Microsoft Gold Partner combines Gamma SIP Trunks with MS Lync

The background

Gamma was tasked with supporting a key Microsoft Gold Partner with the delivery and launch of a new hosted MS Lync platform by providing the same separation functionality from a SIP delivery.

The pains

The solution demanded safe and secure separation of multiple SIP trunk presentation to the customer's platform, as well as the ability for the partner to seamlessly and effectively manage the porting of large number estates from multiple end users and providers.

The solution

Working with one of our Channel Partners, we proposed the delivery of resilient Gamma SIP Trunks across two direct interconnects within geographically diverse data centre locations.

We delivered high-availability dynamic SIP Disaster Recovery (DR) into the system using an Active/Standby call delivery mechanism. Individual end user / SIP trunk separation across the shared links was then provided which allowed for full technical and commercial separation of end user accounts, all delivered via a single MS Lync platform.

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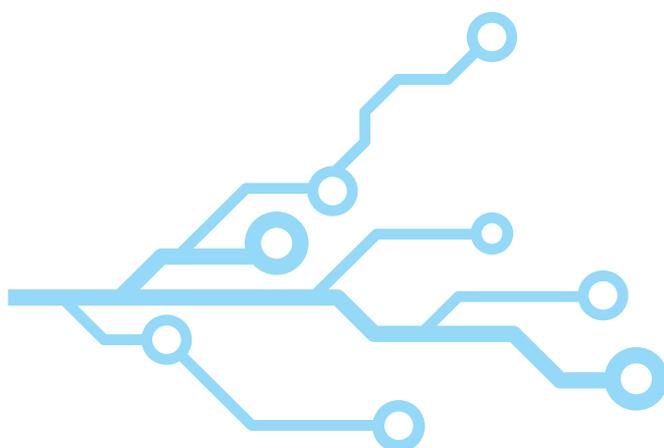
The outcome

The technical outcome:

Our solution offered the customer a tailored SIP delivery service that was aligned to their multi-tenanted requirements.

The system was fully resilient, both geographically and architecturally, while offering capacity flexibility able to react and respond at any time to the requirements of any individual end user.

The commercial outcome:

The customer is now able to manage each end user account / SIP trunk individually, closely complementing the MS Lync environment and allowing the Channel Partner and end users to benefit from lower call rates.

Connecting Microsoft Lync and Gamma SIP Trunks

As a certified Microsoft Lync 2013 partner and a member of the Microsoft Unified Communications Open Interoperability Program, Gamma can support Lync 2010 and 2013 implementations, giving our Channel Partners and their customers access to one of the UK's leading SIP providers. There is no requirement for additional hardware, such as an on-premise SBC. We can also offer full support for native Lync SIP trunks direct onto the Gamma network and provide useful configuration guides to help with implementation.

The benefits

- Capacity for 1000s of channels within a multi-tenanted platform providing flexibility, scalability and minimal Capex costs

- Multiple end user accounts supported along with customer separation, minimising hardware costs and licensing fees

- Secure and private delivery of SIP offering the partner the ability to sell the service as a fully secure delivery

- Ability to tailor and manage the SIP trunk delivery for each hosted tenant by supporting a shared infrastructure design

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