

UC Interoperability: What's Real and What's Not

Osceola A, Tuesday, 1:30-2:15pm

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Russell Bennett

- UC Insights is a analysis, consulting and market research firm that specializes in unified communications.
- UC relevant experience includes over 10 years as a Product Manager at:
 - dynamicsoft, Inc. (now part of Cisco Systems)
 - Avaya, Inc.
 - Microsoft Corporation (Lync Group)



Marty Parker

- UniComm Consulting assists in analyzing your UC requirements as basis for your UC investment plan, focusing on costs, benefits and ROI.
- Experience includes:
 - UC market since '98
 - Large enterprise engagements in Manufacturing, Finance/Ins., Healthcare, Transportation, Engineering.
 - Industry contributor

Our Panelists



- **Todd Landry**
 - Sr. Vice President, NEC Corporation



- **Nancy Maluso**
 - VP and GM, Communication Apps., Sonus Networks



- **Arik Elberse**
 - Director of Collaboration Solutions Architecture, Cisco Systems



- **Chris Stegh**
 - Chief Technology Officer, Enabling Technologies



- **Greg Weber**
 - Director, Office of the CTO, Avaya

Session Goals

1. Review:

- a) Customer drivers behind UC interoperability
- b) Highlights of current UC interoperability

2. Challenge our Panel with 3 topics:

- Co-existence of new with existing systems
- Desktop to Room System video interoperation
- IM/Presence at a minimum with clients, customers, suppliers, consumers

