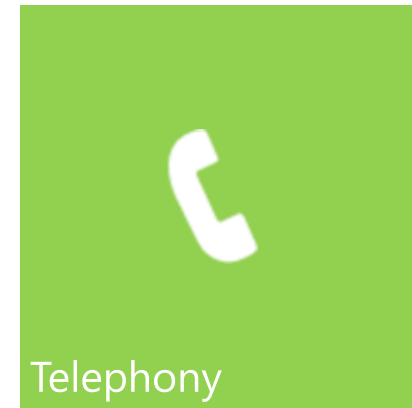
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Applications used every day



Demo

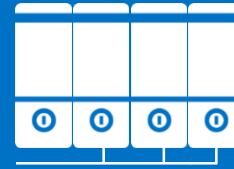
Lync Online benefits



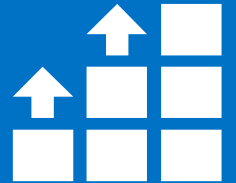
Fastest path to unified communications



Safe and secure
in the cloud



Managed
infrastructure



Transparent &
quarterly updates



Simplified
administration



Deployment
flexibility



Complement PBX
deployments

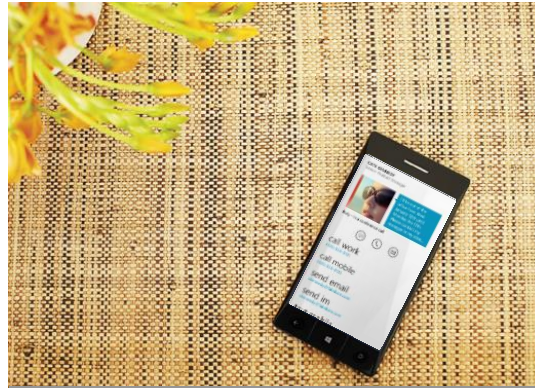
What's new in Lync?

Be there without going there



Multiparty HD video and content sharing

- Video gallery
- HD video or high resolution photos of attendees
- H.264 SVC support
- Personalized collaboration experiences
- Intuitive controls



Modern, mobile and web clients

- Consistent and familiar clients
- Immersive experience optimized for touch
- Mobile client experiences designed for the device
- Lync Web App for browser access to meetings



Social and integrated design

- Single identity across business and social applications
- Shared contact card
- Communicate directly from within Office
- OneNote Share
- SharePoint integration



Federation with Skype

- Communicate with anyone on Skype
- Share rich presence information
- Secure and archived Instant Messaging
- Peer to peer voice

