

Skype for Business Deployment Options Cheat Sheet

Feature:	Strencom Hosted Skype for Business	Microsoft O365 Skype for Business E5	Microsoft O365 Skype for Business E3	Skype for Business On-Premises	Skype for Business Cloud Connector + O365 E5 (Hybrid)
Integration with On-Prem Active Directory	✓	✓	✓	✓	✓
Self Provisioning Portal	✓	✓	✓	✗	✓
Call Monitoring	✓	✓	✓	✗	✗
Future Updates Included	✓	✓	✓	✗	Partial
System Maintenance & Uptime Guarantee	✓	✓	✓	✗	Partial
Scalable to any number of users (increase or decrease)	✓	✓	✓	✗	Partial
Backup, Disaster Recovery & Business Continuity	✓	✓	✓	✗	Partial
Auto Attendant / Interactive Voice Response (IVR)	✓	✓	✗	✗	✓
Cloud PBX Features (1)	✓	✓	\$8 / month	✓	✓
Local User Support – Based in Ireland	✓	✗	✗	✓	✗
Ability to Decommission Legacy PBX & Reduce Associated Costs	✓	✗	✗	✓	✗
Inbound Calls Interactive WallBoard - (Small to Medium Call Centres)	✓	✗	✗	✗	✗
Response Groups / Hunt Groups	✓	✗	✗	✗	✗
Detailed Call Analytics On-Line	✓	✗	✗	✗	✗
On-Going Upgrades & Added Features for Analytics+	✓	✗	✗	✗	✗
Single Vendor for all Features & Functions	✓	✗	✗	✗	✗
Connectivity Options Available with Quality of Service (QoS)	✓	✗	✗	✗	✗
Outbound DDI Manipulation	✓	✗	✗	✗	✗
Project Management Roll-Out	✓	✗	✗	IT Partner	IT Partner
Dialin Conferencing (also called PSTN Conferencing)	✓	€	€	✓	€
Conference Calling with PSTN Breakout	✓	€	€	€	€
Hands-On Support During Number Porting Process	✓	On-Line Only	On-Line Only	N/A	N/A
PSTN Dialing Out	✓	Not in Ireland	Not in Ireland	✓	✓
Keep Existing Phone DDI Numbers / Number Porting	✓	Not in Ireland	Not in Ireland	✓	✓
Integration with Existing Legacy PBX	✗	✗	✗	✓	Partial
Call Recording	€	✗	✗	✗	✗
Global Virtual Number - Inbound Dialling	€	Not in Ireland	✗	✗	✗
Global Virtual Number - Outbound Dialling	€	Not in Ireland	✗	✗	✗

Charging Model:	Simple: User / Month Most Features Included	Complex: User / Month Multiple Options & Add-ons	Simple / User / Month	Simple: CAPEX + MAINTENANCE	Complex: CAPEX + User / Month Multiple Option & Add-ons
Full Price Per User / Month (2)	€7 on E5 (or) €13.50 on E3	+\$12 on E5	+\$20 on E3	HIGH CAPEX	LOW CAPEX + \$12
PSTN Consumption - Call Costs to Ireland - National (3)	€ 0.021	€ 0.163	€ 0.163		
PSTN Consumption - Call Costs to Ireland - Mobile (3)	€ 0.080	€ 0.240	€ 0.240		
PSTN Consumption - Call Costs to UK - National (3)	€ 0.030	€ 0.023	€ 0.023		
PSTN Consumption - Call Costs to UK - Mobile (3)	€ 0.140	€ 0.197	€ 0.197		
PSTN Consumption - Call Costs to USA (3)	€ 0.019	€ 0.020	€ 0.020		

Sources of Information:

Cloud PBX Features (1): <https://support.office.com/en-gb/article/Here-s-what-you-get-with-Cloud-PBX-bc9756d1-8a2f-42c4-98f6-afb17c29231c?ui=en-US&rs=en-GB&ad=GB>
 Prices for PSTN Calling Plans (2) <https://products.office.com/en-US/skype-for-business/pstn-calling-plans>
 Microsoft PSTN Consumption Rates (3) <https://query.prod.cms.rt.microsoft.com/cms/api/am/binary/REDTZ9>
 S4B Cloud Connector Edition <https://technet.microsoft.com/en-us/library/mt605227.aspx>
 Skype4B Office 365 Plans & Pricing <https://products.office.com/en-us/business/compare-more-office-365-for-business-plans>