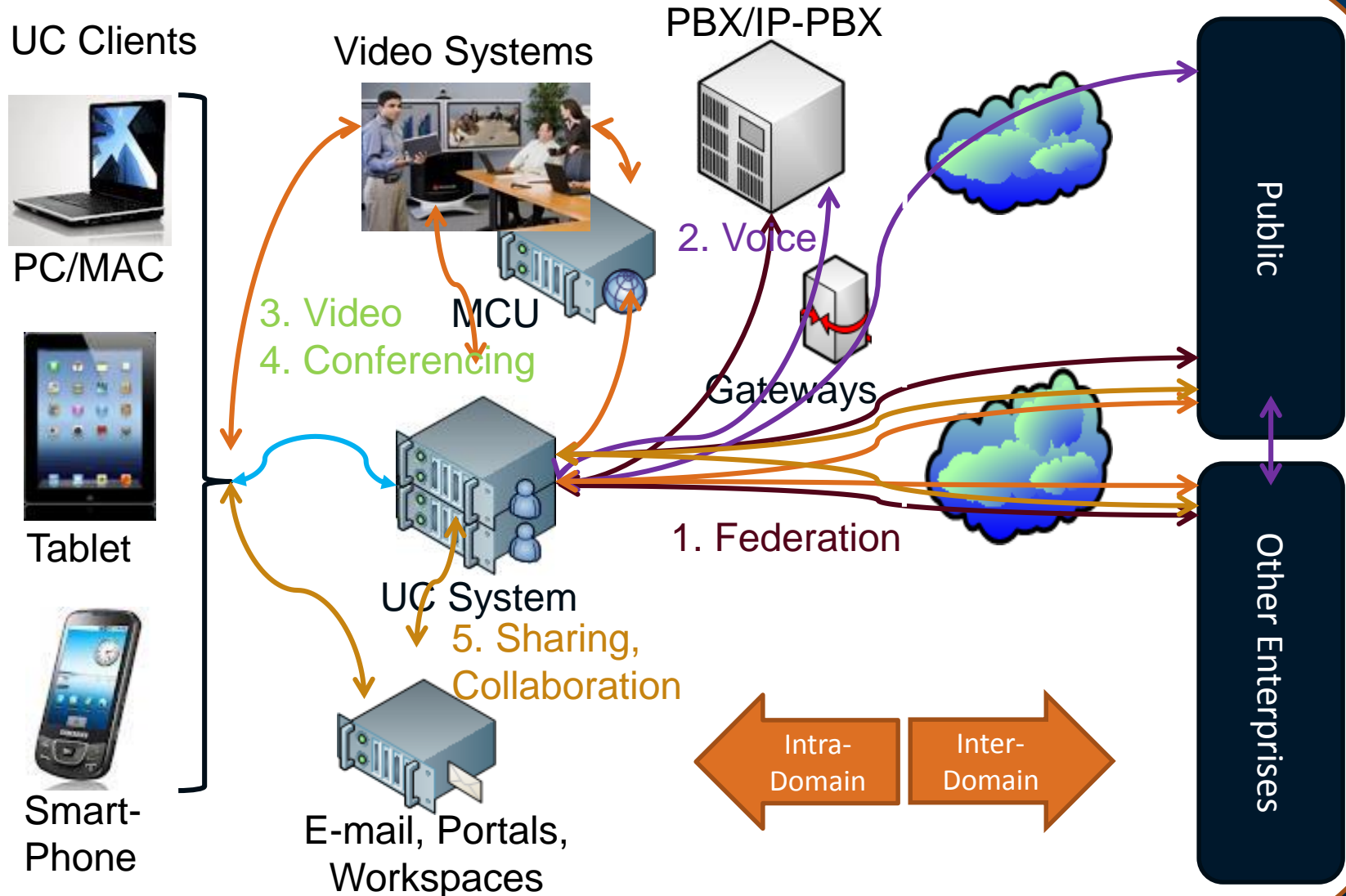
UC Interoperability - Definition

- For each UC application, UC Interoperability is:
- The minimum set of connection points and methodologies between the UC Platform or Client and any other system or network elements necessary for the UC application to meet the users' and the business' needs.

Customer Drivers

- Business Drivers:
 - Net Cost Savings
 - Better Solutions
 - Business Flexibility
- Technical Requirements
 - Voice system interoperoperation
 - Video interoperoperation
 - UC&C Federation with others
 - Comm. in apps & collaboration tools

Points of Interoperation



Top Five areas of UC Interoperation

UC Functional Areas	UC Interoperation Requirements
1. Presence & Instant Messaging	Intra-Domain: PBX/IP PBX, UC & video systs. Inter-Domain: Business partners; public.
2. Voice Sessions	Intra-Domain: PBX/IP PBX calls Inter-Domain: PSTN/Cellular calls
3. Video Sessions	Intra- or Inter-Domain: Video end points
4. Conferencing	Intra- or Inter-Domain: Conference Services, cloud mediation, or on-premise MCUs
5. Sharing Desktop/Apps/Docs	Intra- or Inter-Domain: Ability to share across vendor brands

Not included in today's session:

- Mobility: UC vendor's client functionality, not interoperation
- CEBP Integration: UC vendor's API/SDK/plugin suite, not interoperation

Interoperability Ratings

1. It just works – out of the box
2. Vendors made it work, bilaterally
3. Vendor made it work, unilaterally
4. Can be made to work:
 - Gateways, 3rd Party services, APIs, SDKs
5. Does not work, at all

Panel Session

Feel free to write questions for the panel during the session and hand them to the moderator on the floor

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PBX / Voice

UC : PBX/PSTN

UC : SIP Trunk

Dialogic

inGate



Sonus
NETWORKS

acme **A** *packet**

Dialogic



Sonus
NETWORKS

 **AudioCodes**

 **AudioCodes**


CISCO


CISCO

Panel Question #1

- How do you enable interoperation of voice communications and dial plans between a new IP-PBX or UC system and the customer's existing TDM PBX?
 - Could be:
 - Only during migration; OR
 - Long term for best economics
- Name three legacy PBX systems with which you have certified bi-lateral interoperation.
- Sonus; Avaya; Cisco; NEC; Enabling