Multiparty HD video gallery & H.264 SVC support

Multiparty HD
video and
content
sharing

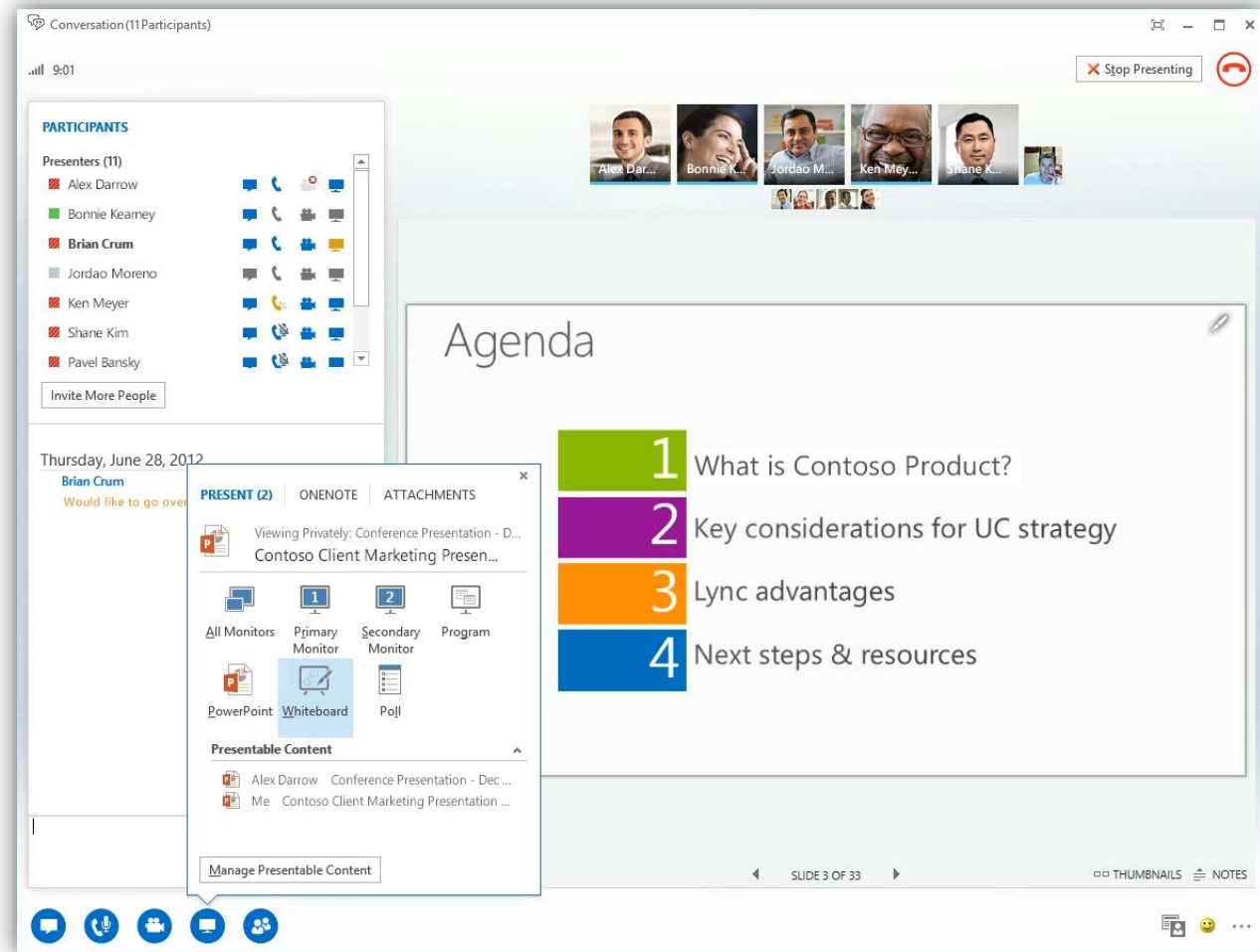


Enable great meeting experiences & collaboration

Lync

Presenter controls to optimize for meeting type

Multiparty HD video and content sharing

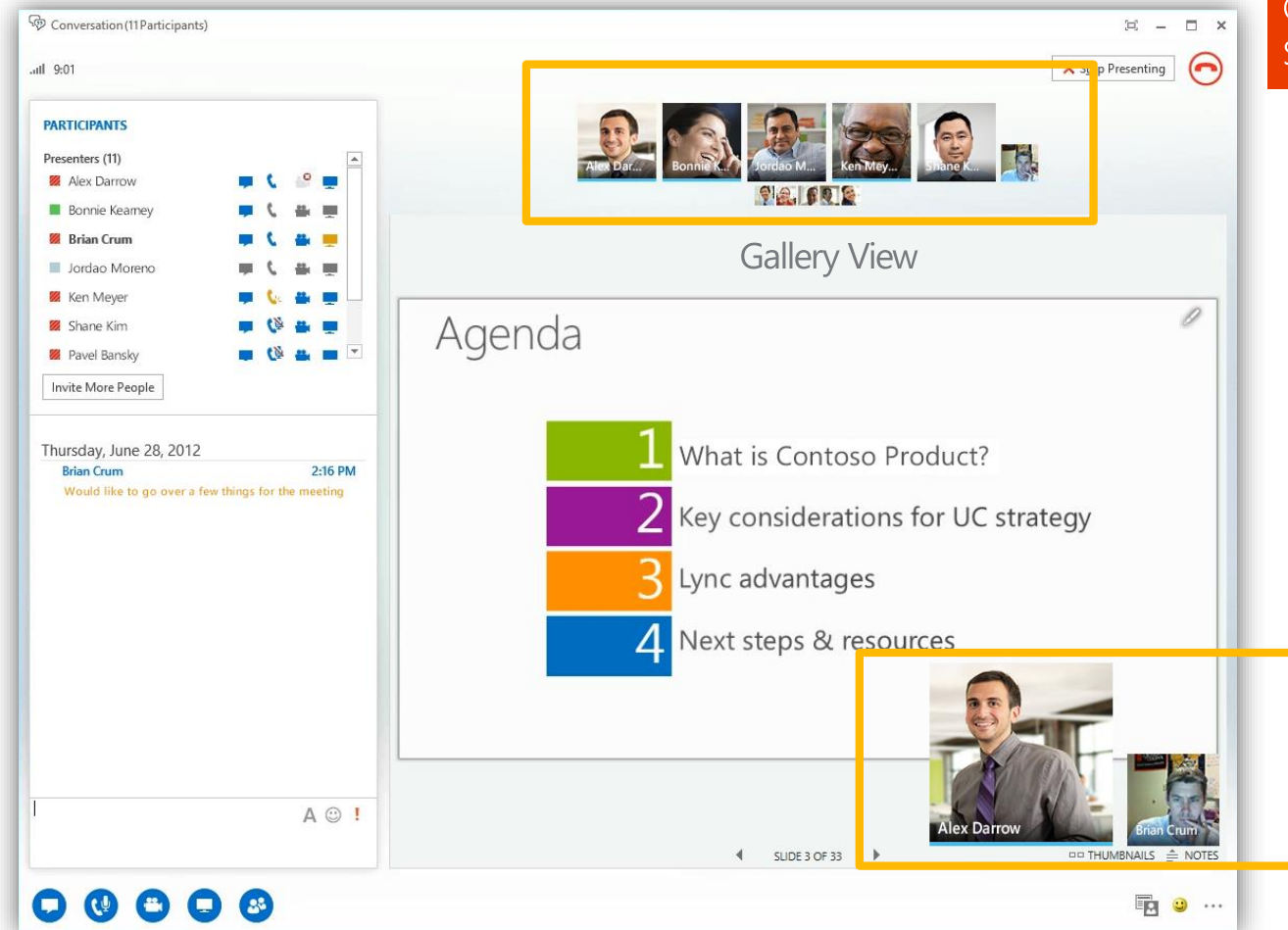


Enable great meeting experiences & collaboration

Lync

End user
selected views
of content and
people

Multiparty HD
video and
content
sharing



Speaker View

Enable great meeting experiences & collaboration

Lync

Choice of clients

Lync 2013

Lync 2013 Basic

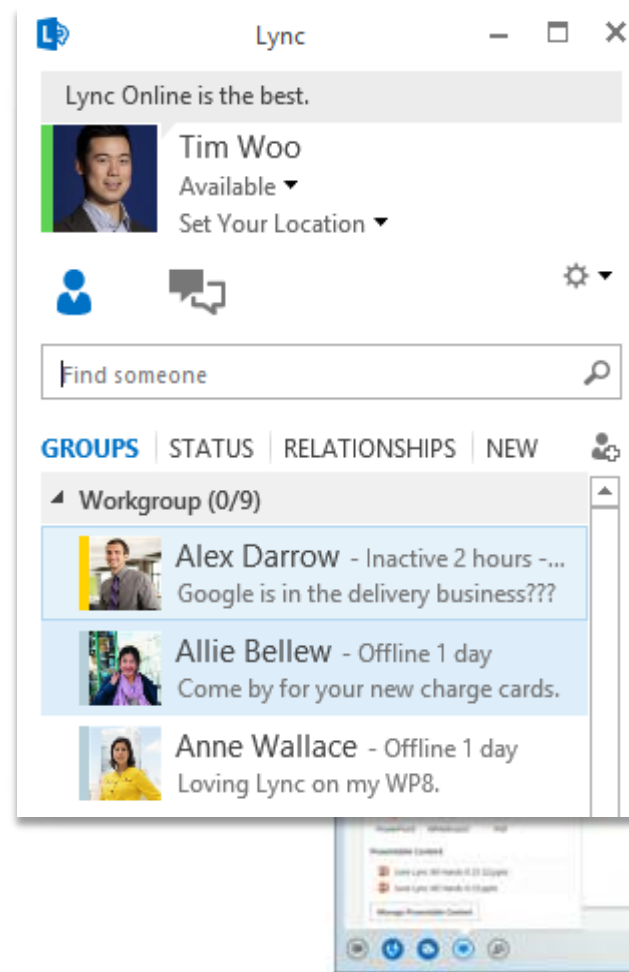
Lync Windows Store App

Lync Web App

Lync Mobile

Lync for Mac 2011

Lync Room System



Modern,
mobile and
web clients



Lync is familiar and engaging,
across a variety of devices and platforms

Lync

Mobile client
experiences
designed for
the device

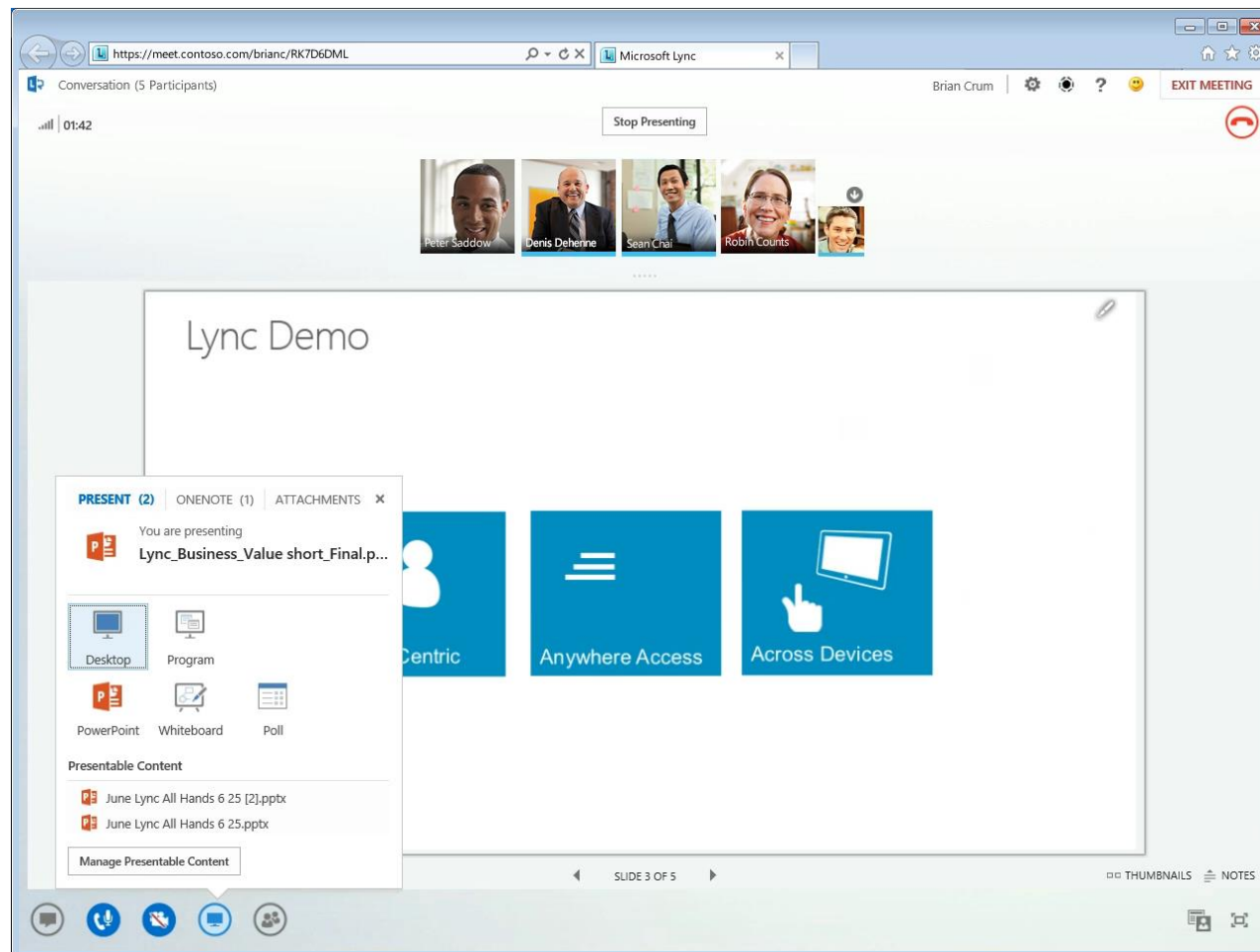


Lync is familiar and engaging,
across a variety of devices and platforms

Lync

Lync Web App for browser access to Lync Meetings

Modern,
mobile and
web clients



Lync is familiar and engaging,
across a variety of devices and platforms

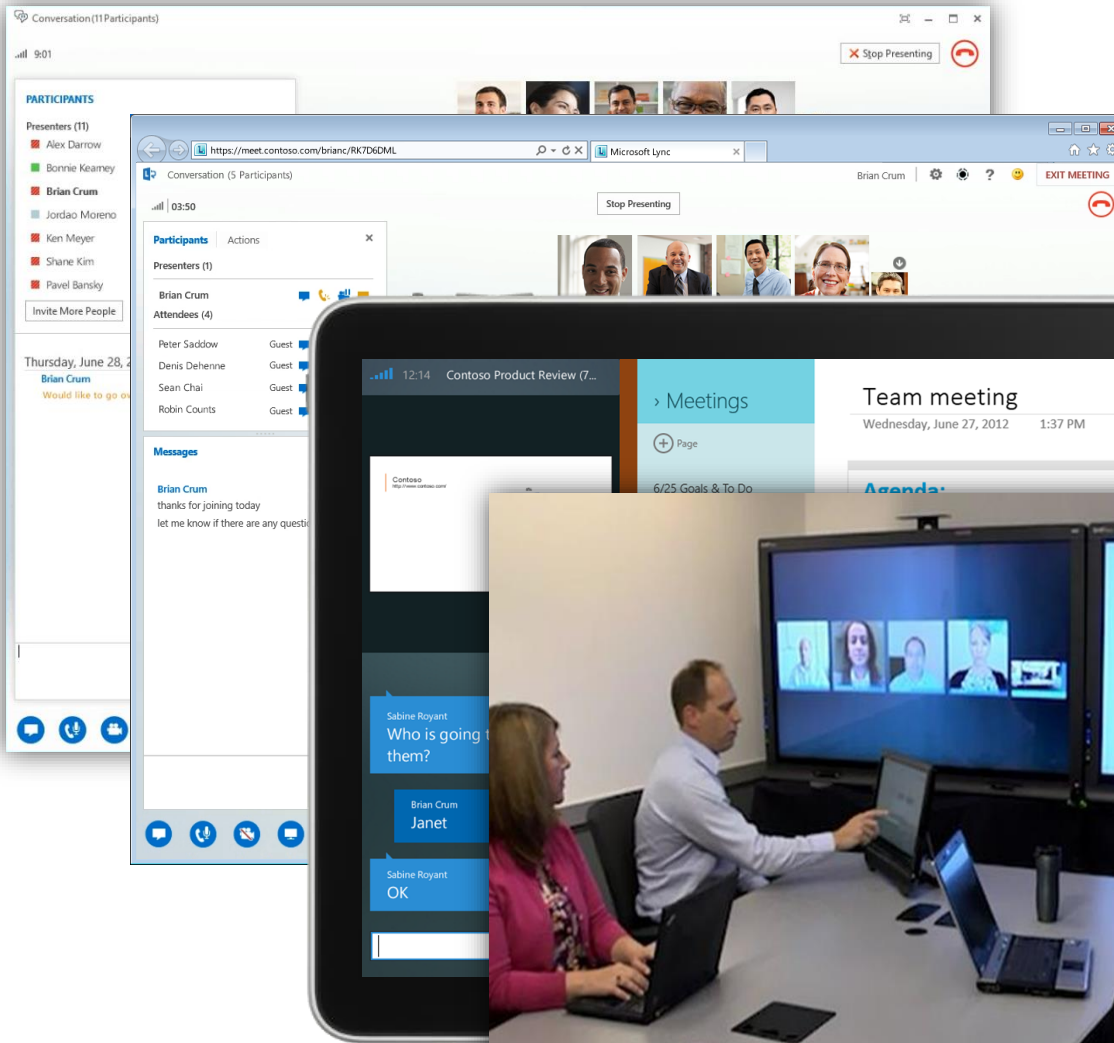
Lync

Lync Room System

- Familiar Lync Meeting experience extended to the conference room
- Easy to setup, join and manage
- Simple to deploy
- Developed by Microsoft as a Lync endpoint
- Delivered by partners as a packaged solution



Great collaboration experiences from the desktop, browser, mobile device or conference room

