

Microsoft Teams Devices and Meeting Rooms

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The changing modern workforce

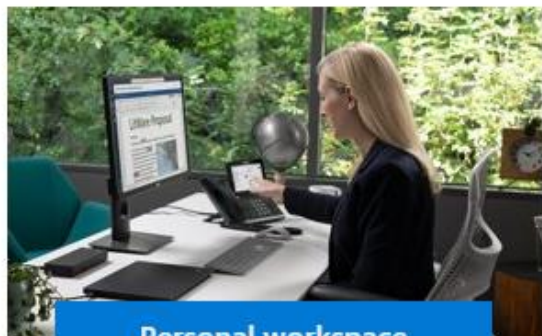
The workplace is more team based and mobile than ever

- 80%** of employee time is spent collaborating¹
- 2x** as many teams as 5 years ago²
- 72%** of employees will be working remotely by 2020³
- 56%** of meetings have at least one remote attendee⁴
- 15%** of meeting rooms are equipped for video, even as video becomes the norm⁵



Microsoft Teams devices provide choice and versatility to meet the needs of every modern professional

Spaces



Personal workspace



Mobile workspace



Shared collaboration spaces



Small or large conference rooms

Personal devices



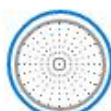
Headset



Desk phone



Mobile phone station



Speaker puck



Mobile phone

Shared devices



Conference Room Phone

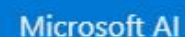


Microsoft Teams Rooms



Interactive whiteboard

The foundations



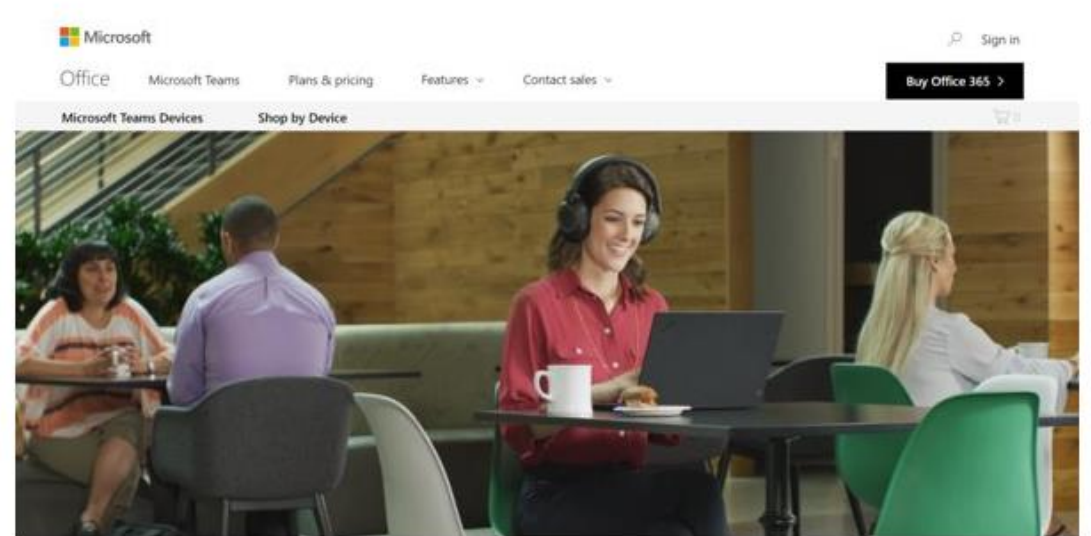
Microsoft Certified Devices Go Through Rigorous Testing and Certification



- Tested for highest quality audio & video
- Supported by Microsoft and our partners
- Millions of devices shipping each year
- All work with Microsoft Teams



- Closer integration with Microsoft Teams
- Integrated Teams notifications
- Optimized for voice skills in Microsoft Teams



Microsoft Teams devices for intelligent communications

Be seen and heard wherever work takes you. Teams devices offer smarter ways to connect and work together in the ever-changing workplace.

