The new workplace – Transformation through collaboration

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The Consumption Gap

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
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
New model

Outcomes
Scale up
Scale down

OPEX
Efficiency

GAME CHANGER

TCO Cloud
Outcomes
Latest tools

Partnership
Transformation
Risk-Sharing
Collaboration
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)
Building relevance

Mobility

Enable remote workers and BYOD

Video

Collaborate to optimise relationships

Cloud

Easily collaborate locally, or globally
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
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
Amcom Cloud Collaboration

- Voice
- Voicemail
- Video
- Instant Messaging
- Mobility
- Presence
Amcom in Higher Education & Research
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› 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