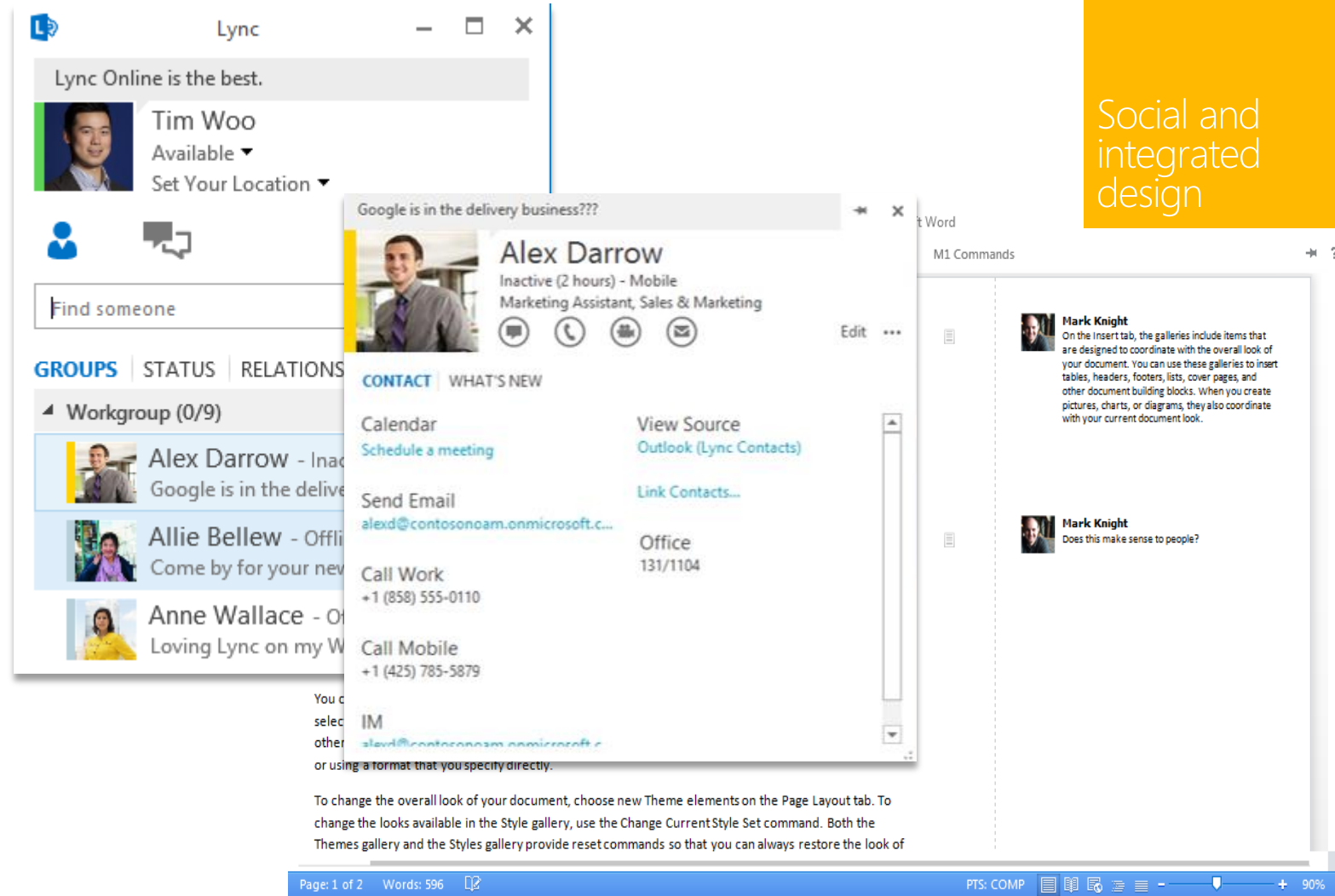


Modern,
mobile and
web clients

Lync is familiar and engaging,
across a variety of devices and platforms

Lync

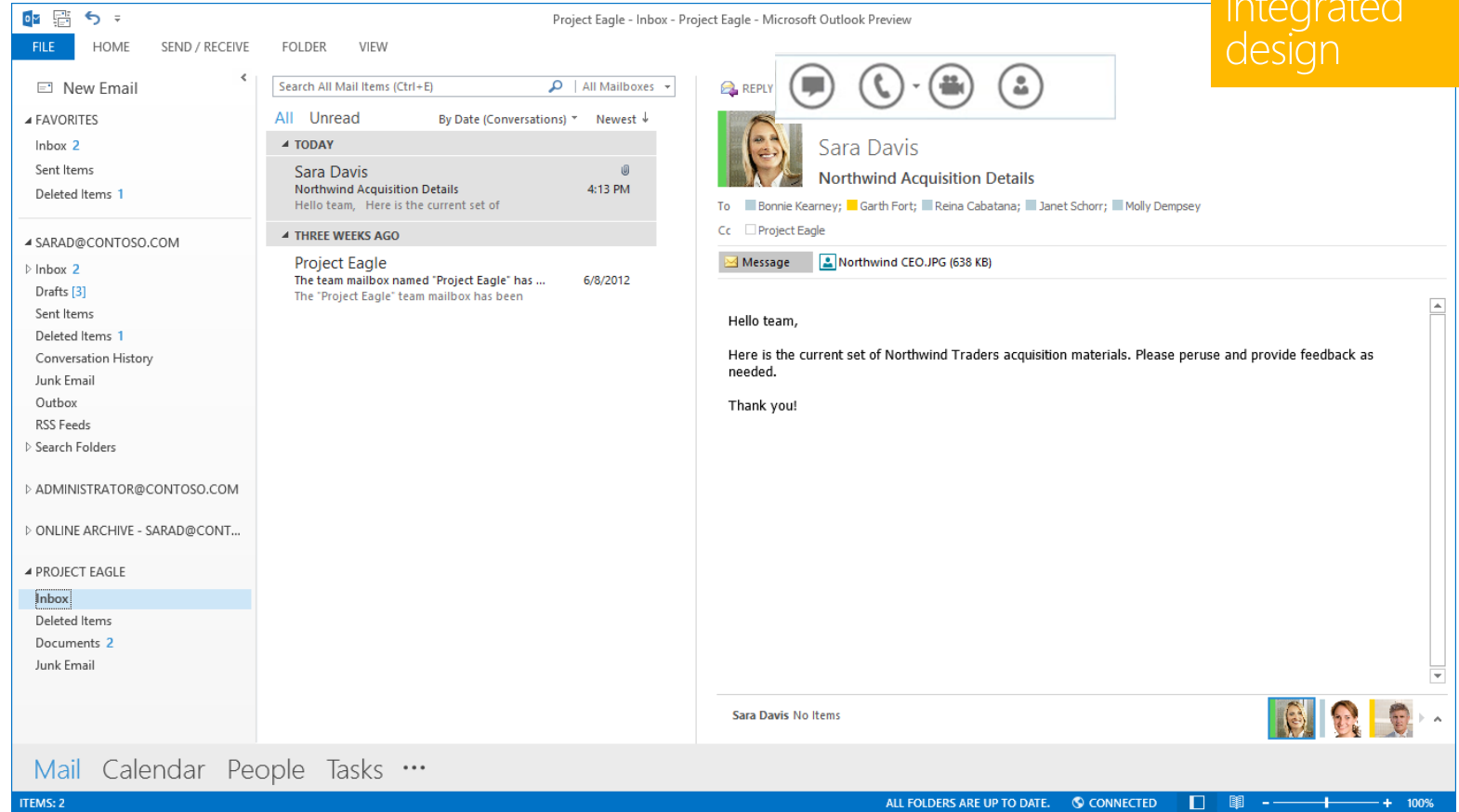
Single identity and shared contact card across business and social apps



Connect people, communications
and the applications they use everyday

Communicate
with everyone
in your contact
list directly
from Office
apps,
SharePoint

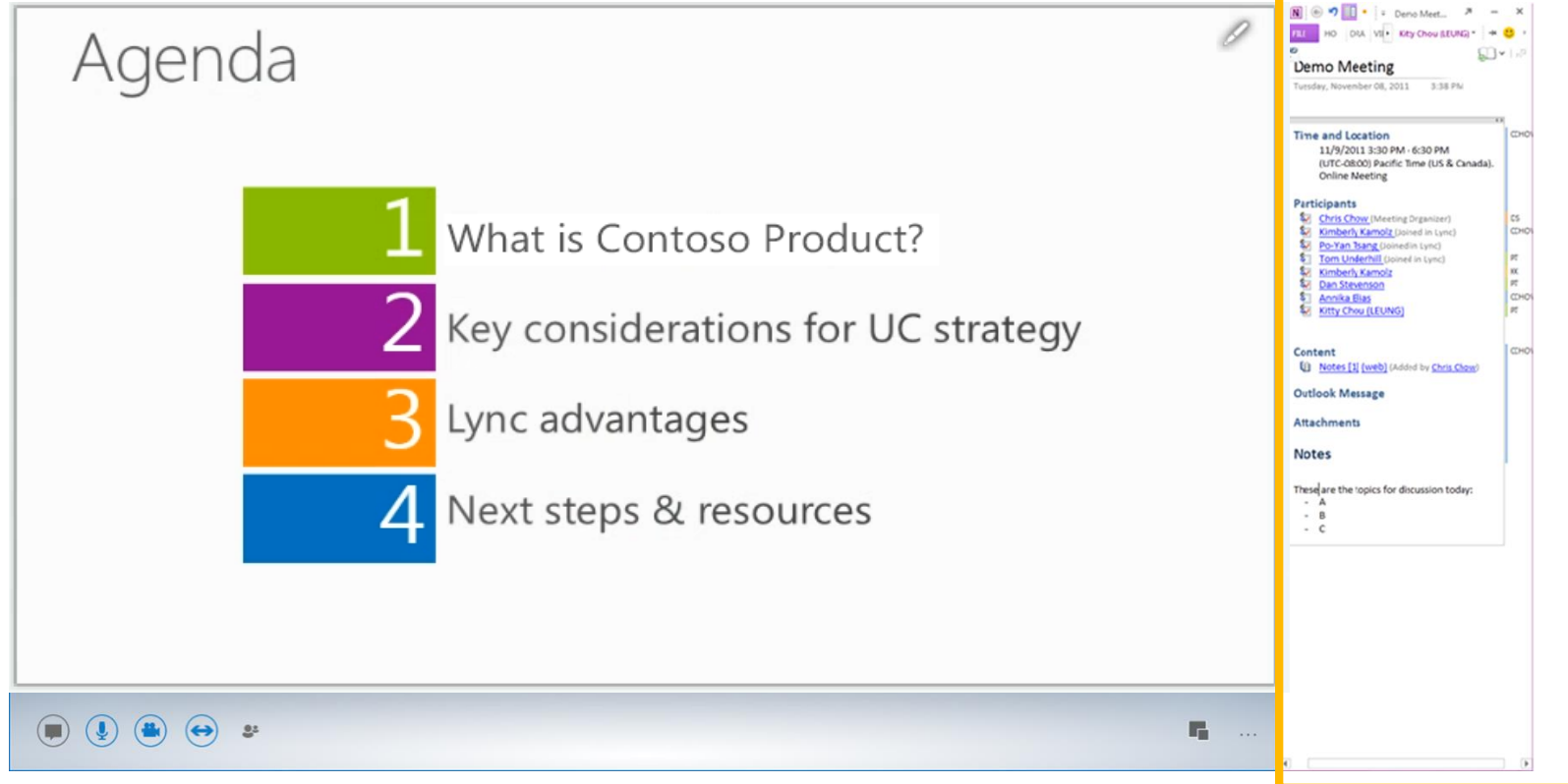
Social and
integrated
design



Connect people, communications
and the applications they use everyday

Lync

OneNote share, accessible directly from a Lync Meeting



The screenshot displays a Lync Meeting window. The main content area shows a slide titled "Agenda" with four numbered items, each preceded by a colored square: 1 (green) "What is Contoso Product?", 2 (purple) "Key considerations for UC strategy", 3 (orange) "Lync advantages", and 4 (blue) "Next steps & resources". The bottom of the window features a toolbar with icons for chat, microphone, video, screen sharing, and a help icon. On the right side, a sidebar is open, displaying meeting details for "Demo Meeting" on Tuesday, November 08, 2011, at 3:38 PM. The sidebar includes sections for "Time and Location", "Participants" (listing Chris Chow, Kimberly Kamolz, Po-Yan Tsang, Tom Underhill, Dan Stevenson, and Anika Bias), "Content" (showing a link to "Notes [1] (web)"), "Attachments", and "Notes" (listing topics A, B, and C).

