

Polycom Solutions for Skype for Business

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Polycom

Lovin' The Cloud



Journey to the Cloud

- When Two Technology Bubbles Come Together as one
- A process ... An evolution.... A journey
- Polycom with you at every step



Choosing the right path for the journey

Integrate

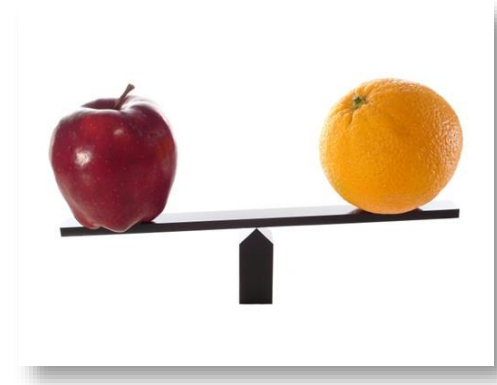
- ✓ I do not have standards based protocol needs or existing endpoints
- ✓ I want the highest quality native experience for my users

Interoperate

- ✓ I have existing standards based endpoints and I need to fully realize that investment
 - ✓ I need to connect with business partners/external parties using standards based protocols



It's Not Always one or the other.....

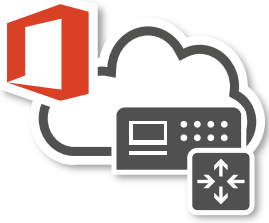


- Some might make go straight to SfB cloud for all communications
 - Retire standards based/legacy devices
 - Use Interop Service for B2B if/when needed
- Most customers more likely to require blended solution with migration over time
 - Sweat assets
 - End of Service contract considerations
 - Combination/hybrid deployments – particularly where voice is concerned
 - Established B2B needs
 - Bandwidth & Security considerations

Native Cloud Voice Solutions



Polycom Voice Solutions for Skype for Business



- Broadest portfolio
 - Includes conference phones and combined voice/video solutions
- Straight from the factory
- On-Premise, O365 and hybrid



VVX 601



VVX 501



VVX
400/411



VVX
301/311



VVX
201

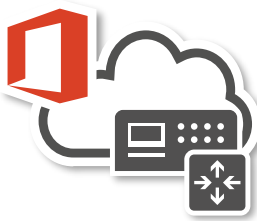


CX 5500

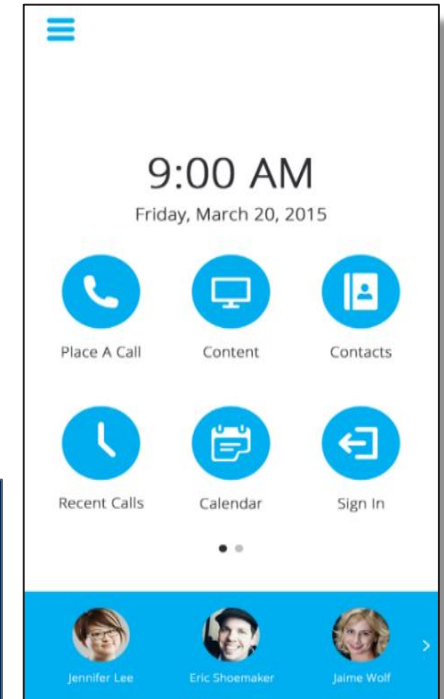
RealPresence Trio 8800



Polycom Voice Solutions for Skype for Business



- Just log in with O365 credentials
- Management and software updates directly from O365
- Consistent Skype for Business user interface
- Directory, presence, calendaring, click-to-join



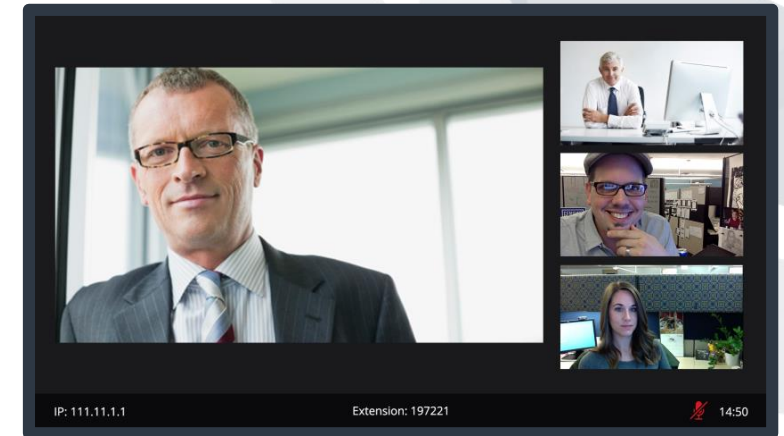
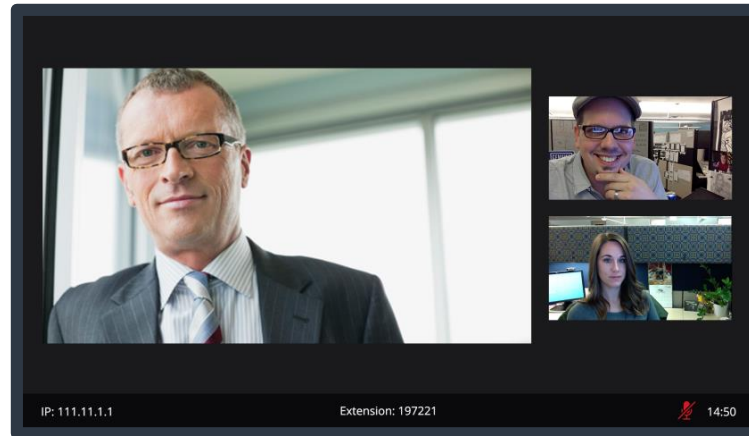
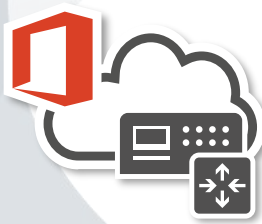
```
PS C:\> Get-CsIPPhonePolicy

Identity                : Global
UserDialTimeoutMS       : 5000
KeyboardLockMaxPinRetry : 5
PrioritizedCodecsList   : G722_8000; PCMU; PCMA; G729; G722_8000
EnablePowerSaveMode     : True
PowerSaveDuringOfficeHoursTimeoutMS : 900000
PowerSavePostOfficeHoursTimeoutMS : 300000
EnableOneTouchVoicemail : True
DateTimeFormat          : 24
EnableDeviceUpdate      : True
EnableExchangeCalendaring : True
EnableBetterTogetherOverEthernet : False
BetterTogetherOverEthernetPairingMode : Manual
LocalProvisioningServerUser : PlcmSpIp
LocalProvisioningServerPassword :
LocalProvisioningServerAddress :
LocalProvisioningServerType : FTP
```

