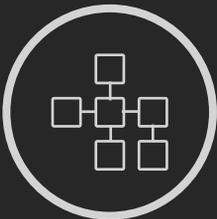




**CLOUDSTEP**  
FOR VOICE

The complete end-to-end solution  
for Microsoft Skype For Business  
Online with Phone System



ENVISION



ONBOARD



DRIVE VALUE

NETWORKING EXPERTS

TRAINING EXPERTS

VIRTUALISATION EXPERTS

IT SUPPORT EXPERTS

**nexus** | YOUR UC EXPERTS

IT EXPERTS

SHAREPOINT EXPERTS

CLOUD EXPERTS

# UC Complexity, meet CloudSTEP simplicity

Migrating from an aging telephony or unified communications system can often be complex and expensive. CloudSTEP with Microsoft Skype for Business Online with Phone System and Calling Plans removes the complexity and cost by harnessing Microsoft Office 365 to provide a complete modern Unified Communication (UC) and collaboration platform.



## How CloudSTEP for Voice Works

Nexus CloudSTEP for Voice is a next-generation UC solution based upon Microsoft Skype for Business Online with Phone System. Delivered through Microsoft's FastTrack Guidance for Cloud Voice, we ensure deployment success through three comprehensive phases: **Envision**, **Onboard** and **Drive Value**. As a Microsoft Gold Communications partner we have the skills and experience to provide a complete end-to-end solution for Microsoft's Skype for Business and Phone System. Our Cloud Voice offer also includes options for Advanced Network Assessments, UC Assurance Support, Project Management, End User Training and Billing Analysis.

### Understanding your current situation and future goals

Our Unified Communications engineers work with you to carry out in-depth discovery and envisioning exercises, ensuring your steps to cloud communication and collaboration are smooth.



### A smooth journey to communication and collaboration

We'll be on hand every step of the way during your transition, providing a comprehensive plan for each milestone. From deployment and configuration to project management and training we'll provide a complete roadmap for entire delivery process.

### Class leading proactive support for Unified Communications

If you don't have the knowledge or resources to support Skype for Business, don't panic. CloudSTEP gives you access to UC Assurance our leading Unified Communications support service. With a one hour Service Level Agreement (SLA), we'll maintain and support your vital communication systems.



### Simple and cost effective

Our simple pricing approach allows you to add handsets to your per user monthly cost through our leasing scheme with Polycom. This means you'll get reduced capital expenditure and predictable monthly costs.



Nexus CloudSTEP for Voice provides a complete end-to-end solution for Microsoft's Office 365 Phone System. CloudSTEP is based upon the FastTrack Guidance for Cloud Voice.

## What does CloudSTEP offer?

CloudSTEP is our Unified communication solution based upon Microsoft Skype for Business Online with Phone System. With CloudSTEP, we provide an end-to-end solution for organisations of up to two hundred users who are looking to utilise a cloud hosted voice solution.

It's a complete service that caters for every project milestone, from initial planning, network assessments, implementation, number porting and training. We assist you every step of the way and not only provide a complete delivery solution but also act as a first port of call for support, offering an interface between you and the Microsoft Cloud.

So how do we get you there? Using Nexus Experience Workshops to clearly define your requirements, we implement a completely in the cloud voice and Unified Communications solution with no requirement for equipment to be retained on your premises, other than the handsets or headsets you choose. If you're looking to reduce capital expenditure we offer a range of leasing options for selected Polycom and Jabra handsets and headsets certified for Skype for Business.



Your organisations handsets will connect directly to Microsoft Skype for Business Online with Phone System, part of Microsoft Office 365. This allows you to remove all your existing on-premises telephony hardware along with any existing telephone lines, your telephone numbers will reside in the Microsoft Cloud.

### What are the benefits?

You not only gain access to feature rich telephone system but in addition an entire Unified Communications platform. This includes instant messaging, video conferencing, screen and data sharing and telephone conferences.

