

Awesome!

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Why Video?

The use of Video Conferencing in business today.

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In addition, increases in the quality and bandwidth of enterprise networks have made the installation, maintenance and use of video far more reliable and simpler than in the recent past and as such tangible benefits that add real value to the organisation are being realised.

Green Business

How can you continue to have face-to-face meetings with your customers and support your organisation's green initiatives? The answer lies in video conferencing. Video conferencing makes it possible to have face-to-face communications around the globe. By reducing unnecessary travel, video conferencing can be part of a comprehensive green program to lower CO₂ emissions.

Productivity benefits

Reduced travelling will make everyone within an organisation more productive and help to maintain a healthy work/life balance, which has the added benefit of reducing employee turnover. Video conferencing also enables better access to talent in dispersed locations and allows project teams to be formed based on their skills and suitability, not just their geographical location.

Beyond the boardroom

Recent advances in video conferencing technologies, including the widespread adoption of high definition video, has meant that video conferencing applications are now used way beyond the boardroom. Telemedicine is becoming widely accepted, especially in remote locations and the criminal justice sector has been using video conferencing to allow vulnerable witnesses to give evidence from the safety of a remote room.

Why Siemens Enterprise Communications?

Siemens Enterprise Communications are experts in all forms of communications, including hardware, infrastructure and security and can integrate all under one Unified Communications solution

Video Conferencing is no longer a stand alone application that sits in the corner of a room, to be used only when all other means of communication have failed. It is now an integral part of any organisations! communications strategy, some industry analysts claiming it will soon overtake voice as the standard communication method. As such, thought processes about which solution

to implement no longer consist of just how many screens to have and where to install them, but must take in to account the organisation's overall communications strategy. As one of the worlds leading unified communications companies, Siemens Enterprise Communications is ideally placed to help you integrate your video solutions in to your existing communications platforms including impacts on networks and security implications



Why Siemens Enterprise Communications continued

Desktop, room and immersive solutions

Siemens Enterprise Communications offers all types of video conferencing solutions, from basic PC software and web cam solutions through to high end immersive solutions. This allows all your video conferencing requirements to be procured from one source, thus enabling solutions to be designed and implemented with each other in mind and best prices negotiated for bulk purchases.

Video conferencing centre of excellence

Siemens Enterprise Communications' technical centre of excellence has access to practically every video conferencing system that has been manufactured. Before any new system is sold, it is thoroughly tested to ensure that it performs as claimed and any interoperability issues with legacy systems are identified. The Centre of Excellence is often used to create mock ups of customer scenarios in terms of network connectivity and security so that any potential issues can be identified and fixed, ensuring a smooth implementation at the customers sites.

Worldwide capability

In the world of increasing globalisation, many organisations want video conferencing solutions that span the world. Rather than having to undergo separate procurement processes in each region, with resulting potential for conflicting solutions, our worldwide capability allows a single solution to be designed, meeting the customers' worldwide needs, all through one procurement process.

Flexible finance arrangements

In the current economic climate, a straight forward capital purchase is not always possible or the preferred option. Siemens Enterprise Communications has many commercial options available including price per room and price per conference as well as the more common capital purchase and break fix maintenance contracts.

Video is moving beyond the conference room – Siemens Enterprise Communications understands this and has vast experience in these areas

Video conferencing is no longer restricted to dedicated meeting rooms. Participants in Video Conferences are now as likely to be on a mobile

phone, a desk video phone, a laptop or in a fully immersive experience. Connectivity is no longer just via ISDN with IP connectivity rapidly overtaking it as the transport mechanism of choice, be this the corporate network or the internet.

Siemens Enterprise Communications is one of the few companies that has experience, in not only meeting room solutions but all the other devices (mobile phones, video phones, and PC's) and is a key player in the network infrastructure market, enabling it to take in to account, design and supply every different element in a video conferencing solution

Vendor agnostic – we supply solutions to suit you, not the manufacturer

Companies that sell only one type of manufacturer will be restricted in the solutions they can offer a customer. For example, some customers may feel that as their IP network is prone to packet loss that error correction is the main driver for their solution, whereas others may want a particular look and feel that can only be offered by one manufacturer.

Managed Video Service

Reduce the need to travel

High quality Video Conferences can extensively reduce the need to travel. However the term "high quality conferences" does not apply just to the technology being utilised. Whilst high definition video conferencing solutions provide much clearer pictures than previously obtained and modern networks provide bandwidth and reliability only dreamed of in the past, many users still have vivid memories of Video Conferences in the past where hours were spent looking for remote controls, volume buttons and wondering who had switched the channel on the "TV" whilst trying to watch the world cup!.

A Managed Service provides that high quality, eradicating any user error

Siemens Enterprise Communications' Managed Video Service takes away all these worries and provides crisp, clear Video Conferences that are set up to each organisations requirement meaning that the only intervention required by the user is to be in the room at the right time.

We will remotely manage the solutions and set up required conferences in advance so that any issues with networks or technology can be identified and fixed in advance of the conference participants arriving. Once they do arrive, all they need to do is walk in the room, sit down and start talking.

