Connecting people and ideas to empower business success

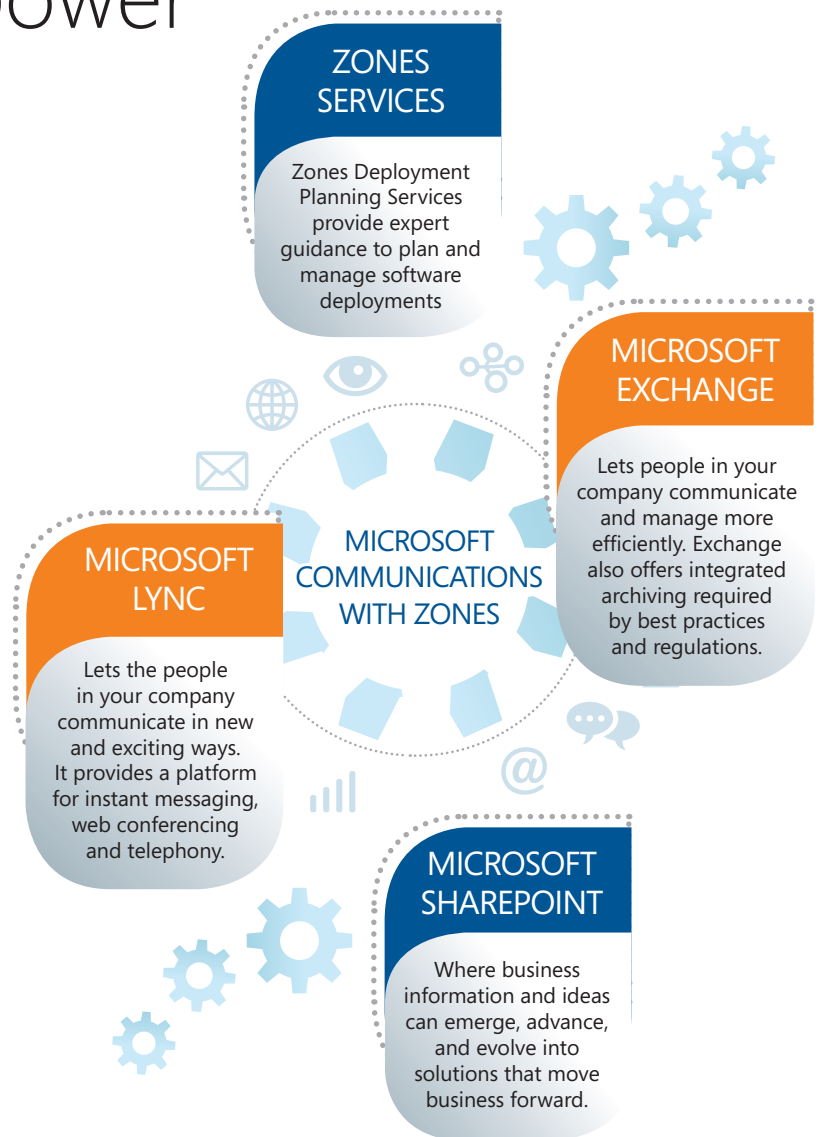## Communication is about more than just talk

It's been said that a successful software deployment has more to do with the capabilities of the systems integrator than the capabilities of the product. Even the most promising software can become a drag on company resources if deployed without the proper planning, analysis, and infrastructure.

Choosing Zones for a Microsoft Exchange, Lync, or SharePoint software implementation or upgrade means choosing a professionally planned, managed and executed deployment of these powerful communications technologies by a team of highly experienced technical and software licensing professionals.

With deep Microsoft expertise and a range of server, storage and networking technology that's second to none, Zones has the experience and resources to be your exclusive partner in the design, sourcing, implementation, and maintenance of a rich communications infrastructure built on Microsoft technology.

The elements of connection

Zones executes Exchange, Lync, and SharePoint implementations featuring the familiar Microsoft Office-based user interface and seamless integration with Office products, accelerating acceptance and utility in the workplace. Individually, these applications quickly empower connection, communication, and collaboration. Together, they empower greatness.

ZONES SERVICES

Zones Deployment Planning Services provide expert guidance to plan and manage software deployments

MICROSOFT EXCHANGE

Lets people in your company communicate and manage more efficiently. Exchange also offers integrated archiving required by best practices and regulations.

MICROSOFT LYNC

Lets the people in your company communicate in new and exciting ways. It provides a platform for instant messaging, web conferencing and telephony.

MICROSOFT COMMUNICATIONS WITH ZONES

MICROSOFT SHAREPOINT

Where business information and ideas can emerge, advance, and evolve into solutions that move business forward.

THE ZONES DIFFERENCE IS YOUR ADVANTAGE

> Worldwide 2013 Microsoft Volume Licensing Partner of the Year

> 2014 Gold Level Microsoft Excellence in Operations Award

> Microsoft Licensing Solutions Provider (LSP)

> Use Zones License Tracker to manage license renewals

> Tap into the experience, skills and expertise of Zones licensing specialists for software asset management services

> Leverage Zones' partnerships with leading software publishers – Microsoft, Symantec, McAfee, VMware and more

Make Zones your technology partner. Visit zones.com or call 1.800.408.ZONES

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ZONES™

A powerhouse trio

Microsoft Exchange

E Exchange

Exchange is a powerful server- or cloud-based email, calendar, messaging and contact platform that lets your people operate more efficiently – wherever and however they connect with it.

