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Unified
Communications
Microsoft

[Microsoft Unified Communications Consultant Program Charter Is Live](#)

Consultants are a critical link to the enterprise customer, the company notes

At the start of July 2009, Microsoft announced that it was kicking off the initial charter of a program addressed at consultants interested in accessing resources that would boost their expertise on the company's unified communications solutions. The Microsoft Unified Communications Consultant Program (UCCP) is designed to enable a higher level of communication between consultants via a forum from the Redmond company. For the first stage of the UCCP charter, Microsoft explained that only select independent telecom consultants had been approached. The focus for the software giant is to work with the small group of consultants that have already offered strategic assessments, collaborated for Request for Proposal (RFP) development, and are familiar with targeting enterprise customers with unified communication products, including tasks such as selection and evaluation.

"UCCP charter consultants will have access to a number of information vehicles and exclusive benefits including: A dedicated Microsoft consultant program lead and single point-of-contact for all information requests and program questions. An exclusive member-only website to provide a single source for easy access to information. A monthly bulletin detailing Microsoft's unified communications business and technical resources. One full-day UC consultant program briefing by Microsoft executives and subject matter experts. A quarterly speaker series featuring customers and partners. Invitations to in-person events and regular one-on-one discussions with Microsoft subject matter experts to develop and share best practices," Microsoft [explained](#).

According to the Redmond company UCCP will serve to help consultants build strong relationships with others equally interested in Microsoft unified communications solutions. Through the UCCP rich forum, the software giant will streamline the dialog between consultants and experts, consultant program managers, product group teams as well as executive leadership. At the same time, UCCP will simplify the evaluation of Microsoft unified communication products that consultants will ultimately take to customers.

"Consultants are a critical link to the enterprise customer, and the UCCP will serve as an effective venue for increased dialogue among Microsoft, consultants, partners and potential customers. Our Microsoft unified communications experts are looking forward to receiving the consultant's input and feedback which will not only help guide the program's offerings and shape the development of a future, broad UCCP but also influence future product development in unified communications," Microsoft added.