Session Goals

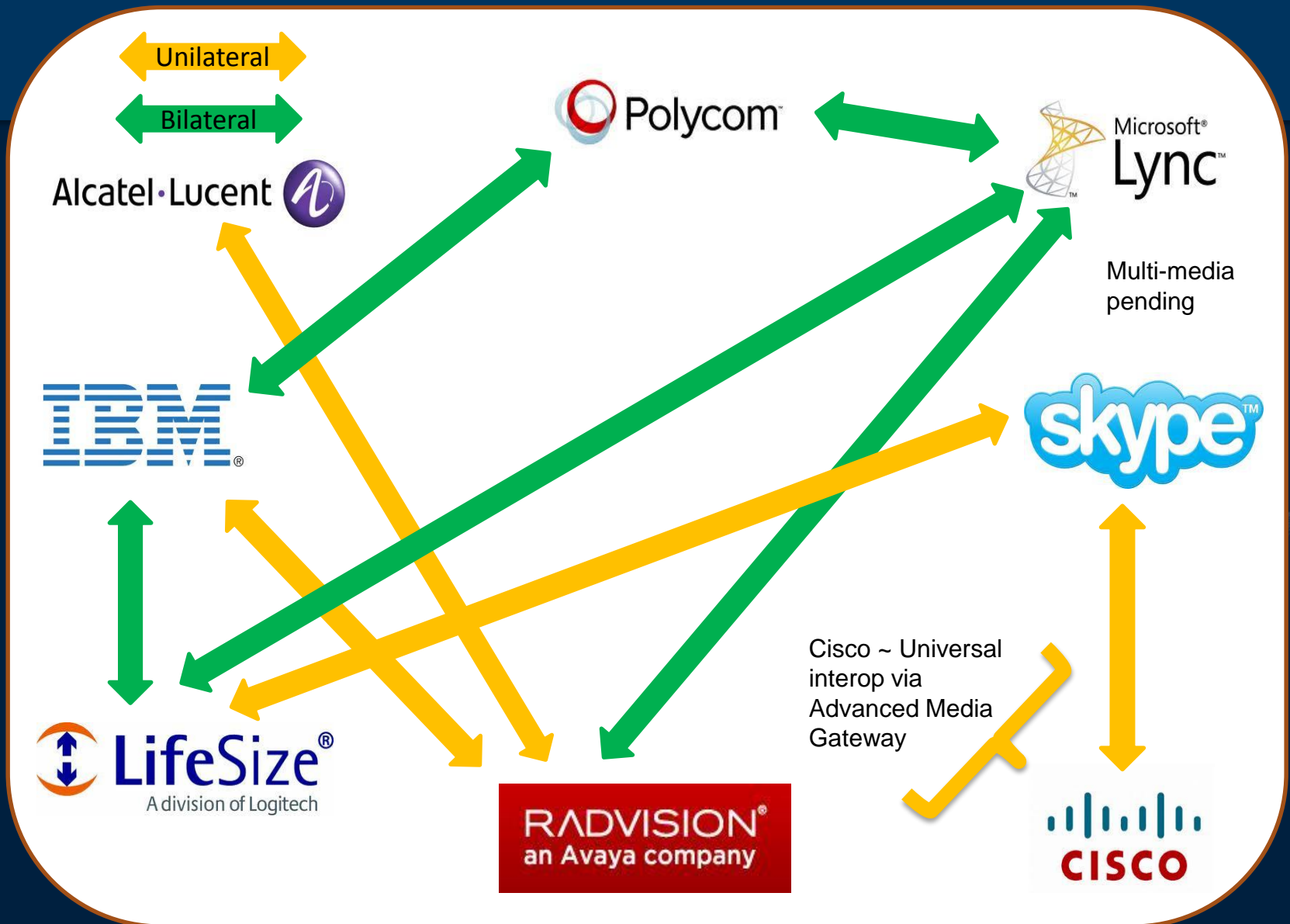
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