SHOP DEVICES

office.com/teamsdevices

Teamwork across spaces and devices

United by Microsoft Teams

Individual workspaces

Individual office or dedicated workspace

On the go or in transit

At home



Shared workspaces

Small, medium and large meeting rooms

Huddle/Focus spaces and touchdown spaces

Collaboration workspaces



Personal devices



PCs and
Mobile



Audio & Video
Peripherals

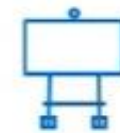


IP Phones

Shared devices



Large Screen
Displays



All-in-one
Collaboration
Devices



Room
Systems

CURRENT ENVIRONMENT & FUTURE NEEDS: REMOTE WORK

CURRENT
ENVIRONMENT

FUTURE
CONSIDERATIONS



What **DEVICES** are my remote workers currently using?



What **COLLABORATION TOOLS** are they using with those devices?



Based on usage, what are the **KEY WORKSTYLES** to address?



What **DEVICES** will best optimize the experience for those workstyles?



What is the **UTILIZATION** of the new devices?



Where do I need to **ADDRESS ADOPTION ISSUES** to maximize ROI?

Optimize the **EXPERIENCE** and **BUDGET** for remote work

OFFICE SPACE

CURRENT SPACE



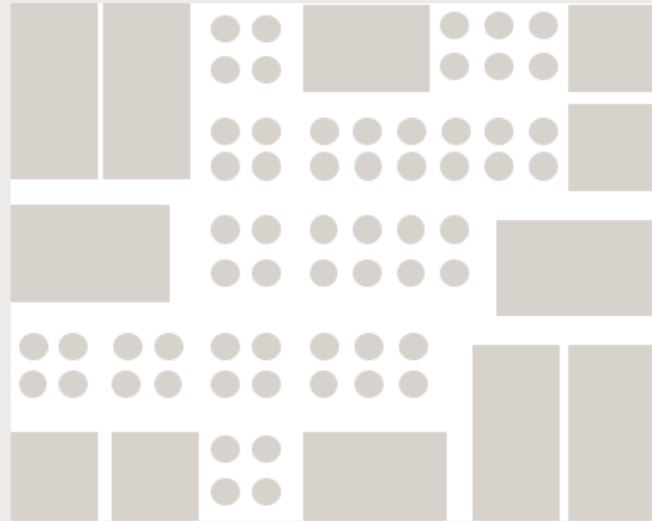
of meetings have
2-4 people



of meeting rooms
are designed for
6+ people



Average
conference room
utilization is 25%



FUTURE CONSIDERATIONS



○—□ Required
distancing for
safety

○—○—○ Right sized
collaboration
spaces

○—○—○ Consistency
of tools across
workspaces

Optimize **REAL ESTATE** while addressing new requirements for **SAFETY AND FLEXIBLE WORKERS**

Commercial headsets deliver premium value



Built for communication



High quality mic and DSP



Call control integration with Teams



USB dongle for wireless performance



Coordinated Support (MS + OEM)



Plug and Play



BOSE

logitech

 **SENNHEISER**

 poly

HEADSETS FOR ANY ENVIRONMENT



Poly
Voyager Focus UC -M



Sennheiser
IMPACT SDW 5016



Poly
EncorePro 715 USB



Sennheiser
MB 660 UC MS

Space

In transit
Home office
In public
Around the office
Personal office
Executive office
Open office
Small meeting room

Wearing Styles

Monaural behind the head
Monaural on the ear
Monaural in the ear
Convertible
Binaural over the ear
Binaural on the ear
Binaural in the ear with neckband
Binaural in the ear

Connectivity

USB-A
3.5mm audio jack
Quick easy disconnect
DECT
Bluetooth

Noise Cancellation

Active noise cancellation
Passive noise cancellation
Premium microphone for open office



We offer a broad set of peripherals



Headsets



Speakerphones



Webcams



Mobile station



Integration allows for quick actions in Teams

A Teams button on every device





Audiocodes
**C450HD for Microsoft
Teams**



Poly
**Elara 60 WS for Voyager
Focus headset not
included**



Poly
**CCX 500 Business Media
Phone, Teams Edition**



Lenovo
ThinkSmart View



Yealink
T55A for Microsoft Teams

Speaker Phones



Poly
Trio C60



Poly
Trio 8500



Poly
Trio 8800



Yealink
CP960 for Skype for Business



Yealink
CP960 - Microsoft Teams

Teamwork across spaces and devices

United by Microsoft Teams

Individual workspaces

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



Shared workspaces

Small, medium and large meeting rooms
Huddle/Focus spaces and touchdown spaces
Collaboration workspaces



