



Avaya Equinox Meetings Online

The 5 minute guide

AVAYA

Experiences That Matter

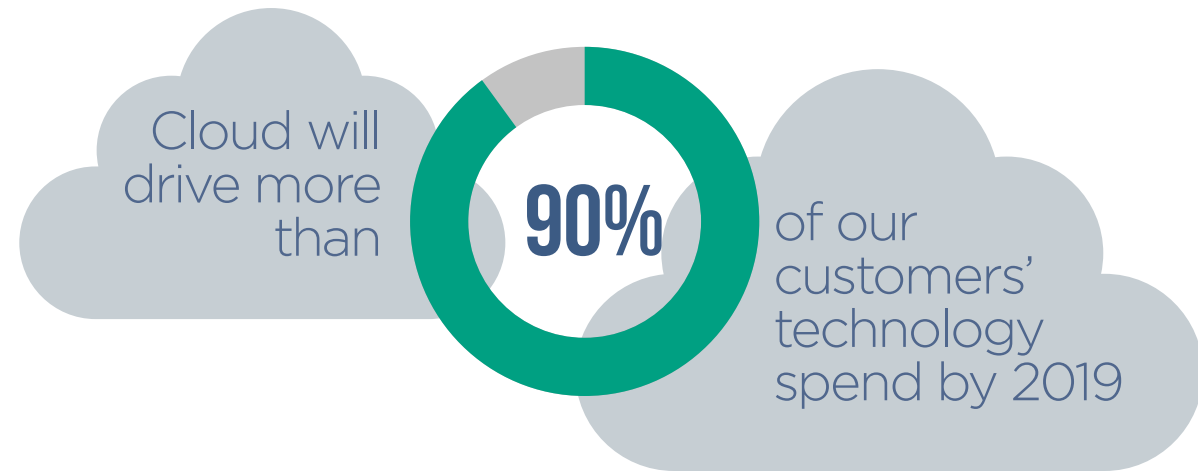
Westcon 

Making the most of your video conference

The effectiveness of an organisation's communication and collaboration processes is arguably the key to their success.

With the business world currently in a state of flux, economic, competitive and environmental factors are forcing organisations to re-evaluate how they communicate and collaborate, and video conferencing can no longer be ignored.

Video conferencing solutions provide 'face-to-face' communications that people need in order to work together productively, without having to travel. As a result, video conferencing solutions are increasingly being adopted by businesses seeking to gain a competitive edge.



By 2019

WebRTC will be used for **15%** of enterprise voice and video communications, up from less than **5%** in 2017.

By 2020

30% of meetings will be facilitated by virtual concierges and advanced analytics.

By 2021

60% of web conferences will use embedded audio from a web conferencing provider.

Through 2021

On-premises-based videoconferencing infrastructure spending by IT buyers will decline at a compound annual rate of **11%**.

Does your business have a need for Video Collaboration?

If the answer is yes to any of these questions, then Avaya Equinox Meetings Online can enhance your business.

Questions:

- Do you have remote workers?
- Would you like to reduce unnecessary travel costs?
- How much time do you field based team spend traveling?
Time = cost + unproductiveness
- Do you have more than one office location?
- Are you making the most of meeting room space?
- Do you have video conferencing units that are not utilised?
- Do your teams meet with customers/suppliers frequently?
- Do you have challenges with communicating and sharing knowledge within teams?
- Are you paying for 3rd party conferencing services?



Why Westcon & Avaya

Westcon

Westcon is a value-added distributor of industry-leading technology in unified communications & collaboration (UCC), cloud, security, networking and data centre solutions.

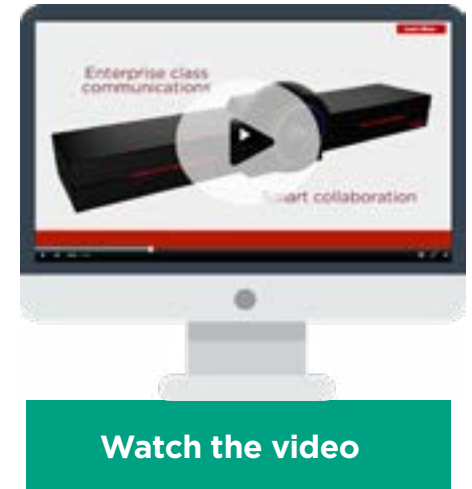
Avaya

As a global leader in delivering superior communications experiences, Avaya provides the most complete portfolio of software and services for multi-touch contact center and unified communications offered on premises, in the cloud, or a hybrid. Today's digital world centers on communications enablement, and no other company is better positioned to do this than Avaya.



