



Skype for Business

PRODUCT SHEET

Update: 01.01.2017

Version: 1.0

1. Solution benefits

1.1 For the Customer

1.1.1 General Benefits

Skype for Business is a powerful tool for online video and voice calls, integrating messaging, meetings and screen sharing in one app. As well as integrating with Outlook and Office apps like Word and PowerPoint, it provides strong security and control.

Skype for Business provides your customers with a company-wide instant messaging solution and the ability to hold HD video meetings with up to 250 participants, with screen sharing and PowerPoint collaboration. It is available as a standalone product or within Office 365 Business Essentials or Business Premium.



From <https://products.office.com> website

1.1.2 Skype for Business Key Features

- **Online meetings with up to 250 people**
Hold voice or video calls with up to 250 participants, who only need a phone or internet connection to join.
- **Real-time collaboration**
Share a presentation or document from your screen or collaborate within PowerPoint.
- **Chat-based team workspace**
Stay connected through chat during and outside of meetings.
- **Easily schedule meetings**
Built-in Outlook integration lets you easily schedule online meetings from your email client.
- **Join from any device**
Anyone can join your online meeting from any device using the desktop app, browser plugin or free mobile apps.
- **Guaranteed uptime**
Be sure you're always able to connect with guaranteed 99.9% uptime from Microsoft.

1.1.3 Skype for Business plans

- Skype for Business Plan 1
Does not include Online Meetings. Available as a standalone product.
- Skype for Business Plan 2
Includes Online Meetings. Available as a standalone product or as part of Office 365 for Business.

1.1.4 Skype for Business benefits: the end-user's perspective

With Skype for Business, SMBs can provide their employees with the latest communication tools and features within the familiar Skype interface:

- Improved mobile capabilities
- Increased employee adoption
- Better call quality
- Wider contact reach
- Better collaboration across global teams



The software works well with the other Microsoft tools that staff use every day, and conversations are more secure within the corporate IT infrastructure.

1.2 For the Sales Partners

1.2.1 General information

Reselling Skype for Business, sales partners:

- Retain full customer ownership
- Benefit from a higher margin in a secure environment
- Have access to an end-to-end billing solution with automated ordering, provisioning and billing
- CSL API (Cloud Service Layer Application Programmable Interface) access for automated ordering and billing

1.2.2 Target market and potential customers

The target market for Skype for Business includes small to medium sized businesses (SMBs) and small office/home office (SOHO).

The ideal Skype for Business customer profile:

- Is usually a decentralized business with between 5-30 employees with multiple offices, home offices and traveling sales staff
- Is committed to a subscription-based pricing model
- Prefers to pay monthly or annually
- Aspires to strong customer support on cloud services and knowledge of security
- Prefers the added value of a real partnership and advice (not just a vendor relationship)

1.3. Skype for Business Plans

	Skype for Business standalone		Skype for Business within Office365	
	Skype for Business Plan 1	Skype for Business Plan 2	Office365 Business Essentials	Office365 Business Premium
Instant Messaging (IM) and Presence	•	•	•	•
Skype for Business-to-Skype for Business Audio/Video Calling (1-to-1)	•	•	•	•
Skype for Business Federation (IM/presence/audio/video)	•	•	•	•
Click-to-Communicate in Office	•	•	•	•
Authenticated Attendee in Skype for Business Meetings	•	•	•	•
Microsoft Exchange ActiveSync	•	•	•	•
Online Meetings (up to 250 attendees)		•	•	•
Initiate ad-hoc and Scheduled online meetings		•	•	•
Initiate Multiparty (3 or more users) Skype for Business Audio/Video Sessions		•	•	•
Initiate interactive data sharing (screen/application/whiteboard)		•	•	•
Interop with Third-party Dial-in Audio Conferencing Services		•	•	•
Online versions of Office apps			•	•
Email with 50 GB mailbox per user			•	•
1 TB file storage and sharing			•	•
Mobile versions of Office apps				•
Fully installed Office applications on PC/Mac				•
Rights management, data loss prevention, encryption				•