Atos Unify Academy

Unify Office Sales Professional - Module 7 - UCaaS Major Competitors

Course code UOSPM07SDV

Target Group Unify Partners and internal Sales and Ops teams.

Course language	Delivery type	Duration
English	WBT	20 min.

Course description

In this module, we will explore the strengths and weaknesses of each of the major competitors in the UcaaS space that we have identified. From technical superiority, through geographical advantages and customer perception, we will indicate each competitor´s attributes that one needs to be aware of when facing them in the marketplace. The learning module includes information about 8x8, Cisco, Dialpad, GoTo, Microsoft, Vonage and Zoom.

Learning Target

Users will become familiar with the following topics:
- Competitors´ strengths in their market strategy, market positioning, product features and customer experience, satisfaction, and regional dispersion.
- Competitors´ weaknesses in their market strategy, market positioning, product features and customer experience, satisfaction, and regional dispersion.

Prerequisites

Unify Office Sales Professional - Module 1-6

Contents

Competitors´ strengths in their market strategy, market positioning, product features and customer experience, satisfaction, and regional dispersion.

Competitors´ weaknesses in their market strategy, market positioning, product features and customer experience, satisfaction, and regional dispersion.

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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