

Carriers must find new competitive strategies to protect and grow their base of business as popular OTT (over-the-top) brands, such as Facebook and Google, enter the communications market as competitors.



1. Wainhouse, 2. IDC, 3. Forrester, 4. Frost and Sullivan

The 2017 Unified Communications and Collaboration (UC&C) market is expected to be

\$23.7B¹

86%

of executives cite lack of collaboration or ineffective communication for workplace failures²

74%

of SMB's are allocating over 25% of their IT budget to conferencing solutions⁴

Companies that deploy collaboration tools reported over

72%

in better business performance¹

60%

of organizations rate collaboration as a key enabler of various business objectives²

53%

of enterprises and 57% of SMBs are making investments in integrated web conferencing³

Don't miss out on the booming Unified Communications and Collaboration market

The telco industry will lose a combined

\$386B

between 2012 & 2018 from customers using OTT voice applications

Fortune

+++

UC&C partnerships will play a crucial competitive role in enhancing the value of Telco Carrier offerings in the digital economy landscape.

"Skype for Business could take on the major telcos, as Microsoft looks to provide traditional voice call solutions as well as video conferencing."

Computer World UK

For more information on our Telco Carrier UC&C offering, please visit pgi.com/partners