Personal devices

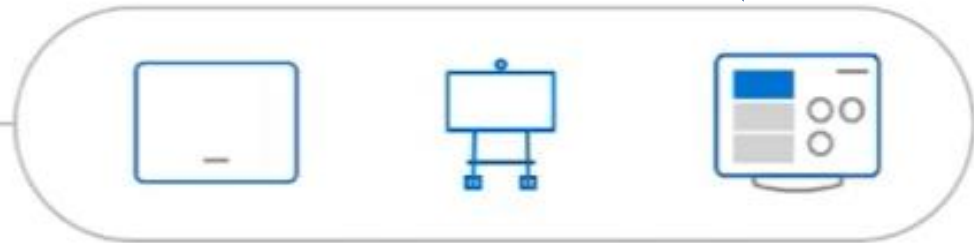


PCs and Mobile

Audio & Video Peripherals

IP Phones

Shared devices



Large Screen Displays

All-in-one Collaboration Devices

Room Systems



Bring the Microsoft Teams experience to every meeting room



Transform your meeting rooms with Teams



Make any space a Teams meeting place



Easy to deploy, simple to manage



Connect with hardware and software

Intelligent communications and collaboration with Microsoft Teams

Using AI, machine learning, and the power of Microsoft Graph, intelligent communications will bring new features and experiences before, during, and after every meeting and call.

Microsoft Teams Rooms features:

- Proximity beaconing
- Companion experiences
- Microsoft Whiteboard
- Touch/ink displays
- Content cameras and Intelligent Capture



Microsoft Teams Shared Devices



Microsoft Teams Rooms

Purpose-built calling and meeting solution delivering a native Microsoft Teams experience with HD audio and video, on Teams certified 3rd party hardware

Consistent, intuitive and inclusive meeting experiences including one-touch join, wireless content sharing and intelligent content capture

Offers the most comprehensive set of Microsoft Teams calling and meeting features

Pairs with certified A/V peripherals enabling customizable configurations that scale to any room size

Ability to join SfB, Cisco and Zoom meetings through Direct Guest Join

Deploy, manage and secure your rooms in a simple and scalable way with the Teams Admin Center



Collaboration bar for Microsoft Teams

Purpose-built calling and meeting solution delivering a native Microsoft Teams experience, with HD audio and video, on Teams certified 3rd party hardware

Consistent, intuitive and inclusive meeting experiences including one-touch join, wireless content sharing

Designed for smaller rooms, the collaboration bar offers a subset of Microsoft Teams calling and meeting features

Optimized for touch

Integrated solution that can be deployed within minutes, reducing installation costs and simplifying device management and troubleshooting

Deploy, manage and secure your rooms in a simple and scalable way with the Teams Admin Center



Microsoft Surface Hub 2S

All-In-One meeting and co-creation solution delivering a native Microsoft Teams experience, with HD audio and video, on Teams certified 1st party hardware.

Just like Teams Rooms and collaboration bar, Surface Hub delivers consistent, intuitive and inclusive meeting and creative experiences

Surface Hub is certified for Focus rooms, huddle rooms, and small meeting rooms and delivers the core calling and meeting features available through Teams

Surface Hub is optimized for touch and pen experiences so you can drive the meetings and co-creation sessions from the front of the room

Robust manageability features are delivered through Microsoft's enterprise-ready Intune manageability solution

Collaboration bars for Microsoft Teams

aka.ms/teamsdevices

Primary focus	Microsoft Teams meetings with advanced audio and video, presentation and content sharing
Configuration	Integrated ¹ (on-screen touch controls, center of room touch panel or remote control)
Displays	Full range of screen sizes, single displays, touch option
Price	Starting at US \$1,299
OS	Android
Teams App	Microsoft Teams Experience for collaboration bar

¹ Yealink VC210 relies on a separate CP900 speakerphone for speakers and microphones