Administration via the
CSIPPhonePolicy



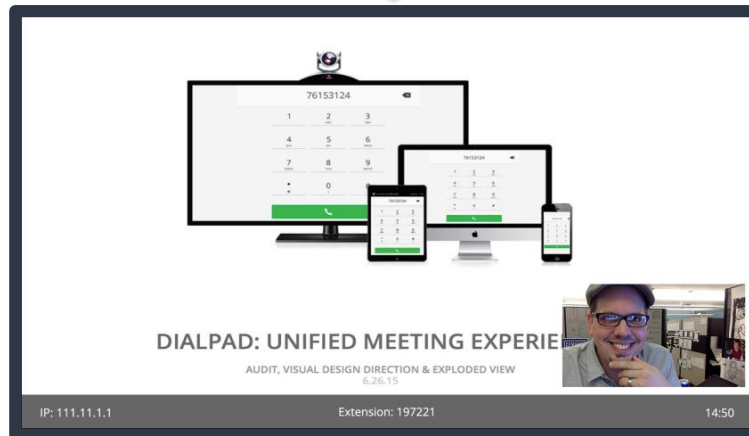
RealPresence Trio 8800 in SfB conference



- Gallery View with up to 4 far-end video streams
- Certified in O365 as audio-only device, supported by Polycom as audio-video device

↔ Add/remove participant

↔ Content on/off



Native Cloud Video Solutions

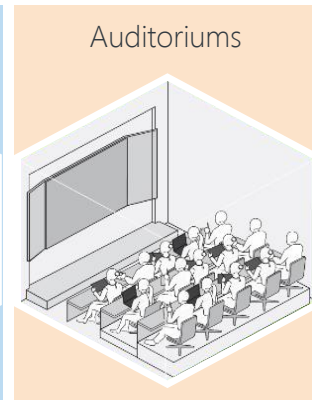
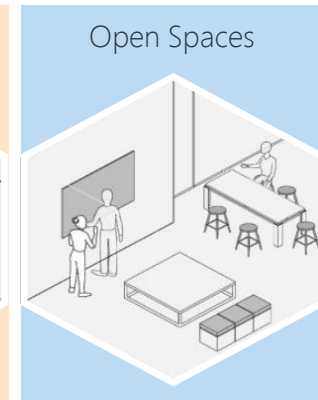
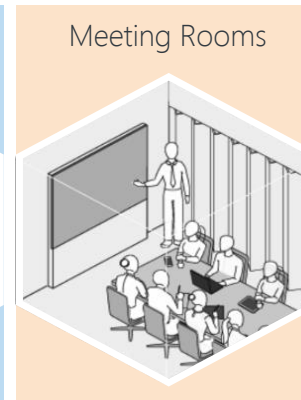
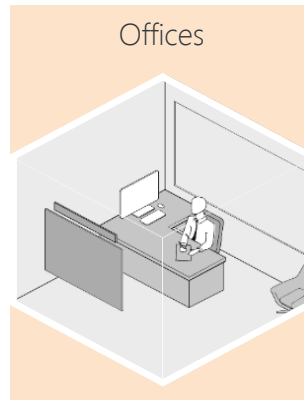


Next Generation Skype Video Solutions



- SfB has changed our thinking on video rooms
- More spaces enabled for collaboration, including video
- Easy to schedule
- Easy to use
- Flexible
- 'The Modern Workplace'

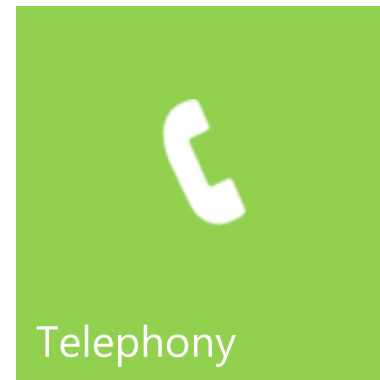
"Only 2.5% of meeting rooms worldwide are equipped for video meetings"