Social and
integrated
design

Connect people, communications
and the applications they use everyday

Lync

The phenomenon of Skype

Federation
with Skype

Skype's Mission:

**TO BE THE GLOBAL
COMMUNICATIONS PROVIDER
THAT BILLIONS OF PEOPLE
DEPEND ON EVERY DAY
FOR SHARING EXPERIENCES.**

320m
connected
users

>300bn
minutes of video and voice minutes

40m
concurrent
users

~50%
of all Skype-to-Skype minutes include video

34%
of international calling minutes (combining
PSTN and Skype-to-Skype) are Skype-to-
Skype minutes



Federate with
Skype and
imagine new
ways to
collaborate

Business
to
Business

Business
to
Consumer

Employee
to
Family

Federate with
Skype

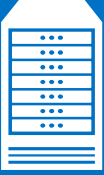



Communicate with hundreds of millions of
people with presence, IM and voice

Lync

Lync Online Management Decisions

Near parity for IM/P and meetings

	IM/Presence	Lync Meetings	Federation	Media Controls	Enterprise Voice
 Lync Server	✓	✓	✓	✓	✓
 Lync Online	✓	✓	✓	✗	✗
Lync Online Exceptions	<ul style="list-style-type: none">No persistent chat	<ul style="list-style-type: none">Attendee limit: 250 vs. 1000Partner ACP needed for dial-in PSTN conferencing	<ul style="list-style-type: none">No Sametime or XMPP federation	<ul style="list-style-type: none">No QoS, call admission control (CAC), and media bypass	<ul style="list-style-type: none">No enterprise voice capabilities

Lync Online roadmap

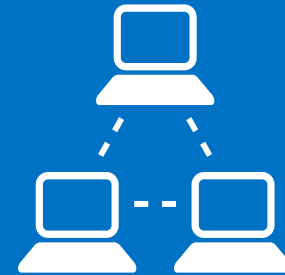
Addressing integral feature requests



Enterprise voice in the cloud



Structured meeting support



Video connectivity

Enabling customer deployment choice



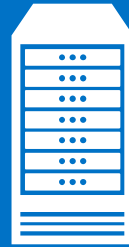
Lync Server Single domain & direct Office 365, Lync Online
Private cloud / dedicated split – server / online-hosted multi-tenant

Split domain deployment option

Share SIP address space between on-premises and online users

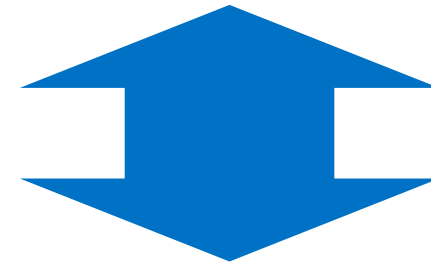
Move users from on-premises to the cloud and vice versa

Flexibility making PBX replacement decisions by site



Lync Server

For users needing "PBX replacement" features



Freely transition as business needs change

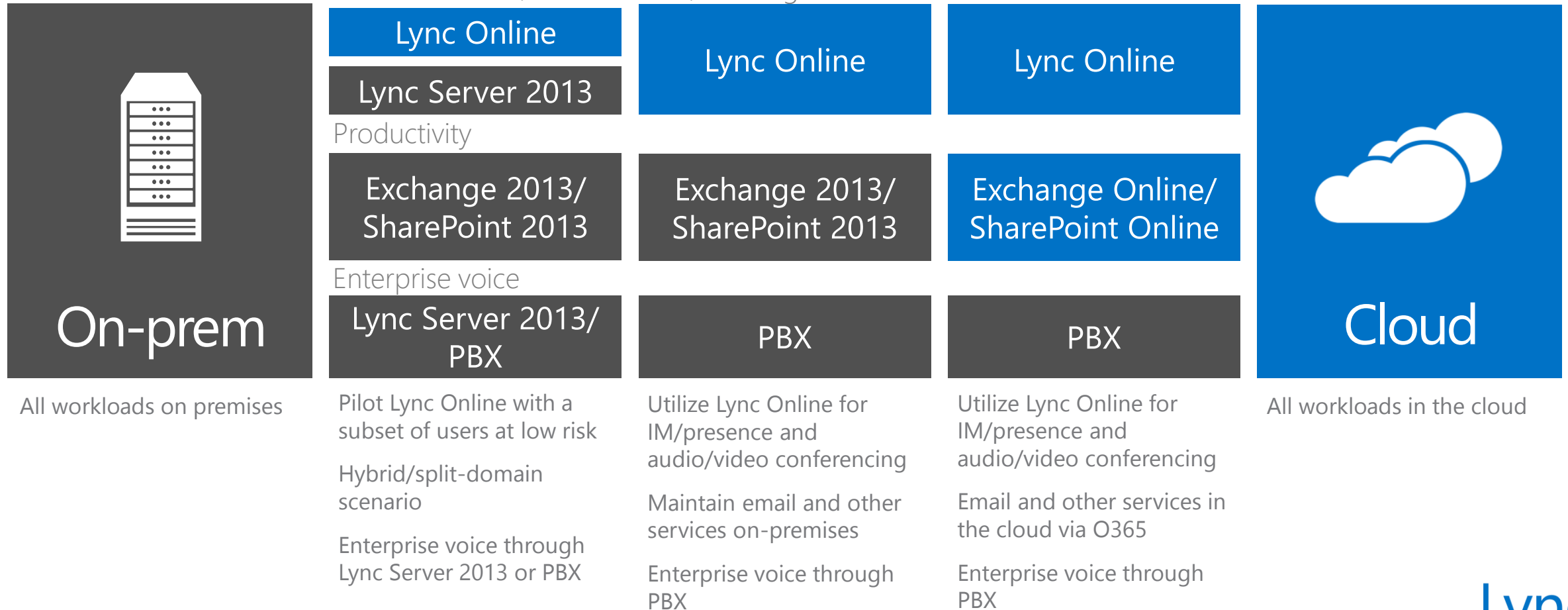


Lync Online

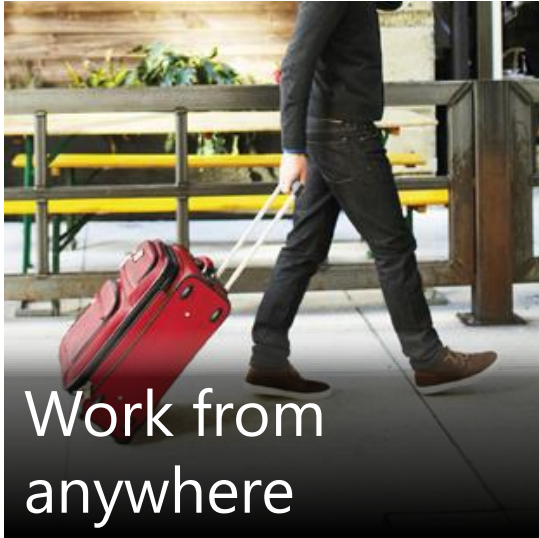
For non-PBX sites or remote users

Migrate to the cloud with Lync Online

Migrate with little or no disruption to existing services



Lync enterprise benefits



Work from anywhere

Enable and improve mobile productivity

Communicate in real time with colleagues, customers and partners from virtually anywhere

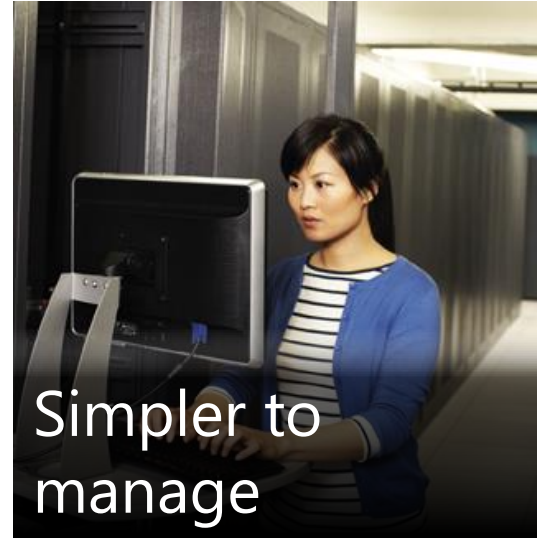


Connected experiences

Enable new ways of collaboration with voice & video using a single unified client

Share ideas and keep teams in sync

Reduce costs related to video conferencing, telephony and travel



Simpler to manage

Reduce costs through simplification and consolidation

Manage with common and familiar tools

Reduce total cost of ownership with integration and shared infrastructure



Deployment flexibility

Accelerate adoption of online services

Reduce IT operations costs

Enables a path to unified communications – following a customer's blueprint

PURCHASING – Lync Online

PLAN	REQUIRES	PRICE
Office 365 E1, E3, E4	< Included >	< Included >
Office 365 Small Business (*) Office 365 Small Business Premium Office 365 Midsize Business	< Included >	< Included > < Lync Client Pricing (**) >
Office 365 Lync Online Plan 1 Office 365 Lync Online Plan 2 (***)	Plan 1=Chat/Presence+Federation (*) Plan 2 = A/V/Web Conferencing,...(*) Multi-Party Video (**)	Plan 1 – €1,6 PUPM Plan 2 - €4,5 PUPM < Lync Client Pricing (**) >

(*) Customer licensed for Lync Online Plan 1 and 2 download a FREE Lync Basic Client supporting a limited features set ([comparison](#))

(**) Specific functionalities like "Multi-Party Video (Gallery View)" do require a non-free FULL Lync Client to be licensed

(***) Customer can profile their users depending on their needs – [Compare Lync Online Plan 1 and Plan 2](#)

Lync Online

Close

Call to action

See and test
drive Lync
in our Customer
Immersion
Experience
Centers

1

Try Lync Online
at no cost with
your own trial
tenant

2

Participate in a
Business Value
Assessment and
Lync Technical
Briefing

3



Connect.
Collaborate.
Communicate.