Huddle room

Small rooms

POLY STUDIO X30, POLY STUDIO X50* Collaboration Bar for Microsoft Teams



Yealink

VC210 Teams edition

Microsoft Teams Rooms

aka.ms/teamsdevices

Primary focus

Microsoft Teams meetings with advanced audio and video, presentation and content sharing

Configuration

Modular
(center of room touch panel control, audio/video peripherals)

Displays

Full range of screen sizes, single or dual displays, touch option

Price

Starting at US \$1,785

OS

Windows 10 Enterprise

Teams App

Microsoft Teams Experience for Microsoft Teams Room



 **CRESTRON**







logitech



Lenovo



Yealink

Teams Mid to Large Room systems

PTZ Camera + Expansive Audio Options



Lenovo
ThinkSmart Hub 500 Logitech Rally Plus medium room system



Poly
Poly + HP solution for Microsoft Teams medium rooms



HP
Elite Slice G2-Audio Ready Logitech Rally Plus medium room system



Crestron
UC C160-T Medium room system



Logitech
Tap medium room system with Rally



Yealink
MVC800 medium room system

Smaller Rooms



Yealink
VC210 Teams edition ****special offer****



Poly
Poly + HP solution for Microsoft Teams



Crestron
Flex UC-B140-T Huddle Space System



Lenovo
ThinkSmart Hub 500 Logitech MeetUp
system for huddle spaces



Crestron
Flex M150-T focus room system

Surface Hub

aka.ms/teamsdevices

Primary focus

Agile teamworking, co-create with Whiteboard, access to Office 365 content, 3rd party applications, and Microsoft Teams meetings. Mobile, uninterrupted teamwork

Configuration

All-in-one

Displays

50-inch, 85-inch¹; 4K+ resolution pen/touch screen

Price

US ERP \$8,999.99²

OS

Windows 10 Team

Teams App

Microsoft Teams for Surface Hub App

¹ Coming Soon

² MSRP for 85-inch Surface Hub not yet announced; Stand not included



Room systems accessories



Bose

ES1 ceiling audio solution

Clear the table for better collaboration with our complete conferencing system for integrated meeting rooms.



Shure

Microflex Advance MXA910 + IntelliMix P300

Enhance conference audio with clear sound reproduction and intelligent mixing. Focus on the discussion with an



Sharp

PN-CD701

A Windows collaboration display enabling productive collaboration and better space utilization.



Biamp

Tesira DSP & Sennheiser TeamConnect Ceiling 2

Communicate more freely and expand room configuration options without having to worry about the placement of

















Logitech

BRIO Content Camera Kit

BRIO Content Camera kit with USB extender and a ceiling mount.

Summary of configuration top recommendations

Top recommendation by space and key usage patterns (additional detailed permutations on later slides)

	Large Office	Focus Room	Huddle/Open Space	Small Conference Room	Medium Conference Room	Large Conference Room
	1 + 3-4 people	3 to 5 people	3 to 5 people	5 to 7 people	11 people	18 people
	Within 2.3-meter radius	3 meters by 3 meters	Within 2.3-meter radius	3 meters by 4.5 meters	4.5 meters by 6 meters	4.5 meters by 8.5 meters
Meet and Present	 Microsoft Teams collaboration bar	 Microsoft Teams collaboration bar	 Surface Hub 2S	 Microsoft Teams Room	 Microsoft Teams Room	 Microsoft Teams Room
	 Surface Hub 2S Windows Pro/Enterprise*	 Surface Hub 2S 50"	 Surface Hub 2S	 Surface Hub 2S 85" with A/V accessories	 Microsoft Teams Room + Coordinated Join* +  Surface Hub 2S	 Microsoft Teams Room + Coordinated Join* +  Surface Hub 2S

*Device/configuration not yet available; Surface Hub 2S 85" available by year-end CY 2020 (Preview with select customers in Q1 CY 2020).

