



Microsoft Teams Rooms

Transform your meeting rooms and work like you're in one place with a rich Microsoft Teams experience



The changing modern workforce

The workplace is more team based and mobile than ever

80% of employee time is spent collaborating¹

2x as many teams as 5 years ago²

56% of meetings have at least one remote attendee³

15% of meeting rooms are equipped for video, even as video becomes the norm⁴



¹ University of Virginia. ² US IW Survey, 2014. ³ Microsoft Business Meetings Habits Practices Study, February 2018. ⁴ CSS Insight, August 2016

Microsoft Teams

The hub for teamwork in Microsoft Office 365



Communicate

through chat, meetings & calls



Collaborate

with deeply integrated Office 365 apps



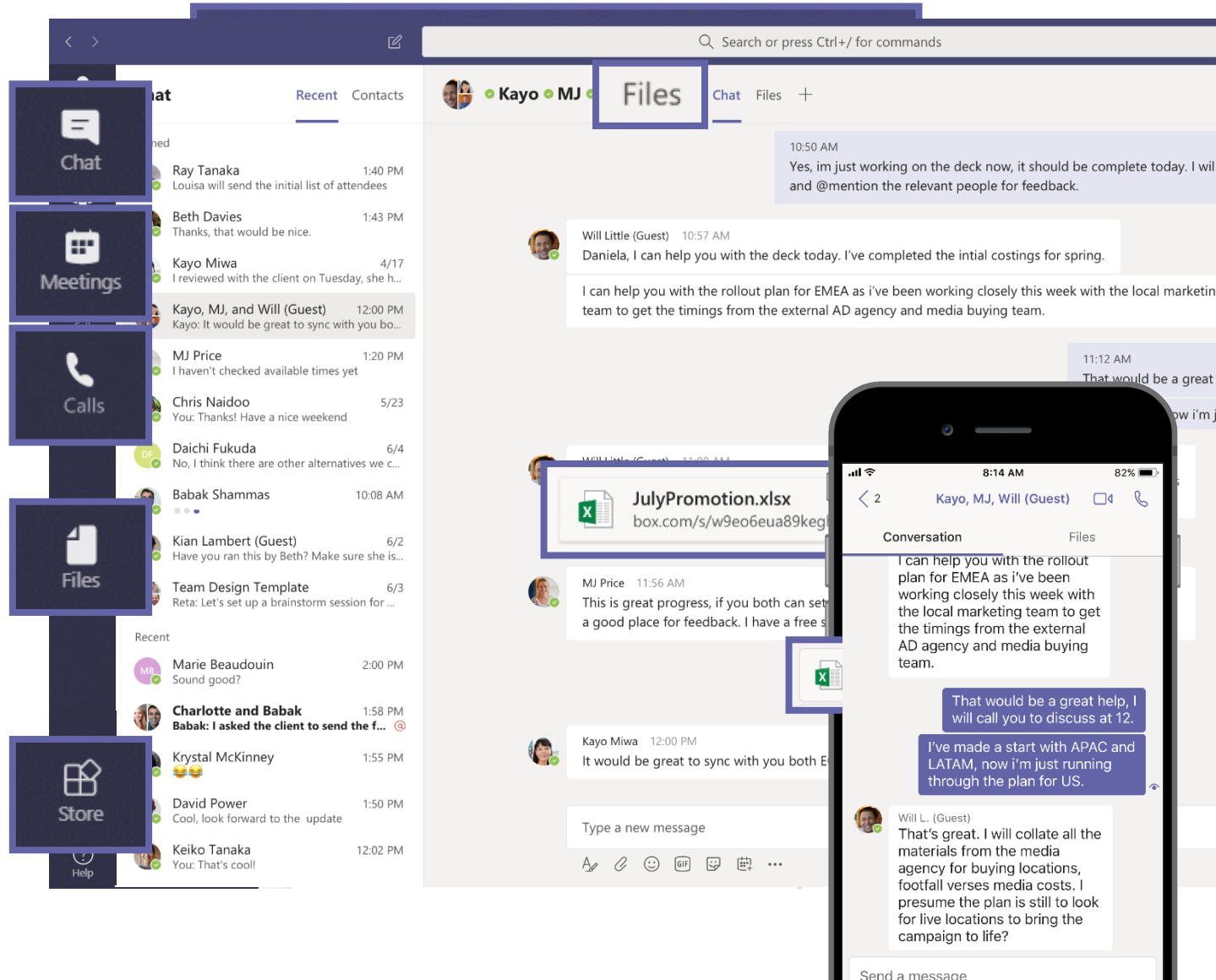
Customize & Extend

with 3rd party apps, processes, and devices



Work with confidence

enterprise level security, compliance, and manageability





Workplace of the future is hybrid



Collaborative ideation



Improved work/life boundaries



Social connections and support



Reliable network and purpose-built equipment/spaces



Increased movement and ergonomic furniture



Perception of non-verbal interactions and cues

Microsoft Teams Devices

Work how you want, where you want



Access intelligent communications

Smarter and faster ways to connect and collaborate with your devices



Purpose-built

Devices optimized for your spaces and work styles



Work with confidence

Certified devices, with high quality video and audio, enterprise-grade security, and easy set up and management





Devices go through rigorous testing and certification



Skype for Business

- Validated quality and features
- Shared support by Microsoft and OEM
- Best-in-class device makers
- Tested by independent labs



Microsoft Teams

- Wide portfolio of devices
- High quality audio and video performance
- Integration with hardware via Teams button
- Calling and meeting features validated on certified devices
- Reliable device manageability and up-to-date software

We work across spaces and devices

United by Microsoft Teams



Individual work spaces

- At home
- On the go or in transit
- Individual office or dedicated workspace



Group work spaces

- Huddle spaces and focus rooms
- Communal areas and touchdown spaces
- Small, medium and large meeting rooms



Personal Devices



Audio & Video
Peripherals



Teams Display



IP Phones

Shared Devices



Teams Rooms



Surface Hub



Microsoft Teams devices for every space and working style

Teamwork across spaces and devices

Familiar

simple transitions and consistent experiences between all device types

Inclusive

intelligent devices give everyone a voice, wherever they may be

Quality

high quality audio, video and sharing experiences on any device, in any space

Ready

reliable, manageable and up-to-date systems ensure meetings just work

Personal Devices



Audio & Video Peripherals



Display



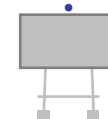
IP Phones



Shared Devices



Teams Rooms



Surface Hub

Introducing **Microsoft Teams Rooms**

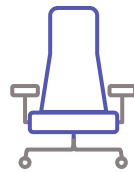




Bring the Microsoft Teams experience to every meeting



Transform your meeting rooms with Teams



Make any space a Teams meeting place

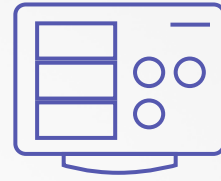


Easy to deploy, simple to manage



Connect with hardware and software





Transform your meeting rooms with Microsoft Teams



**Teams
feature set**



**One-touch
join**



**Make a
phone call**

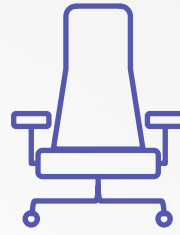


**Share
with remote
participants**



**Center of
room control**





Make any space a Microsoft Teams meeting place



**Anyone,
anywhere,
any device**



**Dedicated Teams
Meeting app**



**Scales to all
room sizes**



**Integrate
with existing
investments**





Easy to deploy, simple to manage



**Windows
10 device**



**Universal app, managed
through existing tools**



**Low
training effort**



Microsoft Teams Rooms hardware and software



A center of room touch controller lets you manage a Microsoft Teams meeting end to end



On the familiar Microsoft Teams app, built for Windows 10



Connects with displays and projectors, cameras and speakers

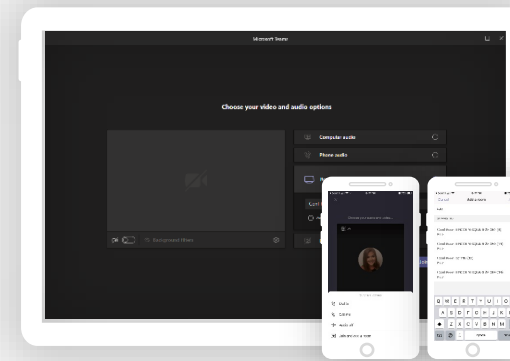


Add an HD audio/video experience to your meeting rooms

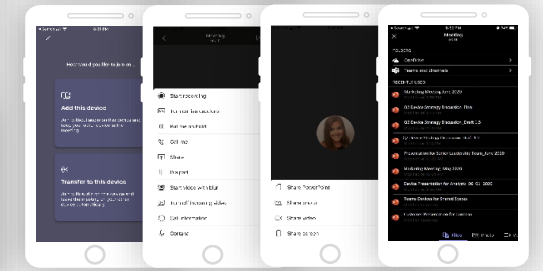


People-centric meeting room experiences

Reduce friction for in-room participants

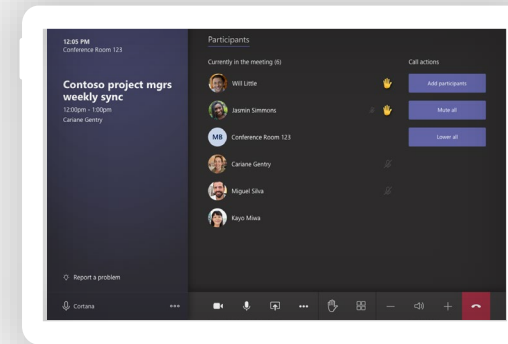


Proximity beaming

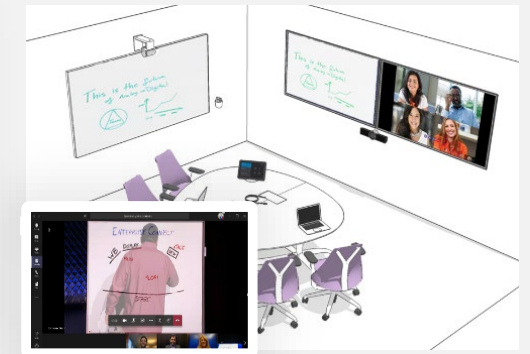


Companion features

Foster interactive and inclusive meetings for all



Inclusive meeting features and controls



Intelligent Content Capture

Enhance meeting collaboration and co-creation

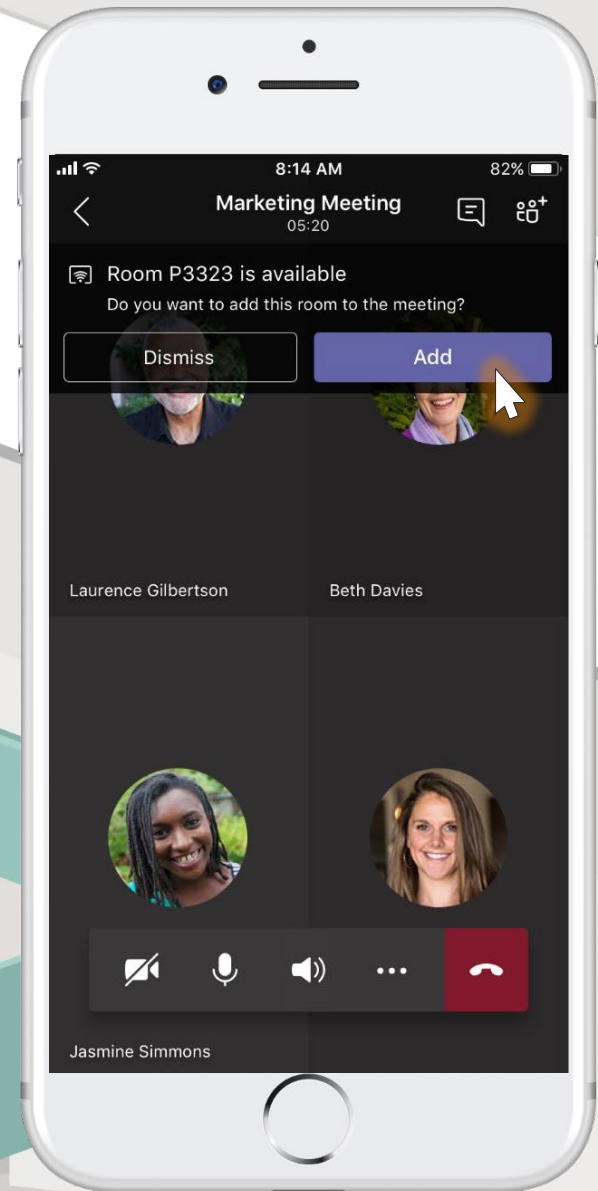


Whiteboard



Coordinated Meetings

Proximity based meeting join



Proximity beaconing

When a Teams app on a PC or mobile device is close to an available Microsoft Teams Rooms, the proximity sensor in the Teams app detects the Microsoft Teams Rooms in the meeting room, and can add Microsoft Teams Rooms to the meeting as a participant.

Inside the meeting room, the FOR and console will show that you are trying to add the room, and a user will have to accept the incoming invitation on the console to bring the room system into the meeting.

The PC or mobile app will automatically go into content-only mode allowing the room to provide audio & video into the meeting without echo and feedback generated by the other clients in the room.

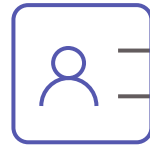


Companion experiences

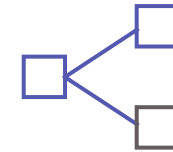
Connect personal and meeting-room devices to share content and control the meeting



Check in and join in content-only mode



Share live videos, photos, or the screen from your mobile device



Maintain a consistent experience in Teams across devices

Microsoft Teams Rooms with touch/ink

Add a touch/ink display to any Microsoft Teams Room to enable multi-user, shared whiteboarding in any Teams meeting, across all Teams devices.

Good things come in pairs

Microsoft
Teams Rooms



Touch Display

Communication

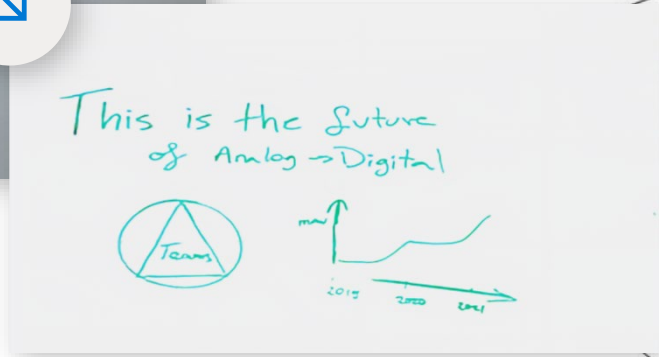
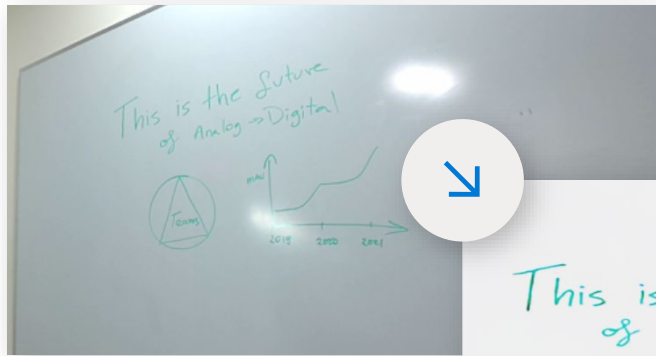


Collaboration



Content cameras and intelligent capture

Add a content camera to any Microsoft Teams Room to share an intelligent, augmented whiteboard view into Teams meetings.



Content cameras and intelligent capture

Reality

Most do not have a digital whiteboard, but everyone still works on a physical whiteboard.

Challenge

Ever been in a meeting where you can't read the whiteboard because of the person in front of it?

Solution

Make the person transparent so the whiteboard and the person can BOTH be seen!





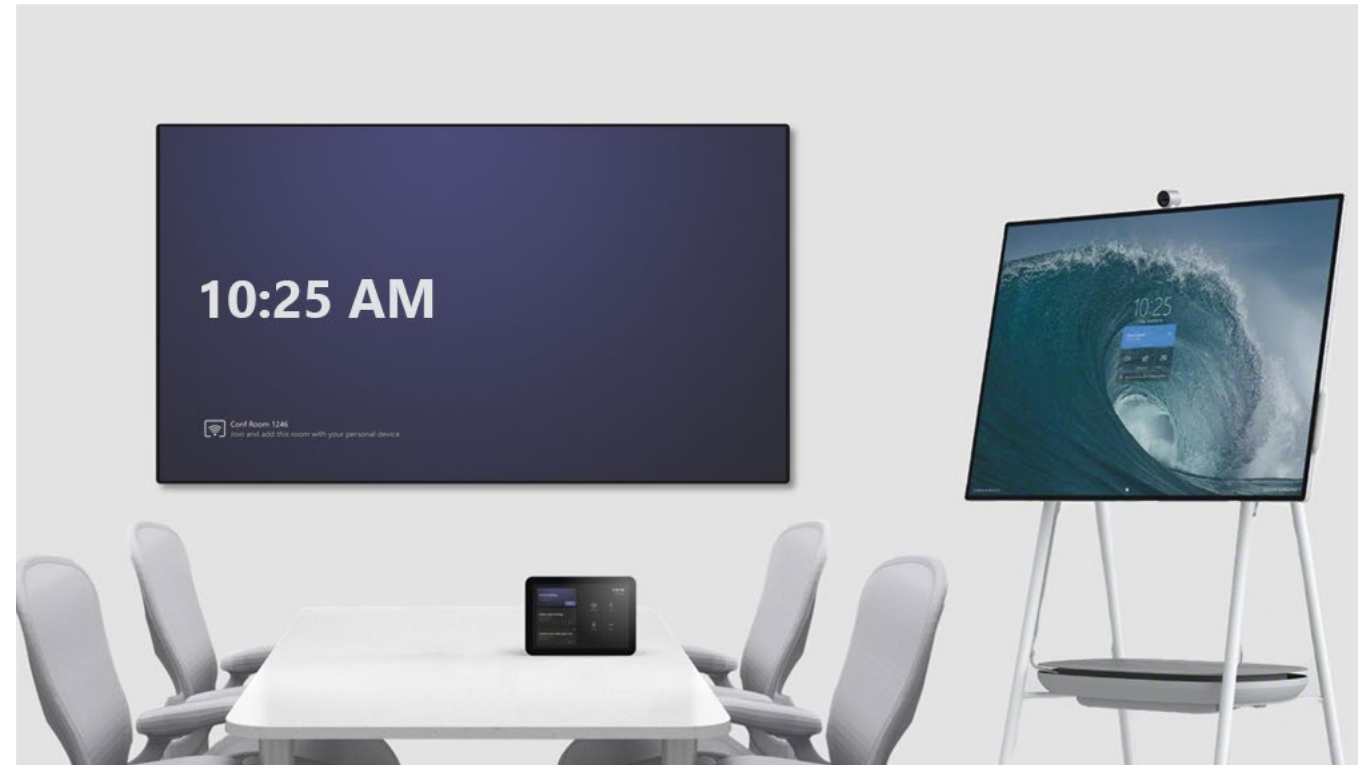
Coordinated Meetings with Microsoft Teams Room

One touch coordinated meeting launch



Flexible join options

Single-touch join from
Microsoft Teams Room console
or Surface Hub 2S home screen



Coordinated Meetings with Microsoft Teams Room



Flexible join options

Single-touch join from Microsoft Teams Room console or Surface Hub 2S home screen



Maximize screen real estate

Microsoft Teams Room display shows community view of video feeds, while Surface Hub 2S shows content or Whiteboard

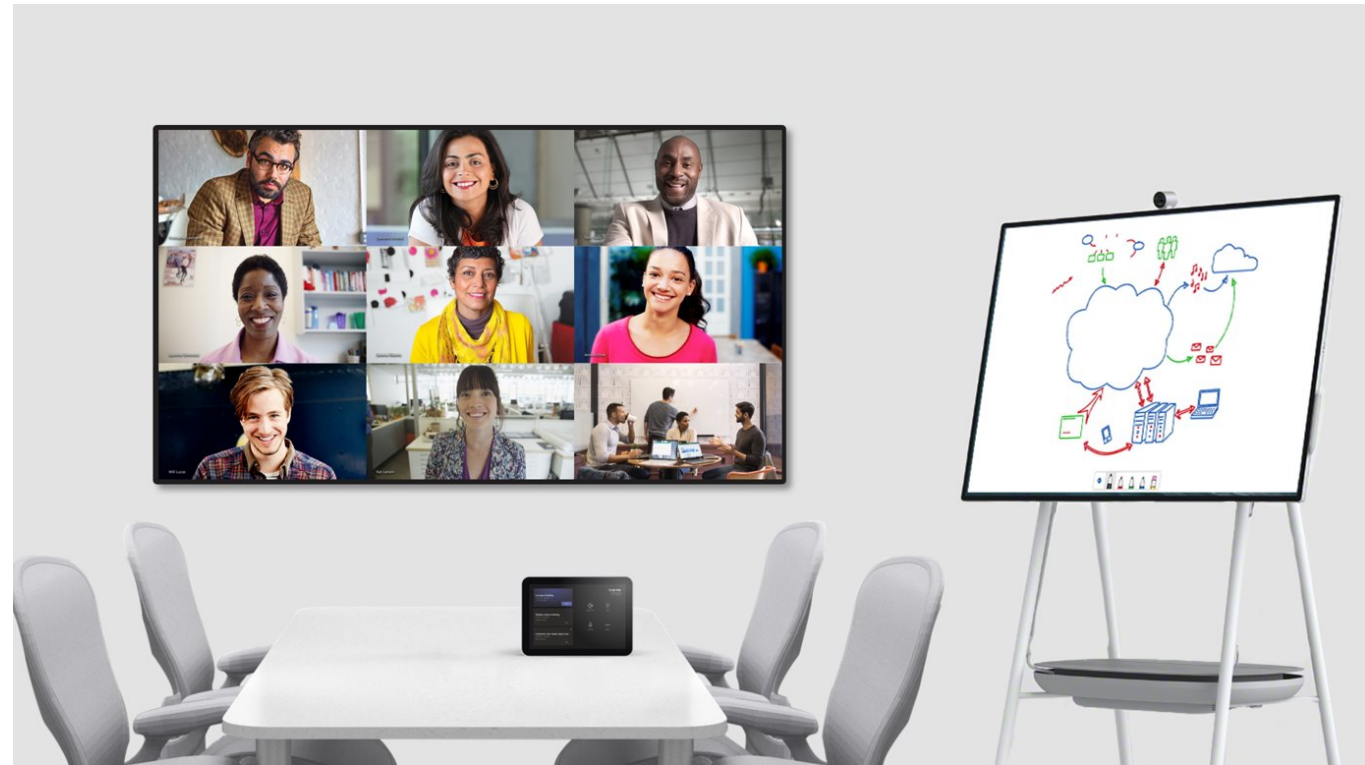


Audio/video coordinated

Microsoft Teams Room runs the audio and video with muting of Surface Hub 2S



Anticipating go-live in CY 2020



Device management



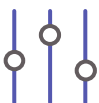
Ecosystem Focused

smarter management for device ecosystems



Consistent

unified experience across all device types



Insightful

data driven insights and troubleshooting



Complete

parity+ with existing management portals



Policies & Compliance

support for CA policies and compliance policies



Low Friction

low friction for both SMB and Enterprise users

The screenshot displays the Microsoft Teams admin center for Contoso Electronics. The left-hand navigation pane includes options for Dashboard, Teams, Devices, Phones, Teams Rooms (highlighted), Collaboration bars, Locations, Users, Meetings, Messaging policies, Teams apps, Voice, Policy packages, Analytics & reports, Org-wide settings, Planning, Legacy portal, and Call quality dashboard. The main content area is titled 'Teams Rooms' and provides an overview of device management. A 'Devices summary' card shows 4 Devices, 0 Unhealthy, and 3 Offline. Below this is a table of Teams Rooms devices with columns for Name, Health status, Manufacturer, and Model.

