# Atos Unify Academy

**Unify Office Sales Professional - Module 6 - Value Add Vertical Solutions**

**Course code**  UOSPM06SDV

**Target Group**    Unify Partners and internal Sales and Ops teams.

| Course language | Delivery type | Duration |
|---|---|---|
| English | WBT | 15 min. |

## Course description

This learning module aims to acquaint users with various crucial topics in Unified Communications (UC) by focusing on core verticals aligned with common market needs. Emphasis will be placed on the integration of communication and collaboration within vertical value chains. Additionally, the module will delve into the significance of integrated solutions in manufacturing, showcasing Unify´s innovative approach and its ability to create integrated solutions while providing trust and security in a fragmented market. The discussion expands to Mission Critical Solutions, covering time-critical communication, reliable emergency response, alarming, alerting, and the automation of workflows, along with the orchestration of IT landscapes. Furthermore, attention is given to Critical Event Management (CEM), which ensures business continuity and risk mitigation through preventive care and public alerting. This involves maintaining an Always-On environment through automated real-time threat detection, response mechanisms, and orchestration of the entire critical event life cycle. The module also introduces the Virtual Care Collaboration Service as a tailored solution, addressing challenges faced by healthcare providers, payers, and ecosystem software vendors. <br> Participants are guided through key strategies to effectively integrate Unified Communications as a Service (UCaaS) within their organizations. This involves a strategic alignment of UCaaS with core verticals, tailoring solutions to address specific market needs in each sector. The module then explores the integration of Mission Critical Solutions into organizational infrastructure, emphasizing the implementation of time-critical communication, reliable emergency response systems, alarming, alerting mechanisms, and workflow automation. Participants will learn to execute strategies for Critical Event Management (CEM) to ensure business continuity and effectively mitigate risks. Additionally, the module provides practical insights on strategically integrating the Virtual Care Collaboration Service to address challenges unique to the healthcare sector. Participants will gain the knowledge and skills needed to navigate and implement these solutions successfully within their respective organizational contexts.

## Learning Target

Users will become familiar with the following topics:

- Core verticals aligned with common Unified Communications (UC) market needs, highlighting the integration of communication and collaboration in vertical value chains
- The need for integrated solutions in manufacturing, highlighting Unify´s position to innovate, create integrated solutions, and provide trust and security in a fragmented market
- Mission Critical Solutions, including time-critical communication, reliable emergency response, alarming, alerting, automation of workflows, and orchestration of IT landscapes

- Critical Event Management (CEM) and its focus on ensuring business continuity and risk mitigation through preventive care and public alerting (Always-On environment by employing automated real-time threat detection, automated response mechanisms, and orchestrating the entire critical event life cycle.)
- The Virtual Care Collaboration Service as a solution addressing challenges for healthcare providers, payers, and ecosystem software vendors

## Prerequisites

Unify Office Sales Professional - Module 1-5

## Contents

Implement a strategic alignment of Unified Communications as a Service (UCaaS) with core verticals, addressing the common market needs specific to each sector.

Integrate Mission Critical Solutions into your organization´s infrastructure to address time-critical communication needs. Implement reliable emergency response systems, alarming, alerting mechanisms, and workflow automation to ensure timely and efficient communication.

Execute strategies for Critical Event Management (CEM) to guarantee business continuity and mitigate risks.

Integrate the Virtual Care Collaboration Service strategically to tackle challenges within the healthcare sector.

## Curricula

This course is part of following curricula
- Unify Office Sales Professional

## Tests and Certificates

This course prepares following certification:
- Unify Office Sales Professional

## Comments

Web Based Training:
- For participation and booking a myTraining-Account is required

System requirements:
- PC with sound card and stereo headset / speaker is required
- Screen resolution at least 1280*1024
- Windows 7 or higher
- Browser: Chrome, Firefox, Internet Explorer 9 or higher, Safari
- Javascript has to be activated

## Further information:

Please contact us for further information or bookings:

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