Understanding room spaces

Huddle to small sized rooms



Small to medium sized rooms



Medium to large sized rooms



Considerations



Camera



Mic array



Camera filed
of view



Cable
mgmt

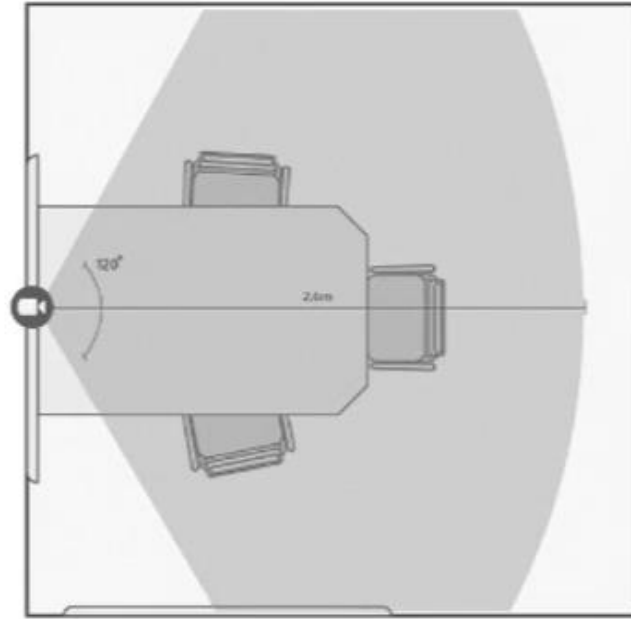
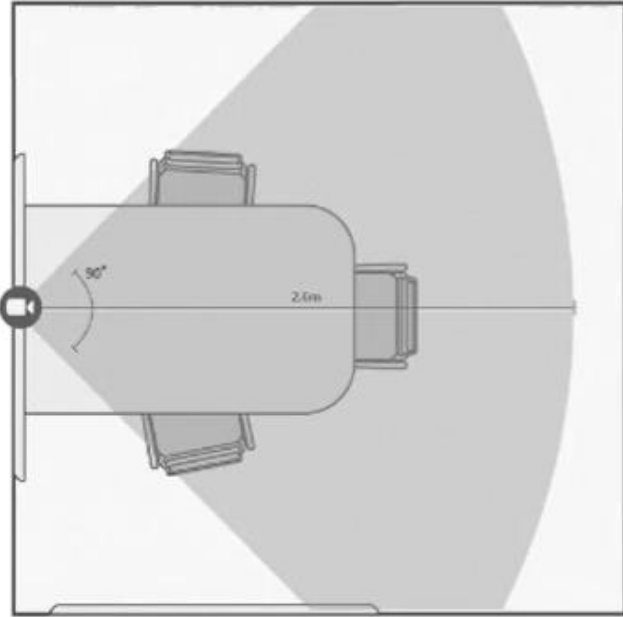