Zones delivers an Exchange implementation that lets employees enjoy a comprehensive mobile experience through a unified inbox. All email, SMS messages, meeting requests, RSS feeds voicemail notifications – even speech-to-text voicemail previews are available in a single, organized view that's synched across a user's PCs, laptops, tablets and smartphones, keeping people informed, connected and productive wherever they go.

Microsoft Lync

L Lync

Lync lets the people in your company communicate in new and exciting ways. Lync enables multimedia connections and visibility among co-workers and with customers, providing a platform for instant messaging (IM); secure audio, video, and web conferencing; and telephony.

With a Zones-managed Lync deployment, you bring all of these capabilities in-house, increasing control and eliminating the need for contracted conferencing and PBX services. What's more, Lync's capabilities are readily extended across mobile devices, making it possible to locate and connect with other users around the office or around the globe.

Microsoft SharePoint

S SharePoint

SharePoint is a company's web-based town square, where information and ideas can emerge, advance, and evolve into solutions that move business forward. Like a library, SharePoint can serve as a searchable repository for information about your company, its people, and where they are going together. At the same time, it's a space where teams can work collaboratively and securely to create and share documents, presentations, websites, wikis, blogs, and customized business applications. SharePoint is also a single platform where your company's website, intranet, and extranet sites can all reside, reducing complexity and cost.

The Zones implementation team has the experience and insight to help you turn SharePoint into a web-based information and idea center that's reachable from anywhere, empowering everyone in the organization to know more, share more and do more.

The Power of Synergy

By themselves, Exchange, Lync, and SharePoint each enhance a company's ability to communicate. In combination, they can transform it.

By integrating Exchange and Lync, workers can instantly move between email, instant messaging, and voice communication across multiple devices to increase productivity and accommodate last minute changes in availability or location for a seamless communication experience.

With the addition of SharePoint, collaboration and communication take a giant leap forward, enabling real-time, multi-platform work on complex business challenges, documents, and applications without regard to geographic barriers. Instead of sending documents through endless rounds of review via e-mail, users can use integrated presence to contact colleagues and work on a document in real-time or approve changes right from Microsoft Excel, Microsoft Word, Microsoft PowerPoint, and more.

It's all about expertise

A well-executed Exchange, Lync, or SharePoint implementation, integration or upgrade can transform the way your company connects, communicates, and collaborates. Making it happen starts with a call to Zones.

Microsoft Partner
2013 Partner of the Year Winner
Volume Licensing

As one of Microsoft's most accomplished Gold Partners, Zones is uniquely qualified to deliver all of the functionality and potential benefits available in a Microsoft Exchange, Lync and SharePoint implementation or upgrade. Our more than 25 years of experience delivering on complex systems engineering and integration contracts ensures that your technology investment delivers the same performance and value in distant regional offices as it does at headquarters.

Working with a Zones software specialist means working with a member of an award-winning, elite-level Microsoft Partner Network team. Our highly qualified Microsoft-certified IT professionals have the knowledge and experience to design and deliver the best Exchange, Lync, and SharePoint solution for your organization, and backed by engineering talent that will ensure its successful rollout.

Zones is your partner from start to finish

The first step in planning your company's rollout is a thorough analysis of your infrastructure, workforce needs, existing software licenses, and business requirements by Zones deployment and software licensing specialists. As a Zones client, the frustration of managing complex licensing programs to ensure proper compliance is behind you. At Zones, we handle the details; helping you choose the licenses you need, understand when and how to upgrade, and consult with you on your software overall strategy.

Assessing and understanding all of these factors is a critical first step before committing to a resource-intensive software implementation. Depending on your existing technology resources, you may be acquiring new equipment as part of the implementation. If new hardware will be brought on-line, Zones will be ready to work with your team to identify, source, install, and test cost-effective solutions in advance of the implementation.

With analysis and recommendations complete, Zones will help you define a realistic time frame for the implementation, taking into account all of the systems information at hand as well as the size, experience, and day-to-day workload of your IT staff.

As the go-live date approaches, the Zones team will work with you to plan, allocate, and monitor IT and staffing to ensure that work-streams are aligned for a smooth execution.

During implementation, Zones will work with your team to ensure that all of the necessary resources are allocated and available to execute a successful deployment efficiently, with minimal disruption of day-to-day operations.

Long after your successful rollout, Zones will still be there to support you with Technology Assessment Services to maximize the ROI on your IT infrastructure, and Software License Management Services that help you control costs while getting more from your software investment and vendor relationships.

These services – all just a part of your Zones relationship – can significantly reduce your software spend, and keep you compliant with internal corporate governance and all software publisher agreements with software management tools like our Zones License Tracker.™ Ask your Zones account executive to arrange a tour of ZonesConnect featuring Zones License Tracker.

Make Zones your technology partner. Visit zones.com or call 1.800.408.ZONES 2012024_DS MS Communications_141021