Polycom CX5100/CX5500

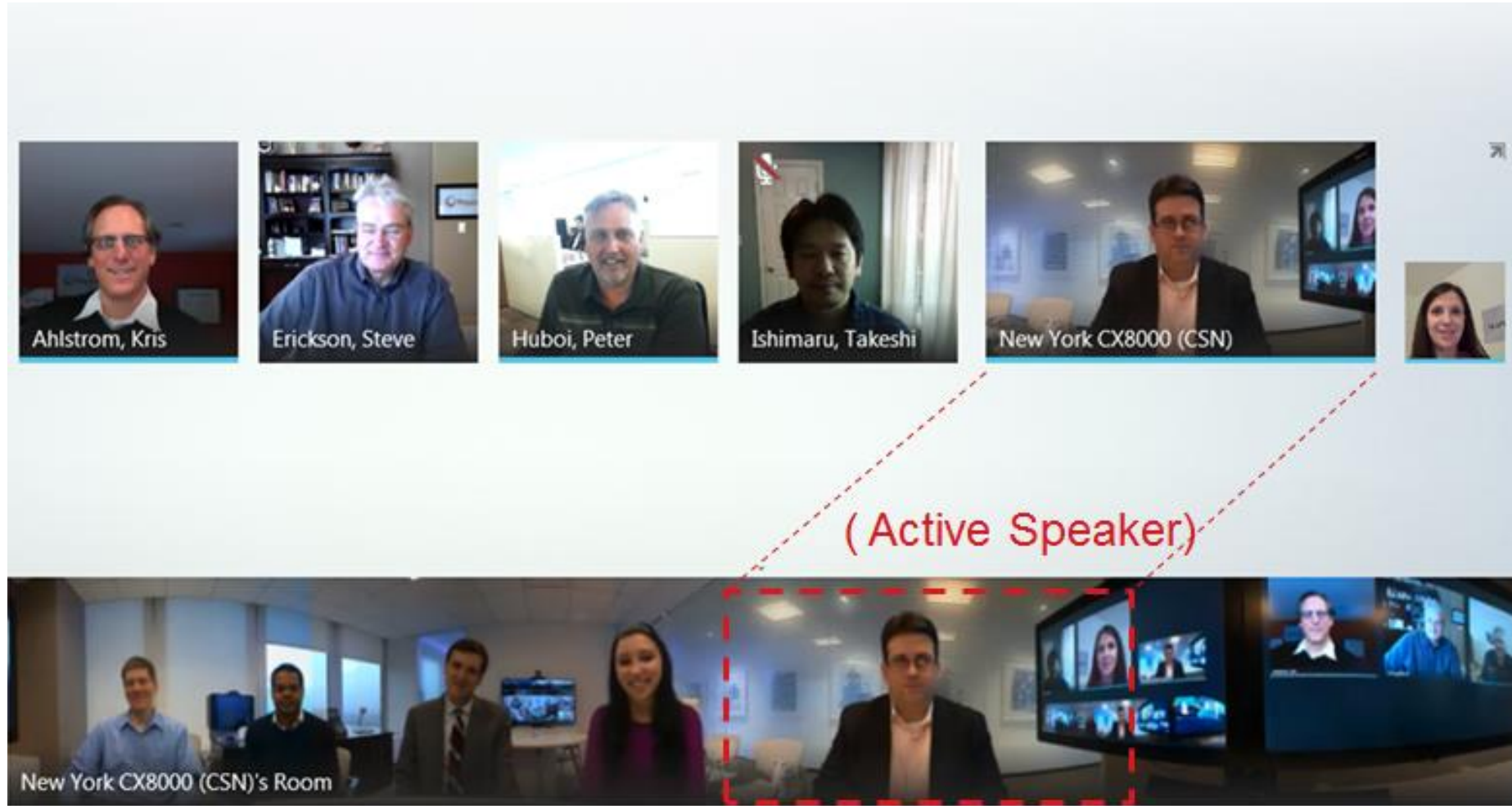


Polycom CX5500
(USB + VoIP)



Polycom CX5100
(USB only)

CX5100/CX5500 – panoramatic video



Cloud Video Solutions

- Skype Room System v2 (Rigel)
 - Standardised UI and PC Based Codec
 - Same UX across rooms and vendor systems
 - Surface based
 - Hub or Pro
 - Packaged solutions
 - Polycom, Crestron and Logitech
 - AV Peripherals to suite room application
 - Peripherals can be qualified separately for attachment to Surface
 - E.g. Trio, CX5100,
- 'Room Systems for Skype'
 - RealPresence Group Series with Skype Mode UI
 - RealPresence Trio audio and video conferencing



Polycom MSR Series



A center of room touch control lets you manage a Skype Meeting end to end ...

- with a familiar Skype for Business app, built for Windows 10
- that connects with displays and projectors, cameras and speakers
- to add an HD audio video experience to your meeting rooms



Surface Pro 4

Polycom MSR Dock

- HDMI x 3 (one input, two outputs)
 - Single Screen support initially
- USB x 4
- Gigabit Ethernet Port
- Motion sensor
- Power
- Kensington Lock