Name	Health status	Manufacturer	Model
Conf room Crystal	Offline	Logitech	Tap
Conf Room Adams	Offline	Logitech	SmartDock
MTR Test 08	Offline	Logitech	SmartDock
Conf Room Baker	Online	Crestron	Flex

Manage your Microsoft Teams devices in one place

Teams Admin Center | Simple for IT, secure for everyone



Automatic Enrollment



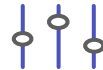
Software Update Framework

NEW! Enable automatic updates for Android OS devices



Inventory Management

NEW! Custom tagging



Call quality insights

NEW! Call quality data



Remote Troubleshooting



Role Based Access Control

NEW! Teams Device Administrator



Configuration Management

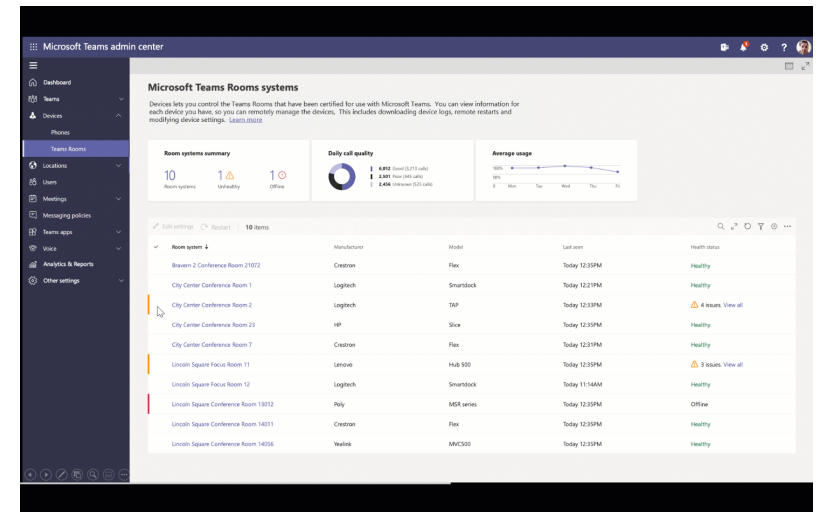


Partner delegation

NEW! Securely delegate access



Health Monitoring



Microsoft Teams Rooms Managed Services

Our expertise, your peace of mind



Intelligent Operations

Software and machine learning that automates updates, problem detection, problem resolution and scales rooms efficiently



Dedicated Experts

24x7 service operations, tiered support, and incident resolution assistance



Enhanced Insights

Rich analytics, reporting and proven learnings at scale across many customers



Microsoft Teams Rooms has a service that provides a complete solution for room management, incident resolution, room analytics and recommendations, all operated by Microsoft experts.

- ✓ Proactive Management
- ✓ Realtime Monitoring & Root Cause Analysis
- ✓ Managed Updates & Security
- ✓ Customer Support
- ✓ Insights & Recommendations

Learn more: <https://rooms.Microsoft.com/premium>

Device Partnerships



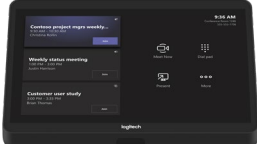
Microsoft Teams Rooms devices for shared spaces



Yealink



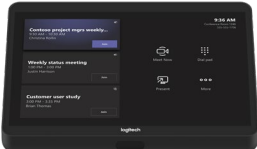
Lenovo



logitech



Yealink



Android

Windows

Crestron Flex

A family of Microsoft Certified Solutions for every space

- **One Consistent User Experience** from the desktop to the boardroom, with nine form factors to choose from.
- **Easily Provision and Manage** all hardware from a single cloud-based platform built in Microsoft Azure.
- **Hardware Engineered** to deliver flawless video, crystal clear audio, and environmental room control.
- **Flexible Options** with mobile-cart, front-of-room and tabletop formfactors supporting single or dual displays.
- **Dual Mode Technology** uniquely provides a certified Teams experience with the ability to support BYOD video conferencing.
- **Remote Room Control** uniquely allows support staff to monitor and control rooms remotely via Microsoft Azure.



New! Crestron Flex R-Series - Rapid Deployment Cart

Helping customers radically scale their Teams environment in a post-COVID world.



Partnerships with leading device manufacturers



Crestron Flex

Solutions for any space. Anywhere. Any number of people.

Small & Medium Rooms



Crestron Flex B-Series
Front-of-Room Soundbar

- Full range speakers and beam forming microphone ensures exceptional audio quality with 15' range
- Integrated wide angle 4K camera with auto zoom and people counting
- Integrated quick-install mounting bracket, makes installation a snap.

Small, Medium & Large Rooms



Crestron Flex M-Series
Tabletop Conferencing

- Exceptional microphone and speaker quality, with 360-degree 20' range insures everyone is seen and heard.
- Optional mic pods for larger spaces
- Easy to install with a single network cable delivering audio, video and content.

Small, Medium, Large and Custom Spaces



Crestron Flex C-Series
Integration Kit

- Integrates with **any** existing room system providing room control as well as native Teams experience
- Ideal for custom spaces of all sizes, delivering a solution for every space.
- Integrates with 3rd party peripherals (e.g. AVer), providing a consistent user interface, smart room control, and a single management platform



Partnerships with leading device manufacturers

Dell Meeting Space Solutions

A total conference room ecosystem

- **Tested and validated:** An intelligent validated complete solution tested by Dell engineers to work out of the box.
- **Easy to deploy, easy to manage:** Powered by the smallest, most powerful desktop Dell OptiPlex Micro 7080 with 10th gen Intel® Core™ Processors
- **Next level teamwork:** Group collaboration is seamless and intuitive with Dell's interactive touch monitors.
- **Great peripherals:** Room control, studio quality video and sound with Logitech Tap, conference cameras and speakers
- **Trusted reliability:** All Dell Meeting Space Solutions come with a 3-year warranty for Dell hardware and a 2-year warranty for Logitech devices.



Partnerships with leading device manufacturers



Dell Meeting Space Solutions

Simplify group collaboration with validated conference room solutions from Dell Technologies

Huddle & Small Rooms



- Powered by the smallest, most powerful desktop **Dell OptiPlex 7080 XE MFF**
- Superior screen performance with **Dell 55 4K Interactive Touch Monitor C5518QT and Dell 55 4K Interactive Monitor C5519Q**
- Studio quality video, sound and management with **Logitech Tap and Logitech Meetup Conference Cam**
- 3 Year Warranty with optional ProDeploy and Optional ProSupport and 2 Year Warranty for Logitech Devices

Medium Rooms



- Powered by the smallest, most powerful desktop **Dell OptiPlex 7080 XE MFF**
- Captivate your audience with **Dell 75 4K Interactive Touch Monitor C7520QT**
- Studio quality video, sound and management with **Logitech Tap and Logitech Rally Conference Cam.**
- 3 Year Warranty with optional ProDeploy and Optional ProSupport and 2 Year Warranty for Logitech Devices

Large Rooms



- Powered by the smallest, most powerful desktop **Dell OptiPlex 7080 XE MFF**
- Engage in next level presentations with **Dell 86 4K Interactive Touch Monitor C8621QT**
- Studio quality video, sound and management with **Logitech Tap and Logitech Rally Plus Conference Cam with Rally mic, pod and hub**
- 3 Year Warranty with optional ProDeploy and Optional ProSupport and 2 Year Warranty for Logitech Devices



Partnerships with leading device manufacturers



HP Elite Slice G2 and G2 Audio Ready

Simplify meetings with stress-free setup and an intuitive interface

- **Start meetings with one-touch**, enjoy dual viewing angles, flexible accessibility, easily add attendees, and share content using the Center of Room Control and familiar Microsoft Teams Rooms Interface.
- **Get setup quickly with hassle-free installation and intuitive user operation**—no assembly or specialized skills required. Easily manage, deploy, and secure the HP Elite Slice G2.
- **Isolate voices with advanced noise cancellation** for clear communication and increase collaboration with optional cameras.
- **Protect your PC** from the ground up with our only Microsoft Teams Rooms with a self-healing BIOS

G2 Audio Ready - COMPATIBLE WITH ANY AUDIO*

- Works with **Microsoft Teams-enabled 3rd party audio/video** infrastructure including mics and speakers
- Can be **VESA mounted** behind the display for hidden convenience
- Optional 5m cable to extend the Center of Room Control if the system is mounted



Partnerships with leading device manufacturers

SECOND GENERATION

Center of Room Control
4 far field / noise reduction mics
4 speakers @ 90db



*USB-driven & Microsoft Teams-certified audio

**Using the included HP DisplayPort to HDMI True 4K Adapter



HP Elite Slice G2

Simplify meetings with stress-free setup and an intuitive interface

Huddle & Small Rooms



- **HP Elite Slice G2 paired with Jabra Panacast**
- Stress-free setup and wide 180o field-of-view camera to see all participants in room

Medium Rooms



- **HP Elite Slice G2 – Audio Ready paired with Logitech Rally Kit**
- Uncluttered tabletop configuration and simplified cable management

Large Rooms



- **HP Elite Slice G2 Audio Ready paired with Logitech Rally Kit Plus**
- Versatile and expandable system for large conference room environments

Lenovo ThinkSmart Hub 500

Simplifies meetings across people and places and scalable across rooms of all sizes

- Integrated 11.6" rotatable LCD display
- Integrated Dolby premium audio with dual Omni-directional microphones
- Built-in secure cable management solution and Intel Core i5 7th Gen vPro processor with 8GB RAM and 128GB SSD
- Easy to deploy and use, this all-in-one meeting room device is the key to efficiency and start on time, every time with one tap
- Share content quickly and easily and hear what everyone says, loud and clear



Partnerships with leading device manufacturers

Lenovo

Lenovo ThinkSmart Hub 500

Simplifies meetings across people and places and scalable across rooms of all sizes

Small & Huddle Rooms



- Up to 12' x 10' size rooms
- Hub 500 and Logitech Meetup

Medium Rooms



- Up to 12' x 15' size rooms
- Hub 500 and Logitech Rally

Large Rooms



- Up to 20' x 15' sized rooms
- Hub 500 and Logitech Rally



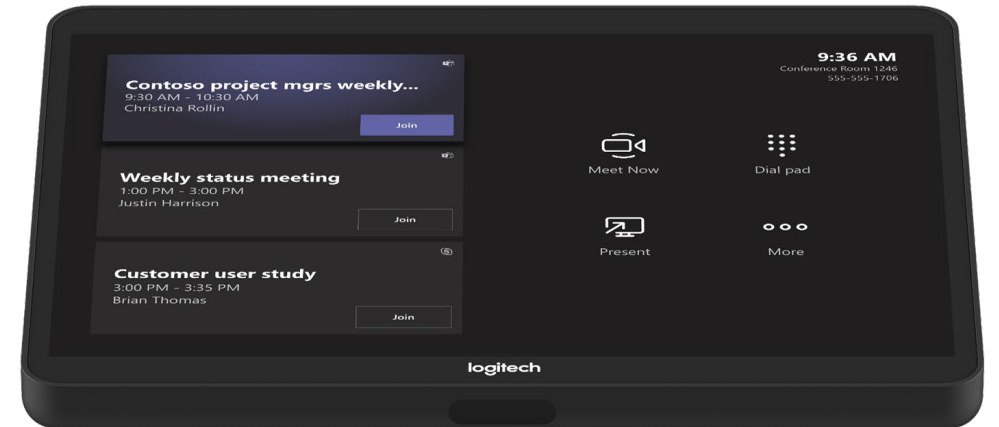
Partnerships with leading device manufacturers

Lenovo

Logitech Tap

One-touch join for Microsoft Teams Rooms

- **Proven:** Thousands of Skype for Business and Teams Meeting Room installations worldwide
- **Spacious:** 10.1" oleophobic display in a compact low-profile enclosure
- **IT-friendly and secure:** Built-in cable management and hidden routing for a clean tabletop
- **Flexible:** Mounting options include Table, Swivel, Riser, Wall, VESA mount
- **Silent:** No distracting fan noise
- **Green:** Proximity sensor (3 meters) saves power with always-on convenience.



Partnerships with leading device manufacturers

logitech

Logitech Tap

One-touch join for Microsoft Teams Rooms

Small & Huddle Rooms



- Includes **Logitech Tap** and **Logitech MeetUp** conference cam and small form-factor PC
- Purpose-built for small meeting rooms and huddle rooms

Medium Rooms



- Includes **Logitech Tap** and **Logitech Rally** system (camera, speaker, and microphone) and small form-factor PC
- Perfect for medium-sized conference rooms

Large Rooms



- Includes **Logitech Tap** and **Logitech Rally Plus** system (camera, 2x speakers, and 2x microphones) and small form-factor PC
- Designed for large rooms with modular audio for full coverage even in very large rooms



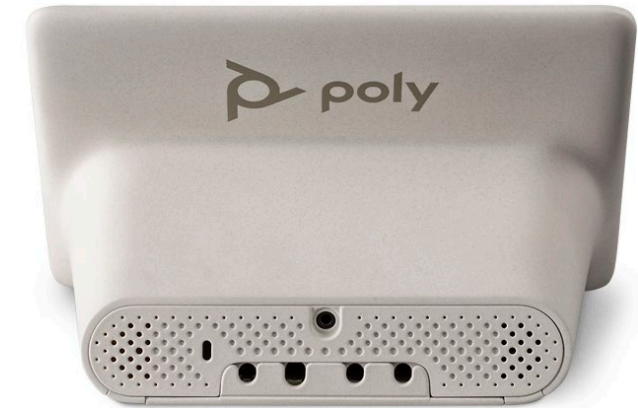
Partnerships with leading device manufacturers

logitech

Poly G-Series

Offering a broad portfolio of Microsoft Teams Rooms solutions

- 8" LED display
- Integrated HDMI ingest and USB Port
- 10m fiber optic USB cable (25m/40m options available)
- Delivers clutter-free experience
- Compute appliance:
 - Lenovo ThinkSmart Edition Tiny
 - Wall/VESA mount kit, to keep the compute away from users and for cable management



Partnerships with leading device manufacturers



Poly G-Series

Offering a broad portfolio of Microsoft Teams Rooms solutions

Small & Huddle Rooms



- **Base Kit with Poly G10-T**
- Includes Poly GC8, Lenovo ThinkSmart Edition Tiny, 10m fiber USB cable, Wall/VESA mount kit
- Connect to existing Teams USB peripherals

Small to Medium Rooms



- **Small to Medium Rooms with Poly G40-T**
- Includes Poly GC8, Lenovo ThinkSmart Edition Tiny, 10m fiber USB cable, Wall/VESA mount kit and Poly Studio (camera, speaker, microphone)
- Poly MeetingAI for best-in-class camera tracking and noise suppression

Medium to Large Rooms



- **Medium to Large Rooms with Poly G85-T**
- Includes Poly GC8, Lenovo ThinkSmart Edition Tiny, 10m fiber USB cable, Wall/VESA mount kit
- EagleEye Director II (dual-camera), Trio C60 (conference phone)
- Best Poly speaker/mic technology and production-like camera tracking for large+ rooms

Yealink MVC II Series

Mtouch II Touch Panel

- 8-inch IPS screen, 1280 x 800 resolution, 10-point capacitive touch screen
- Light-weight console allows flexible angle adjustment with the hinge
- Wake up room system automatically with built-in Human Motion Sensor
- Perform call control, camera control, content sharing etc.
- Support built-in wired and wireless content sharing
- Mini-PC and console are separate; the Yealink MCore Mini-PC box is flexible to be deployed on the wall, table or TV cart.



Partnerships with leading device manufacturers

Yealink

Yealink MVC II Series

MTouch II Touch Panel

Small to Medium Rooms



- **Yealink MVC500 II** with CPW90 wireless microphones and UVC50 USB PTZ camera

· Simple deployment
for MTR system

Medium and Large Rooms



- **Yealink MVC800 II** with VCM34 microphone and UVC80 camera (12x optical zoom and long depth of field)

· Premium voice and
video quality

Large Rooms



- **Yealink MVC900 II** with UVC80 camera (12x optical zoom and long depth of field) and Camera-Hub

· Content sharing in
wired and wireless ways

· Manage devices
remotely



Partnerships with leading device manufacturers

Yealink

Poly Studio – X30 and X50

Integrated Teams Room on Android, ideal for personal and huddle spaces

- All-in-one video solution
- Includes wall mount and privacy cover
- 120° FOV and 4x digital zoom (X30) and 5x digital zoom (X50) with automatic people framing
- Beamforming microphone arrays and noise blocking technology that allows every word to be heard without distractions
- Control via a touch display, or optional TC8 (8" touch controller) or Bluetooth remote



Partnerships with leading device manufacturers





Poly Studio – X30 and X50

Integrated Teams Room on Android, ideal for personal and huddle spaces

Huddle and Small Rooms



Optional



Optional

- **Poly Studio X30**
- Includes Poly Studio X30, cable bundle, wall mount, privacy shutter
- Optional: Poly TC8 (8" touch controller) or Bluetooth remote

Small Rooms



Optional



Optional

- **Poly Studio X50**
- Includes Poly Studio X50, cable bundle, wall mount, privacy shutter
- Optional: Poly TC8 (8" touch controller) or Bluetooth remote



Partnerships with leading device manufacturers



Yealink VC210

Affordable video solution for huddle and small rooms

- Simple design and easy plug-and-play setup
- Ultra HD 4K camera with Auto Framing, 3x digital zoom, 120° FoV
- With full-duplex speakerphone CP900 featuring HD voice and six-microphone beamforming
- Built-in dual-band Wi-Fi & Bluetooth
- Operate with touchscreen or the remote controller



Partnerships with leading device manufacturers

Yealink

Certified Integrated audio and video peripherals

scale Teams Rooms to all room sizes



Jabra®

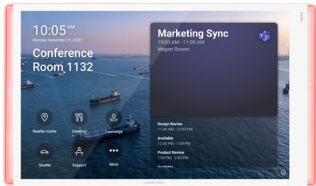


Huddly



AVer™

COMING SOON



CRESTRON



EPOS



SHARP



AVOCOR



ViewSonic®



poly



Yealink



logitech



SHURE



BOSE

SENNHEISER



biamp.



QSC

Microsoft Teams panels

Coming Soon!