Optimize your
meetings with
Lync Online

Lync Online

- Plan1: €1,6 per user per month
- Plan2: €4,5 per user per month
- (included in O365 Enterprise Plans)

OneDrive For Business

- \$5 per user per month
- (Included in O365 Enterprise Plans)

Store, Sync
Share & Control



Unlock your data with
OneDrive
For Business

OneDrive For Business (Promos)

- From: 1st of April-30th Sept 2014
- \$2,5 per user per month



Share.
Interact.
Inspire.
Work like a network



Unlock the value of
Social with
Yammer

Yammer

- Sign up and subscribe on yammer.com



Telephony



Document
Management



Social

Your current on-premises
environment

Lync



Microsoft

Feature updates



Shipped
Mar 2013

Lync mobile clients

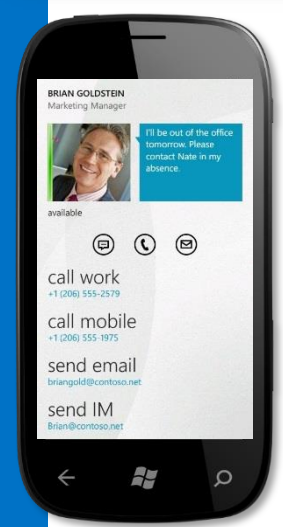
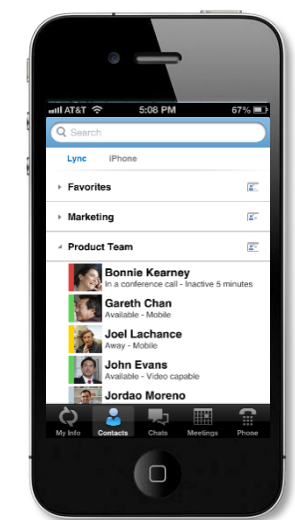
Outlook integration within client

Single click to join meetings

Voice/video over IP

Tablets: See presentable content

Windows tablet: gallery view video





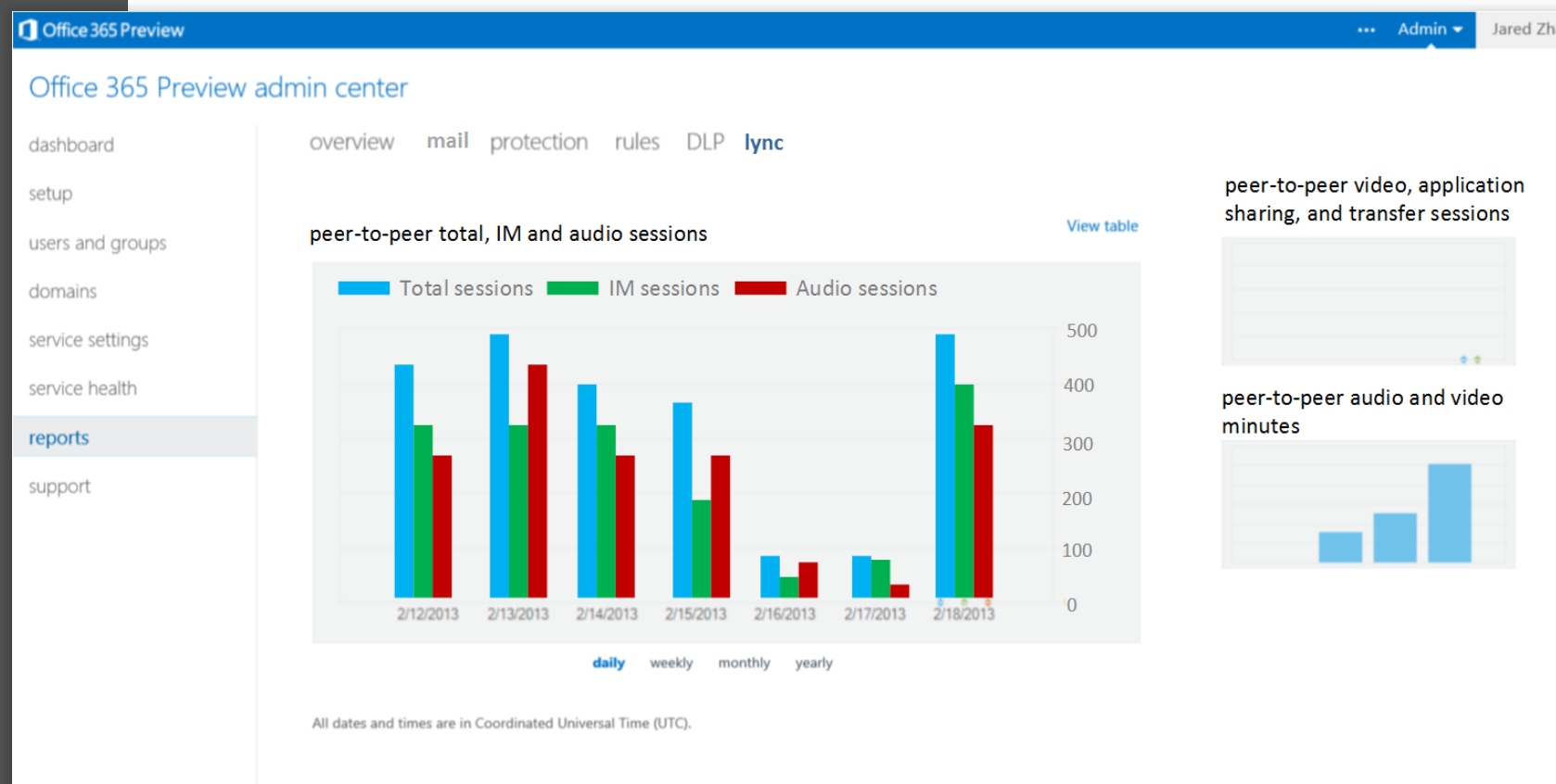
Lync Online Integrated Reporting

Report on Lync usage

Single consistent tenant admin reporting

Integrated with broader O365 reporting hub

Shipped
May 2013





Shipped
Mar 2013

Lync meeting scheduling from OWA

Schedule Lync meetings from OWA Calendar

Utilize dedicated meeting space for audio/video conferencing

No need for Outlook or Lync desktop client

Office 365

new event

SAVE DISCARD SCHEDULING ASSISTANT

Event:

Location: add a room

Attendees: +

Start: Tue 3/26/2013 12:00 AM Duration: 30 minutes

Show as: Busy Reminder: 15 minutes

Calendar: Calendar

Repeat: Never

☐ Mark as private

Online meeting

Calibri 12 B I U

Start: Tue 3/26/2013 12:00 AM Duration: 30 minutes

Show as: Busy Reminder: 15 minutes

Calendar: Calendar

Repeat: Never

☐ Mark as private

Online Meeting Settings

Calibri 12 B I U

[Join online meeting](#)

[Find a local number](#)

Conference ID:

[Forgot your dial-in PIN?](#)



Updated Lync mobile clients

Windows Store App

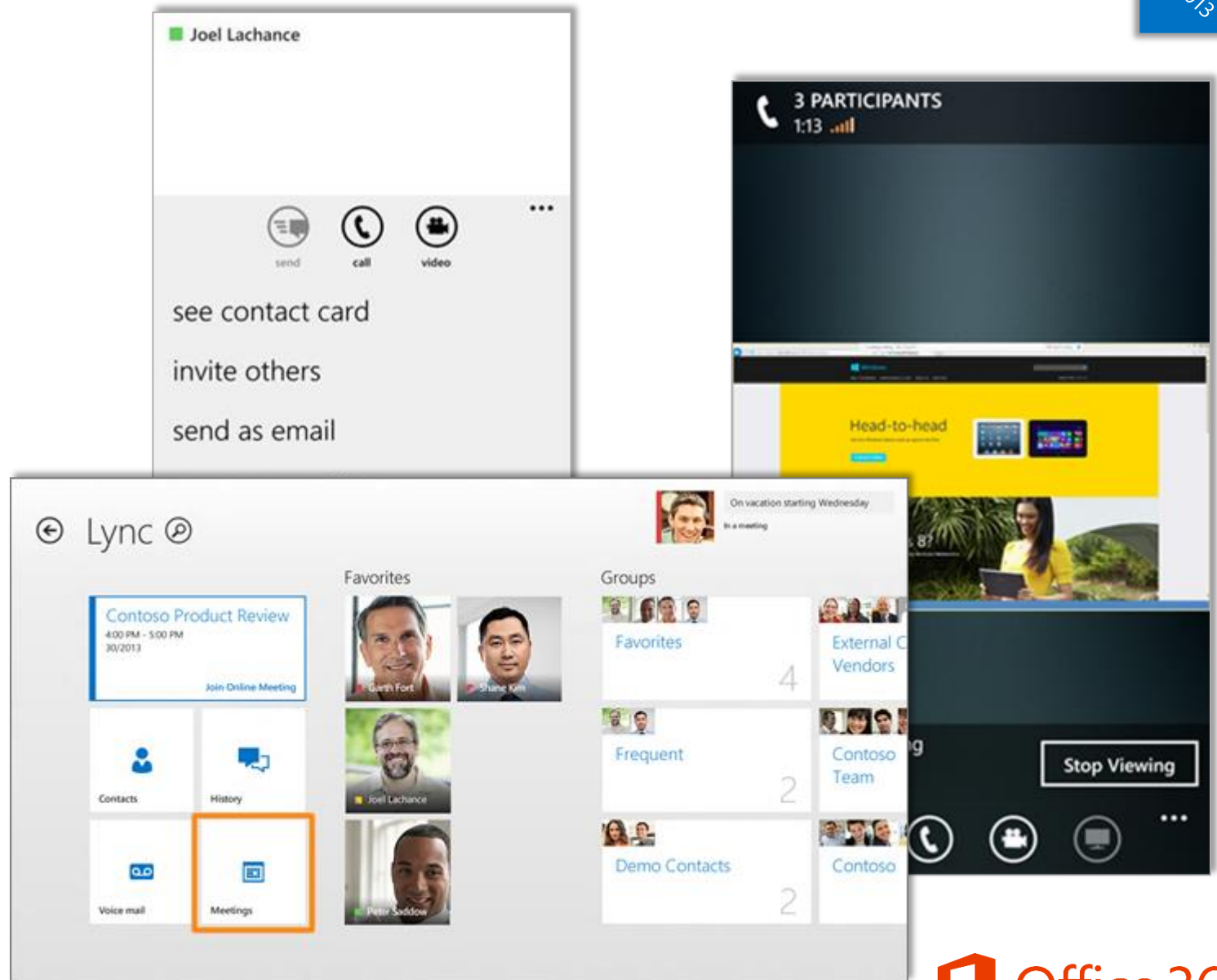
Updates include a meetings view, anonymous join, and take over as presenter.

