# **Power Up Your People Power Up Your Communications**

Key trends in communications and collaboration that are impacting your business



# **Cloud adoption is exploding**

### And so is the use of at businesses just like yours **Unified Communications**



Cloud-based Business Communication Licenses are forecast to increase by 89% in the next 5 years<sup>1</sup>



73% use or plan to use UC within the next two years<sup>2</sup>

#### Because your business priorities are changing



Key priorities in the next three years<sup>2</sup>

- Improve business processes
- Lower TCO
- Provide access for mobile and remote employees
- Guarantee security of communications

# And so are the needs of your people<sup>3</sup>



rank integrated communications among their top needs



use a combination of phone, PC and mobile



rate quality as critical for meeting services



The global mobile workforce is set to increase to 1.87 billion people or 42.5% of the global workforce by 20224

# You'll find the benefits to your business obvious



#### **Benefits of Cloud**

- Reduced your CAPEX and achieve a predictable monthly expense profile
- Remove the burden of daily management from your IT department
- Streamline security patches and upgrades for your business
- Enhance your business continuity

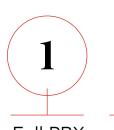


#### **Benefits of Unified Communications**

- Enhance your employee's productivity, in the office or on the go
- Simplify your people's communications experience
- Supports flexible work arrangements for telecommuters, road warriors or businesses impacted by weather events / disasters
- Improve the information flow and decision making at your business

#### Your competitors are now hosting key communications applications in the Cloud

## Top Cloud Hosted Services<sup>5</sup>



Full PBX







# And hybrid is the preferred deployment model



Over 50% of organizations are considering hybrid **UC** deployments

#### The Top Reason? You can leverage your existing

on-premises investments<sup>2</sup>

# Choose a Proven Leader to Power Up Your Communications **Choose Powered By Avaya IP Office**<sup>TM</sup>



- Gartner Peer Insights for Unified Communications and was named by Gartner as a Leader in the 2018 Magic Quadrant for Unified Communications, Worldwide report. The Edison Awards, which honors the world's top innovation leaders, has named Avaya a Gold winner for the second year
- in a row (2018). The IDC has named Avaya as a leader in their MarketScape Worldwide Unified Communications and Collaboration
- Vendor Assessment for 2017. Avaya's Unified Communications application, Avaya Equinox, has received a Communications Solutions Product of the Year Award from TMC. (2017)
- Success to date: Avaya estimates that over 26 million people use IP Office every day, at over 653,000 businesses around the globe.

#### Footnotes:

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5. The SIP School: The SIP Survey, November 2017

- 1. MZA Telecoms & IT Analysts: The World Hosted/Cloud Business Telephony Market, November 2018
- 2. IDC: Market Analysis Perspective for Avaya: Worldwide Unified Communications and Collaboration, October 2017 Wainhouse Research: Delivering a UC Experience: The Migration vs Integration Approach, June 2017 2017 Predictions: Mobile workforce to drive further enterprise change in 2017, By Richard Esposito, GM Mobility Services, IBM Global Technology Services January 5, 2017

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