Avaya Equinox Meetings Online video

Avaya Equinox Meetings Online makes it fast, easy and cost-effective to access best in class video and web collaboration by delivering it in the cloud. Whether you're meeting with co-workers in a remote office, partners across the country, or customers around the world, Avaya Equinox Meetings Online brings the experience of a face-to-face meeting to anyone, anywhere, on any device.



**ENHANCED
COLLABORATION**



**COST
SAVINGS**



**OP-EX
INVESTMENT**



**EXPAND VIDEO
FOOTPRINT**



**CONSISTENT
EXPERIENCE**

Avaya Equinox® Meetings Online

“Your High-Performance Meeting Room in the Cloud”

Virtual Meeting Room

- “Meet-me” virtual meeting room supports up to 100 interactive participants
- Supports up to 500 webcasting participants
- Monthly fee or annual contract
- Unlimited use per room
- Join with video room systems, phones, Windows, macOS, iOS and Android devices
- Connect via web browser with WebRTC for zero download
- SIP and H.323 connectivity
- Meeting recording
- Phone dial-in numbers in 14 countries
- Microsoft Outlook calendar integration

Video & Audio

- Up to 1080p HD video, wideband audio
- Continuous presence with up to 28 other participants displayed simultaneously
- 24 different video layout options with drag and drop control
- Personal video layouts (each participant can have their own layout)
- Bandwidth-efficient and Internet-optimized with H.264 High Profile and SVC

Data Collaboration / Content Sharing

- Share desktop or specific applications
- Annotation with drawing and text highlighting
- Interactive whiteboard
- Unique “slider” to review previously presented content without meeting interruption

Chat

- Group / private chat
- Unique capability where chat messages can be viewed by room systems

Meeting Moderation

- Full meeting moderation
- Lecture mode with “raise hand” feature

Video Room System Support

- H.323 and SIP interoperability: Avaya, Cisco, Lifesize, Polycom, etc.
- Full 1080p HD video
- H.239 content sharing
- Chat messages can be viewed by room systems
- On-screen moderation and meeting control
- H.235 security and encryption

Security

- AES-128 encryption
- H.235 security and encryption (video room systems)
- Meeting room lock and access PINS



Customer Benefits of Avaya Equinox Meetings Online

Productivity gains



According to Nemertes Research, over 91% of employees no longer work at a headquarter office. People are working from home offices, regional branch offices or simply in a large local office environment not conducive to meeting in person. The challenge with a dispersed workforce is ensuring teams remain productive. Although productivity is often difficult to measure, according to research by IDC, video conferencing can increase productivity levels by up to 30%.

Work/life balance



In today's challenging economic conditions, more is expected from a business's biggest asset - its people. With almost 11% of employees working 60 or more hours a week, the pressurised working environment can lead to big issues such as increased absenteeism, staff turnover and reduced productivity. As a result, many businesses are increasingly considering initiatives to improve the work/life balance.

Mobility



With the increasing adoption of flexible working practices, use of employee-owned devices such as smart phones and tablets in the workplace has accelerated at an exponential rate over recent years. Laptops are replacing desktops, tablets are replacing laptops and use of smart devices and mobile apps in the workplace is almost ubiquitous.

Travel reduction



Business travel incurs significant financial costs. Reducing these and implementing a sound corporate travel management policy are among the biggest challenges facing businesses today.

Furthermore, frequent business travel can cause stress and a work/life imbalance. Over a period of time, this can directly impact work efficiency and morale.

