

The new workplace – Transformation through collaboration

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The old model

- › “The money-making machine”
- › Companies dictated terms to customers
- › Customers accepted the risk and responsibility with new technology
- › Significant carrying of capacity for future ‘need’

Cloud is **changing**
the way we buy,
adopt and use
technology

Why?

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The new model

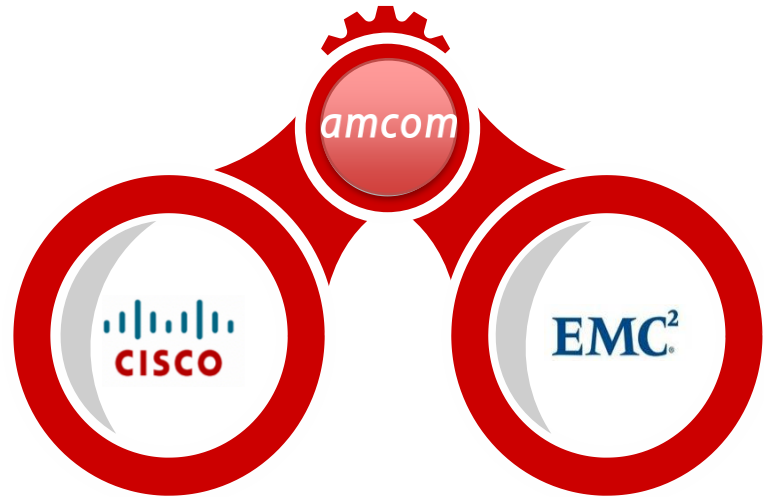
- › Consumerisation of IT – organisations need agility
- › Risk is shared with the vendor
- › Scale is able to be turned up or down, rapidly
- › No more CAPEX pain
- › Organisations can focus on outcomes, not just keeping the lights on

The new model for higher education & research

- › Breaks apart silos – school, campus and more
- › Costs are easily attributed to user
- › Secure, safe
- › Common, shared platform - school, campus and more
- › Less focus on knowing the tech. More focus on using it right

Looking ahead

IT Leaders
moving to become
**Brokers of Cloud
services**



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New model

Scale down
Scale up
Partnership
Transformation
GAME CHANGER
Risk-Sharing
Collaboration
Outcomes
TCO
Latest tools
OPEX
Efficiency

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By 2016,
50% of organisations
will address their Unified
Communications needs utilising
a hosted subscription model,
up from less than 5% today.

Gartner, Predicts 2012: Successful UC Deployments Depend on
Defining Organisational Objectives and Understand the Challenges
(November 2011)

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Building relevance

Mobility



Enable remote
workers and BYOD

Video



Collaborate to
optimise relationships

Cloud



Easily collaborate
locally, or globally

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Enable mobile workers & BYOD

- > Increase employee productivity by allowing anytime, anywhere access
- > Improve job satisfaction by providing more flexible work options
- > Save costs by allowing employees to use and manage their own devices



Locate and access remote specialists

- > Connect with a pool or experts, local or global
- > Instantly and easily interact with experts face-to-face, to support effective outcomes



Collaborate with external organisations

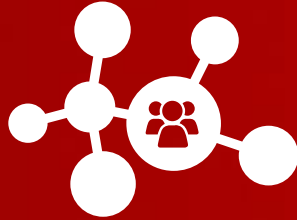


- > Easily share information, in real time, across multiple channels
- > Optimise relationships via frequent, face-to-face engagements

The collaborative workspace



Mobile



Social



Visual



Virtual

Amcom Cloud Collaboration

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Amcom Cloud Collaboration (ACC)

- › A next generation **unified communications** platform offering Cisco's collaboration technologies
- › Offers **voice, video, voicemail, instant messaging, presence and mobility** services powered by Cisco HCS
- › **Enterprise Grade Platform** – Built on best of breed VCE Vblock
- › **Solution managed by Amcom's certified experts**
 - full integrated with AARNet UC Exchange



Voice



Voicemail



Video



**Instant
Messaging**



Mobility



Presence



Amcom Cloud Collaboration

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Amcom in Higher Education & Research

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Amcom in Higher Education & Research

- › Major **data network** provider – AARNet, SABREnet SA, Alice Springs CCIF
- › Established **Cloud** Partner – Private Cloud and Research Solutions
- › Extensive **managed services** engagement
- › **Solutions managed by Amcom's certified experts**
– fully integrated with AARNet UC Exchange

Questions?

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