Vidyo™ Overview

Vidyo is a new generation of video conferencing accessible via a simple Internet connection. With High Definition image quality, it delivers truly life like, face-to-face virtual collaboration that is instantly available. This cutting-edge technology is delivered "as a Service" requiring minimal up-front investment while offering the benefits of a fast and scalable deployment.

Benefits

- Increases the impact of your communication with virtual face-to-face meetings
- Facilitates user adoption thanks to a web-based intuitive interface
- Improves the productivity and mobility of your entire workforce
- Reduces your operational costs as a low infrastructure investment is required

Qualifying Questions

How do you see your organization using video conferencing?

What products does your company currently use for video conferencing? How is the quality of your video?

Does the complexity of your current video conferencing product affect your desire to use it?

Is it important for your organization to leverage video conferencing at the desktop?

Would it be helpful to see and speak to co-workers/clients/vendors at remote locations anywhere they can access a video enabled device?

Would your organization like to be able see multiple sites on a video conference?

How many different locations does your organization want to be able to connect in one meeting?

How many people/sites would participate in each type of meeting?

How many video meetings might be occurring simultaneously?

Would your organization like to share content (presentations, graphs, charts, etc) on video conferencing?

What customer support does your current provider offer?

On what type of network will you be placing your video system(s) (dedicated network, IP, MPLS)?

Is your organization looking to leverage your existing telepresence solution with a video conferencing service?

Is your organization interested in setting up a video conference enabled room to host video calls?

How would your organization like to integrate video with your Unified Communications tools (Email, Instant Messaging, Phone Systems, and existing Audio/Video Systems)?

Why Choose Vidyo™

1. **Reduction of OpEx and CapEx,** – It differentiates itself with innovative pricing models. Our pricing models enable clients to reduce their operational cost, as little to no infrastructure is required, while keeping the upfront costs as minimal as possible. It is one of the only providers that enables a customer to reduce their Capex greatly to help clients avoid major spikes in cash flow.

2. **Bandwidth Optimization** – Because It uses the transcoding-less patented Vidyo Router™ architecture; multipoint video conferencing can be done over general purpose IP networks, including wireless, while still offering enterprise quality performance. Guaranteed QoS networks are NOT required for room system connections or desktop connections. Each participant in a Vidyo conference experiences the best quality their connection will allow so that someone connecting via wireless in an airport does not dictate the quality for the other meeting endpoints such as an HD room system.

3. **Service and Support** – With traditional video conferencing vendors the relationship with the customer has been primarily the transaction of hardware leaving the customer to support the technology, and train the end users. It excels on Day 2 after systems have been deployed, helping end user adoption and managing the network.
   -Minimal Internal resources are required from the customer to support the Network!

4. **Conferencing in the Cloud** – By working with a partner to host your video conferencing solution, it means there is NO requirement to manage video infrastructure and NO need for dedicated personnel specific to video support even for a large user base. The host is responsible for maintaining the upgrades in technology, network, and system capacity. The Cloud makes the infrastructure completely transparent to the end users while delivering the cost savings of a hosted solution.

5. **Intuitive and Easy to Use Interface** – The Vidyo interface is simple and straightforward. Call initiation and starting meetings is achieved with only one click. The interface includes an active directory that shows all rooms as well as room presence (Logged in or In Meeting). Meeting scheduling occurs in Outlook calendars so it matches current meeting scheduling practice.

6. **Inter-Operability** – Traditionally video conferencing vendors have focused on connecting their proprietary rooms together while neglecting the fact that many of their users will be connecting with clients/vendors outside of their company. Vidyo has focused on how end users will be using the systems and have made it almost as easy to connect to Non- rooms as our own proprietary systems. Users will find it easy connecting to clients, who maintain legacy room endpoints from Polycom, CISCO/Tandberg, Lifesize, Sony, Radvision and others.

7. **Vidyo Room Systems don't require purpose built rooms** - Turn any standard conference room into a telepresence quality video communication room with a Vidyo Room. Just a speakerphone, camera and single or dual screens combine with any Vidyo Room™ system to provide natural, high definition, face-to- face videoconferencing. The systems are plug and play and do not require extensive (and expensive) installation.

8. **Scalable and Flexible** – Expand Video Collaboration Beyond the Conference Rooms. Scale video conferencing to support growth in PC and mobile video-enabled endpoints. Vidyo offers software scalability that is OS and hardware agnostic.

Vidyo™ Applications

Board Meetings   **Training**   **HR Interviews**   **Medical Tele-Diagnosis**