Easily locate, identify, and manage spaces

Determine space availability and meeting details at-a-glance



End to end room experiences

Pair with Microsoft Teams Rooms for a complete, connected solution



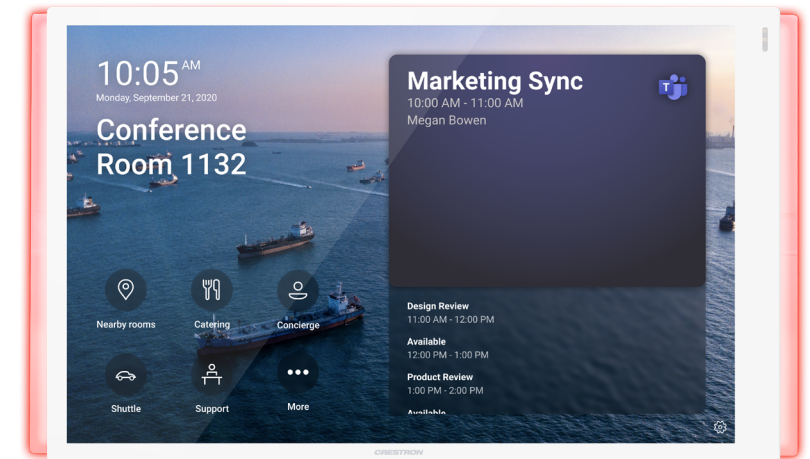
Customize with apps

Tailor panel capabilities by integrating third-party apps



Manage any space

Schedule any space with no additional devices required

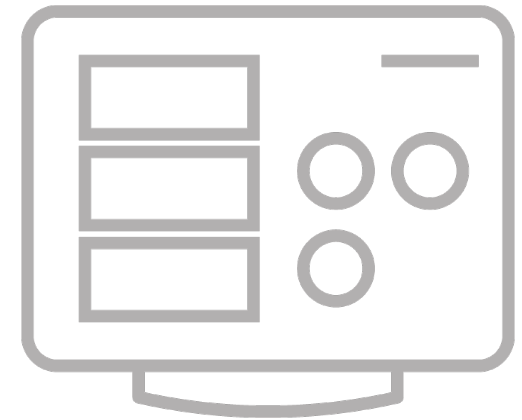


CRESTRON



Yealink

Licensing



Offerings for shared spaces



Microsoft Teams Rooms Standard

Seamless join experience

Innovative in-room meeting capabilities

Integrated Management in Teams Admin Center



Microsoft Teams Rooms Premium






















Microsoft Teams Rooms Standard

+

Microsoft Teams Rooms – Managed Services

Licensing solutions for shared communication devices

Microsoft has three SKUs for licensing meetings and calling on a per-device basis—two for meeting room devices (such as Microsoft Teams Rooms and Surface Hub) and one for common area phones (such as lobby phones available for guest use)

	Microsoft Teams Meeting Room Standard \$15/device/month	Microsoft Teams Meeting Room Premium \$50/device/month	Common Area Phone \$8/device/month
Skype for Business			
Microsoft Teams			
Phone System			
Audio Conferencing	 ¹		 ²
Microsoft Intune			
Microsoft Teams Rooms managed services			
Worldwide availability	 ³	 ⁴	
Channel availability	EA, EAS, CSP, GCC, EES, Web Direct	EA, EAS	EA, EAS, CSP, GCC, EES, Web Direct

¹ Availability and included minutes may vary by region. To verify service availability, refer to <https://docs.microsoft.com/en-us/microsoftteams/country-and-region-availability-for-audio-conferencing-and-calling-plans/>. Consumption charges may apply for additional services, such as toll-free, international minutes for domestic plans, etc. Customers can disable these features to avoid additional billing

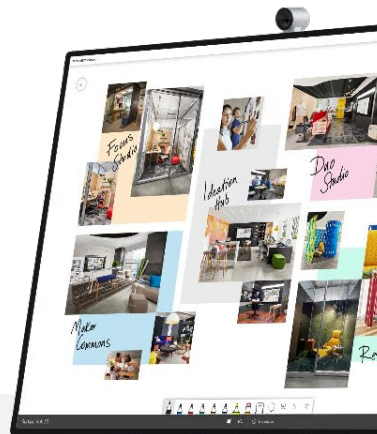
² Common Area Phones can join audio conferences via dial-in number provided by the meeting organizer

³ Not available in sovereign clouds

⁴ Availability varies by region. To verify service availability, refer to <https://rooms.microsoft.com>

The ultimate hybrid workplace experience is here

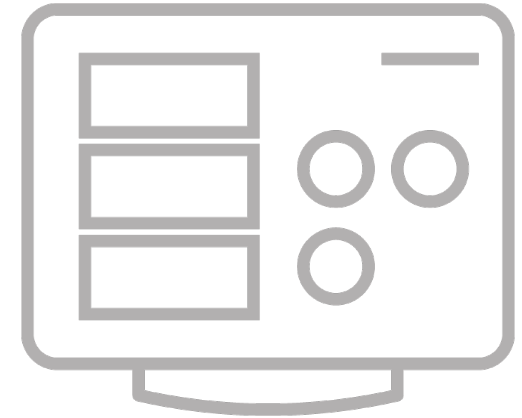
- ✓ Microsoft can help deploy two of your rooms at no charge*!



➔ Get started today at rooms.microsoft.com

*Terms and conditions apply.

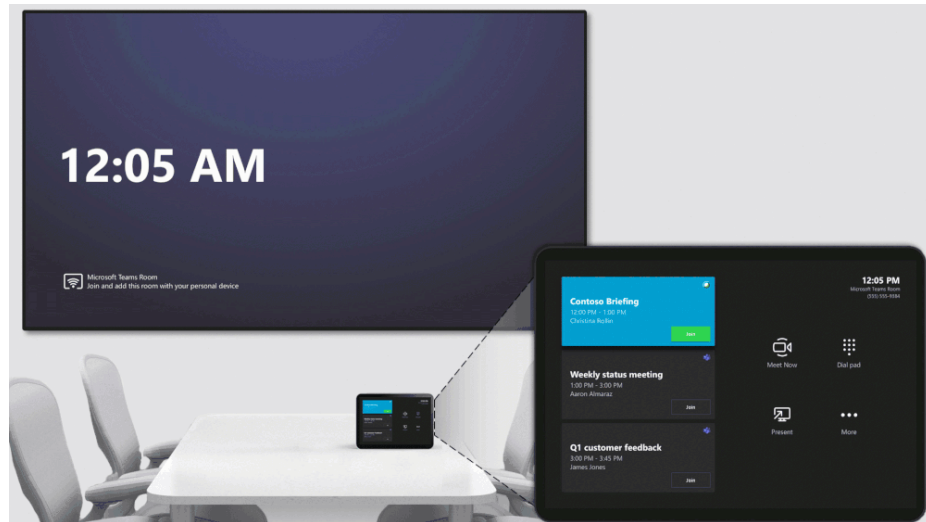
Interoperability



Microsoft's Interop Solutions

Direct Guest Join

Join your occasional Cisco Webex or Zoom meetings from a Microsoft Teams Room via embedded web experience



Cloud Video Interop

When transitioning to Teams Rooms, leverage a CVI solution to join Teams meetings from existing 3rd party SIP and H323 video conferencing devices





Leverage existing investments while transitioning to Teams Rooms

Connect to Teams meetings with Cloud Video Interop solutions certified for Microsoft Teams

- »» Support for H.323* and SIP meeting room devices
- »» HD video and content
- »» Native Teams and Exchange scheduling
- »» Powered by Azure
- »» GCC support available**

Certified cloud video interop partners

 BlueJeans Gateway For Microsoft Teams	 Pexip Connector For Microsoft Teams
 Cisco Webex Video Integration for Microsoft Teams	 Poly RealConnect For Microsoft Teams

* H.323 is not supported by Cisco CVI solution

** 3rd party solutions are not included in the Microsoft 365 Government - GCC environment offering and Microsoft does not certify 3rd party solutions for GCC.

CVI partner Summary

BlueJeans

- **2 hours to deploy enterprise-wide** with SaaS-based architecture (built on Azure) suitable for rapid POCs and deployment
- **Simple to automatically scale and manage** without additional investment or maintenance outage
- **Native one-touch join** supports many rooms systems without additional licenses or 3P integration. Custom Branding and 1080p options also available for purchase.
- **Per concurrent port, per room or enterprise-wide licensing** (only CVI with ecommerce store)

bluejeans.com/tryteams/signup

30-day totally unlimited free trial

] pexip [

- **Cloud choice:** SaaS for simplicity; self-hosted in Azure or on-premises for security, flexibility and control
- **All-in-one offer available enabling VTC modernization:** One-Touch Join (OTJ), Registration / Provisioning, Directories / phonebooks, B2B Firewall traversal
- **Teams functionality:** On customer domain, secure lobby bypass
- **Industry-specific capabilities:** ExpressRoute for VTC, Branding, 1080p, Skype for Business migration

pexip.com/microsoft-interoperability/contact

Test drive Pexip CVI for Microsoft Teams



- **Public cloud or on-prem deployment:** 100% Azure-hosted for best-in-class network traversal into Microsoft Teams, or on-premises option
- **One Touch Join from VTCs:** One touch to join from Poly and Cisco endpoints included as part of the subscription
- **Only company to offer CVI and native Microsoft Teams Rooms:** Transition smoothly to native Microsoft Teams Rooms through Poly's CVI and native Teams Rooms offers
- **Enterprise-wide licensing with concurrent VTC licensing:** Enable all users with CVI capability, pay for concurrent license

TeamMicrosoft@poly.com

[Free 60-day free trial at any time \(Link\)](#)



Appendix

Case Study: Australian Red Cross

Supports

2,000
Staff

25,000
Volunteers

Spread across
120 sites

- Seeking to improve internal collaboration, boost productivity and increase connectivity for its remote sites
- Adopted Teams through Office 365 with Logitech Video Collaboration solutions
- Deployed Logitech Solution for Skype Room Systems in tandem with Logitech GROUP or Logitech MeetUp, as well as Logitech Webcams and Headsets
- Clocked 8,000-9,000 minutes on Teams in the first 6 months - feedback on video and audio quality has been "overwhelming positive"
- Staff are requesting more kit-outs across the national operation due to word-of-mouth and use cases that could hugely impact the administration of their services



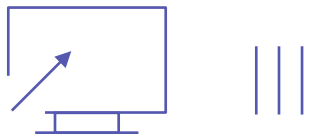
"We've moved away from a complicated system to one where you can just hit the join button and we're there, we're in the meeting and ready to go."

A modern conference room with a long wooden table, grey chairs, a large screen, and a white cabinet with decorative items. The room is brightly lit and has a clean, professional appearance. The word "Demo" is overlaid in the center of the image.

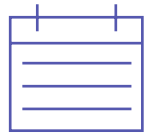
Demo



Teams Meeting experience



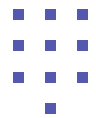
Project
content



Join scheduled Skype &
Teams Meetings

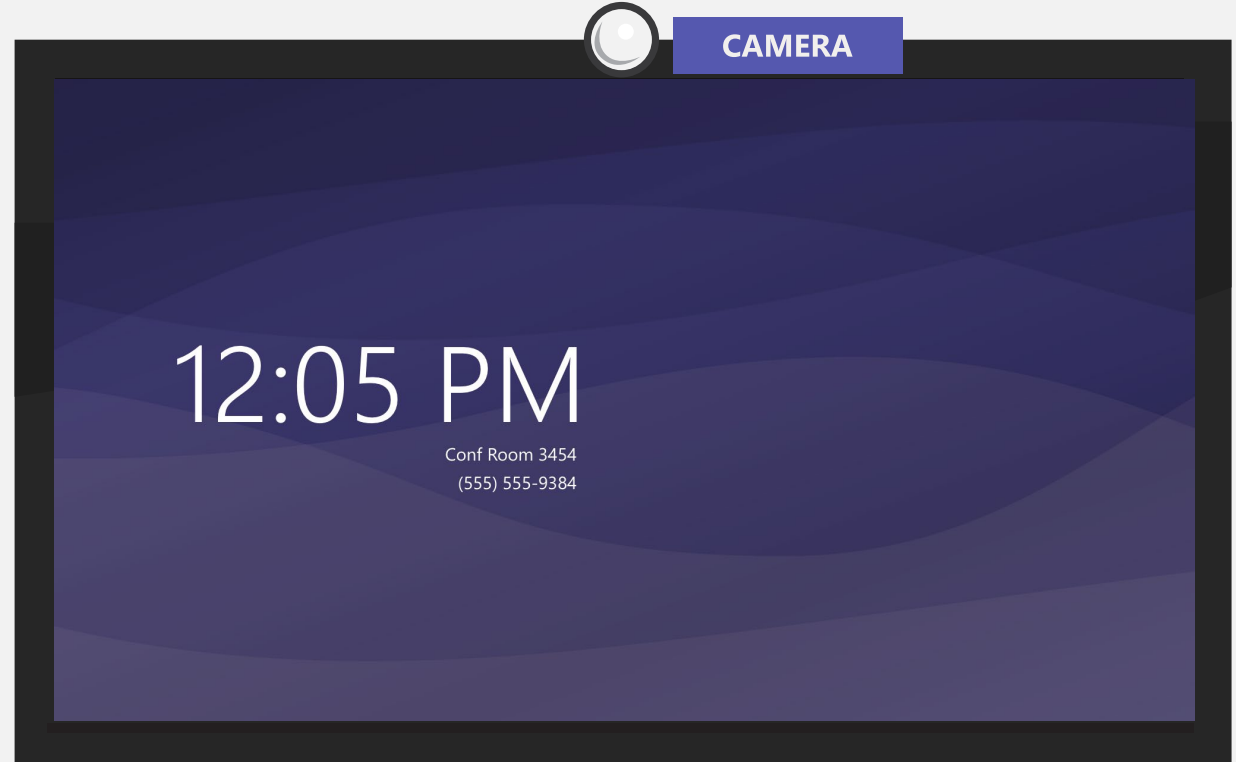


Create ad-hoc
Meetings

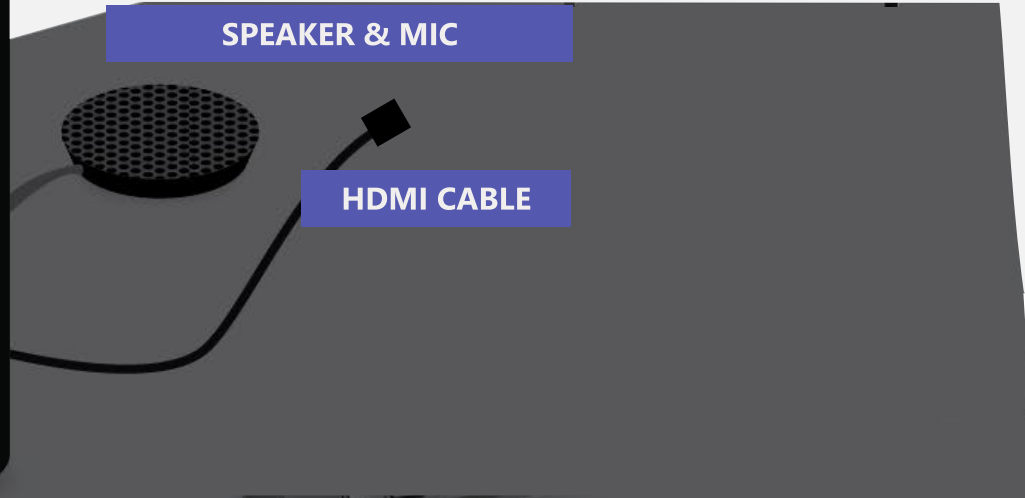
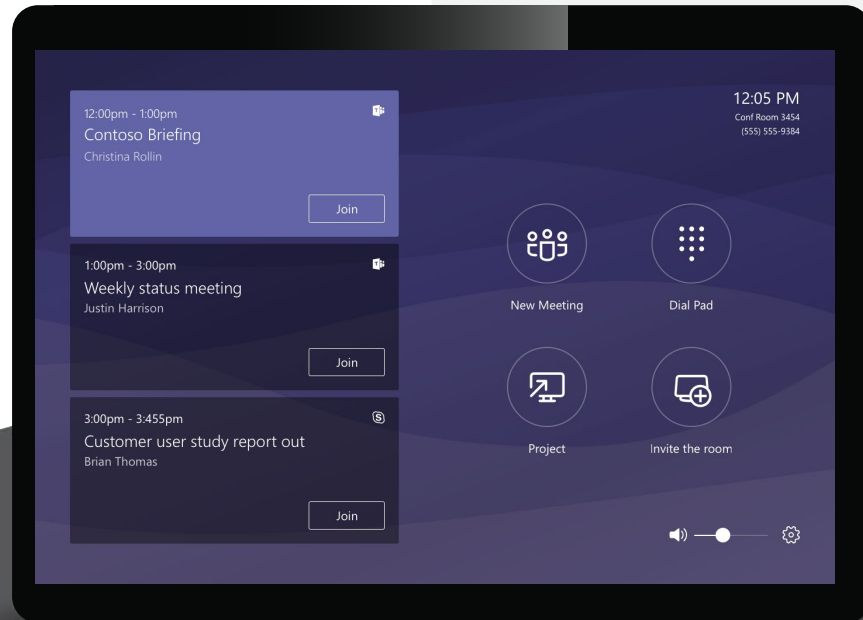


Make
a phone call

Microsoft Teams Rooms hardware setup



CONSOLE

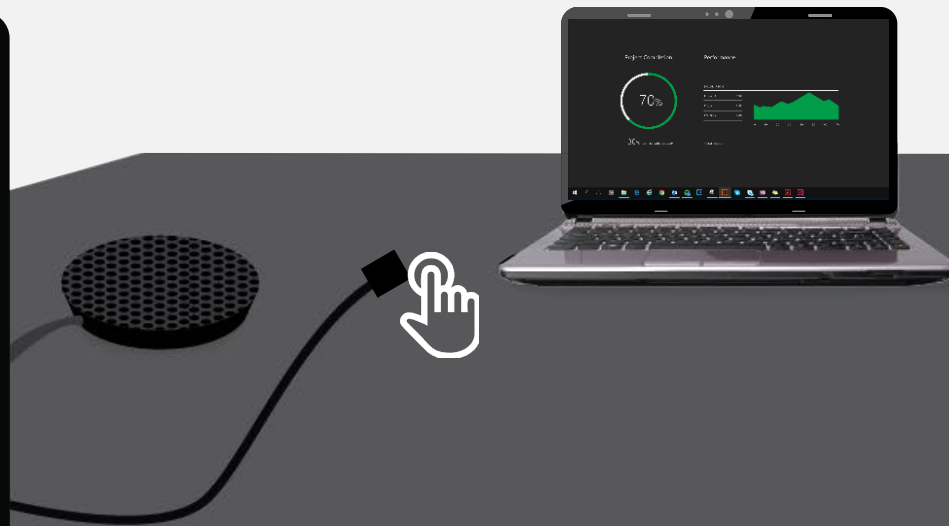
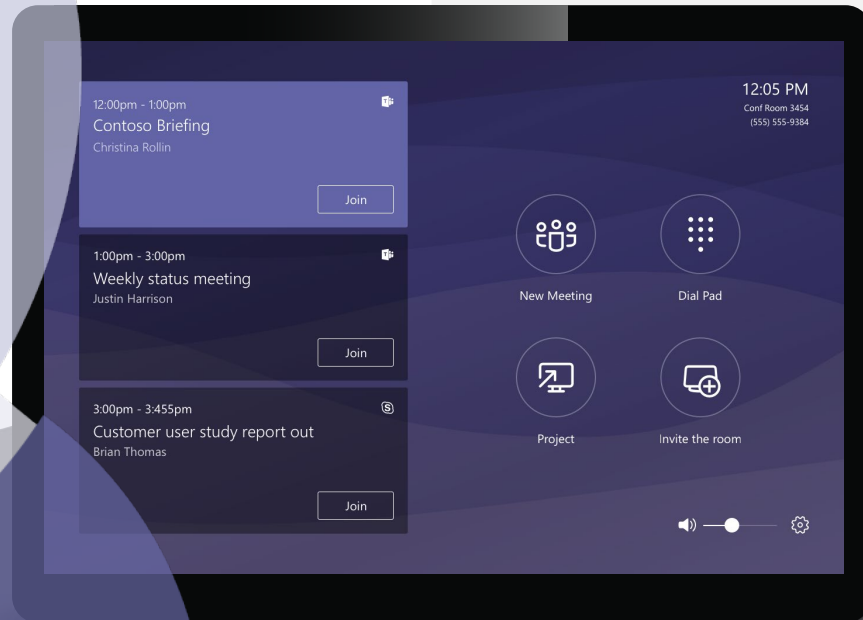
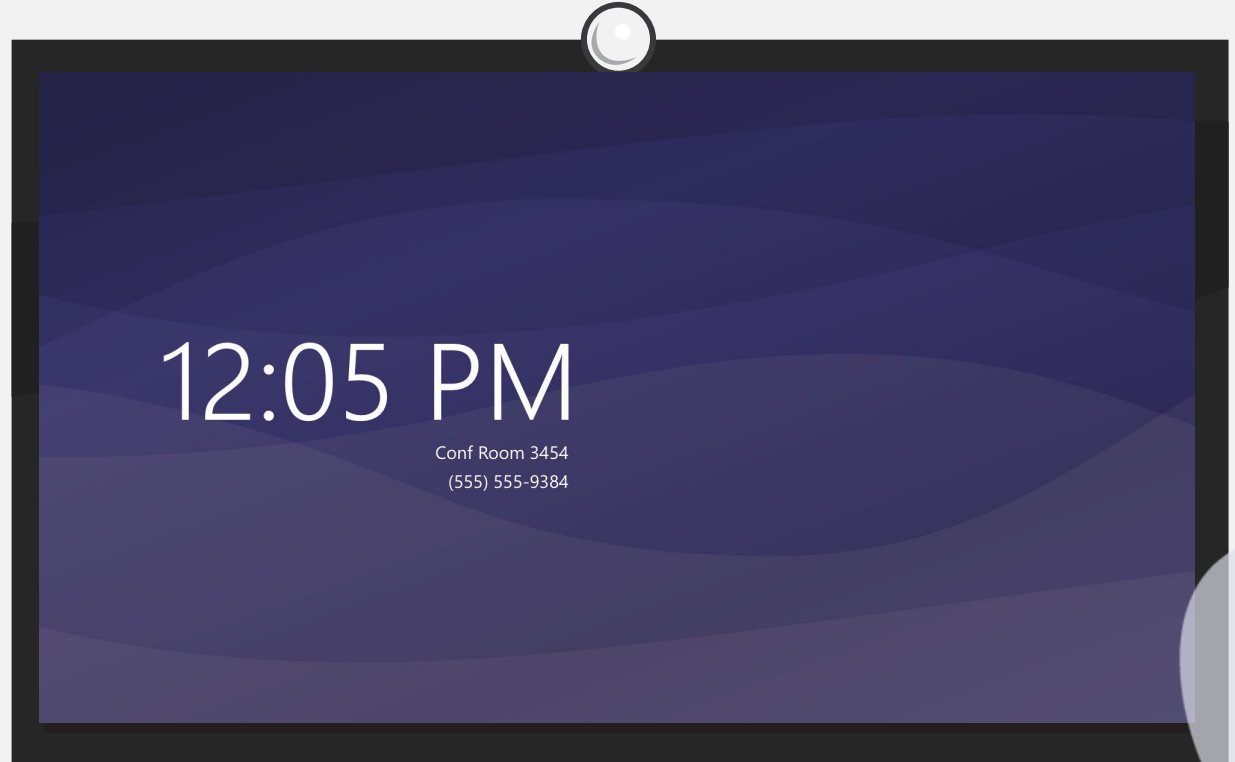