Business continuity



It is impossible to predict natural events that may impact business continuity, however it is possible to implement technologies to minimise their impact. Incidents that impact business continuity are not always large scale events such as adverse weather, terrorism or natural disasters. Personal challenges such as unexpected absence due to mild illness, sick children, or a car breakdown happen on a daily basis. All of these things can have a major impact on productivity.

Business without barriers



With the opening of new markets, organisations increasingly look to expand their global reach but this presents big challenges such as managing disparate teams, deploying and managing resource across geographic boundaries, recruiting in local regions and establishing relationships with customers and suppliers across the globe.

Huddle Cameras

Huddle cameras include the HC020 (Huddle Cam 020) and HC050 (Huddle Cam 050). These both connect to a laptop through a USB connection. Both cameras can be used as a video device for Avaya Equinox Meetings Online. The HC020 can be powered directly from a laptop whereas the HC050 requires its own external power supply unit.



Avaya HC020 Huddle Camera

Description:

- ePTZ camera
- Up to 1080p 30 resolution with XT
- Up to 1080p 60/ 4kp 30 resolution when used connected to laptop
- 8x digital zoom (2x @1080p)
- 104 HFV
- USB cable 3m
- Remote control with batteries

Notes:

In order to connect the camera using the HDMI output, the optional HDMI cable is needed

Camera can be used with XT Series group system endpoints (XT4300, XT5000, XT for IPO, XT7000), or connected to a laptop as PC/ Mac USB camera



Avaya HC050 Huddle Camera

Description:

- PTZ camera
- Up to 1080p 30 resolution
- 12x optical zoom
- 16x digital zoom (2x @1080p)
- 72 HFV
- USB cable 3m
- Remote control with batteries
- AC power adaptor (*)
- HC050 wall mount

Notes:

Avaya HC050 is not powered from XT and requires its own remote control

Camera can be used with XT Series group system endpoints (XT4300, XT5000, XT for IPO, XT7000), or connected to a laptop as PC/ Mac USB camera

The Huddle Room

Available March 2019



Growing Market segment

- Enterprise class for any size business
- Open and Cloud integrated
- Interoperable with all industry standard applications
- Equinox native smart collaboration
- Easy to set up and use

Aragon predicts a **fivefold growth** in video-enabled conference rooms from 2017 to 2022

Gartner estimates that there are **30 million huddle rooms** globally and less than 5% of these are video enabled



CU-360



Watch the video



* optional mic

Android	7.1.2 Nougat
S/W Support	Aura, IPO, Avaya Breeze™ Client SDK
Signaling	Open SIP, H.323
Camera	4kp30 sensor, HFV 102°, Zoom 3x digital
Video resolution	Live video up to 1080p30, content up to 1080p15
Audio	4 mics array, support for external BT mics*
Power	PSU 12,5W max
Ethernet	RJ45 connected Ethernet
Bluetooth®	Bluetooth® 4.1 LE
Wi-Fi®	802.11a/b/g/n, 802.11ac, Hotspot
USB Ports	A Type, C Type
Control	IR control, web interface, App for tablets and smart-phones, free APIs for AMX, Crestron, Extron, ...

A Range of Offers

Video for everyone!

There are three competitive Avaya Equinox Meetings Online offers to suit every customer requirement and budget.

Entry

- 25 Participant Meeting Room
- Web Browser & Equinox Connectivity
- Connect 1 Video Room System
- Local Phone Dial-in
- View 4 Video Participants (Quad split)

Preferred

- 50 Participant Meeting Room
- All Entry Capabilities
- Connect 5 Video Room Systems
- View 28 Video Participants

Pro

- 100 Participant Meeting Room
- All Preferred Capabilities
- Connect 100 Video Room Systems
- Recording (30 day storage)
- Live Webcast to 500 Viewers



**Contact your Westcon
Team for further details
or request a demo.**

About Westcon-Comstor

Westcon-Comstor is a value-added technology distributor of category-leading solutions in Security, Collaboration, Networking and Data Center. We are transforming the technology supply chain through our capabilities in Cloud, Services and Global Deployment.

Westcon-Comstor extends our partners' global reach while providing the local expertise needed to successfully navigate worldwide opportunities. We combine expert technical and market knowledge with industry leading partner enablement programs.