SRS v2 - Polycom MSR Series



Small/Huddle Rooms



Polycom MSR200

Mid-Size Rooms

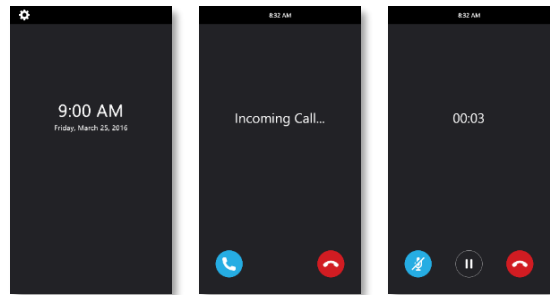


Polycom MSR300
Front of Room Camera



Polycom MSR400
Center of Table Camera

AV Enhancements for Surface Hub



Simplified Trio UI

RealPresence Trio as USB
Only Audio Peripheral



USB



CX5100 as USB Only
Audio & Video Peripheral

Room Systems for Skype



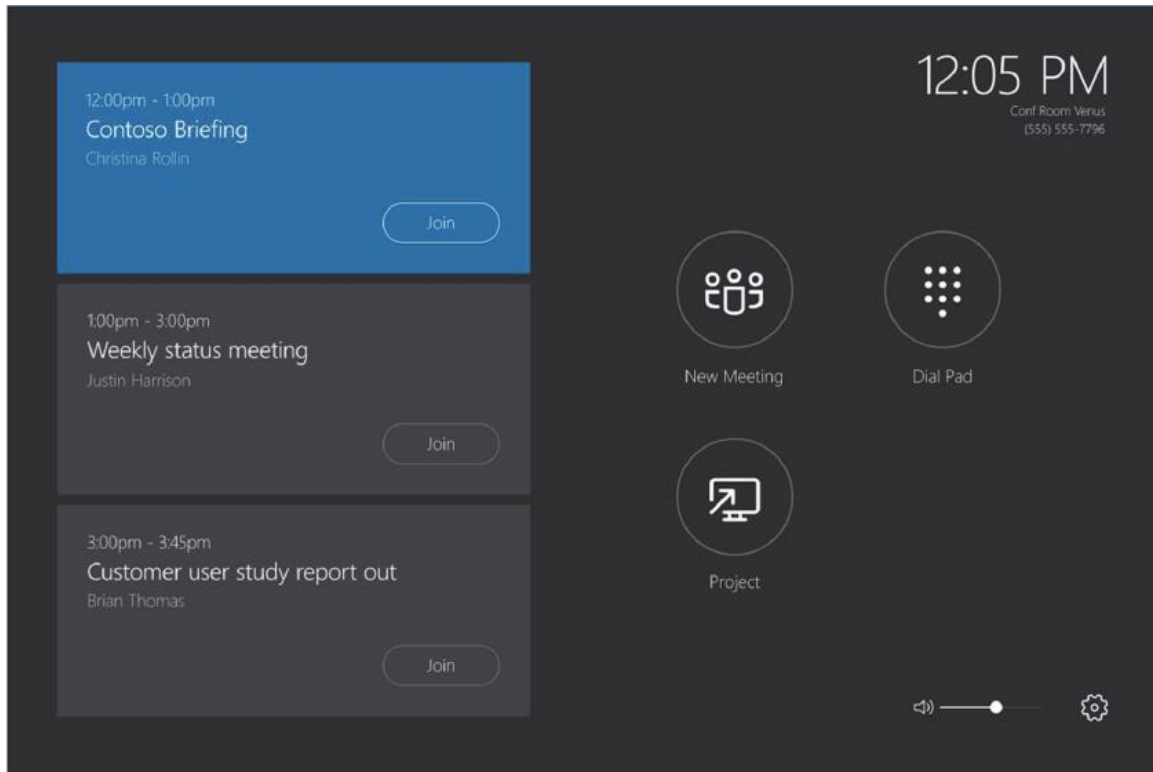
- UI design language similar to SRS v2
- Skype UI experience
 - RealPresence Touch panel based
 - Simplified Main Screen with calendar
 - No need for Remote Control
- Focus on 'Click to Join' Meetings
- Audio only calls and escalate to video
- Point-point video calls escalate to conference
- Content sharing
- AV innovations to remove technology barriers
 - Integrated audio
 - Noise cancelling technology
 - Advanced camera solutions
- Choice of packaged solutions



Room Systems for Skype

- Supported devices: RealPresence Group Series, Trio8800
 - Skype interop license mandatory
 - Support for SVC gallery view (5-way on RPG, 4-way on Trio), 1080p30 quality
 - Participation in Skype for Business-hosted multipoint conferences
- Content receive with RDP protocol (content sharing via SfB)
- Directory integration: global address book and presence status
- Click-to-join via Exchange calendar integration
- H.323 support for ,legacy' videoconferencing
- GroupSeries ***REQUIRES*** Polycom RP Touch, not yet certified for O365

SRS v2 & GroupSeries Skype UI



Polycom Room Systems for Skype



Polycom Camera Innovations



- Polycom EagleEye Director II – most advanced group and speaker tracking
- Polycom EagleEye Producer – group framing with voice tracking



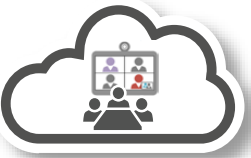
Polycom SRS v1 (CX8000)



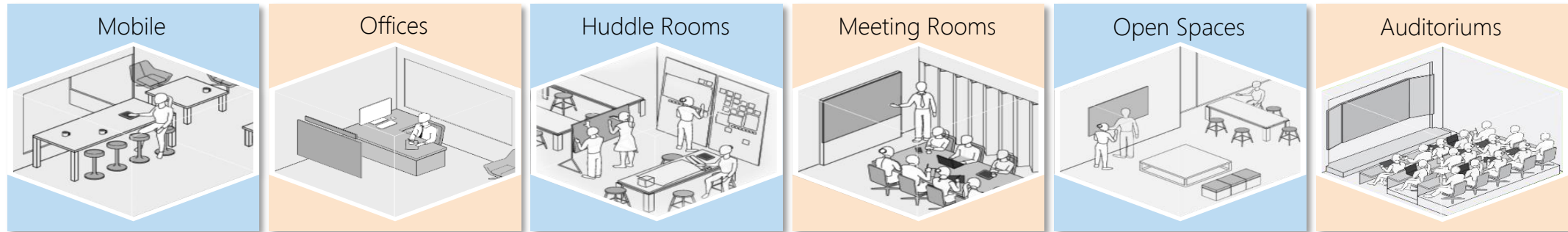
- New Broader peripheral support with PTZ cameras
 - EE IV with EEP
- New Support for touchless displays in front-of-room
- Continued support of single / dual screen configurations
- Upgrade to Windows 10



Polycom Solutions for Native Cloud Integration



- Familiar Skype UI across all devices
- Broad Choice for all meeting spaces and AV requirements