Windows Phone 8

iPhone & iPad

With updated mobile apps, Lync users can now view shared meeting content from their mobile device, invite additional participants to an existing conversation or conference, rejoin a Lync meeting after leaving, transfer calls to another phone number or contact, and pick-up conversations from the point they were ended.

Shipped
July 2013





Shipped July 2013

Q&A manager

Facilitate a structured Q&A session during a Lync meeting

Questions and answers are clearly differentiated to meeting attendees

Attendees can only ask questions

Presenters can ask and answer questions

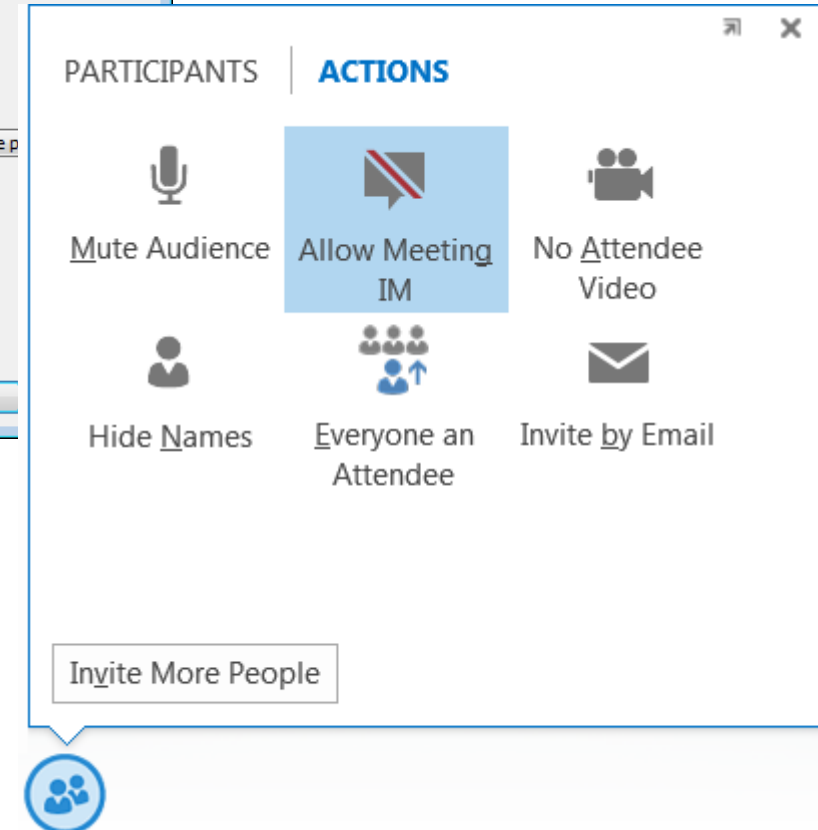
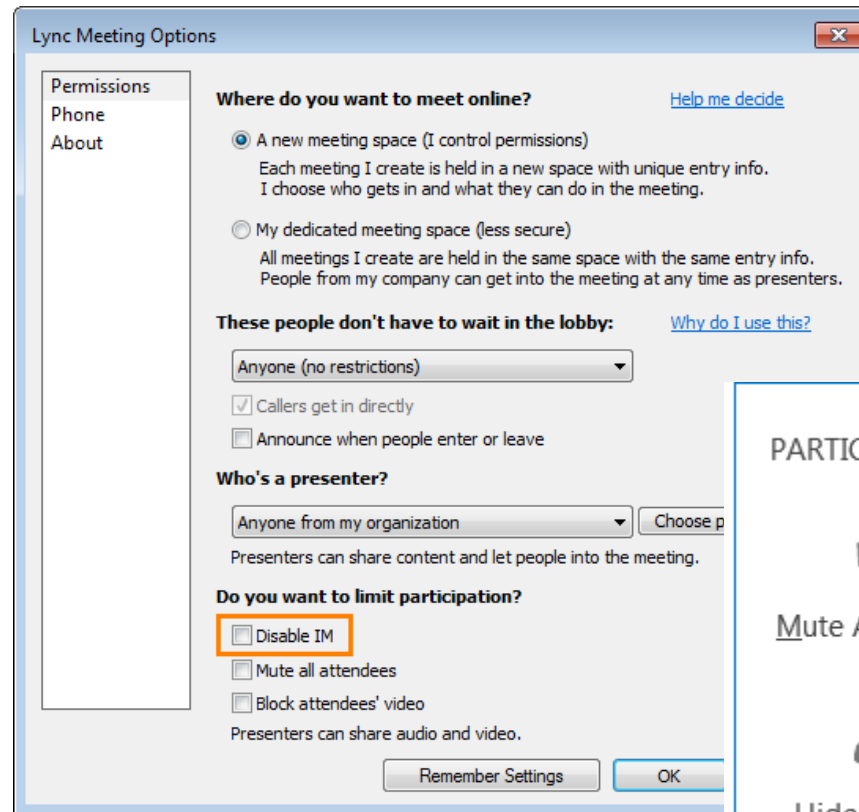
The screenshot displays the Lync Q&A manager interface within a meeting window. The top section shows a list of participants, including presenters (Amy Cable, Caleb Corel) and attendees (Brian Wilson, Edmund Silva, Kari Furse). The main area is divided into two panes. The left pane, titled 'PRESENT (1)', shows a list of questions and answers, with a 'Q&A' tab selected. The right pane, titled 'ATTACHMENTS', shows a list of questions and answers, with a 'Q&A (10)' tab selected. The bottom section shows a chat window with a text input field and buttons for 'Save Q&A' and 'End Q&A'.



IM mute

Disable/mute instant messages from attendees during a meeting

Enable during meeting or select option prior in meeting setup



Shipped July 2013



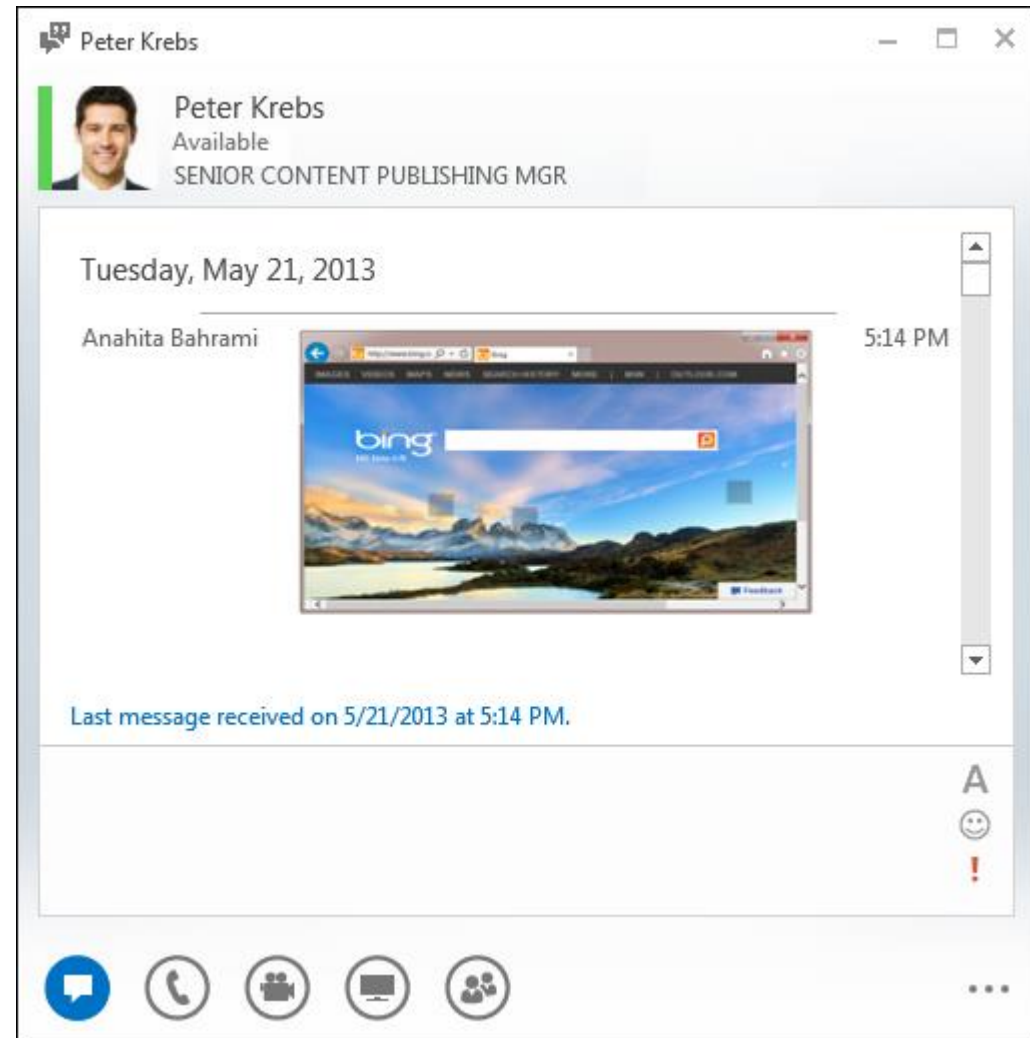
Embedded Images

Embed images in a P2P conversation

Copy/paste or drag-and-drop

Helps streamline dialogue and maintain conversation flow

Shipped July 2013





Shipped
Aug 2013

Lync Online Remote PowerShell

Remove repetitive tasks and
automate administration

Available across O365 Suite

Allow provisioning and
configurations

Configure policies to groups
or users

```
Administration: CS Management Shell

PS C:\program files> Get-CsUser -Filter (Enabled -eq $TRUE) | Select-Object DisplayName, RegistrarPool, Enabled

DisplayName                               RegistrarPool
-----
Holly Salt                               csps0101.contoso.com
Regula Fling1
Vickian Atlas
Garrett Young
Hao Chen
Lucio Telle
Maria Cameron
Jacky Chen
Chris Gray
Jusmin Hau
Florian Uoss
Lertchai Teetawatchaiwong
Redmond_AH
Redmond

PS C:\program files> Move-CsUser -Identity Hao -TargetRegistrarPool csps0101.contoso.com -verbose
VERBOSE: ADTask: GetDataObjects
VERBOSE: CN=Hao Chen,OU=Accounts,OU=00a,DC=CONTOSO,DC=COM
VERBOSE: Performing operation "Move-CsUser" on Target "CN=Hao Chen,OU=Accounts,OU=00a,DC=CONTOSO,DC=COM".
PS C:\program files> Move-CsUser -Identity Garrett -TargetRegistrarPool csps0101.contoso.com -verbose
VERBOSE: ADTask: GetDataObjects
VERBOSE: CN=Garrett Young,OU=Accounts,OU=00a,DC=CONTOSO,DC=COM
VERBOSE: Performing operation "Move-CsUser" on Target "CN=Garrett Young,OU=Accounts,OU=00a,DC=CONTOSO,DC=COM".
PS C:\program files> Get-CsUser -Filter (Enabled -eq $TRUE) | Select-Object DisplayName, RegistrarPool, Enabled

DisplayName                               RegistrarPool
-----
Holly Salt                               csps0101.contoso.com
Regula Fling1
Vickian Atlas
Garrett Young
Hao Chen
Lucio Telle
Maria Cameron
Jacky Chen
Chris Gray
Jusmin Hau
Florian Uoss
Lertchai Teetawatchaiwong
Redmond_AH
Redmond

PS C:\program files>
```

*For representative purposes only.

