

Dimension Data Wants to Sell 1m Lync Seats

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Dimension Data plans to sell 1 million Microsoft Lync Enterprise Voice seats, delivered either on premise or private cloud, by 2017 as it believes the market is still wide open for the unified communications suite.



“While the Lync business for Microsoft is growing 30% Y-o-Y and advanced workloads like voice is growing even faster, globally there are still millions of enterprise employees who would benefit from Lync,” the company says.

The Dimension Data initiative covers all delivery models, including both mature markets with knowledge workers wanting easy communications wherever they are and emerging markets in the process of leapfrogging traditional communications tools.

“Our experience together with our long history of working with Microsoft over the past 10 years ensures we’ll meet the one million target,” Dimension Data continues.

According to a 2013 T3i Group study 93% of enterprises were either planning to use or already using or trialing Lync overall in 2013 (up from 80% in 2012), while 59% were either planning or already deploying Lync Voice (up from 45% in 2012).

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