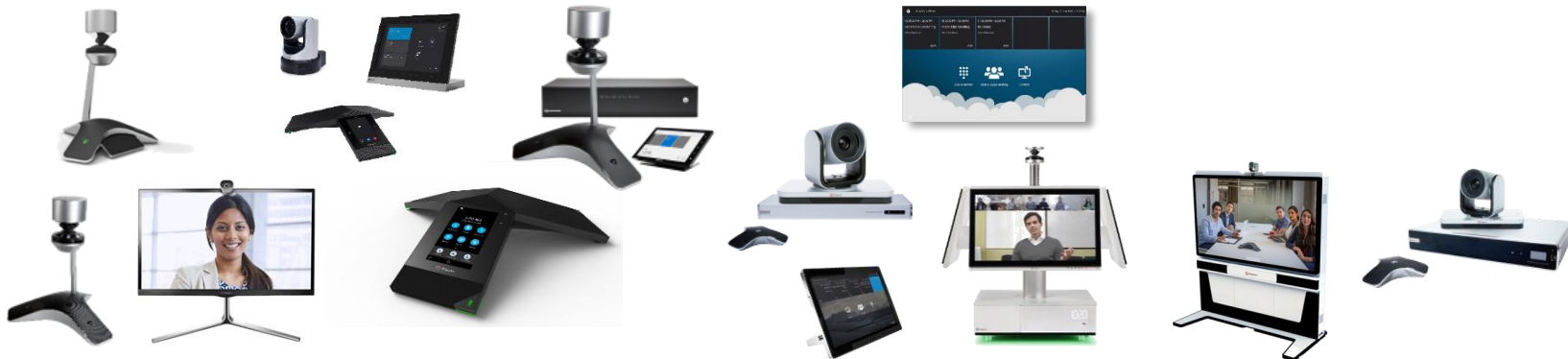
Cloud Integrated Video Proposition



- No standards based infrastructure needed
- Pure SfB, native experience
 - Consistent user interface
- Lots of endpoints choice for best AV experience
 - whatever the collaboration workspace



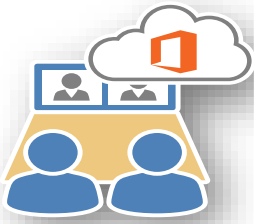
- Cost of swap-out
 - Sweating Assets
- User adoption/reaction to change
- Not an overnight solution
 - Even if 100% SfB is goal, transition time means interop often required



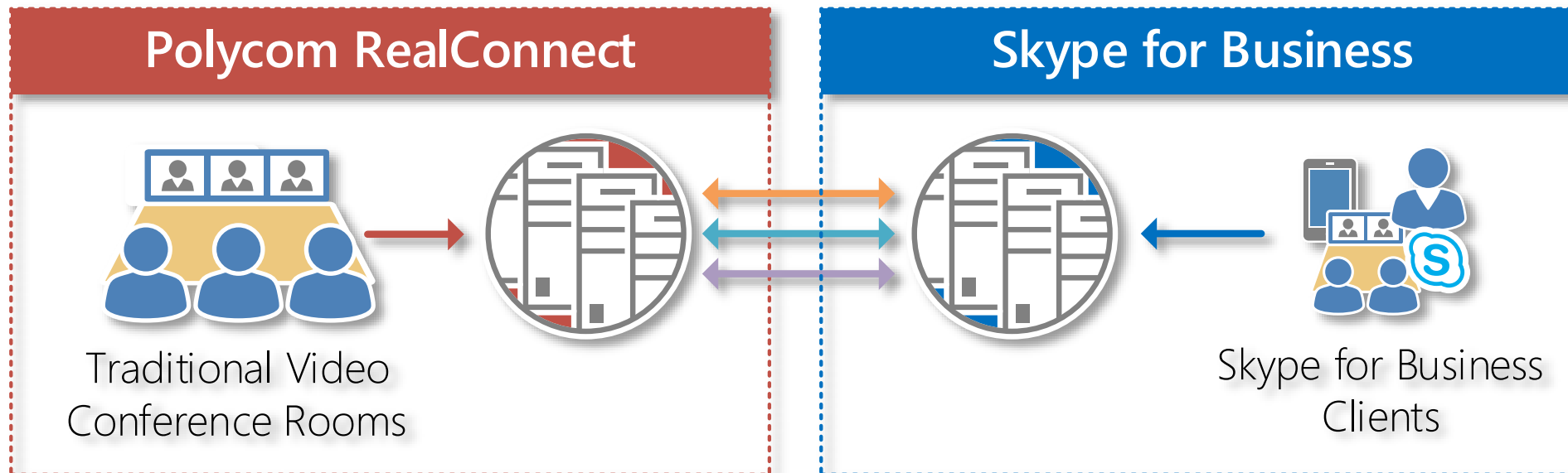
Cloud Video Interop Solution



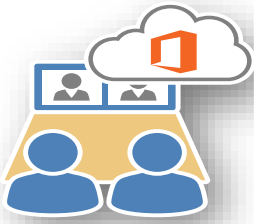
Polycom RealConnect for Office 365



The first video interoperability solution that seamlessly connects existing video endpoints into a Skype for Business call