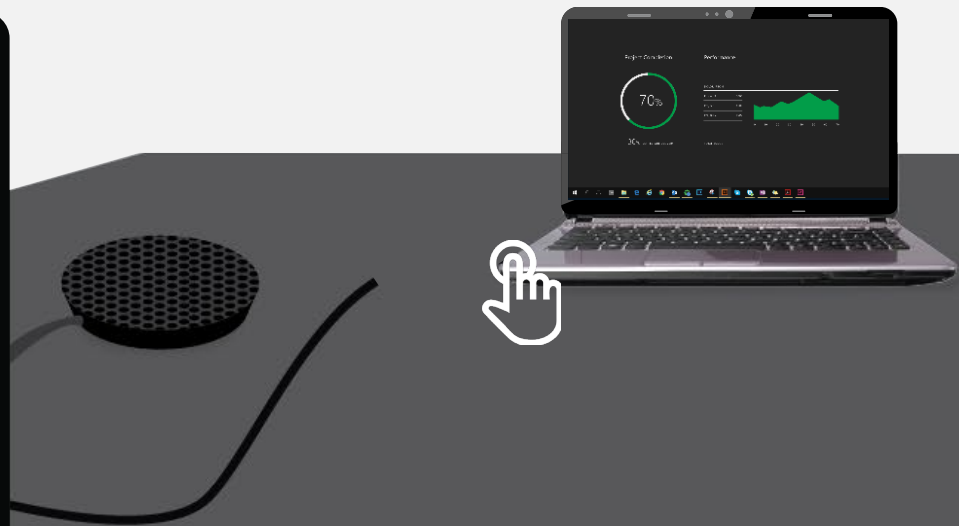
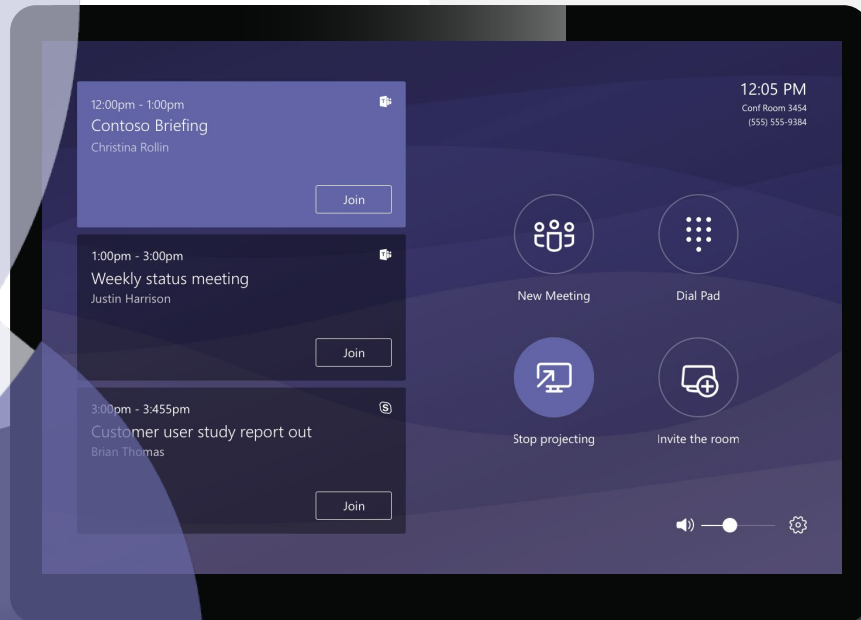
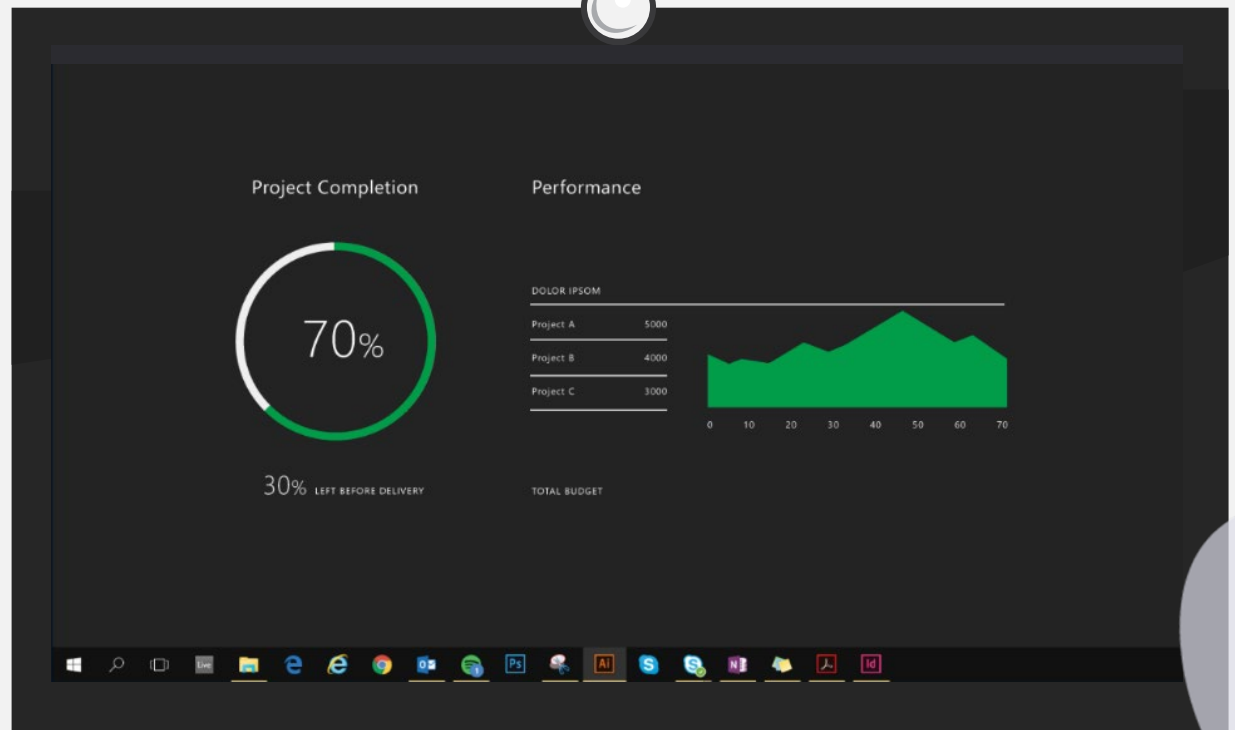
**Join a scheduled meeting and
projection of content**

Entering the room, James sees on the console on the table that he has this room booked for the next hour.

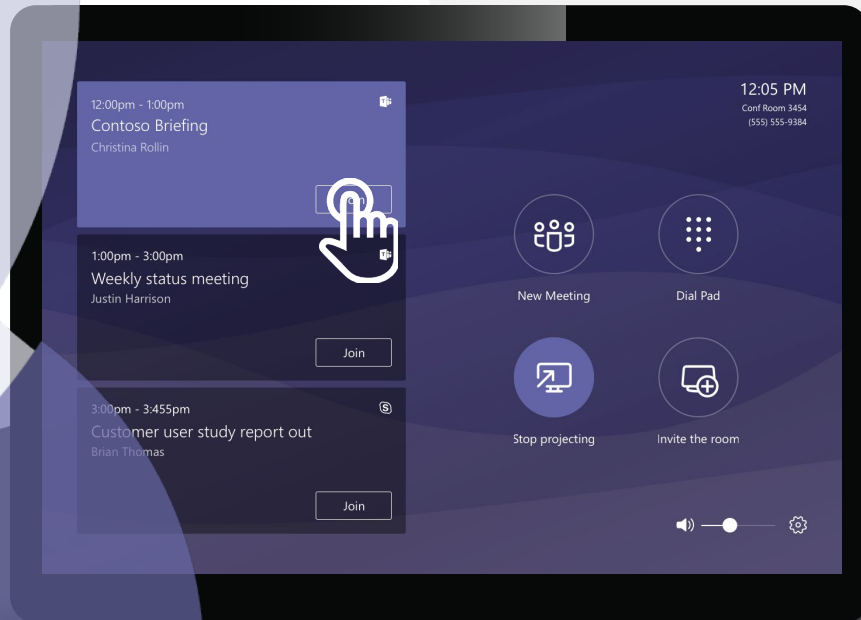
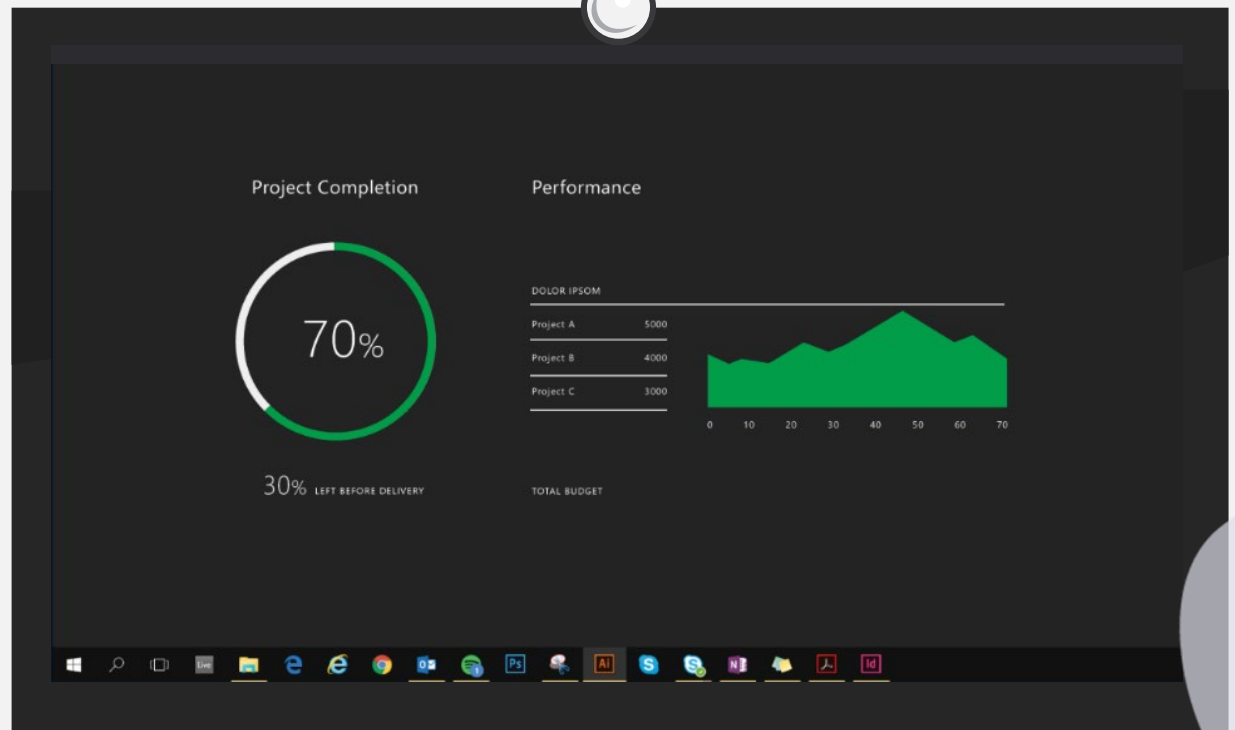
Across the room, Dean sits down and plugs the provided HDMI cable into his laptop...



Once connected, Dean's laptop screen is immediately projected to the front of room display.

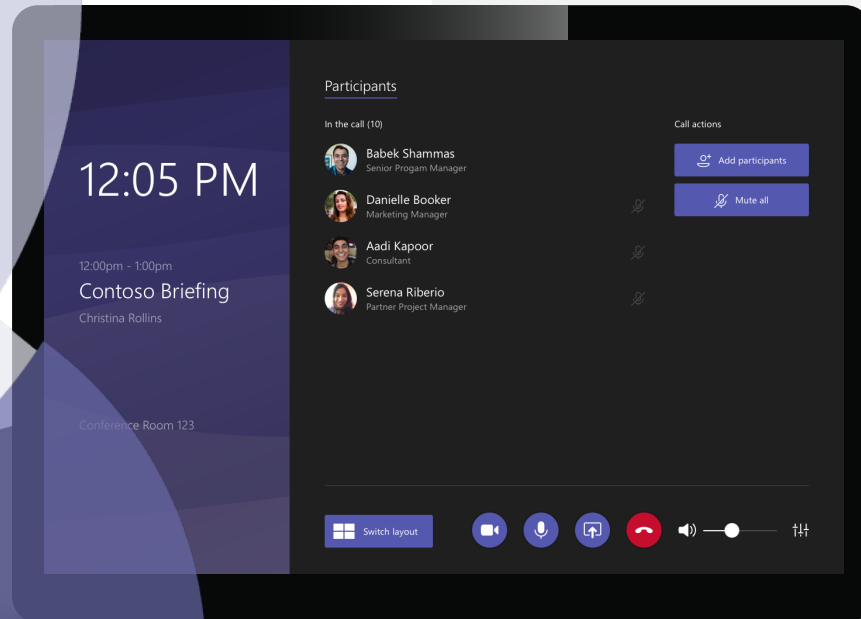
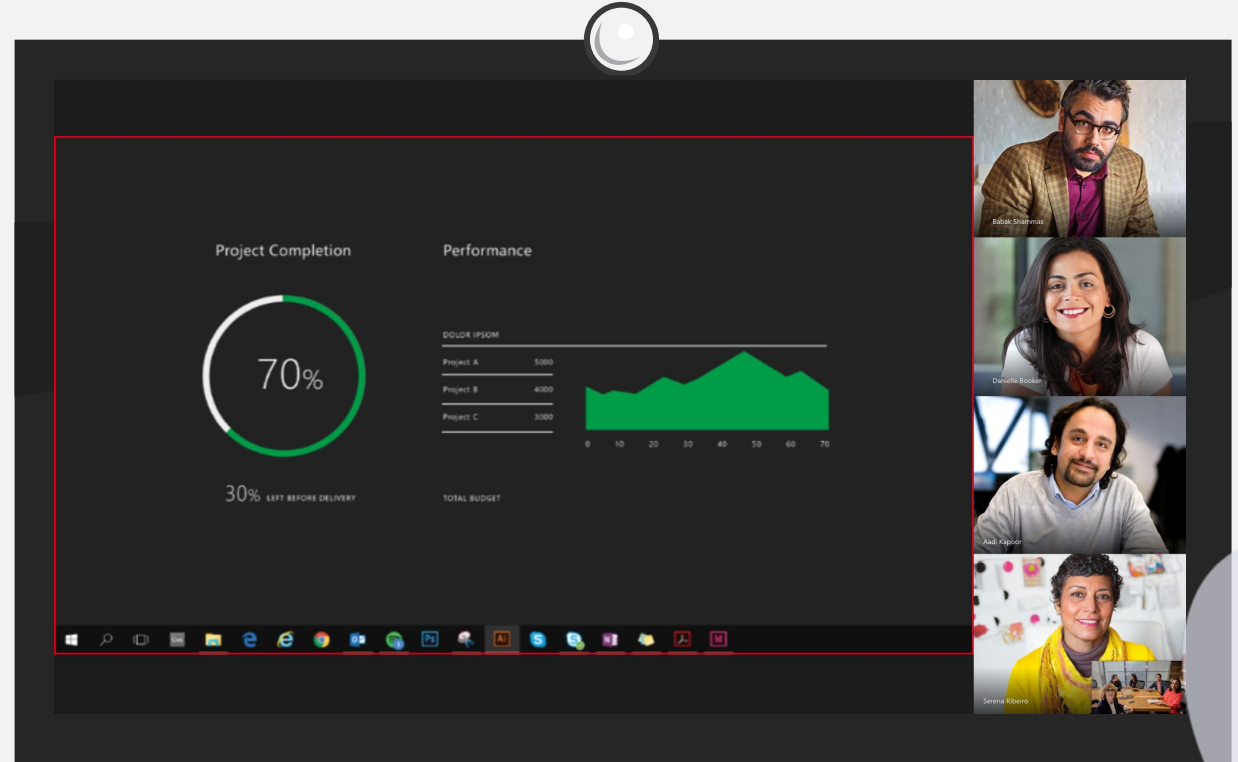


With their presentation ready to go, James joins the scheduled meeting using the console.

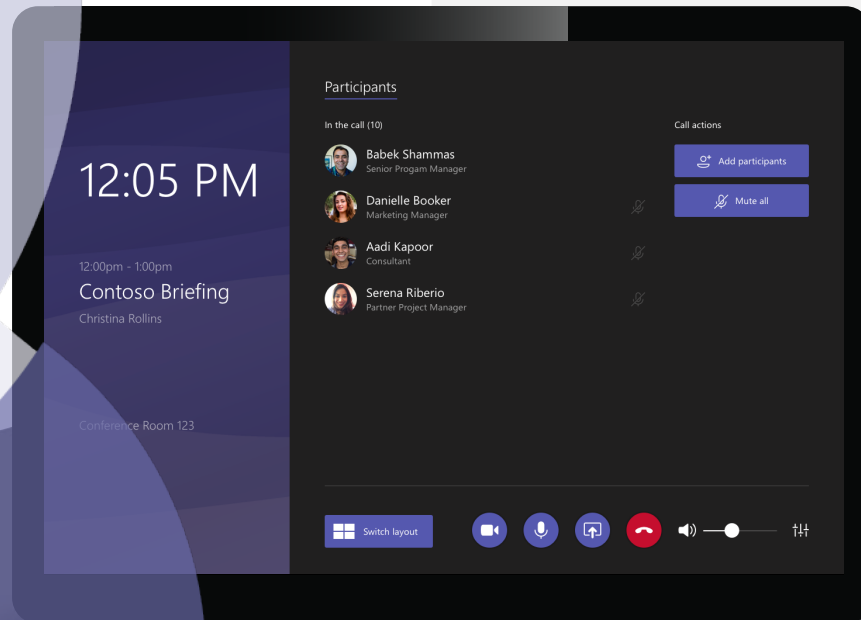


Everyone else is already in the meeting.

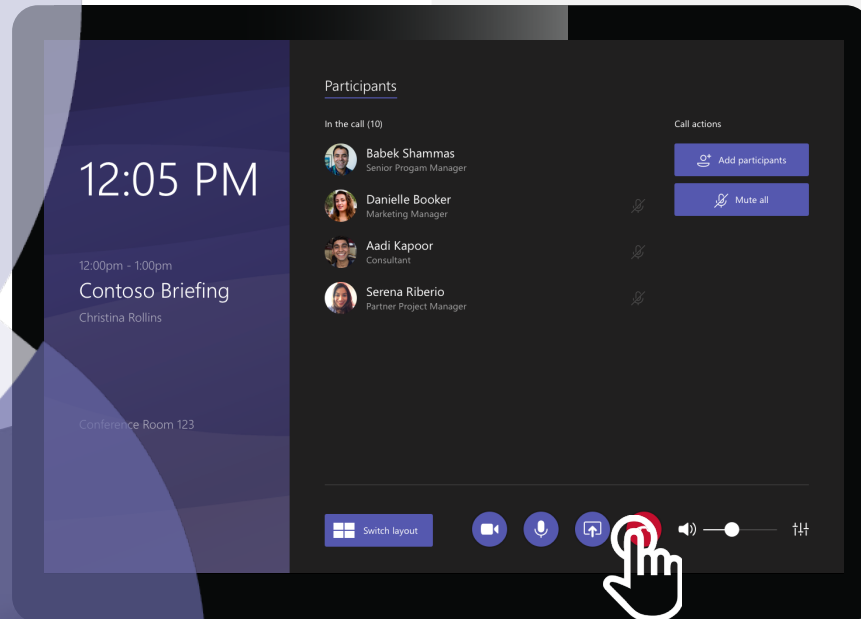
Dean's presentation is automatically shared into the online meeting.