Acoustics



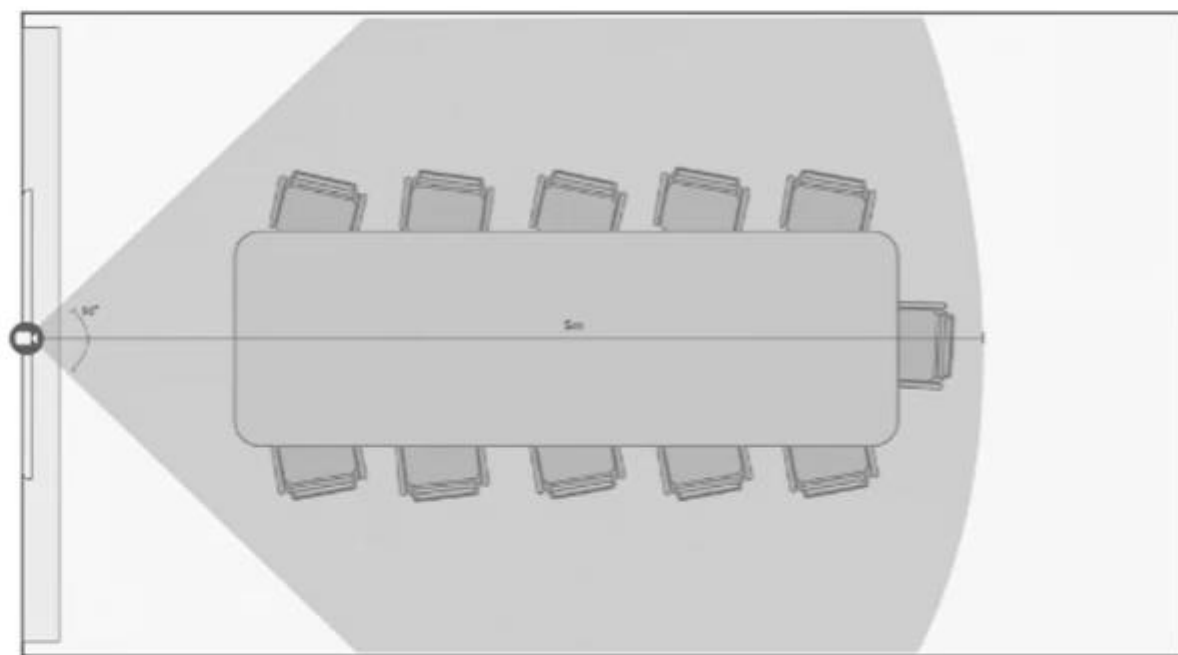
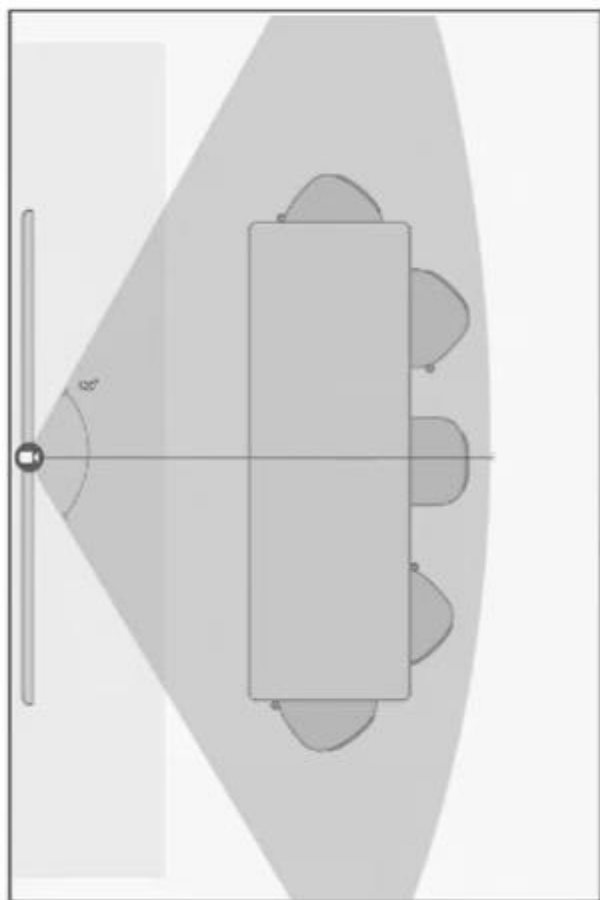
Lighting

Camera field of view examples



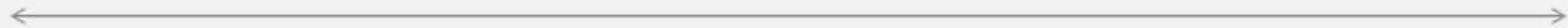
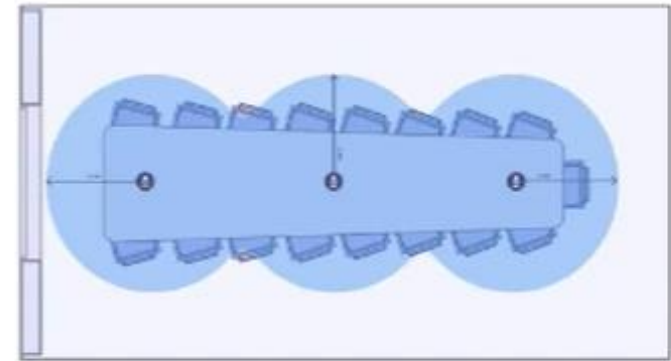
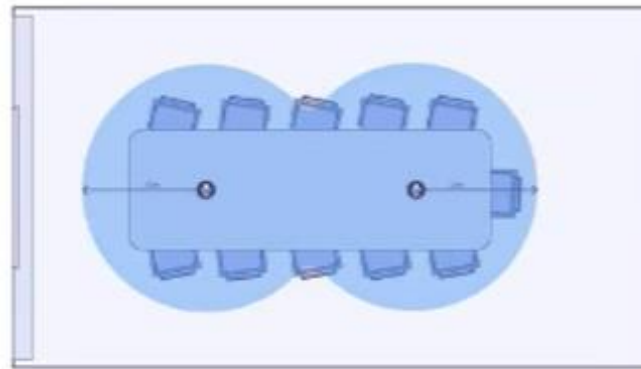
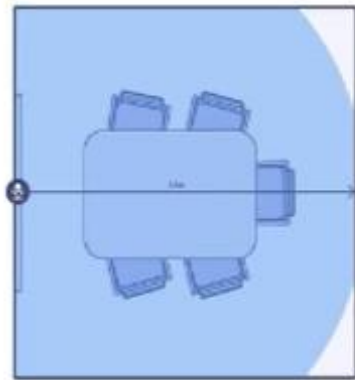
Considerations: FOV, PTZ, focal range