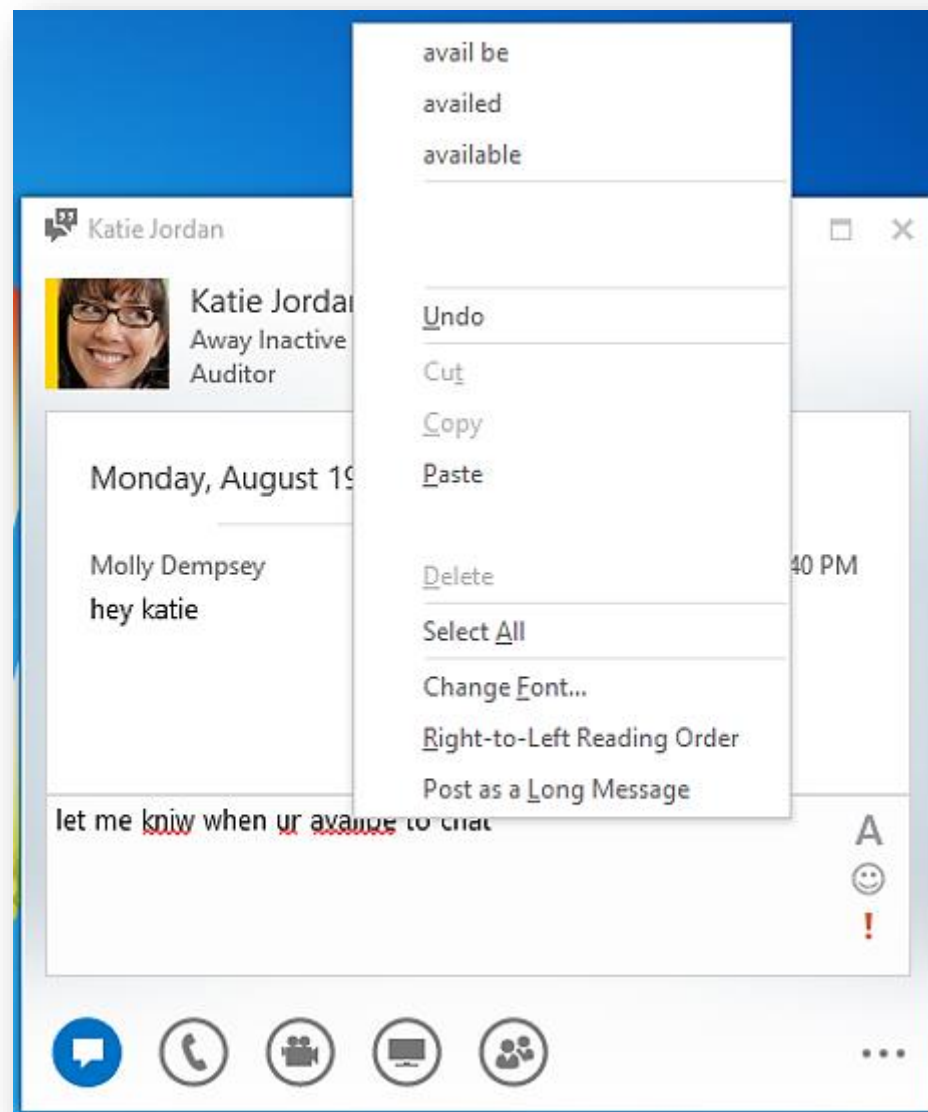


Lync Online Spellcheck

Integrated spellcheck within
the IM window

Familiar Office suite spellcheck
functionality

Shipped
Sep 2013



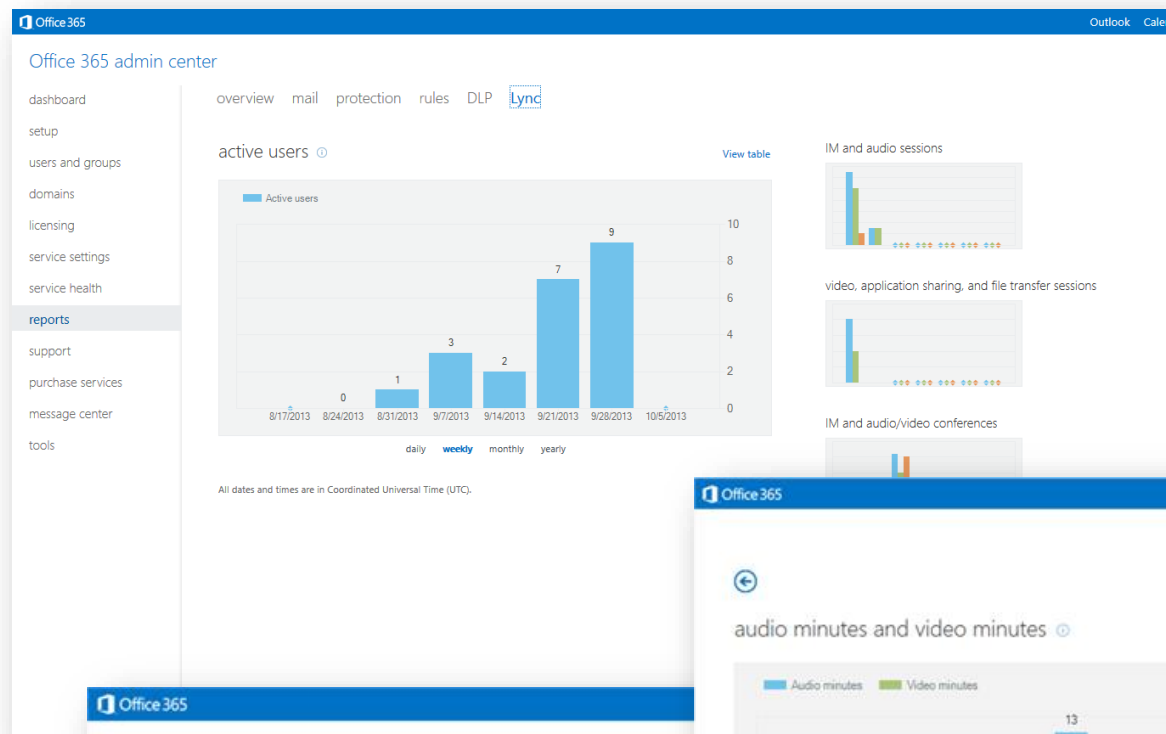


Additional Lync Online Reports

Active users who have logged on and participated in a peer to peer or conference session

Peer to peer audio/video minutes

Audio/video conference minutes



Shipped
Sep 2013

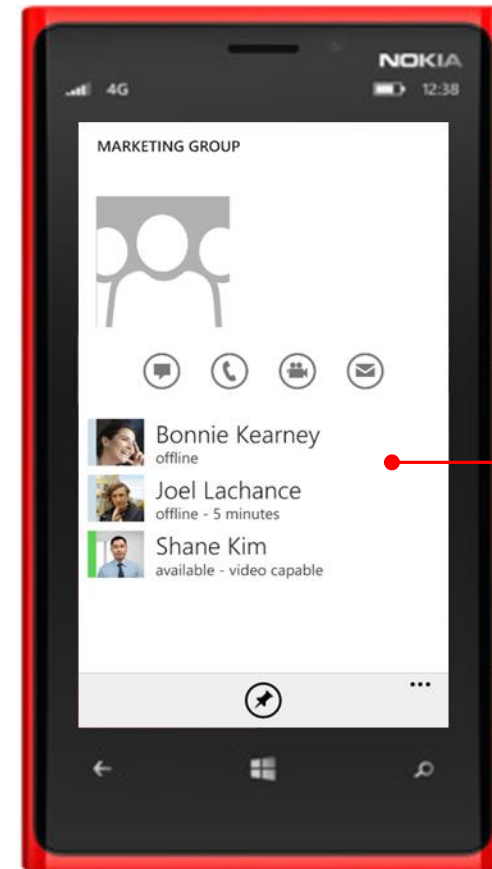
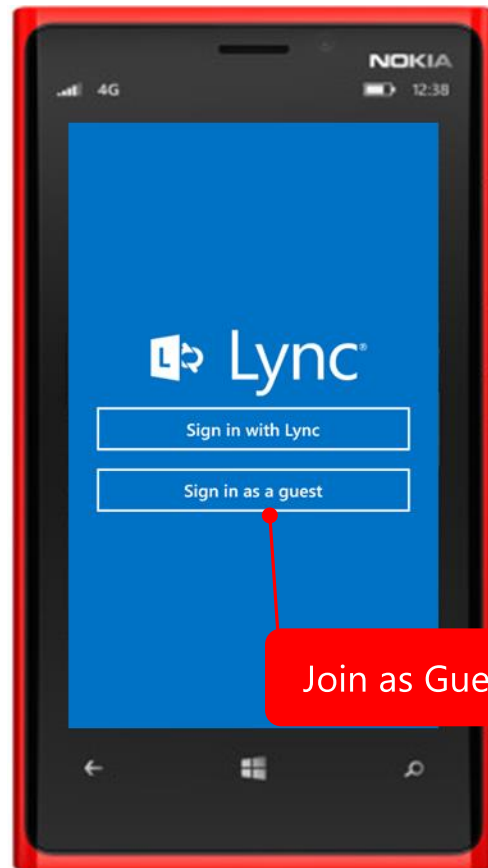