Increase room utilisation

The simplicity of managed video service rooms means that customers using this service see a significant increase in the utilisation of their video conferencing solutions, giving a much quicker return on investment and a host of other benefits including help towards green initiatives and a healthy work / life balance.

Mixed network conferences

Whilst IP connectivity is becoming more popular and many customers have used ISDN for many years without problems, Video Conferences that require a mix of ISDN and IP are still viewed with great concern by many organisations.

Siemens Enterprise Communications' Managed Video Service takes away all this concern and conferences can be set up using the best transport mechanism for each individual participant with issues around security already addressed with each organisation's IT and security departments.

Extensive reporting facilities

Quite often, video conferencing facilities are bought and installed and no one has any idea how much they are used and whether the investment was worthwhile. Responsibility for the rooms is often fragmented and any reports are simply too difficult for those responsible to produce, especially when there are normally more pressing issues at hand. Siemens Enterprise Communications' Managed Video Service provides full detailed reports, with no customer involvement required which can include, amongst others, asset registers, room utilisation and return on investment. Quite often, these reports show very quick ROI's and the need to increase the amount of meeting rooms with video conferencing facilities.

Our work

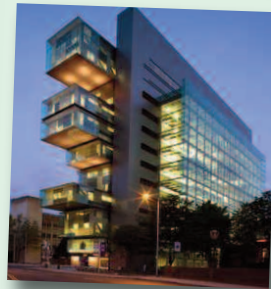
British Red Cross

Over the last 4 years Siemens Enterprise Communications has provided a range of video conferencing solutions to British Red Cross, predominantly used for training purposes. Many of these solutions have been installed in remote locations such as the Scottish Islands and the Isle of Mann so that British Red Cross personnel can participate in training sessions without spending time and money having to physically attend the sessions on the mainland.



Manchester Civil Justice Centre

In 2007, the Ministry of Justice chose Siemens Enterprise Communications to provide video conferencing and audio visual solutions for the meeting and Court rooms within the new Manchester Civil Justice Centre, the second biggest court in the country after the Royal Courts of Justice in London. With a £112m budget to build the centre, the MoJ were looking for both quality and value for money, something that Siemens Enterprise Communications provided with its innovative designs and attention to detail on the solutions provided, including installing public area digital signage throughout the Centre.



South Yorkshire Police

When South Yorkshire Police decided to procure a new IP telephony solution they did so baring in mind a complete communications infrastructure design, and bidders were asked to include video conferencing in their submissions as well as voice. Siemens Enterprise Communications' successful design and bid included integrating a world leading 3rd party multipoint video conferencing unit (MCU) in to the overall solution and South Yorkshire Police now have an up to date conferencing infrastructure embedded in to their communications platform.



Our partners



Polycom, is a global leader in telepresence, video, and voice solutions and a visionary in communications that empower people to connect and collaborate everywhere.

Using Polycom voice, video, and telepresence products and services, people connect and collaborate with one another from their desktops, meeting rooms, class rooms, and mobile settings rather than travelling to one place to solve problems. In today's economy, Polycom solutions offer a rapid ROI and help customers reduce costs, increase productivity and lower their carbon footprint.

TANDBERG

TANDBERG is a leading global provider of telepresence, high-definition video conferencing and mobile video products and services. TANDBERG designs, develops and markets systems and software for video, voice and data. With the broadest range of stylish endpoints and advanced infrastructure, TANDBERG offers a visual communications solution for everyone across the enterprise. Importantly, TANDBERG is driving standards-based interoperability to enable customers' full enterprise-wide and B2B visual communications. The company provides sales, support and value-added services in more than 90 countries worldwide.



LifeSize, a division of Logitech, is the first company to develop and deliver high definition video communications products. Founded in 2003 by industry veterans and named "Videoconferencing Company of the Year" in 2007 by Videoconferencing Insight. LifeSize's award winning solutions combine exceptional quality, user simplicity and administrator manageability to make video communications a productive, true-to-life experience. LifeSize is located in Austin, TX with regional offices throughout Europe and Asia Pacific, and a network of channel partners reaching more than 80 countries.

About Siemens Enterprise Communications

Siemens Enterprise Communications is a premier provider of end-to-end enterprise communications solutions that use open, standards-based architectures to unify communications and business applications for a seamless collaboration experience. This award-winning "Open Communications" approach enables organizations to improve productivity and reduce costs through easy-to-deploy solutions that work within existing IT environments, delivering operational efficiencies. It is the foundation for the company's OpenPath commitment that enables customers to mitigate risk and cost-effectively adopt unified communications. This promise is underwritten through our OpenScale service portfolio, which includes international, managed and outsource capability. Siemens Enterprise Communications is owned by a joint venture of The Gores Group and Siemens AG. The joint venture also encompasses Enterasys Networks, which provides network infrastructure and security systems, delivering a perfect basis for joint communications solutions.

For more information about Siemens Enterprise Communications or Enterasys, please visit www.siemens-enterprise.com or www.enterasys.com

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www.siemens-enterprise.com

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