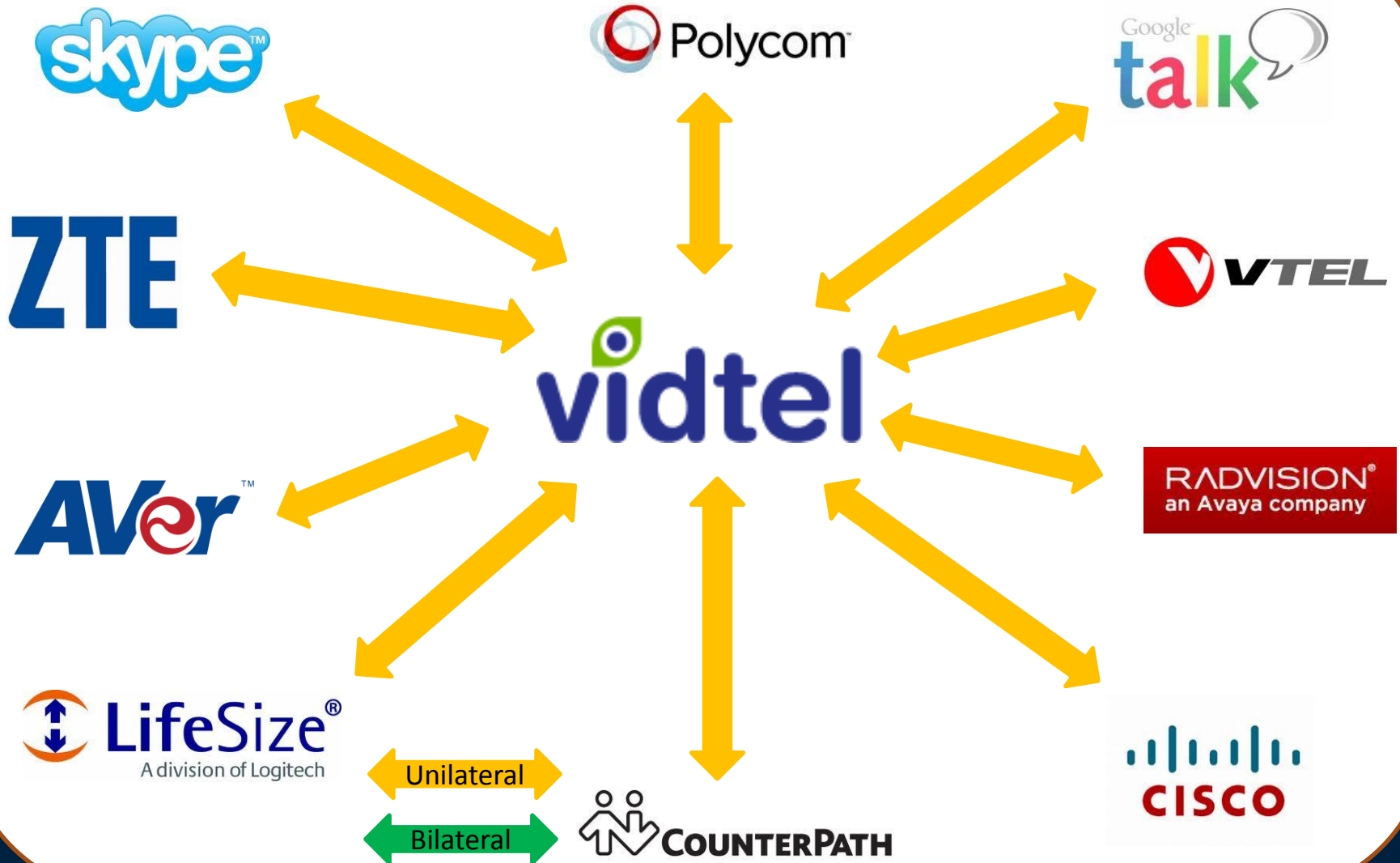
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