### How is it billed?

CloudSTEP is billed on a per user, per month basis. This includes a subscription to Microsoft Skype for Business Online with Phone System. It also includes a domestic calling plan which provides you with telephone minutes for calling. In addition, you can optionally add a handset or headset to each user's monthly fee.

### Can I migrate from our current system?

If you already have a telephone system or PBX, we can easily migrate you and your existing business telephone numbers to Skype for Business Phone System. In addition, we can move extensions, telephone conferencing numbers and voicemail.

### Have existing Office 365 licensing?

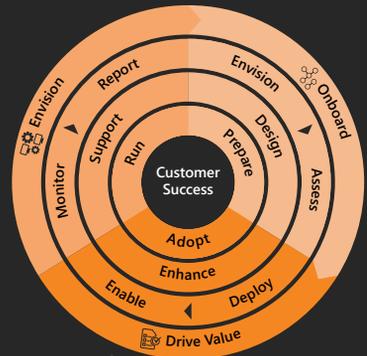
If you already have an Office 365 subscription you're in great shape to get deployed quickly. We'll assist you in selecting the most cost affective licensing to leverage CloudSTEP and we'll do all the configuration for you. So if it's E1, E3 or E5 licensing you currently have it won't hold you back.

# Microsoft FastTrack Guidance for Cloud Voice

The Microsoft FastTrack Guidance for Cloud Voice is a comprehensive guide and tool-set for implementing and managing a reliable, cost-effective communications service based on Skype for Business Online. It covers the entire customer life-cycle, including **planning, delivery, adoption, operations** and **migrations**. It's a multi-faceted approach to the successful deployment of and migration to Skype for Business Online with Phone System, incorporating four key elements that have customer success firmly at the centre.

## Using FastTrack to ensure quality

We use core aspects from the FastTrack Guidance for Cloud Voice to help ensure all deployments meet with Microsoft's stringent best practices and procedures. Leveraging our unique Experience Workshops as part of the envisioning process, providing a collaborative platform to discover your communication aspirations and ensure CloudSTEP for Voice is the right communication and collaboration solution for your organisation.



### CLOUDSTEP Phase FOR VOICE

	Outcomes	Activities
 <b>Envision</b>	<ul style="list-style-type: none"> <li>&gt; Phone System Architecture Workshop</li> <li>&gt; Create Vision and Scope</li> <li>&gt; Discovery Workshop</li> </ul>	<ul style="list-style-type: none"> <li>&gt; CloudSTEP Technical Design</li> <li>&gt; Nexus Experience Workshop</li> <li>&gt; Network Readiness Assessment</li> </ul>
 <b>Onboard</b>	<ul style="list-style-type: none"> <li>&gt; Deployment Guidance Workshop</li> <li>&gt; Pilot Planning</li> <li>&gt; Finalise Engagement</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Nexus Deployment Track</li> <li>&gt; CloudSTEP A &amp; A</li> <li>&gt; CloudSTEP Quality Review</li> </ul>
 <b>Drive Value</b>	<ul style="list-style-type: none"> <li>&gt; Educate Operational Team</li> <li>&gt; Measure Key Success Indicators</li> <li>&gt; Operational Guidance</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Nexus CloudSTEP Training</li> <li>&gt; UC Assurance</li> <li>&gt; Nexus Experience Workshop</li> </ul>

## Why Nexus?

We've been developing, deploying and supporting solutions built on Microsoft technologies since 1998.

We're passionate about delivering first class communications solutions using Microsoft collaboration platforms. We have extensive expertise with Microsoft Skype for Business, Office 365 and Teams. Delivering Skype for Business solutions and services across Europe to all industry sectors.

We've deployed over

# 35,000

Skype for Business / Lync seats.

Microsoft  
Partner  


Gold Communications  
Gold Cloud Productivity  
Gold Collaboration and Content  
Gold Volume Licensing  
Gold Application Development

Silver Datacenter  
Silver Devices and Deployment  
Silver Hosting  
Silver Learning