Camera field of view examples



Mic coverage visuals

Microsoft Teams Rooms across all room sizes optimized for meetings



Small

10ft x 15ft / 3m x 4.5m
150 sq. ft / 13.5 sq. m
5-7 People

Medium

15ft x 20ft / 4.5m x 6m
300 sq. ft / 27 sq. m
~11 People

Large

15ft x 28ft / 4.5m x 8.5m
420 sq. ft / 39 sq. m
~18 People

Single vs dual monitor

Single monitor is good primarily for small rooms

Single monitor is useful if your primary focus is on content sharing

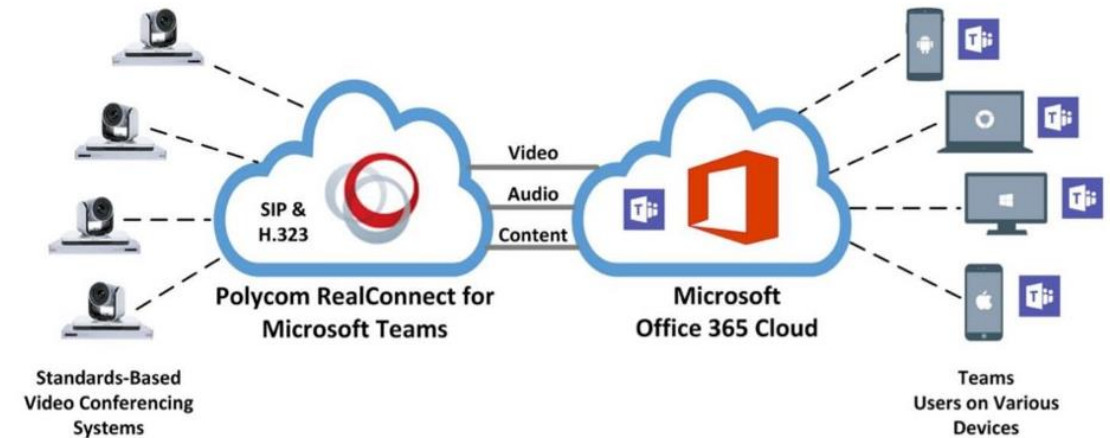
VS.

Dual monitor configuration is good for larger rooms

Dual monitor configuration is also good for collaboration when one of the screens is touch-enabled



Connecting a Standards Based Video Codec into a Teams Call.



Meet anywhere

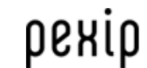
[Cloud Video Interop – Certified for Microsoft Teams](#)

- HD video (1080p) and Content (VBSS)
- Support for H.323 and SIP meeting room devices
- Native Teams/Exchange scheduling
- Azure Scale with Cloud Solution

Product



Poly RealConnect
Service















Pexip Infinity
For Microsoft Teams



BlueJeans Gateway
For Microsoft Teams

Licensing Solutions for Shared Communication Devices

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

	Meeting Room \$15/device/month	Common Area Phone \$8/device/month
Skype for Business		
Microsoft Teams		
Phone System		
Audio Conferencing		 ²
Microsoft Intune		
Worldwide availability		
Channel availability	EA, EAS, CSP, Web Direct	EA, EAS, CSP, GCC, EES, Web Direct