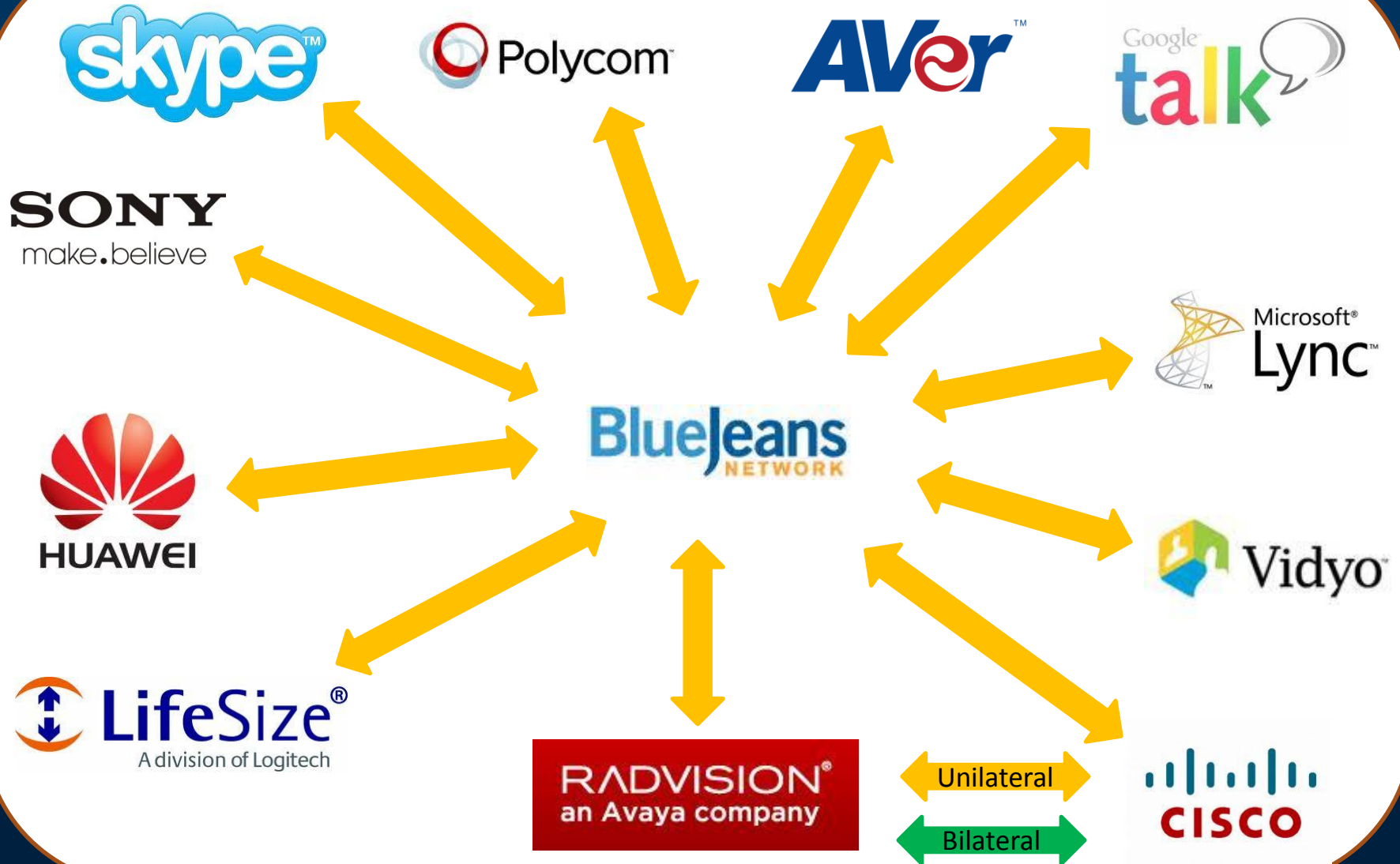
Vendor-to-Vendor Video