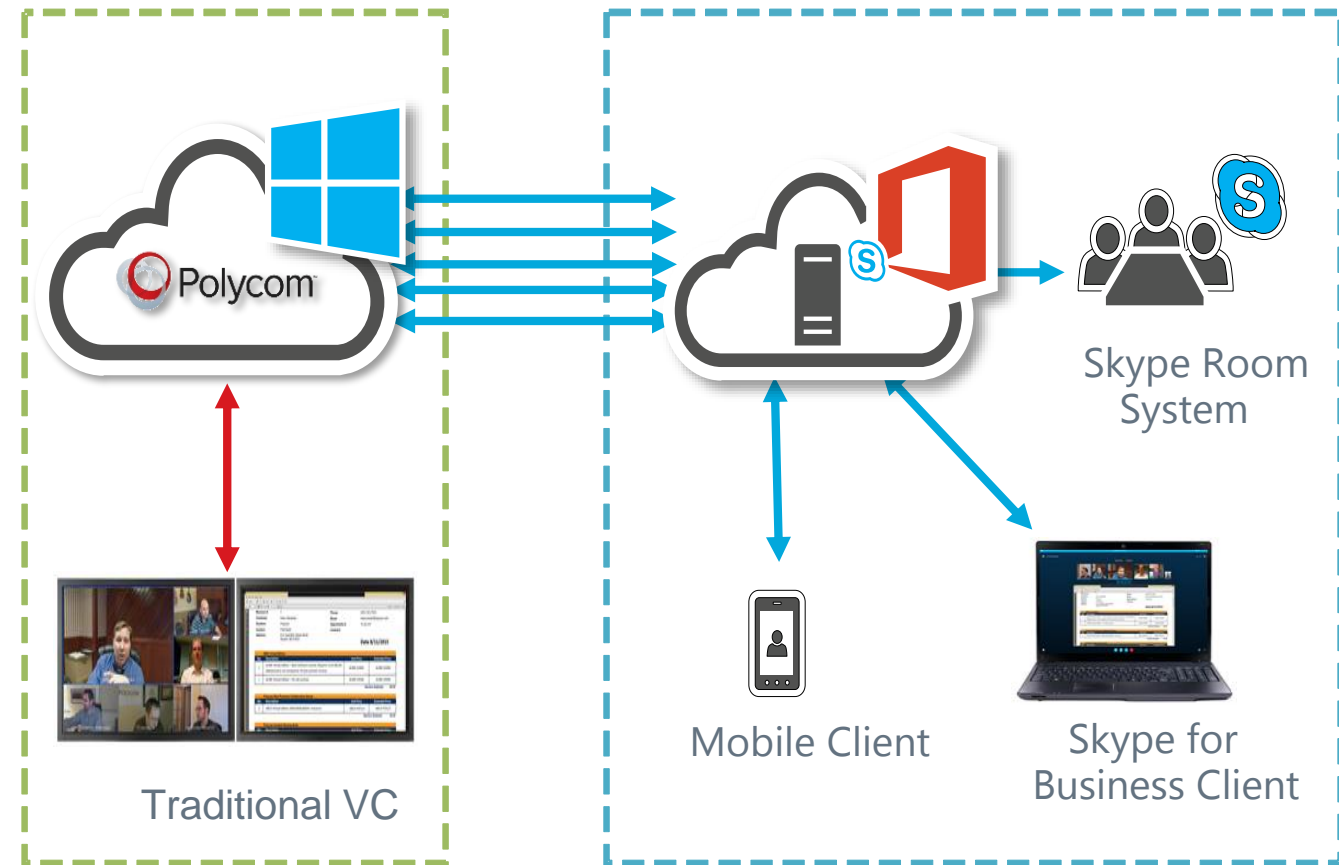
Polycom RealConnect for Office 365



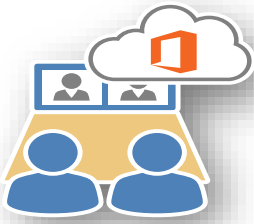
Enables non-native devices to join a Skype for Business meeting

Cloud service

- Offered by Polycom, world-wide
- Hosted in the Microsoft Cloud using Microsoft Azure
- Based on Polycom RealConnect solution
- Users can be enabled directly from within Office 365 portal



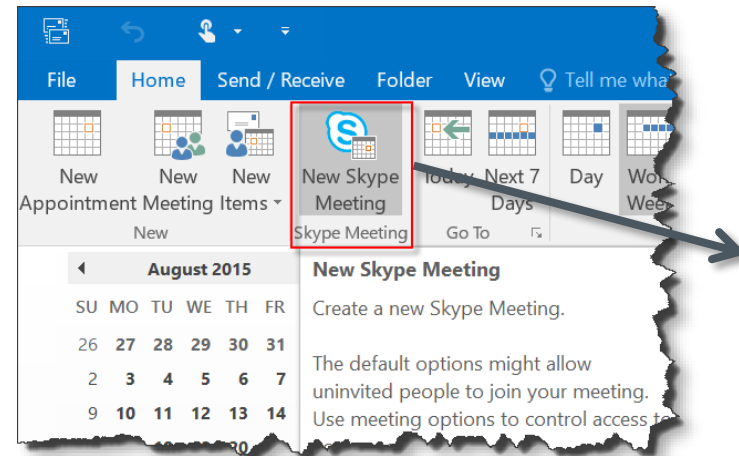
Polycom RealConnect for Office 365



- Supports wide range of devices
 - Non-native meeting devices can join a Skype Meeting
 - Extends the Polycom RealConnect interop technology
 - Supports Polycom, Cisco and other VTC devices
- Full Skype for Business experience
 - Retain user experience for both traditional and SfB users
 - Single meeting invitation from Outlook
 - Simple join URL experience
 - Supports bi-directional desktop and application sharing (VBSS & RDP)



Meeting Invite of Enabled User



RealConnect for Office 365 Meeting - Meeting

File Meeting Insert Format Text Review Tell me what you want to do

Appointment Scheduling Assistant Join Skype Meeting Meeting Notes Cancel Invitation Options Tags Office Add-ins

Actions Show Skype Meeting Meeting Notes Attendees Add-ins

You haven't sent this meeting invitation yet.

To...

Subject RealConnect for Office 365 Meeting

Location Skype Meeting Rooms...

Start time Fri 10/21/2016 11:00 AM ☐ All day event

End time Fri 10/21/2016 4:30 PM

Send

Join Skype Meeting

This is an online meeting for Skype for Business, the professional meetings and communications app formerly known as Lync.

Join by phone

+1 (425) 538-0006 (Redmond) English (United States)
+1 (866) 256-4036 (Redmond) English (United Kingdom)

[Find a local number](#)

Conference ID: 1579839
[Forgot your dial-in PIN?](#) | [Help](#)

All participants using the Join by Phone option must dial the full number.

Join with a video conferencing device

sip:813878896@plcm.vc | VTC Conference ID: 011792433
[Alternate VTC dialing instructions](#)

Welcome to Skype for Business Online Meetings.

