



> BUSINESS MADE **SIMPLE**

Transforming Your Enterprise

Adopting Unified

Communications

and Improving Business Process

Ingrid Tremblay

Nortel Enterprise and SMB Solutions

Product Marketing Leader, Enterprise Voice

and Unified Communications

NORTEL



Understanding the Fundamentals

> There is flexibility and choice in the adoption of Unified Communications for your Enterprise.

- Evolve your PBX to IP – then add UC elements over time, or
- Evolve your PBX or IP-PBX to UC today

How Do I Do IT?

Companies are Forging Ahead with Convergence



> Many companies are using VoIP in some fashion today, but many have not fully deployed

- Convergence one of the top 3 priorities for IT executives
- Only 6% of companies have no plans for VoIP over the next 2 years
- In 2006 Nortel Global IP voice port shipments have surpassed TDM shipments

> VoIP is the first step toward gaining competitive benefits from Unified Communications

- After voice, top applications deployed
 - Audio conferencing, video-conferencing, contact centers, mobility
- Unified Messaging adoption more than doubled in 2005
- 34% using Video over IP today

Voice is typically the first and often the most compelling reason to combine all traffic types onto a single IP backbone

What Is Unified Communications?



Connect, Communicate, Collaborate Anywhere