After the presentation
Dean unplugs his laptop
and the video gallery is
automatically switched to
full screen mode.

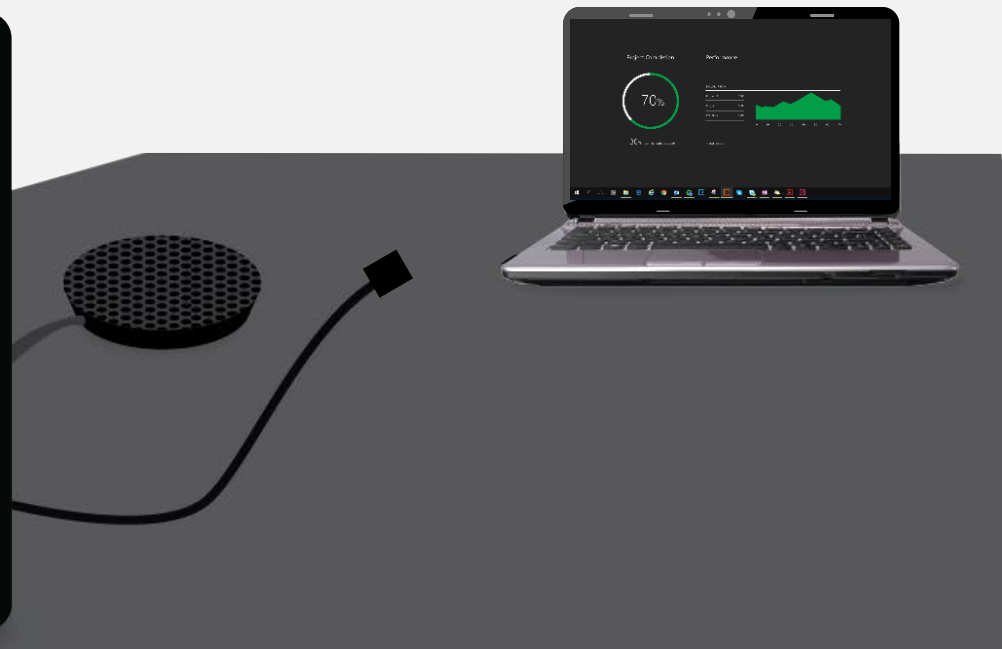
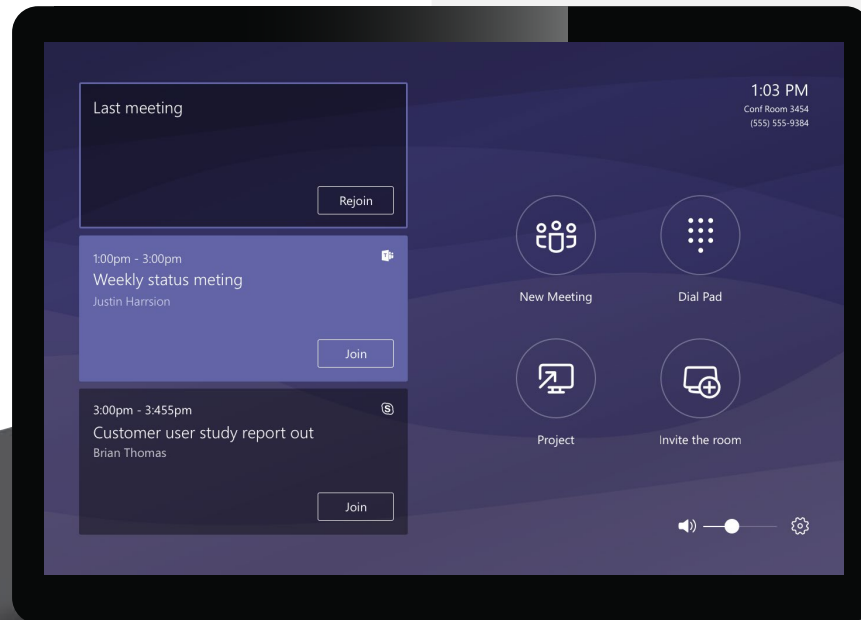
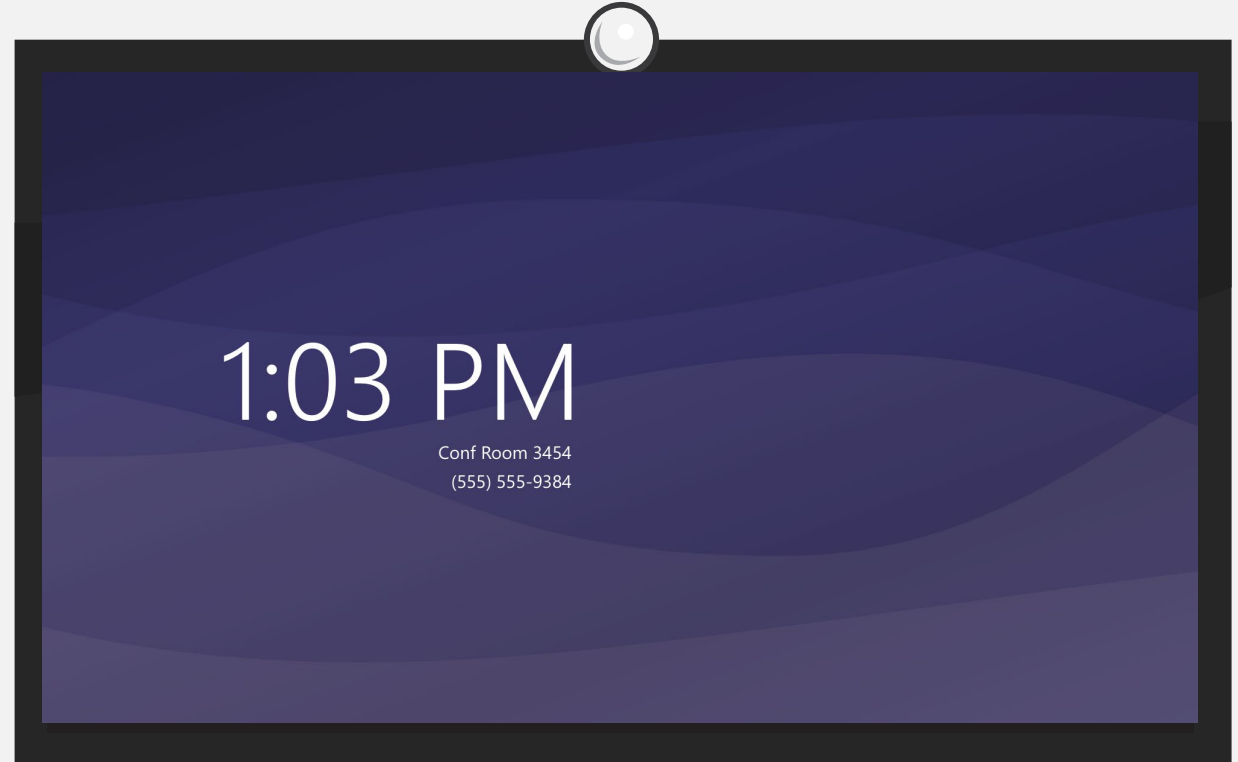


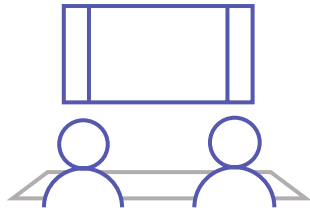
At the end of the meeting, James hits the Hang Up button.



Both the console and front of room displays are returned to their ambient states.

James and Dean leave the room.

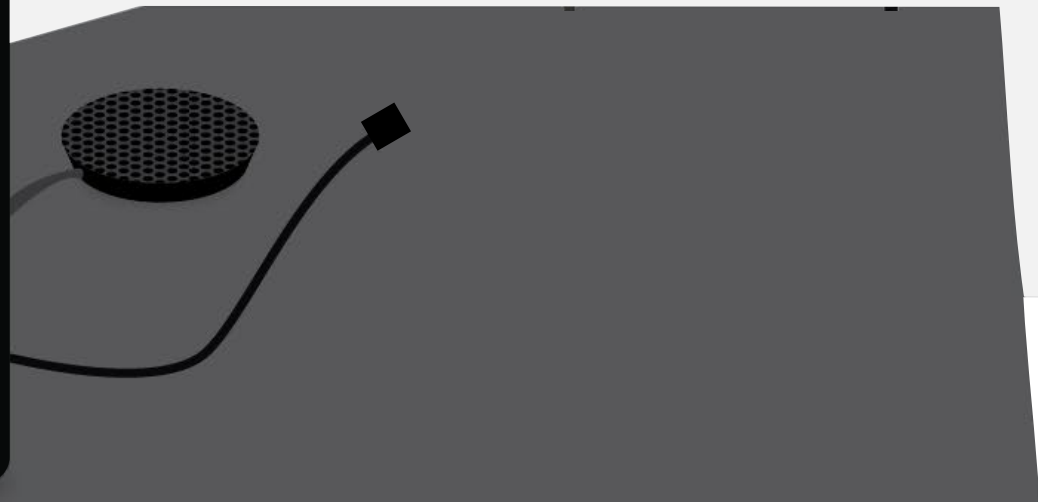
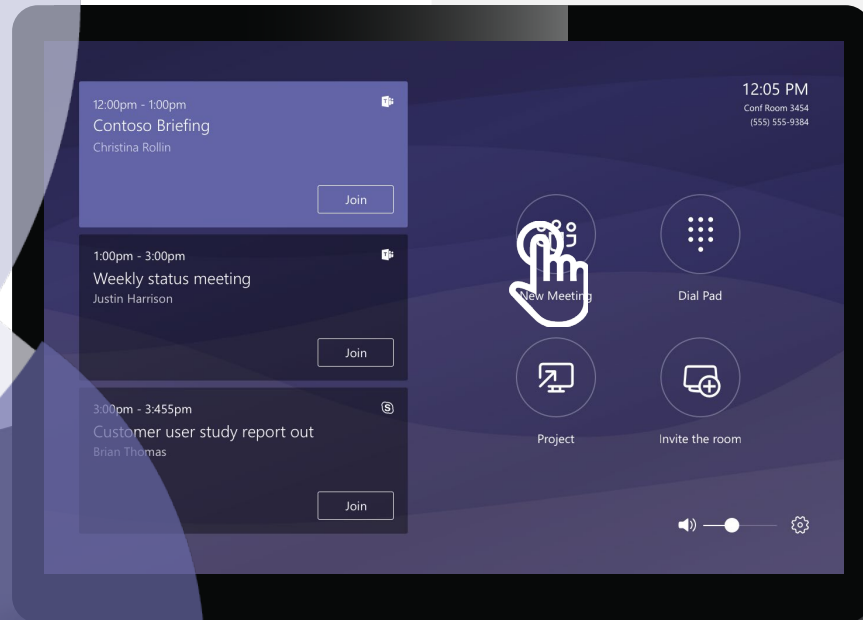
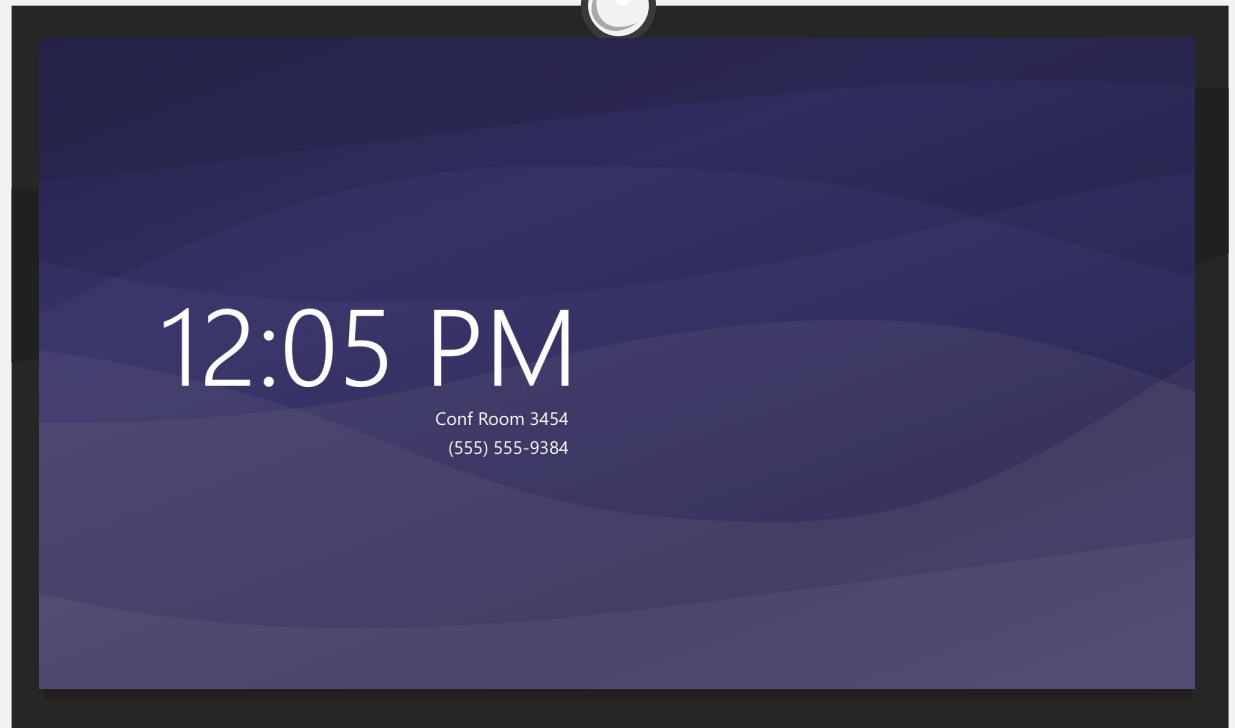




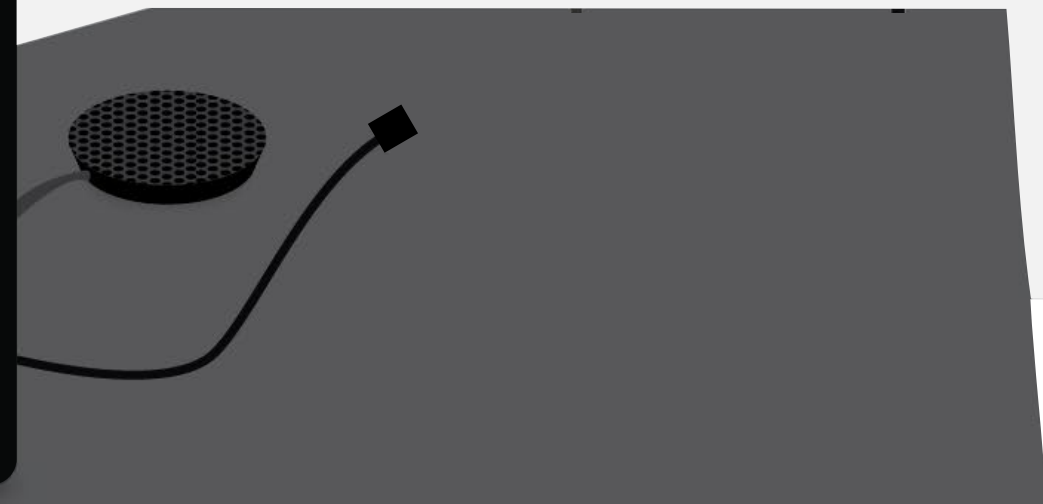
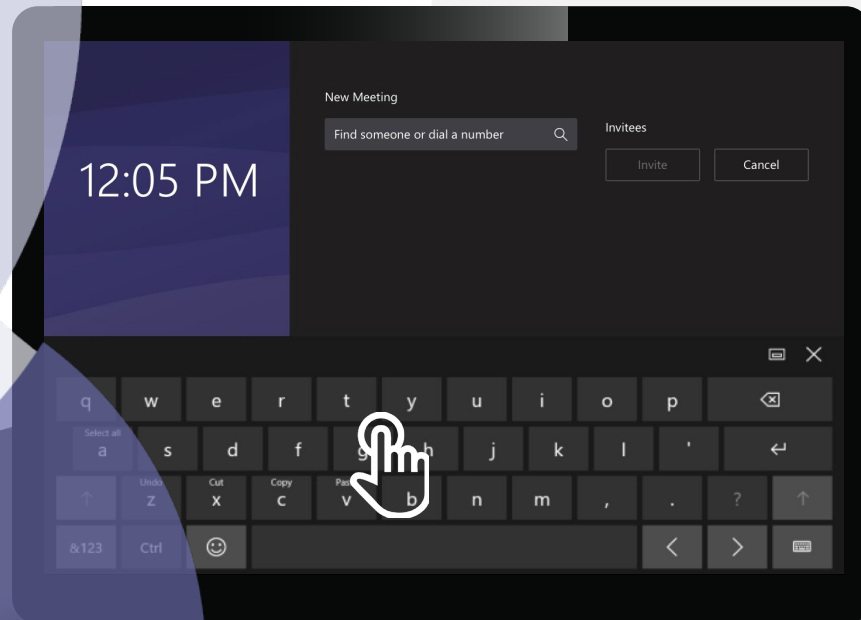
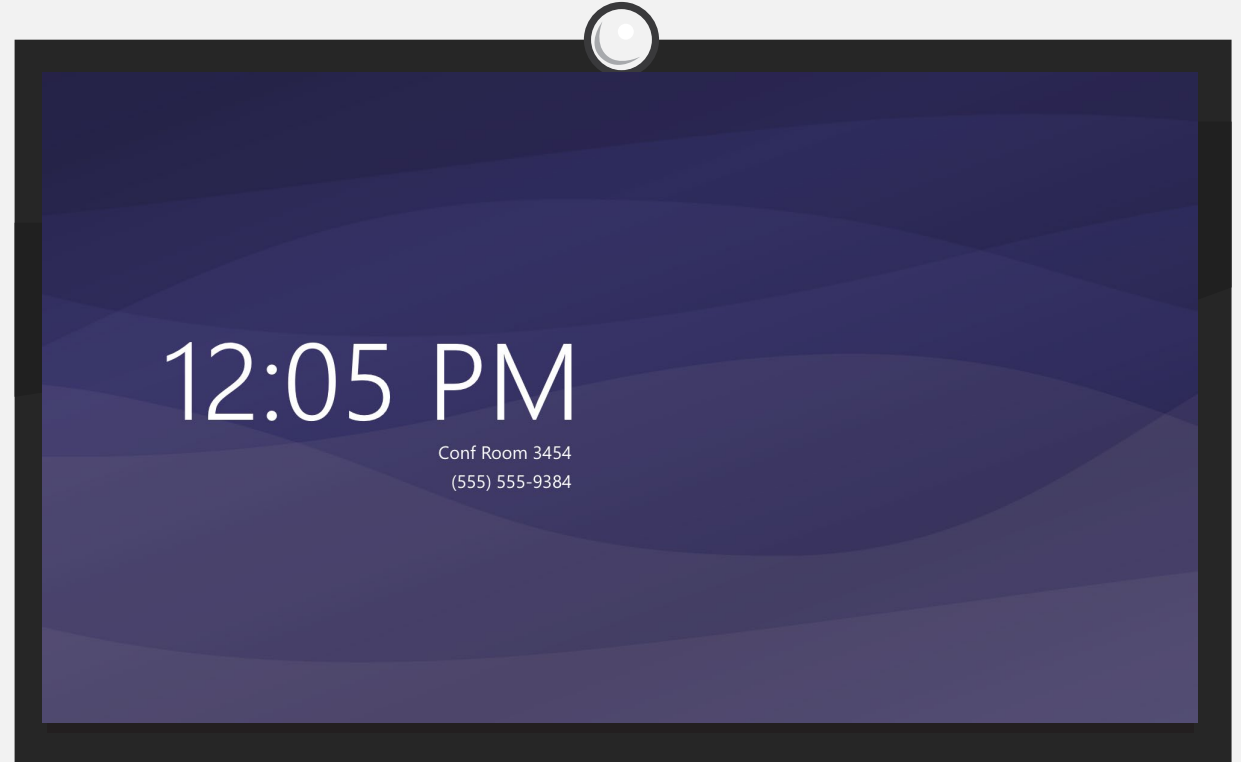
Ad-hoc meeting

Dean wants to sync with a few of his coworkers.