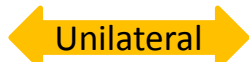
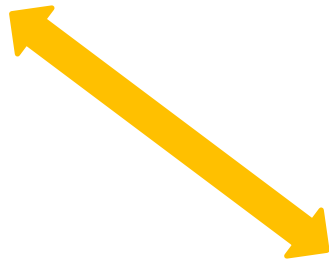
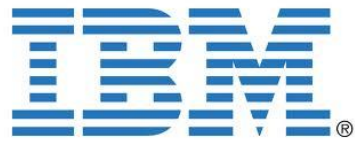
Video Cloud



Video Cloud



Video Cloud



Panel Question #2

- How does your Video client work with room systems which the customer already owns?
 - Could be:
 - Tandberg/Cisco
 - Lifesize
 - Others
 - Radvision/Avaya
 - Polycom
- Name three other video system brands with which your video clients can interoperate.
- Cisco; Avaya; NEC; Enabling; Sonus

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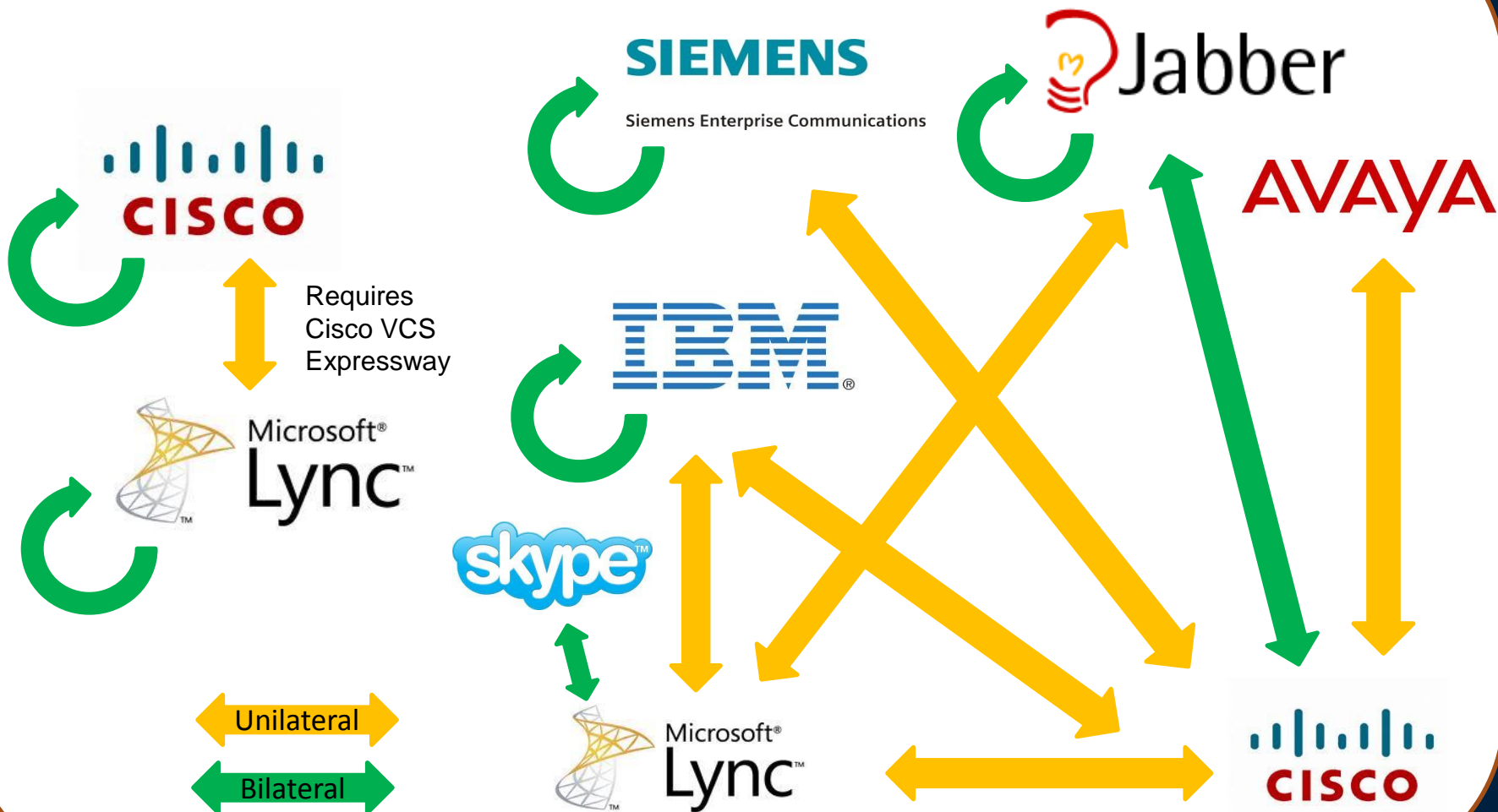
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Bi-lateral / Unilateral