- New Skype Meeting Invite Add-In rolled out by MS.
- Easier to find VTC Dial-In details

Polycom RealConnect Service for Office 365

Dialing instructions

Polycom Endpoints

| Protocol | Dial String | Numeric Dial String |
|----------|------------------------------|------------------------------------|
| SIP | sip:111111.019576205@plcm.vc | sip:111111.019576205@13.84.155.155 |
| H323 | plcm.vc##111111#019576205 | 13.84.155.155##111111#019576205 |

Cisco Endpoints

| Protocol | Dial String | Numeric Dial String |
|----------|------------------------------|------------------------------------|
| SIP | sip:111111.019576205@plcm.vc | sip:111111.019576205@13.84.155.155 |
| H323 | 111111*019576205@plcm.vc | 111111*019576205@13.84.155.155 |

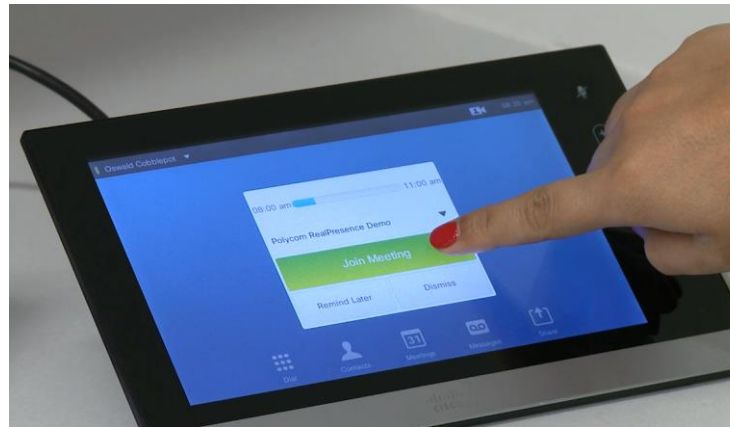
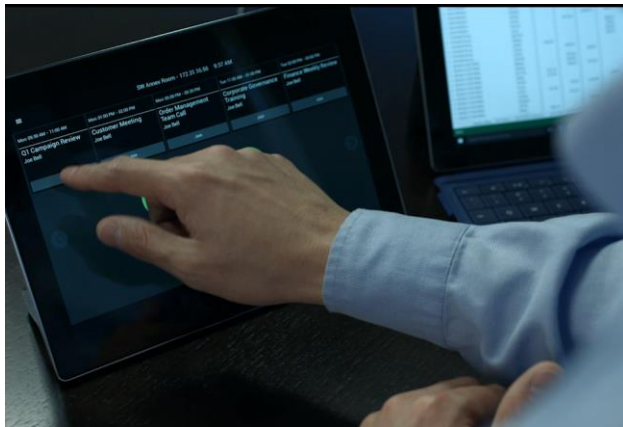
LifeSize Endpoints

| Protocol | Dial String | Numeric Dial String |
|----------|------------------------------|------------------------------------|
| SIP | sip:111111.019576205@plcm.vc | sip:111111.019576205@13.84.155.155 |
| H323 | plcm.vc##111111#019576205 | 13.84.155.155##111111#019576205 |