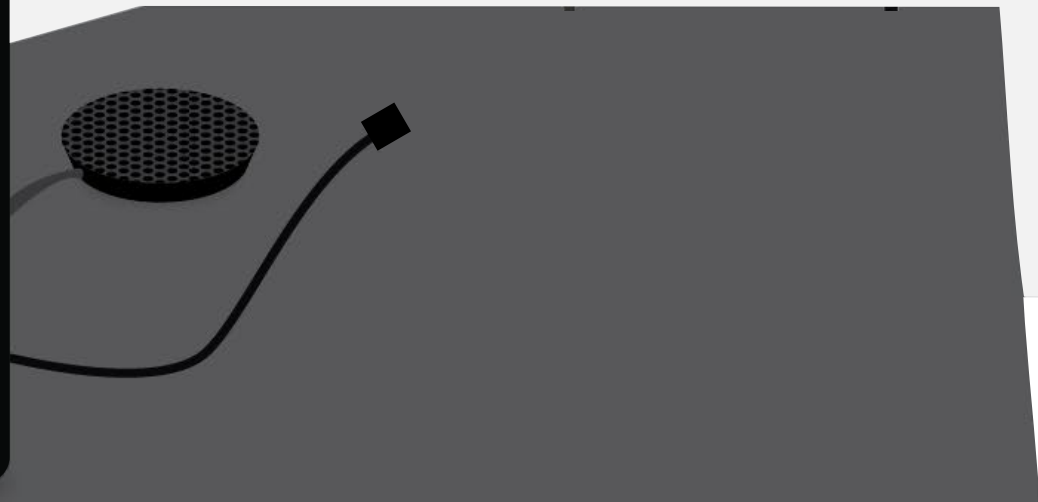
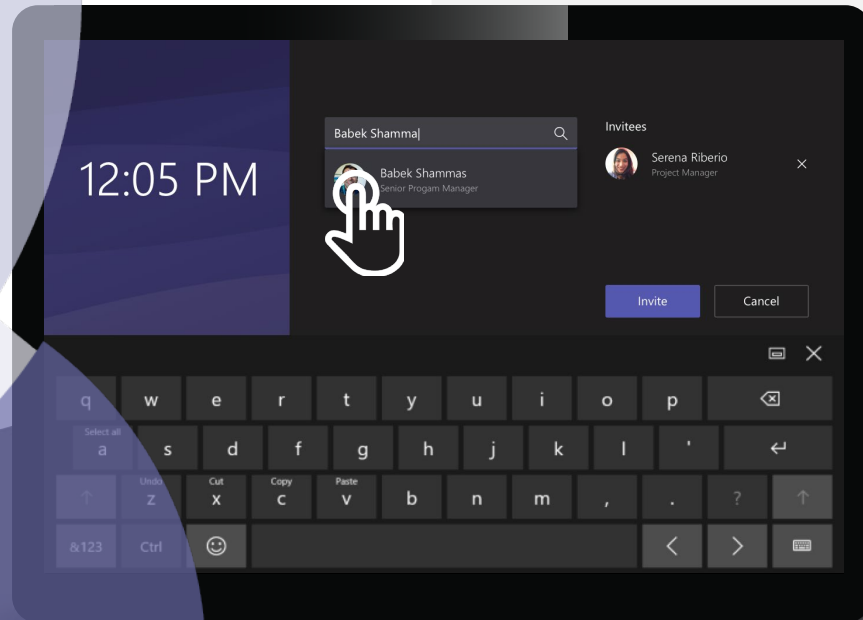
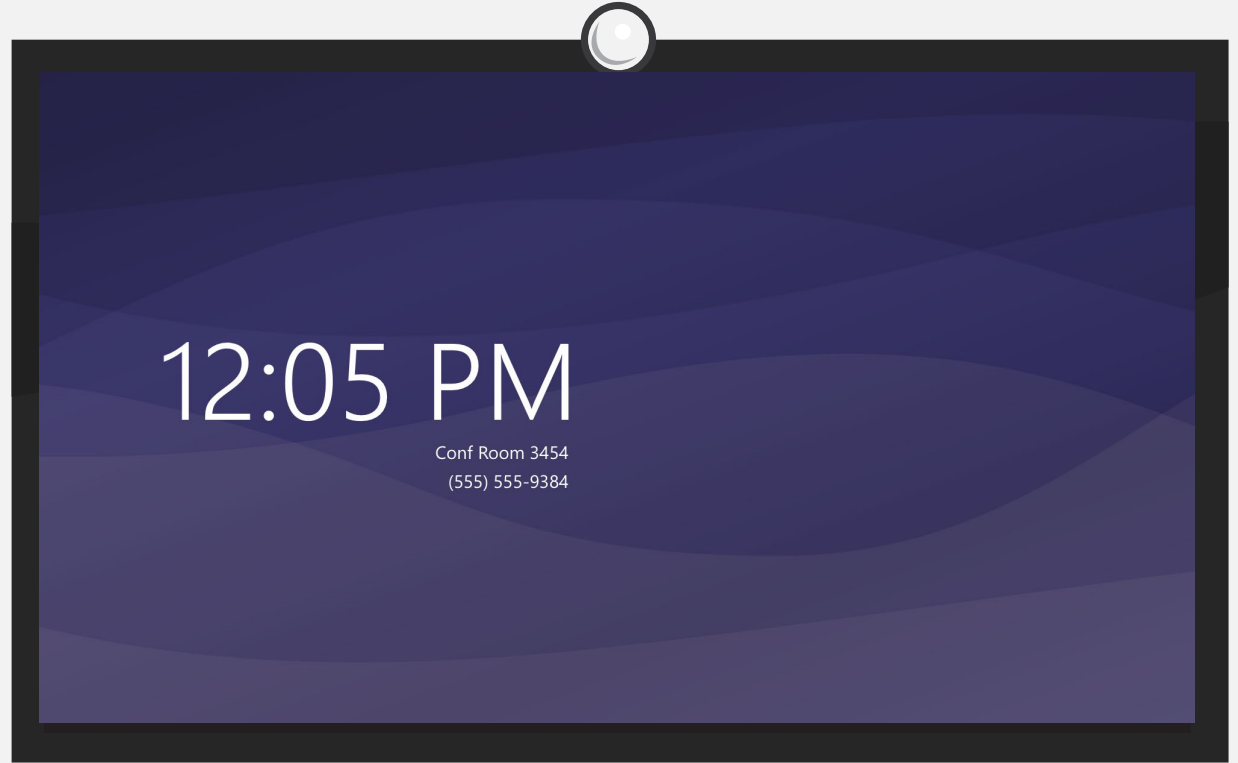
Entering the room, he starts a new Skype or Teams meeting.



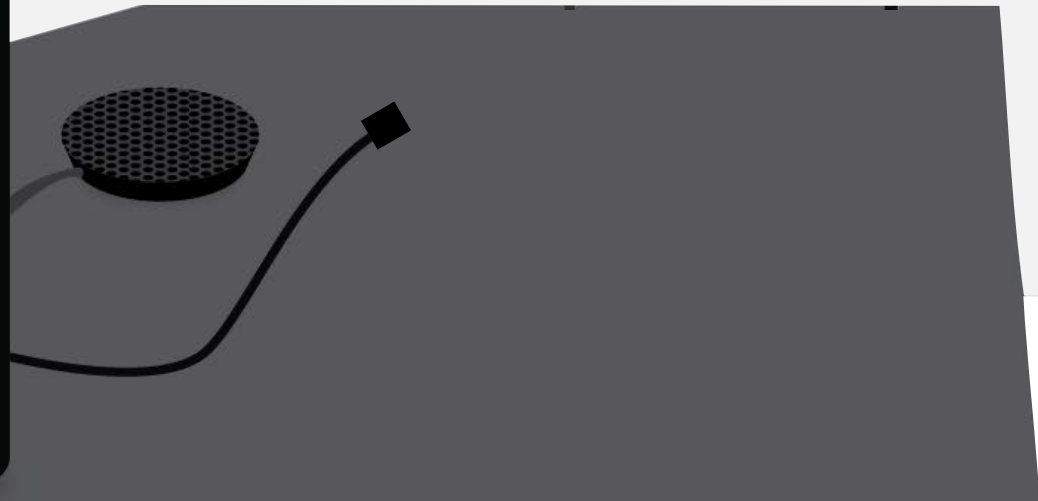
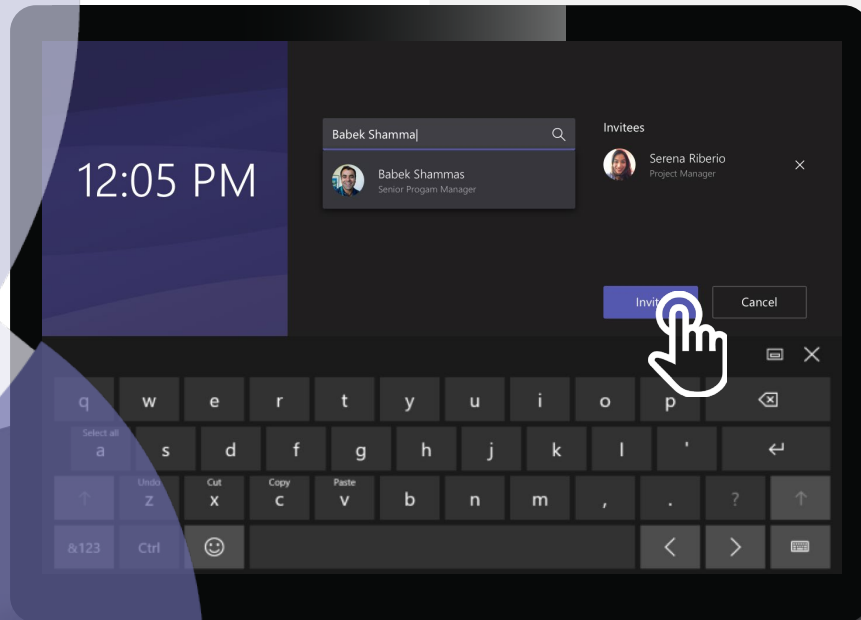
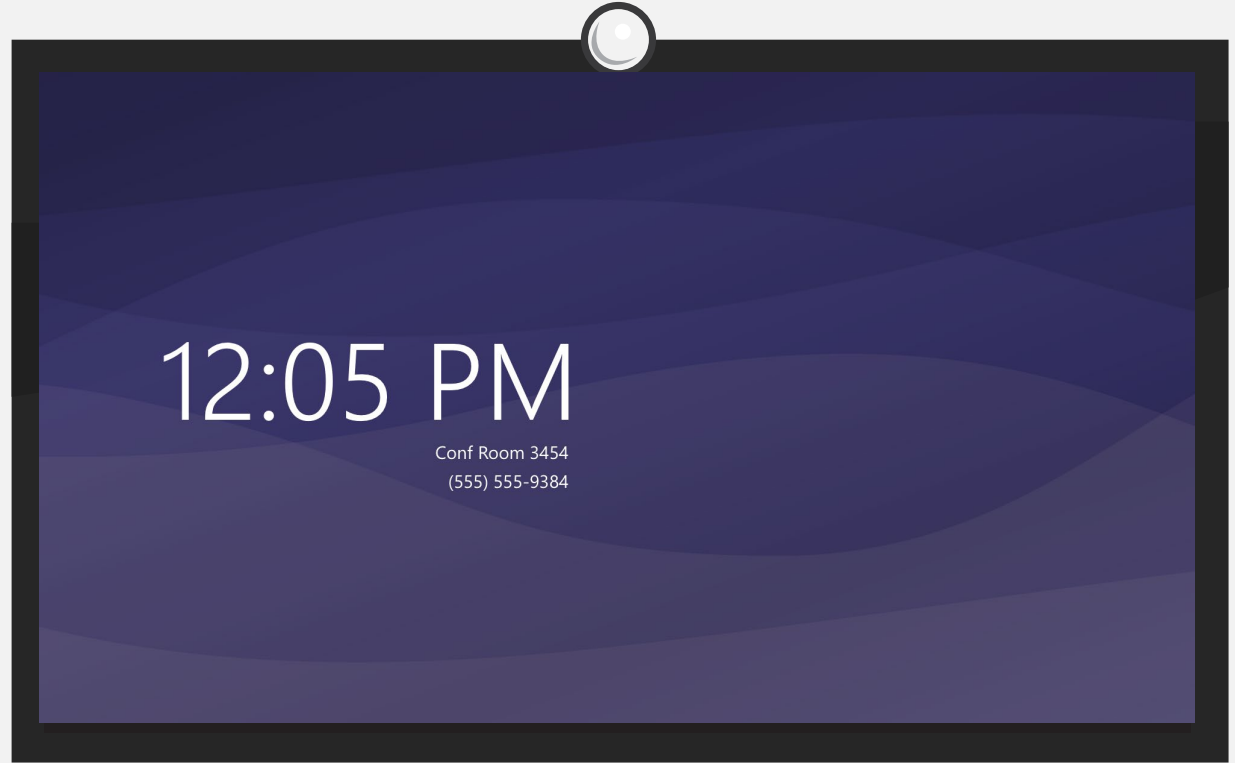
The keyboard is automatically brought up and Dean starts typing in the names of coworkers he wants to invite.



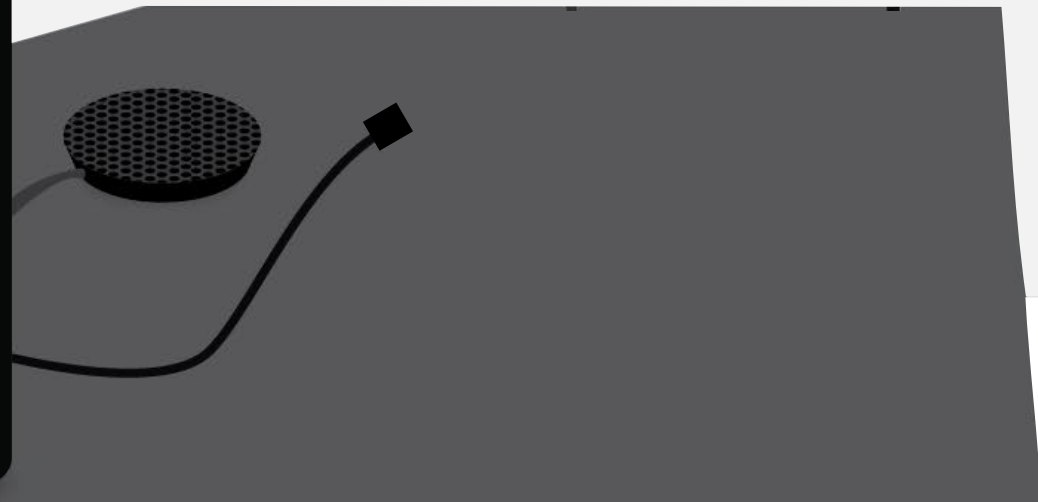
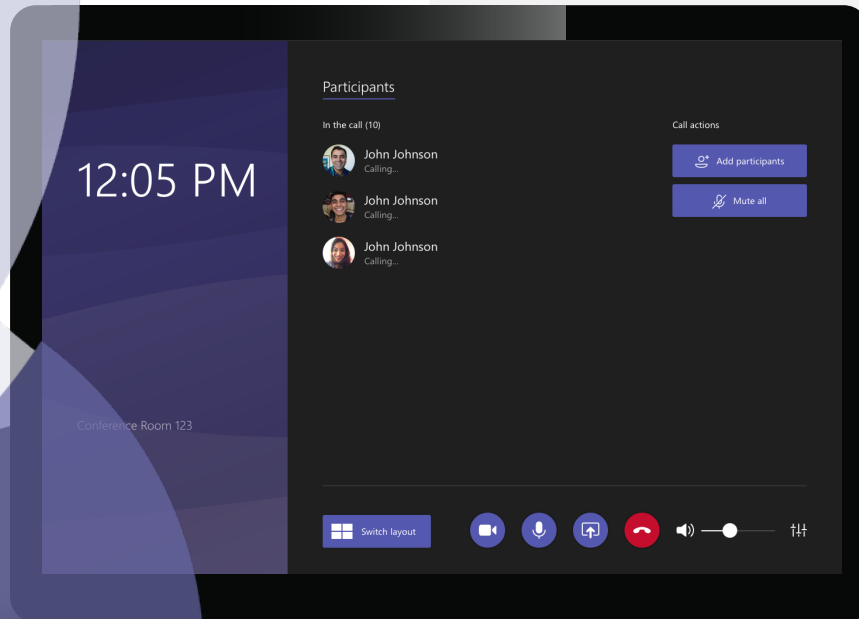
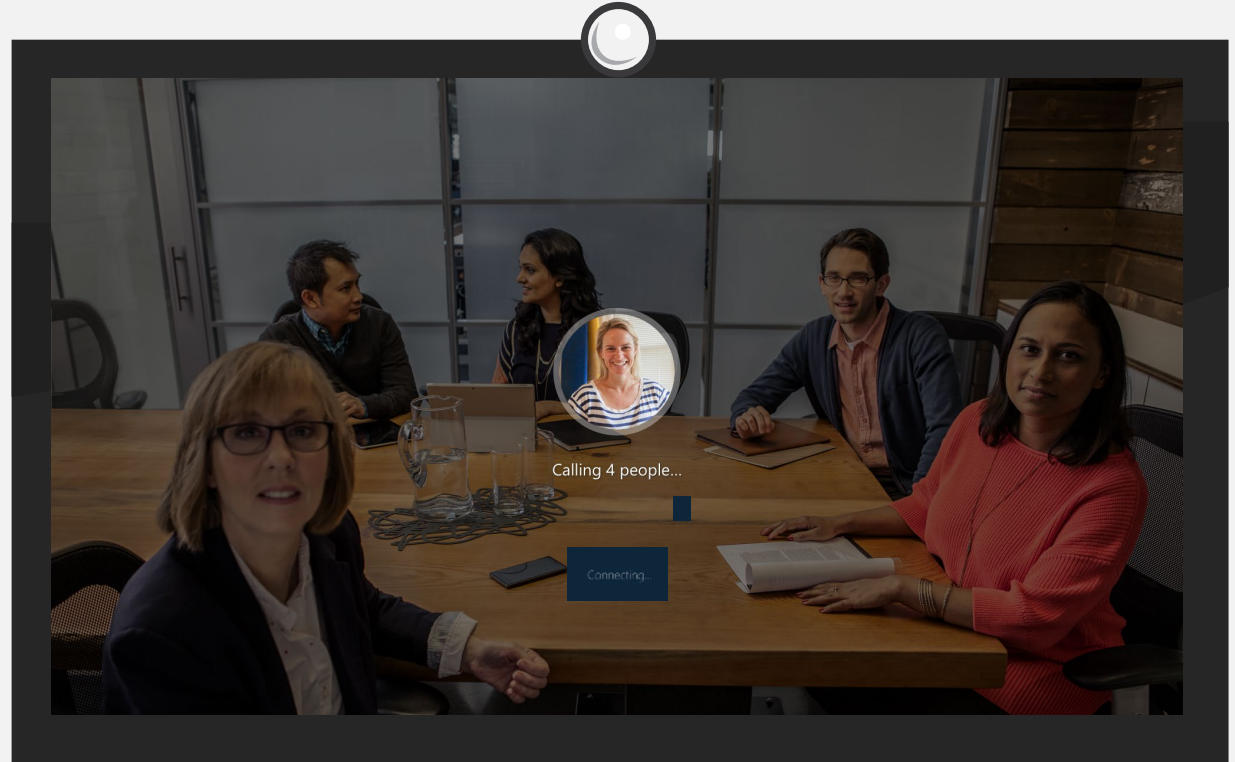
Dean adds one last invitee.



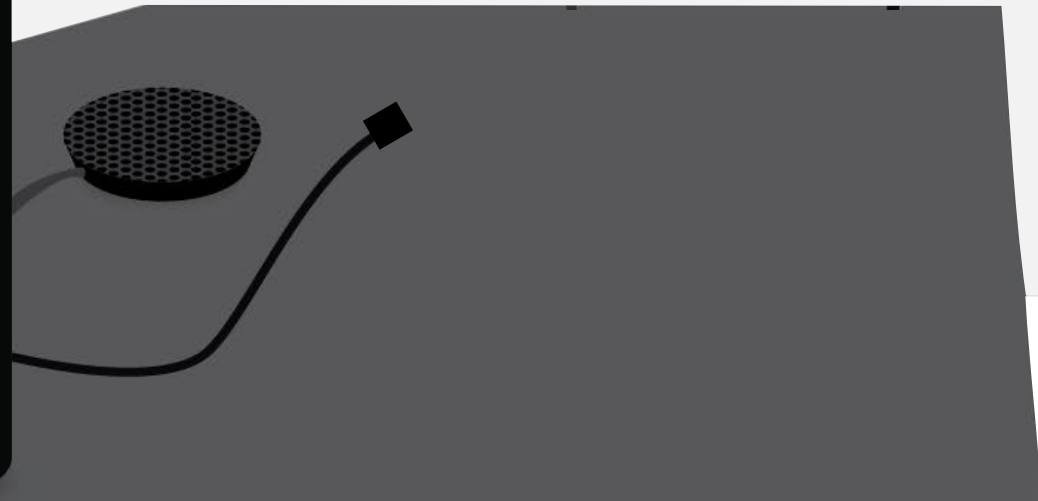
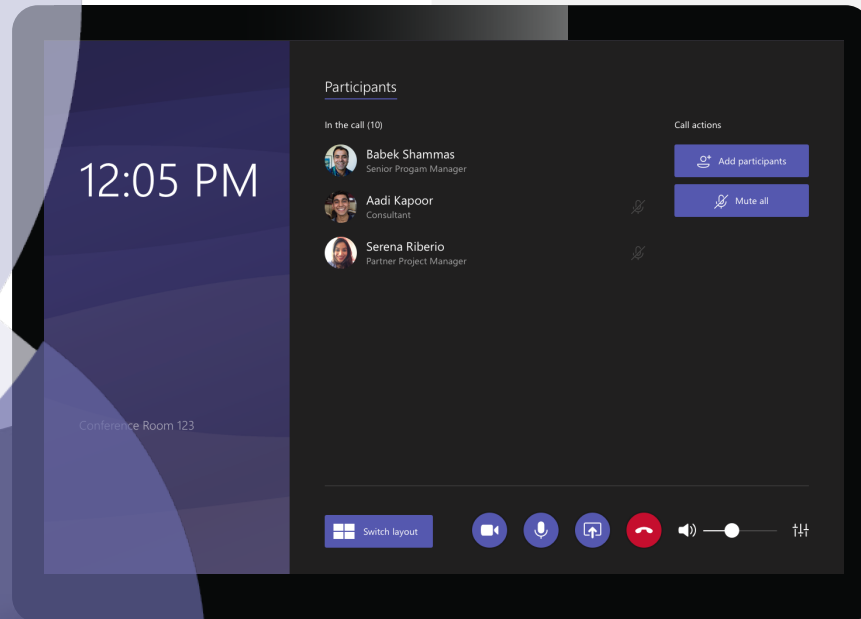
...and invites them all into the new Skype or Teams Meeting.