Sample teams room deployment checklist

Scope	Checklist Item
Application Settings	Room account name and phone # (if PSTN enabled) are correctly displayed in top right of console screen
	Windows computer name is set correctly (useful for remote administration)
	Administrator account password set and verified
	All firmware updates have been applied
Audio/Video Peripherals	Camera peripheral firmware version is correct (if applicable)
	Camera functional and positioned optimally
	Settings for Playback Default Device and Playback Default Communications Device set to intended audio peripheral
	Settings for Recording Default Communication Device set to the intended audio peripheral
	Audio peripheral firmware version is correct (if applicable)
	Audio input device functional and optimally positioned
Dock	Audio output device functional and optimally positioned
	Cables are secure and not pinched
	Audio ingest over HDMI is functional
	Video ingest over HDMI is functional
	Dock can swivel freely
	Display brightness is acceptable for environment

Discovery Questionnaire

The questions below are designed to assist you during the discovery process as you uncover your clients' needs and customize end-to-end video and audio collaboration solutions and services.

What are your product areas of interest?

- | | |
|---|--|
| <input type="checkbox"/> Personal Desktop Video Solutions | <input type="checkbox"/> Conference Phones |
| <input type="checkbox"/> Huddle Room Video Solutions | <input type="checkbox"/> Headsets |
| <input type="checkbox"/> Conference Room Video Solutions | <input type="checkbox"/> Sound Solutions |
| <input type="checkbox"/> Desk Phones | <input type="checkbox"/> Other _____ |

How will you connect users into the video/audio call?

- | | |
|--|---------------------------------------|
| <input type="checkbox"/> Microsoft Teams | <input type="checkbox"/> Pexip |
| <input type="checkbox"/> Zoom | <input type="checkbox"/> Starleaf |
| <input type="checkbox"/> Blue Jeans | <input type="checkbox"/> Google Voice |
| <input type="checkbox"/> Cisco Webex | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> GoToMeeting / LogMeIn | |

What is your deployment preference for your video and audio communication systems?

- Cloud Deployments – i.e., OpEx model, delivers scalability and cost savings
- On-Premises Deployments – i.e., CapEx model, delivers enhanced security and management in-house
- Mixture of Cloud and On-Premises Deployments

What kinds of workspaces does your organization use?

- | | |
|---|--|
| <input type="checkbox"/> Quiet Office | <input type="checkbox"/> Standard Conference Rooms |
| <input type="checkbox"/> Unpredictable, Noisy Cubicle | <input type="checkbox"/> Team Collaboration Spaces |
| <input type="checkbox"/> Huddle Rooms | <input type="checkbox"/> Board Rooms |

How do you envision your employees collaborating within these workspaces?

- | | |
|--|--|
| <input type="checkbox"/> Video/Audio/Content | <input type="checkbox"/> In-Room Presentation – i.e., content on a display |
| <input type="checkbox"/> Audio/Content | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Audio Only | |

What conferencing features are important to you?

- | | |
|---|---|
| <input type="checkbox"/> Multipoint | <input type="checkbox"/> Noise Suppression/Audio Enhancements |
| <input type="checkbox"/> Integration with Other Apps and Services | <input type="checkbox"/> Scalability |
| <input type="checkbox"/> Content Sharing | <input type="checkbox"/> Common Experience Across Devices |
| <input type="checkbox"/> In-office Mobility | <input type="checkbox"/> Other _____ |

Do you have remote or teleworking employees?

- | | |
|------------------------------|-----------------------------|
| <input type="checkbox"/> Yes | <input type="checkbox"/> No |
|------------------------------|-----------------------------|

At SYNnex, we enable our partners through:

- Dedicated team of Collaboration Experts
- Partner & End-User Enablement Training
- Hardware Solution Bundles –Sold as a Service
- Demo Labs & Proof of Concept Programs
- Marketing and Financing Programs

Next Steps?

Pre-Sales Support from SYNnex

collabsolv@synnex.com

Watch an Interactive Demo

aka.ms/MicrosoftTeamsRoomsDemo

Learn More about Microsoft Device Showcase

aka.ms/TeamsDevices