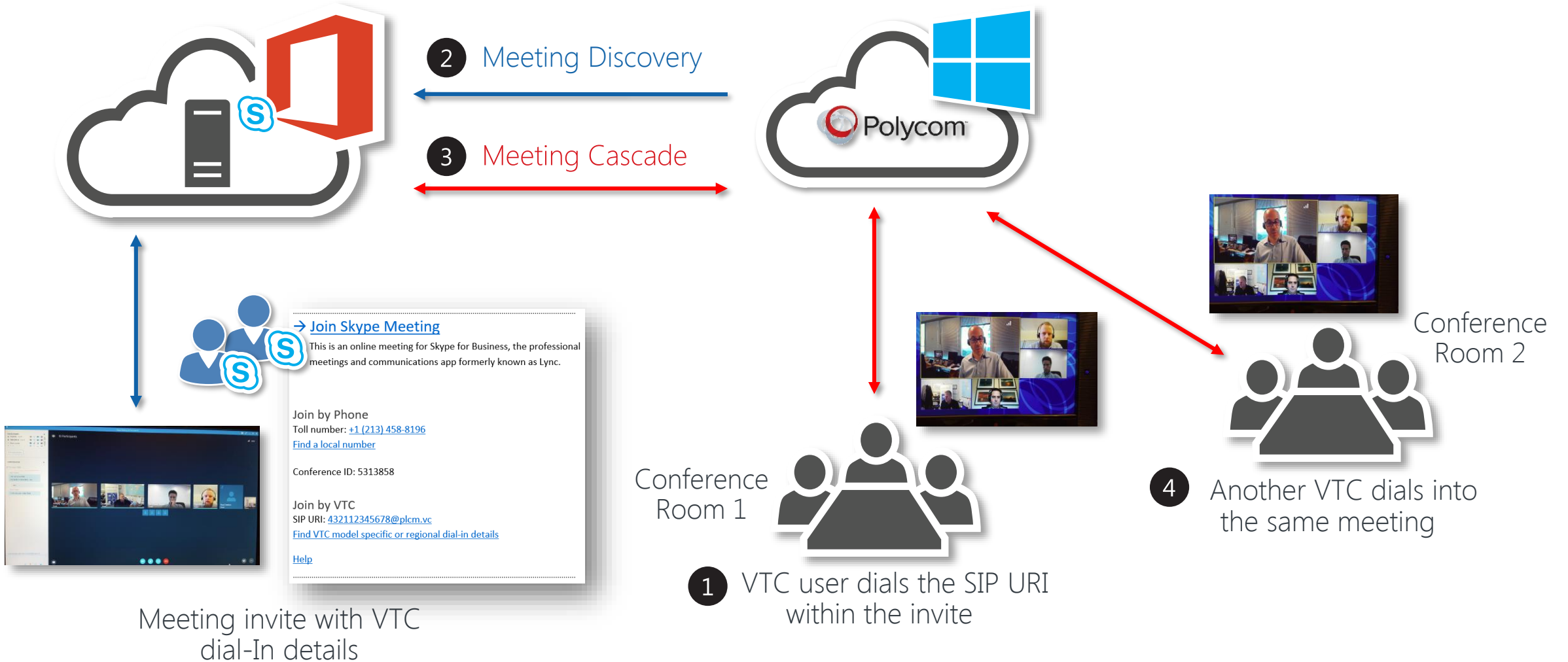
One Touch Dial Experience



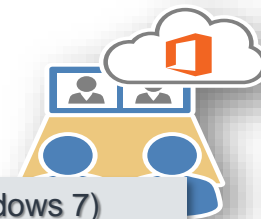
- Same “one click to join” experience made available to video endpoints
- Enabled with the One Touch Dial App in the Azure cloud
- Supports Polycom endpoints with Exchange Calendar support and Cisco endpoints with TMS calendaring support



Overall Meeting Join Flow



Cloud Video Experience



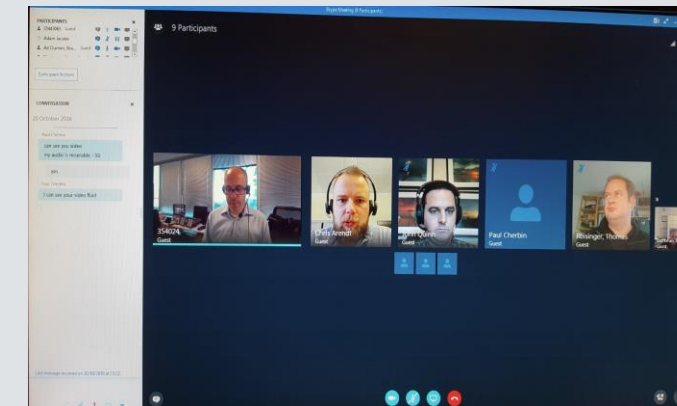
Video Layout

- Skype for Business MCU manages standard limit of 5 active video tiles displaying any combination of SfB or VTC participants.

View on VTC (HDX)



View on SfB Client (Windows 7)



Single Codec VTC & SfB Clients in Conference

View in ITP Room (RP-IS)



View on VTC (HDX)

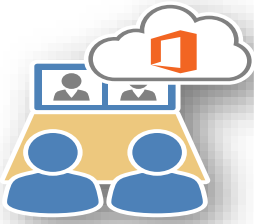


View on SfB Client (Windows 7)



Single Codec VTC, ITP & SfB Clients in Conference

RealConnect for Office 365 - availability



- Ready for sale in US and Canada
- Free trial available in US/Canada
 - Initiated through seller or partner
 - 30 days; 5 users
 - Automated free trial late May
- Global availability
 - EMEA – Q2
 - APAC – Q3



Enrol in the Polycom Cloud Service



<https://webapp.plcm.vc/>

Polycom RealConnect for Office 365

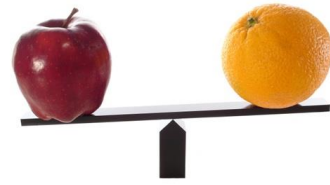


Welcome!

To enroll in the Polycom® RealConnect Cloud Service, you must first log in to Microsoft Office 365 as a global administrator and authorize this app.

After you've logged in, you will be automatically redirected back here and prompted for further information to continue the enrollment process. Note that only US and Canada-based tenants are currently supported.

Which solution is right for me?





The Answer is (probably) direct registration

- Polycom MSR Series
 - Native SRS endpoints
 - Homogenous environment
 - Highest level of SfB integration
 - No need for traditional videoconferencing interop
- Polycom GroupSeries and Trio 8800
 - Direct SfB registration
 - Interop with traditional videoconferencing systems
 - High level of available features (calendaring, presence, click-to-join)
 - Advanced AV integration
 - Advanced cameras

The Answer is (probably) RC for O365 if....



- Customer has a cloud first strategy and is resitant to deploy lots of on-prem infrastructure.
- Skype for Business deployed exclusively online
- Exchange deployed exclusively online
- Customer requires traditional video interop for existing video investments or B2B scenarios
- Customer's primary workflow for meetings revolve around Skype for Business.
- Customer wants to manage everything via the Office 365 Admin Portal.



The Answer is (probably) on-prem if.....

- Customer already owns existing Polycom infrastructure
- Skype for Business deployed on-prem or in a hybrid configuration
- Customer requires traditional video interop for existing video investments or B2B scenarios
- Customer needs traditional video workflows on top of RealConnect (e.g. VMR)
- Customer has extensive ITP and wants to retain full immersive experience in RC conferences
- Customer requires End to End QoS

How will I deploy it?

- How do I successfully migrate from my traditional PBX to Office 365 for my telephony services?
- Who can I engage to do a proof of concept (PoC) for PSTN Conferencing or Cloud PBX?
- How do I tell if my network is ready for Skype for Business Online – voice and / or video traffic?
- How do I migrate 100s (or 1000s) of voice endpoints deployed across global sites to Cloud PBX?
- How do I transition my standards-based video endpoints to join a Skype for Business Online meeting?



Polycom is also Microsoft Solutions Integrator Partner...



Gold Communications
Gold Cloud Productivity

- Help Customers be successful migrating to SfB Solutions Powered by Polycom Voice & Video Endpoints and RealConnect Workflows
 - Drive the Native Microsoft User Experience for Schedule, Join, and Participate activities
 - Drive the RealConnect Experience for 3rd Party and legacy VTCs
- Help partners deliver value-added service to customers
- Microsoft SI Partner using Skype Operations Framework (SOF)
- Polycom Professional & Support Services Include
 - Onboarding Workshops, O365 Portal Readiness, Solution Design, etc.