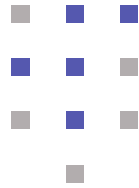


The call starts and Dean waits for his coworkers to connect.



Once connected the optimal video gallery layout is automatically selected.

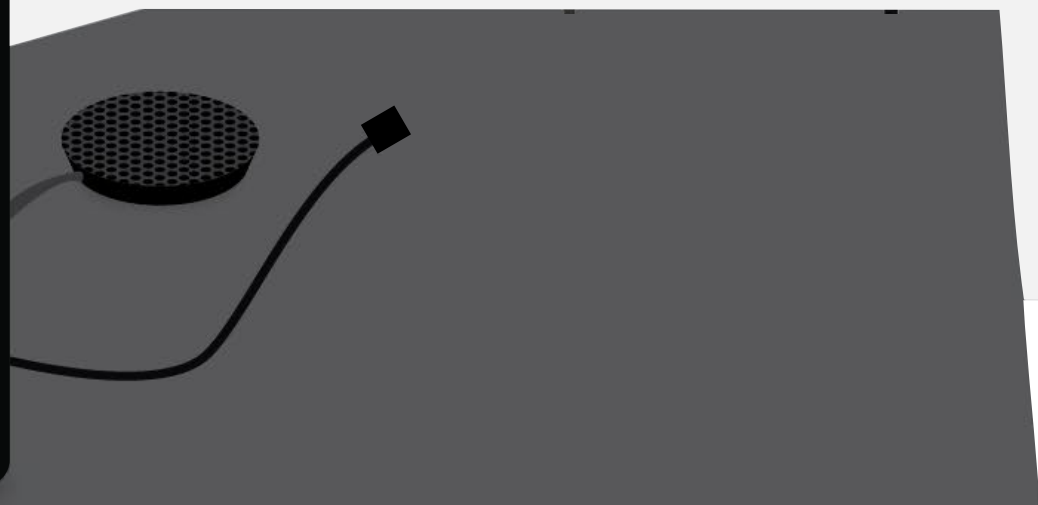
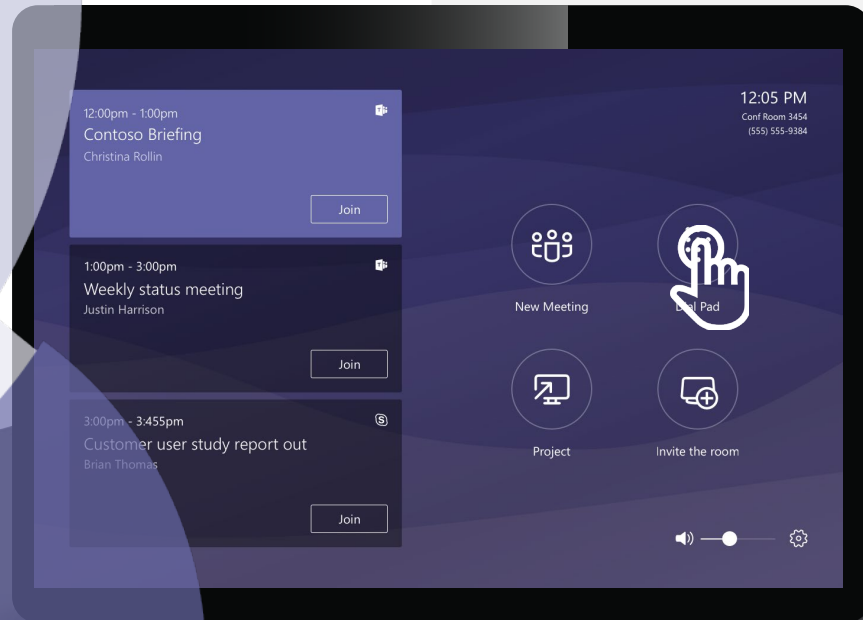
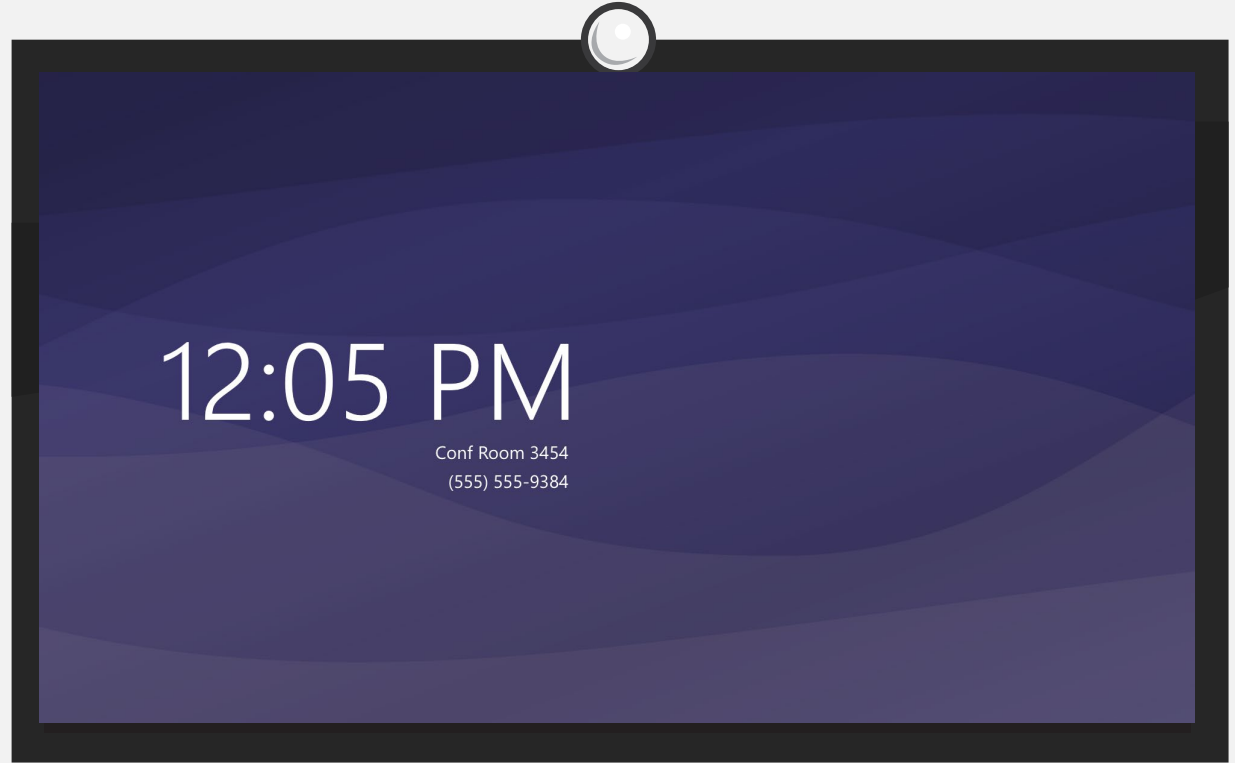




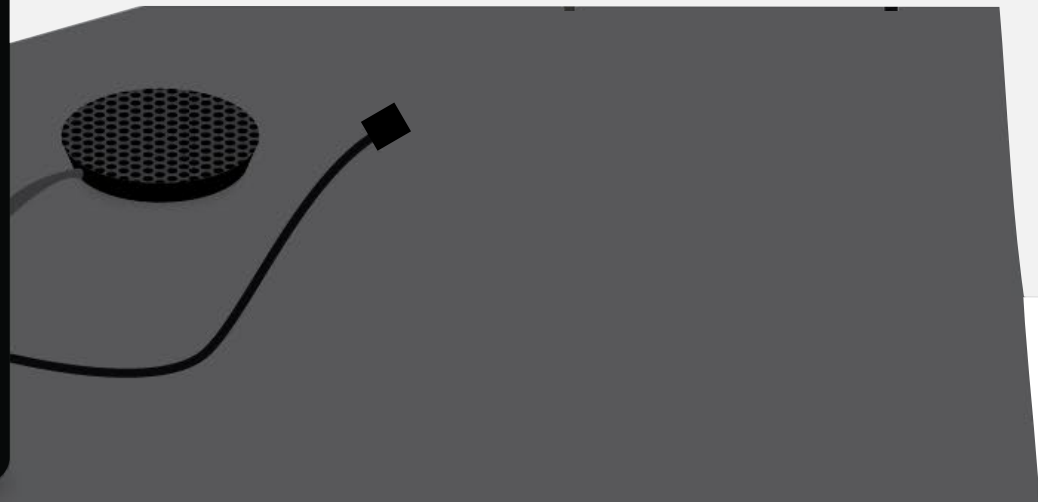
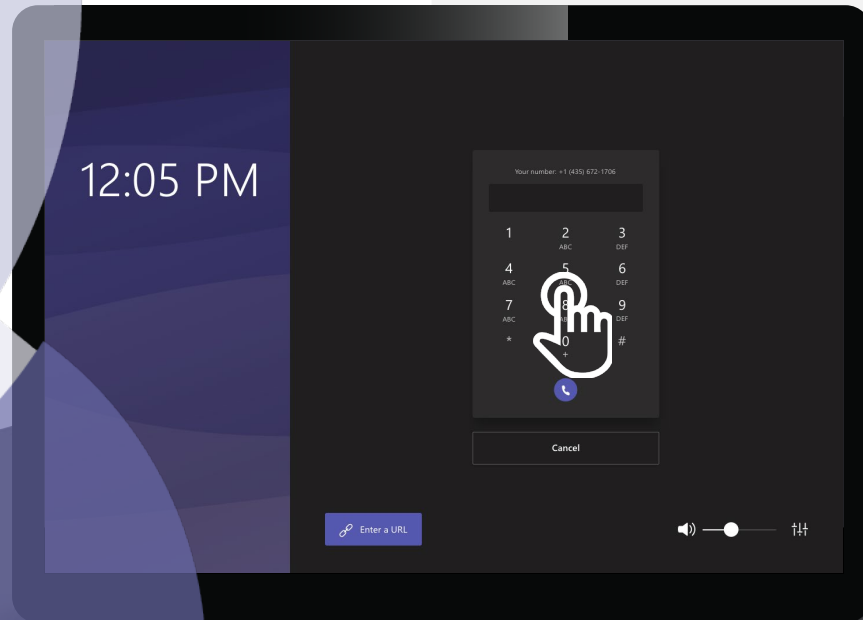
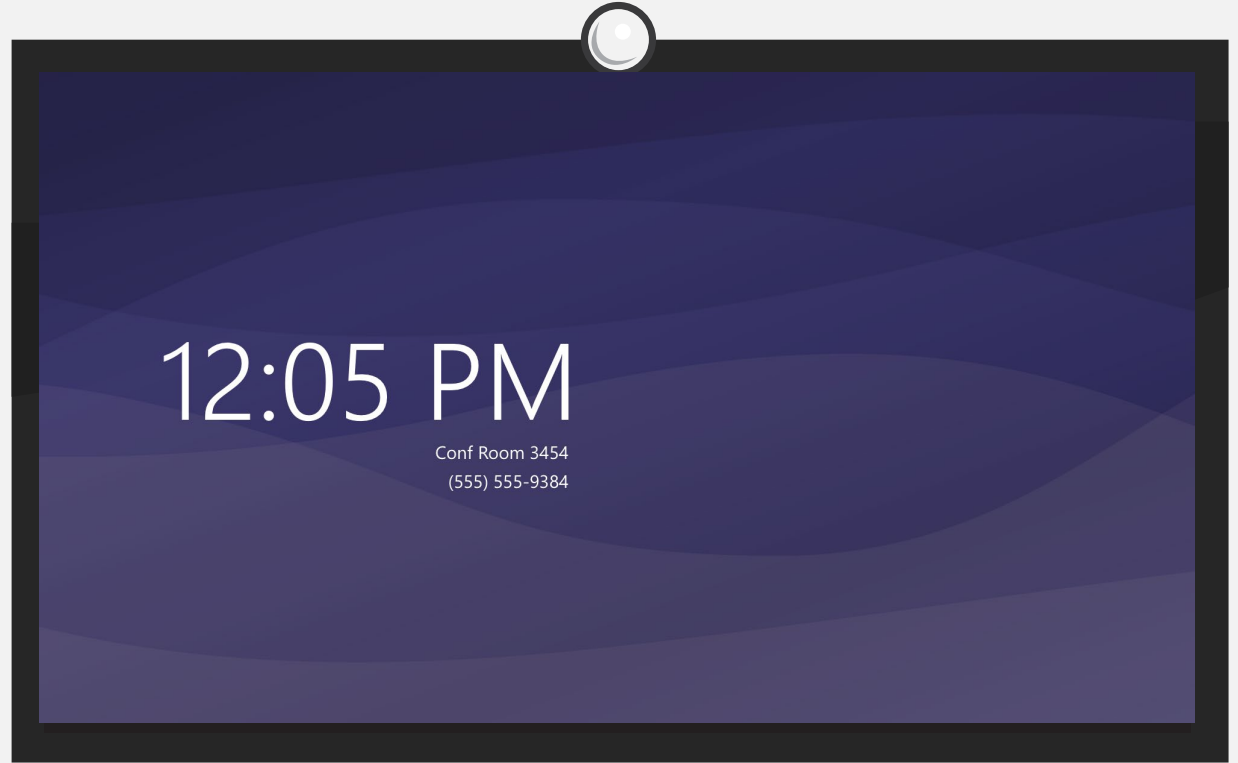
**Make a
phone call**

Dean wants to call into a conference bridge.

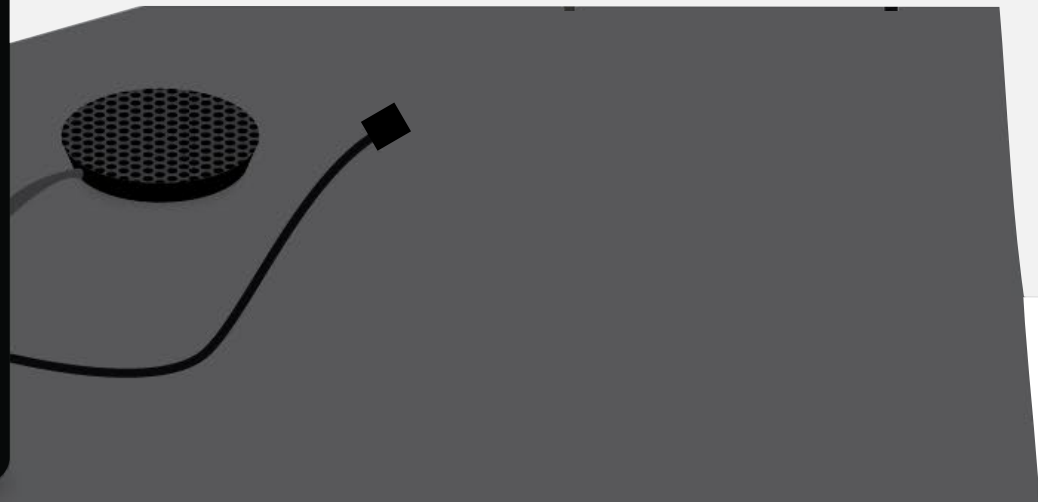
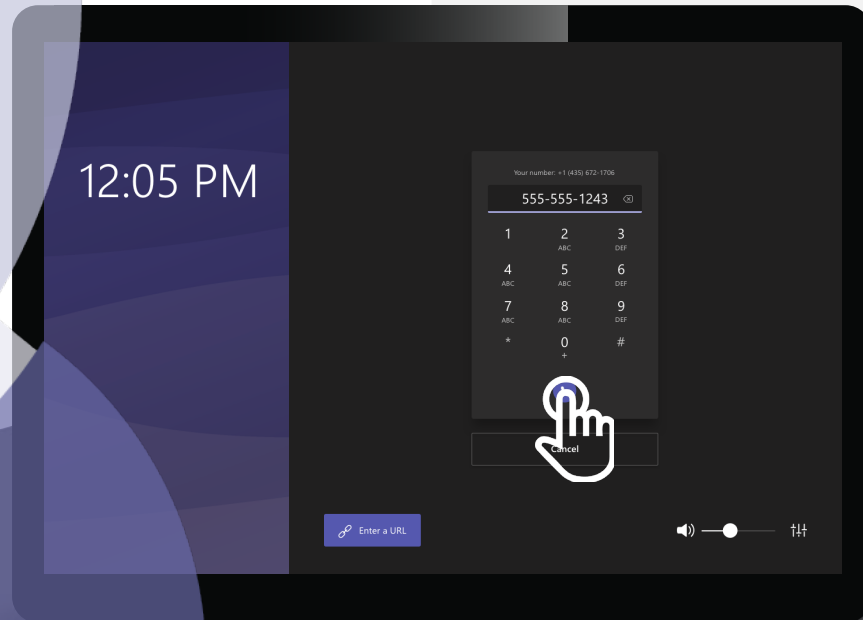
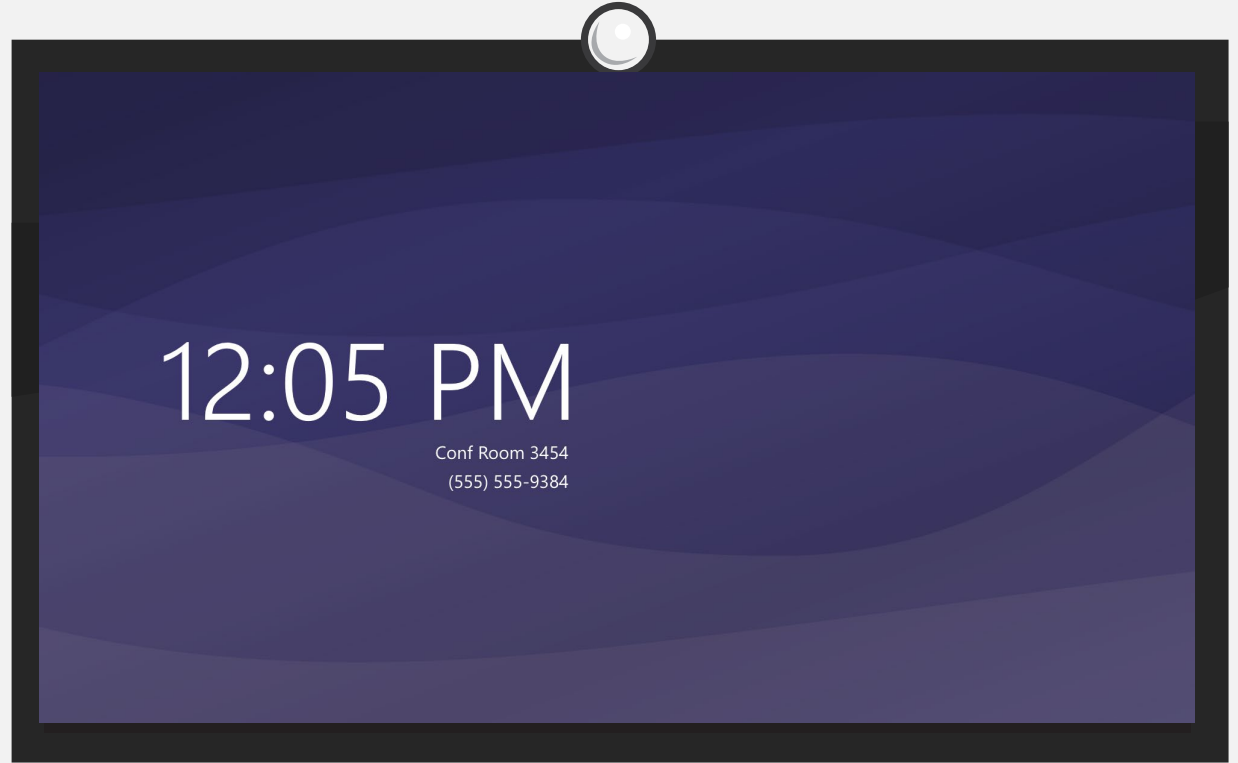
Walking up to the console, he taps the "Dial Pad" button.