Lync Mobile New Features for WP and iOS

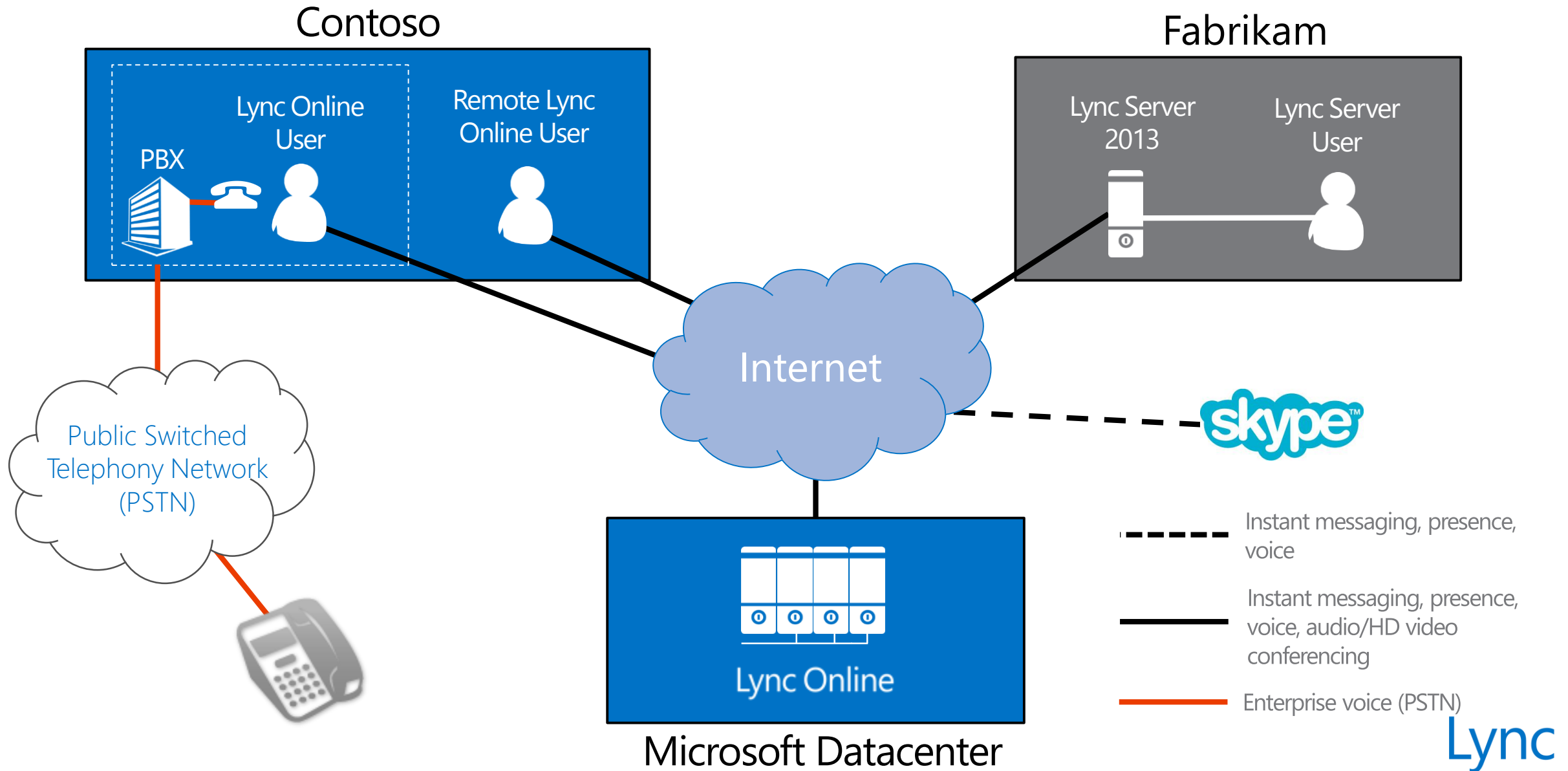
Now anyone can join a Lync Meeting through its mobile device and enjoy the amazing experience of Lync

Starting an ad-hoc group conversation with the people you like on IM or through video

Shipped Oct
2013



Communicate & collaborate in the cloud




Certain capabilities require Lync Server

Feature area	Feature	Lync Server 2013	Lync Online Multi-tenant
Instant Messaging	Persistent chat	⊕	⊖
Conferencing	Meeting attendee capacity	1000	250
	Dial-in PSTN Conferencing	⊕	Partner ACP service needed
Federation	IBM Sametime Federation	⊕	⊖
	XMPP Federation	⊕	⊖
Media Controls	QoS	⊕	⊖
	Call admission control (CAC)	⊕	⊖
	Media bypass	⊕	⊖
Voice	Enterprise Voice	⊕	⊖


*Not a comprehensive list.

Lync Online voice




Lync-to-Lync calling

Easy to use features
Connecting everywhere
Superior audio/video experience



Lync-to-Phone calling

PSTN-connectivity thru syndication partners only



Enterprise calling features

Not available with Lync Online

Microsoft enterprise-grade cloud

Globally
redundant
data centers



\$3bn+ investment
in cloud infrastructure

Massive network
to minimize
latency



Dark Fiber between
hubs with multiple
international edge
points

Continually
advancing
compliance



ISO27001, EU Model
Clauses, HIPPA

Multi-level
security



DC, physical, software

Automation saves
costs and energy



Benchmark setting
Power Usage
Effectiveness (PUE)

Service security— defense in depth

Multi-dimensional approach to safeguarding services and data

SECURITY MANAGEMENT



DATA



USER



APPLICATION



HOST



INTERNAL NETWORK



NETWORK PERIMETER



FACILITY

Threat and vulnerability management, monitoring, and response

Access control and monitoring, file/data integrity

Account management, training and awareness, screening

Secure engineering (SDL), access control and monitoring, anti-malware

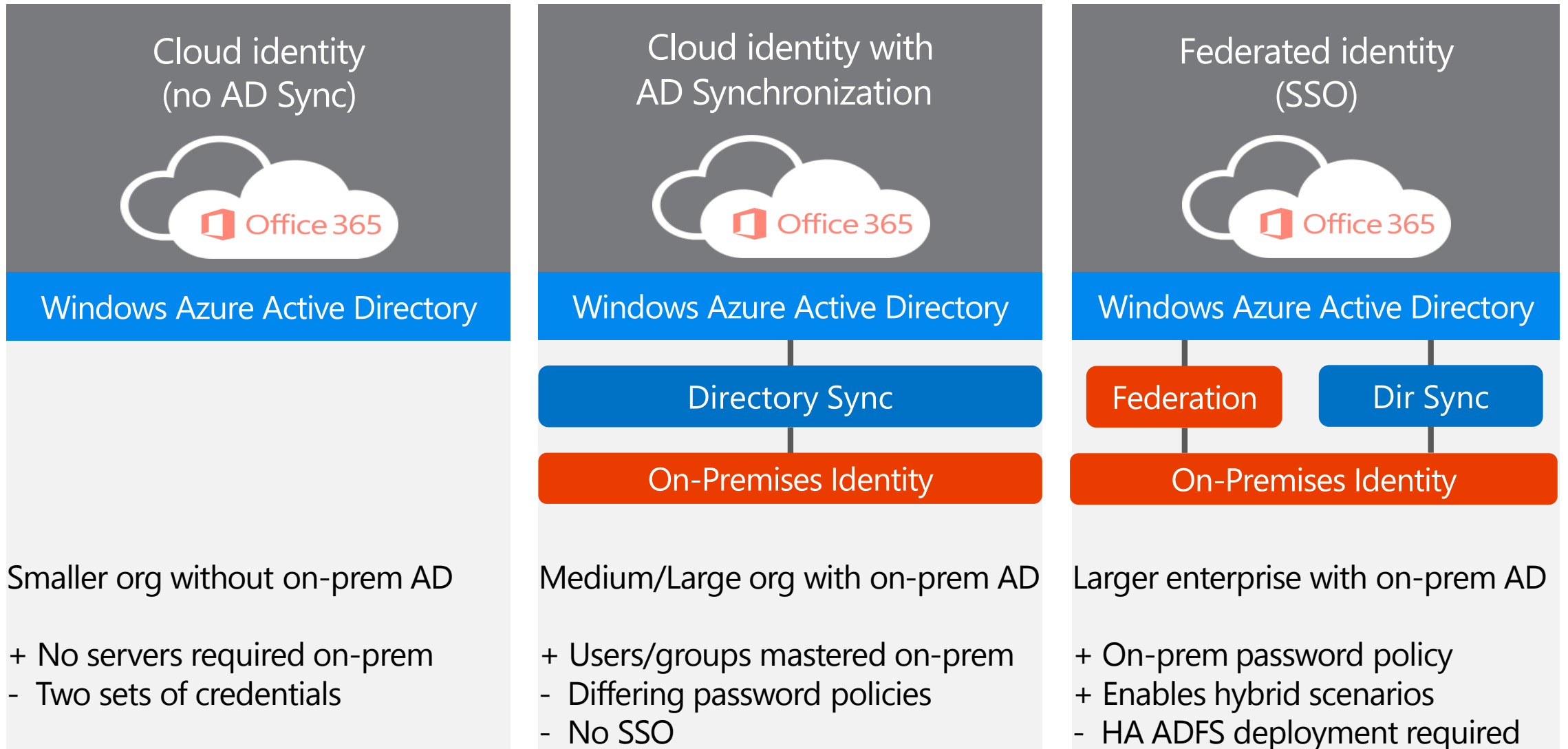
Access control and monitoring, anti-malware, patch and configuration management

Dual-factor authentication, intrusion detection, vulnerability scanning

Edge routers, intrusion detection, vulnerability scanning

Physical controls, video surveillance, access control

Identity integration scenarios



Federation options

ADFS

Works with AD



Suitable for medium, large enterprises including educational organizations

Recommended option for Active Directory (AD) based customers

Single sign-on

Secure token based authentication

Support for web and rich clients

Microsoft supported

Works for Office 365 Hybrid Scenarios

Requires on-premises servers, licenses & support

Third-party STS

Works with AD & Non-AD



Suitable for medium, large enterprises including educational organizations

Recommended where customers may use existing non-ADFS Identity systems with AD or Non-AD

Single sign-on

Secure token based authentication

Support for web and rich clients

Third-party supported

Requires on-premises servers, licenses & support

Verified through 'works with Office 365' program

Works for Office 365 Hybrid Scenarios

Shibboleth

Works with AD & Non-AD



Suitable for educational organizations

Recommended where customers may use existing non-ADFS Identity systems

Single sign-on

Secure token based authentication

Support for web clients and outlook only

Microsoft supported for integration only, no shibboleth deployment support

Requires on-premises servers & support

Works with AD and other directories on-premises

Automatic and seamless upgrades

Users always upgraded to newest platforms

Automatic backend cloud pool upgrades transparent to end user

Front end upgrades automatic or controlled

Pilot upgrade groups up to 100 users

Delay/fast track upgrades