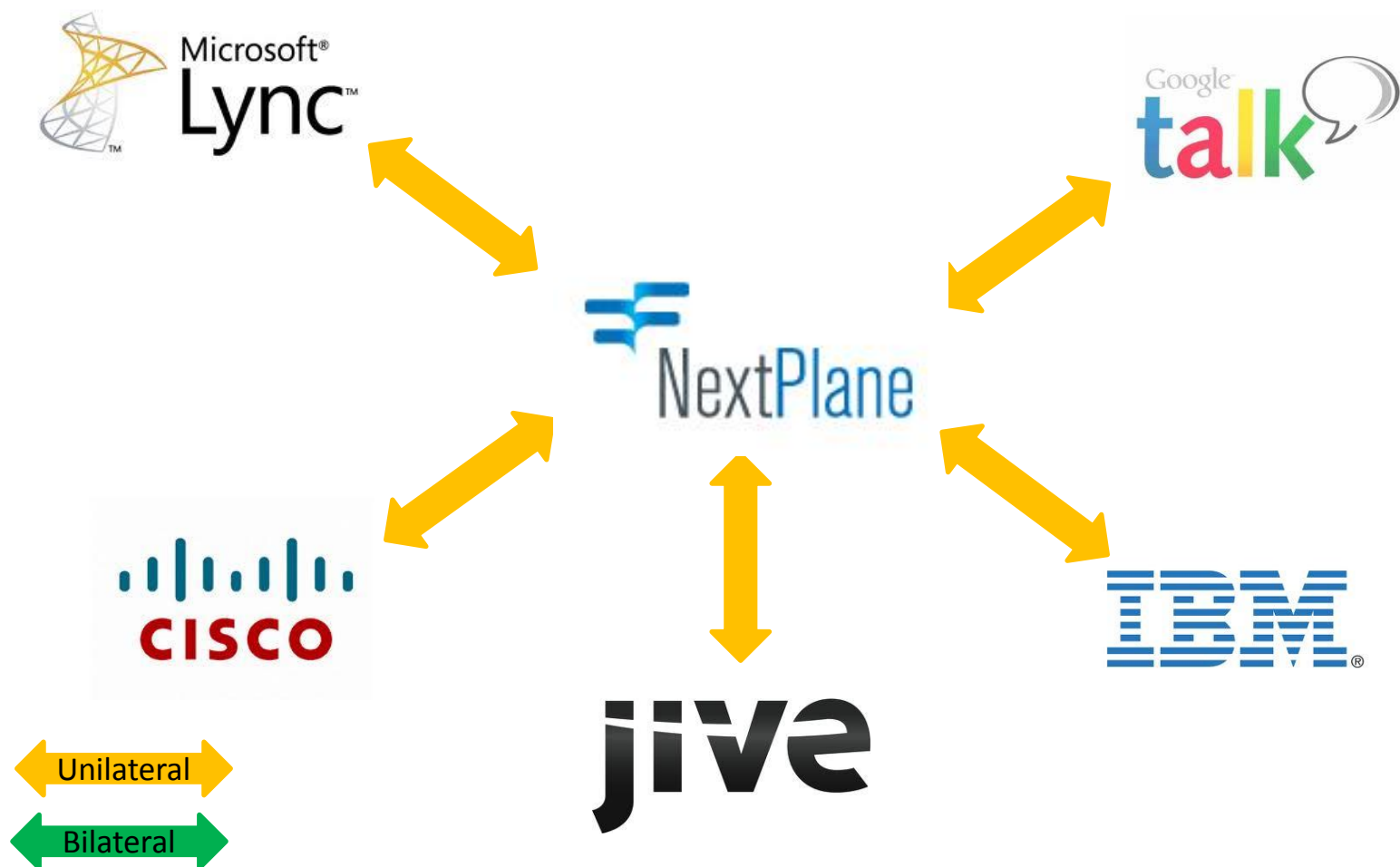
Multi-modal

Instant Messaging & Presence



3rd Party Facilitation

Instant Messaging & Presence, Voice, Video



Panel Question #3

- What IM/Presence Federation do you offer for communication with non-employees?
 - Clients, business customers, suppliers, consumers
 - Could be:
 - Skype
 - AOL/AIM
 - Jabber (public service)
 - Google
 - Yahoo!
 - Others?
- Name three external IM/Presence services with which you federate and indicate if you also support voice or video with those.
- Enabling; Cisco; NEC; Avaya

Thank you for your participation!

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