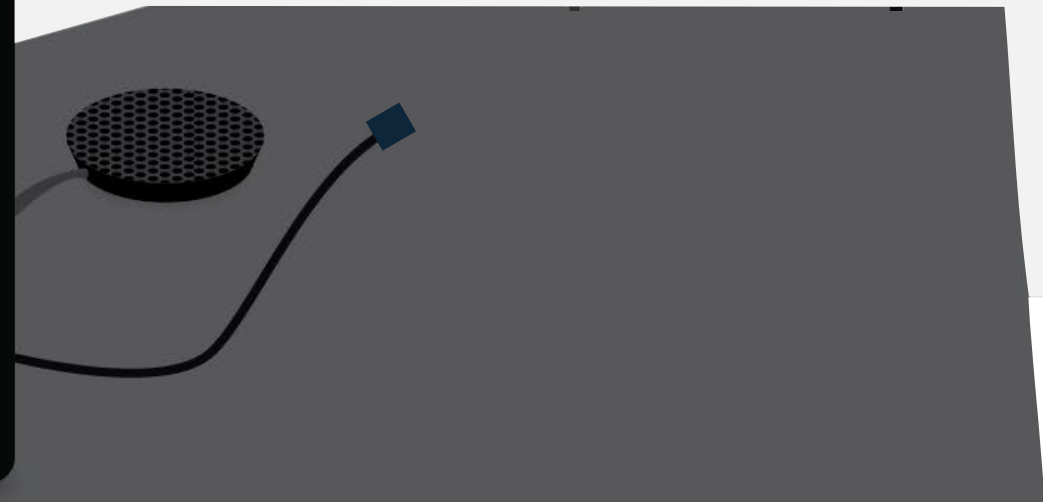
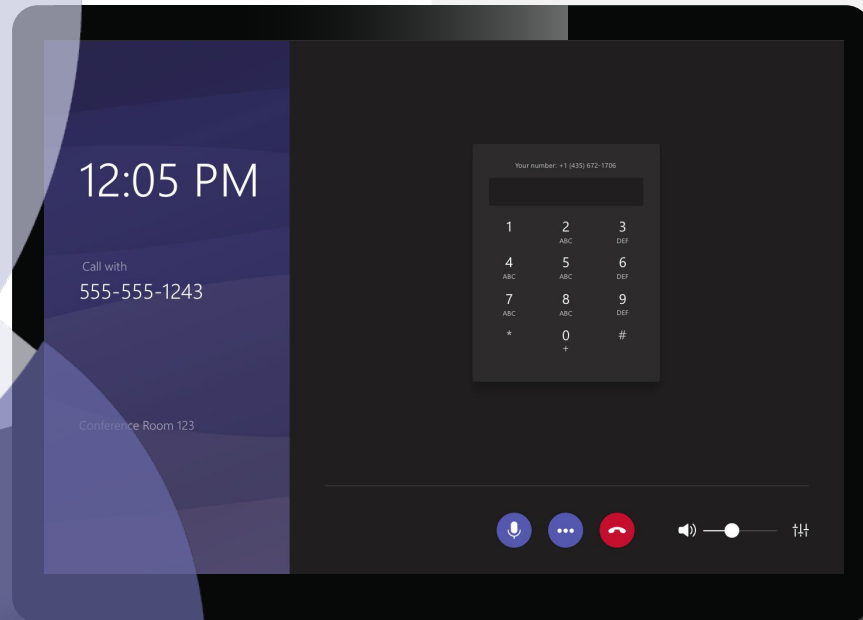
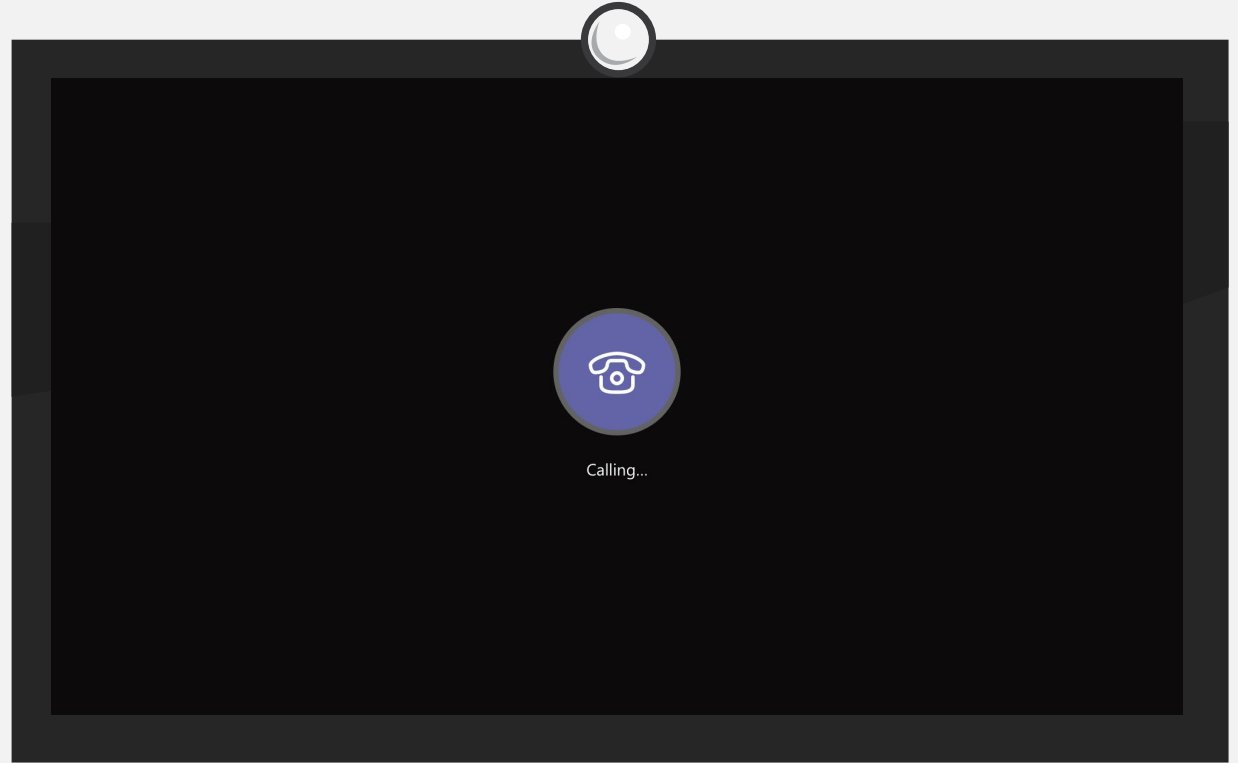
Dean dials
the phone number...



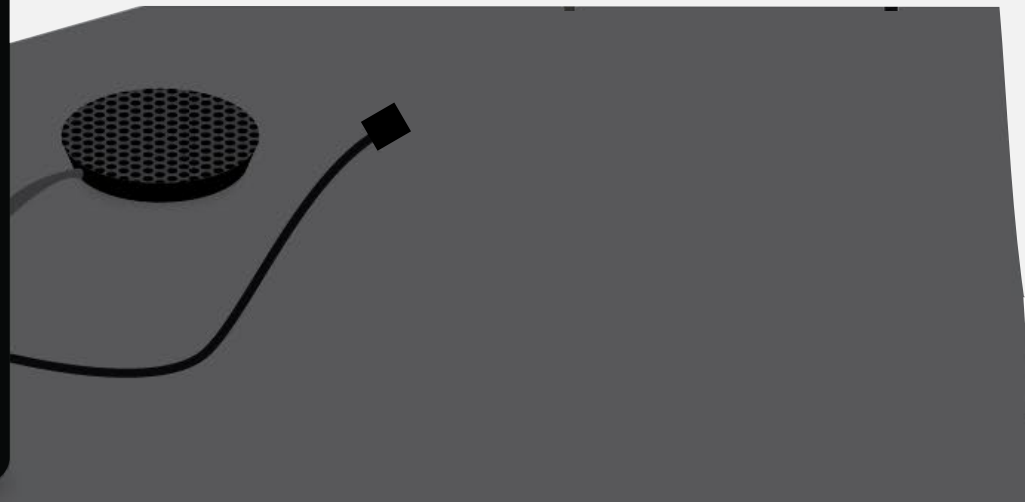
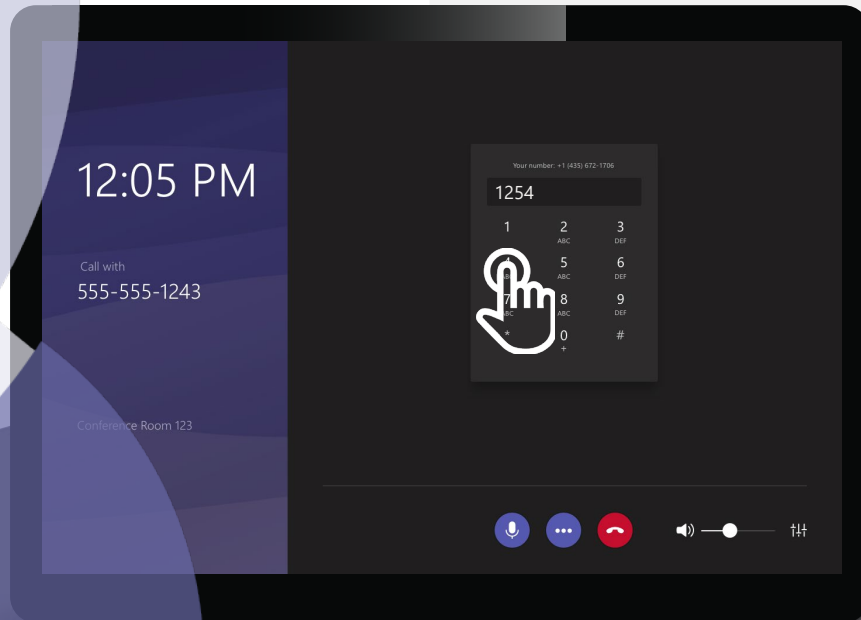
...then hits the call button.



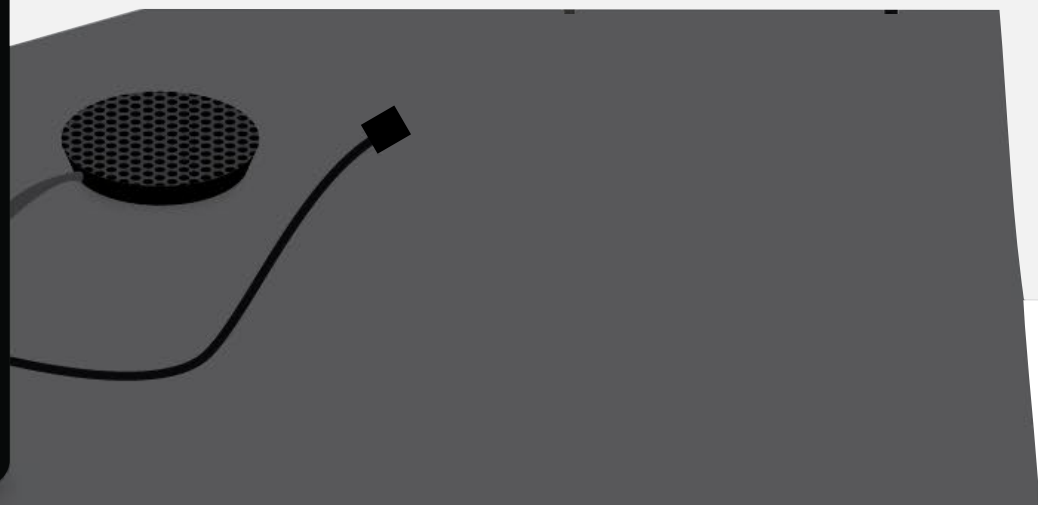
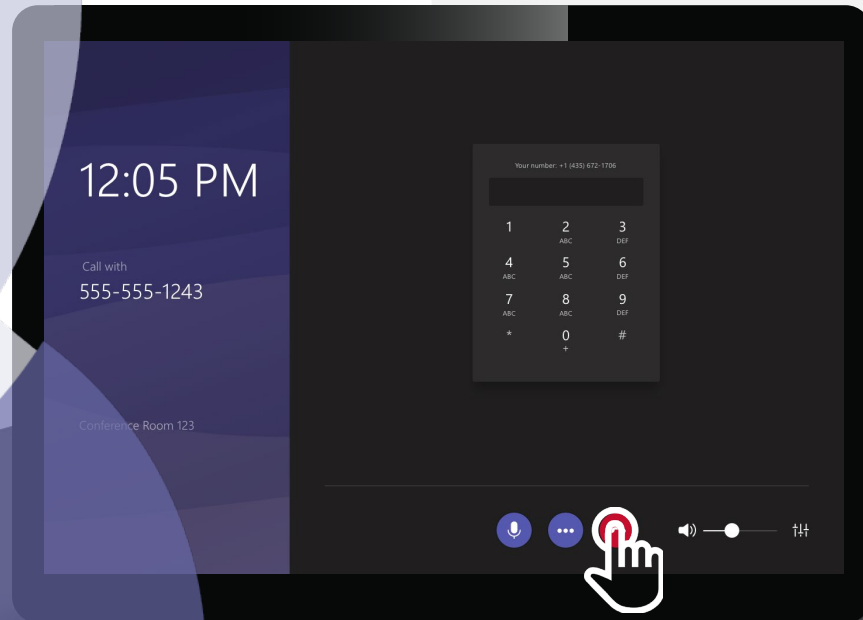
...waits for it
to connect...



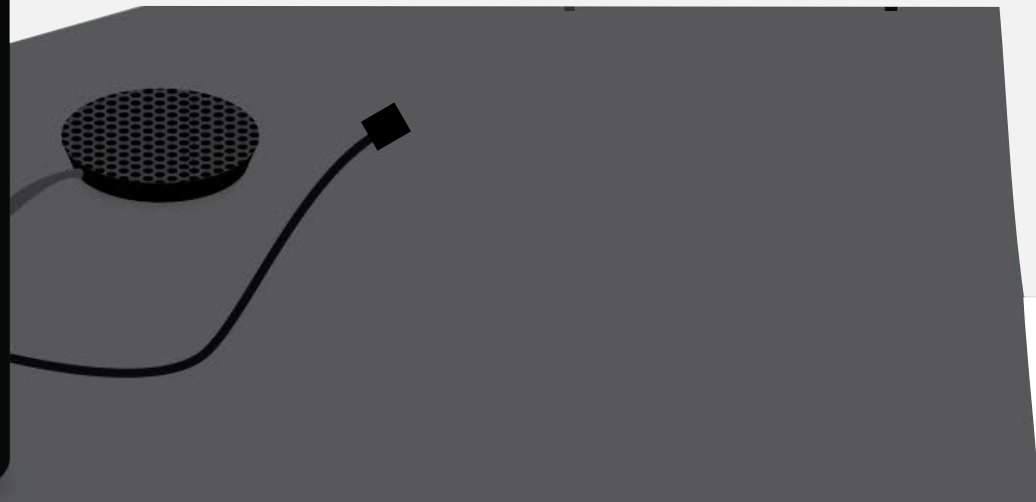
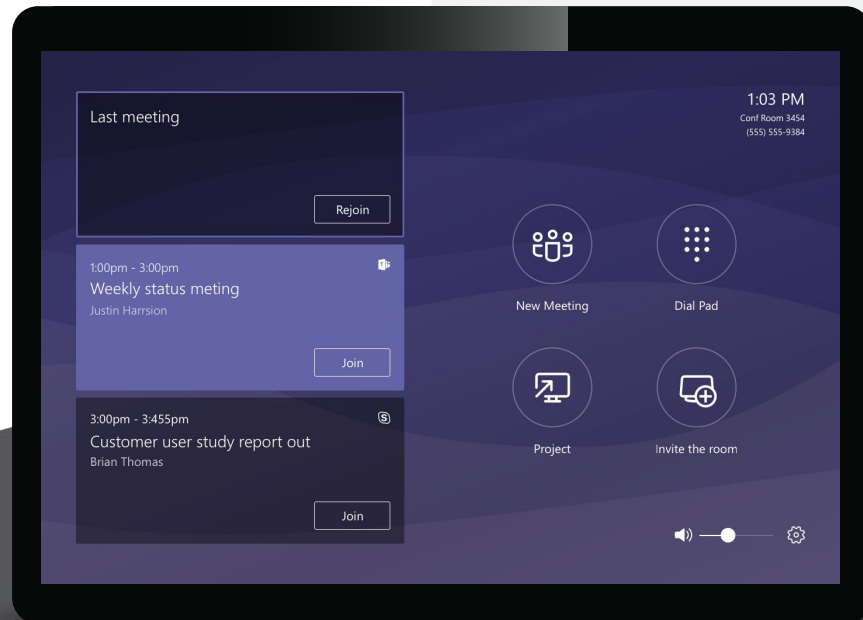
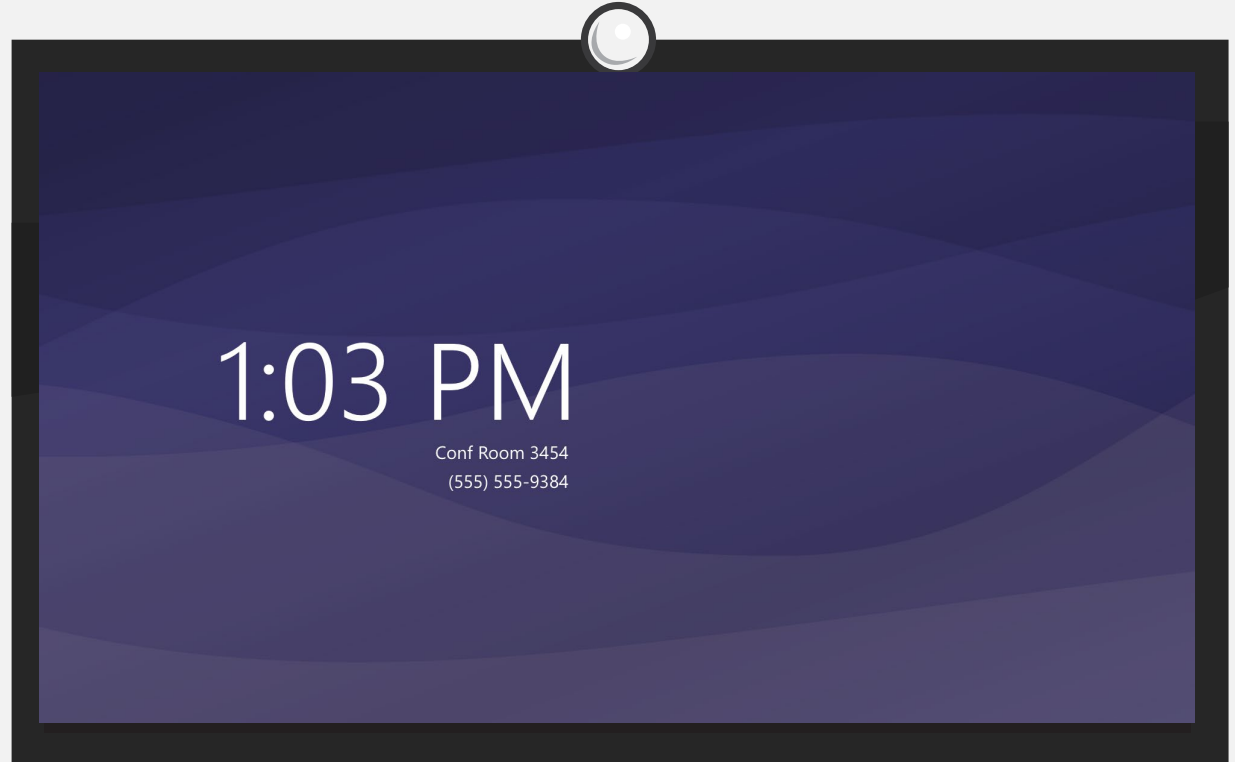
Once connected, Dean enters in the DTMF codes needed to join his meeting, and he's in.



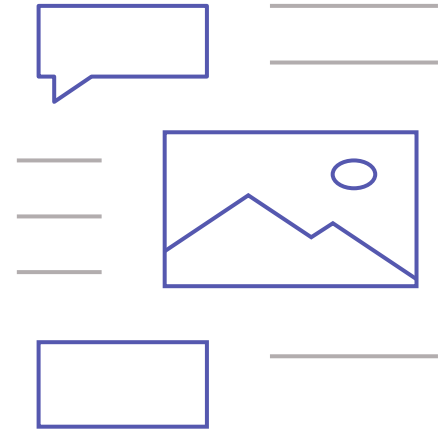
When he is ready to end his call he hits the hang up button.



Dean exits the room.



Demo resources



Microsoft Teams Rooms announcement and video



Interactive Demo

aka.ms/MicrosoftTeamsRoomsDemo

Microsoft Device Showcase

aka.ms/TeamsDevices

Video (direct link)

[Re-imagine meeting experiences with Microsoft Teams-enabled devices for shared spaces](#)

[Microsoft Mechanics: Your Integrated Meeting Solution](#)

[Transform every meeting with Microsoft Teams Rooms](#)

[Work like you are in one place, with Microsoft Teams Rooms](#)

[How to transform small meeting spaces with collaboration bars for Microsoft Teams](#)