

Dell A/S  
Arne Jacobsens Alle 15-17  
2300 København S



## Profil

**Om os** Adding UC to your business is a smart move. Using Dell as your UC solution provider is even smarter.

Only Dell offers an “à la carte” approach to UC. Add features as you need them instead of replacing existing equipment. We will work with you to ensure that our solution is in line with your depreciation cycle and capabilities, reducing your total cost of ownership.

Dell Infrastructure Consulting Services use a repeatable implementation model based on tested and validated processes. We deliver UC right the first time. And our do-it-yourself tools make it easy for you to size and scope UC components.

We are the only hardware manufacturer participating in Microsoft’s TAP program, which provides real-world knowledge for deploying UC in large organizations. Plus, we can achieve service efficiencies by leveraging technology to reduce the time we spend on-site.

**Vi tilbyder** **SIMPLIFYING IT**

Simplifying your data center can transform your organization. By reducing cost and complexity, you can devote more resources to making innovation a daily business practice. Central to IT simplification is consolidation and integration—and Dell Unified Communications can provide both.

**THE DELL DIFFERENCE**

**Simplification is in our DNA.**

We are dedicated to helping you reclaim your time and resources through IT simplification.

**More than hardware.**

We complement our cutting-edge hardware with premier software and services for quick deployment, easy manageability, and real business value.

**Fully integrated.**

We partner with industry leaders to ensure that our solutions work with what you’re already using.

**Pay as you grow.**

Our solutions are completely modular, so you only buy what you need, and then add features and functionality as needed.

# UC Partnerprofil

## Vi fokuserer på

### WHY DELL?

- Dell Infrastructure Consulting Services offers an end-to-end solution, with all Dell hardware UC-enabled and all software tested and validated.
- The necessary guidance to mitigate risk and ease interoperability challenges.
- A single point of accountability for support and services, making them easier to manage.
- Targeted implementation expertise: we'll deploy the solution for you, with you, or teach you how to do it yourself.
- Our close partnership with Microsoft ensures that the UC experience is as optimal as possible.

## Kunderne

### Kundeeksempler

### Expertise you can trust

Dell's experience migrating millions of Exchange mailboxes gives your business seamless, customized deployments backed by world-class training, service and support. Our worldwide services network encompasses 52,000 technologists in 180 countries who have helped with the migrations of over 4 million Exchange and Active Directory® users. Our focus on IT infrastructure has earned Dell Services a #1 ranking among hardware vendors in overall service and support satisfaction for 21 of 22 quarters for which TBR has conducted the study.

Contact Dell for a list of customer references that are relevant for your business, or visit [www.dell.dk](http://www.dell.dk)

## Kompetencerne

### Løsnings- og produktkompetencer

Office Communications Server 2007	x	Office Live Meeting 2007	
Exchange Server 2003/2007	x	Office SharePoint Server 2007	
SQL Server 2005		Microsoft Office System 2007	
Windows Mobile og mobilitet		Hostede services	
Microsoft Active Directory	x	Deployment	x
IP-telefoni og telefoni-integration		Systemintegration	
Migrering fra Lotus Notes	x	Microsoft applikationsudvikling	

## Sådan arbejder vi med Unified Communications

**Unified  
Communications  
projektmodel m.v.**

**Our Consulting and individual Services Products approach, what we offer:**

Workshop – Understand the Potential

*Help you understand the potential of the technology and how Dell can help you realise it*

Assessment - Make Informed Decisions

*Assessment of your existing infrastructure enables an informed decision about the scope and approach*

Design - Lay the Path for Success

*Preparation of detailed plans and designs to guide subsequent implementation*

Implementation – Capture the Value

*Installation and integration of all hardware and software is completed onsite, in addition to data migration if required*

## Kontaktinformation

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