CISCO

Evolve your business with Cisco Collaboration

Market position

A Leader in Gartner's Magic Quadrants

Unified Communications

Gartner, Magic Quadrant for Unified Communications, Bern Elliot, Steve Blood, August 4, 2015 (More here)

Corporate Telephony

Gartner, Magic Quadrant for Corporate Telephony, Sorell Slaymaker, Steve Blood, October 21, 2014 (More here)

Contact Center

Gartner, Magic Quadrant for Contact Center Infrastructure, Drew Kraus, Steve Blood, Sorell Slaymaker, May 15, 2015 (More here)

Gartner.

A Leader in Gartner's Magic Quadrants

Group Video Systems

Web Conferencing

Gartner, Magic Quadrant for Web Group Video Systems, Robert F. Mason, Tom Eagle July 15, 2015 More [here](#)

Gartner, Magic Quadrant for Web Conferencing, Adam Preset, Whit Andrews, December 9, 2014 More [here](#)

Gartner.

Why Collaboration and Video?

Business benefits

Business Benefits of Collaboration and Video services

Improve team collaboration
Improve Project Management
Faster problem resolution
Increase Executive Reach
Increase Corporate Alignment

Locate and access remote experts
Increase Customer Satisfaction
Create new B2C interaction models

Collaborate with external organizations
Enhance Business relationship with partners/suppliers

Achieving Business Outcomes

Cost Control • Employee Engagement • Customer Satisfaction • Productivity • Innovation & Growth

Cisco collaboration solutions span every individual and every team

Cisco's
solution and strategy

Cisco Collaboration
End to end solution – tested, interoperable, feature rich

A look on the solutions components

On Premises
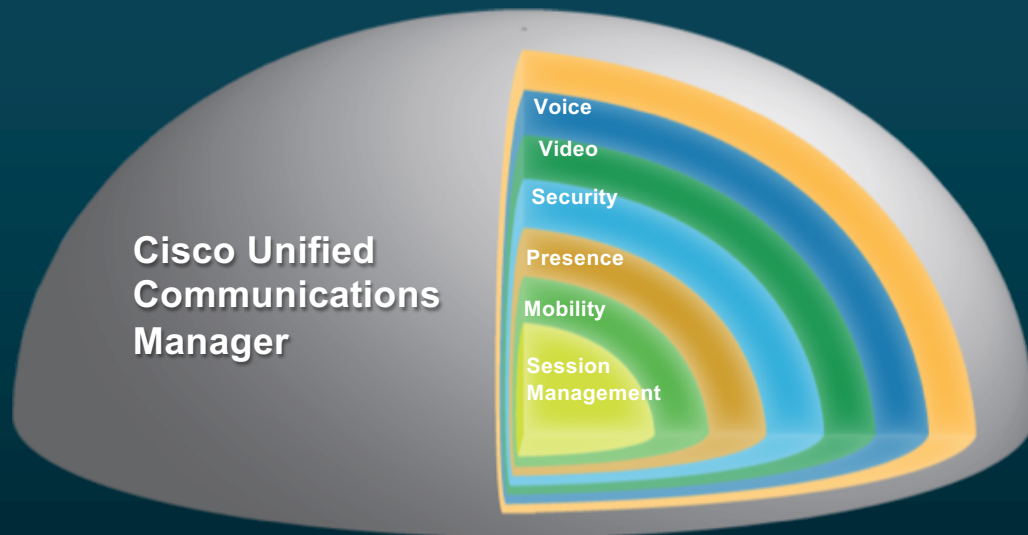
Cisco Unified Communications Manager

Core component of Cisco Collaboration solution

- **Industry-leading, feature-rich IPPBX**
- **Integrated IM & Presence services**
- **Video services**
- **Customer care/call center services**
- **Broad choice for hw endpoints and softclients**

Cisco Unified Communications Manager

Voice

Video

Security

Presence

Mobility

Session Management

Packaged Collaboration Solutions
Now Serving Companies of Every Size

Common
Collaboration Software | Licensing Framework | Management tools | Seamless Migration

On-Premise Family Model Options
Basic IPT to Full Collaboration

Cisco Business Edition 6000 Family

Cisco Business Edition 7000 Family

Small-scale
BE6000S

150 Users
300 Devices
Core UC Apps Only

Ideal for small-scale
Voice/IPT
Point to point video

Medium-scale
BE6000M

1000 Users
1200 Devices
4+1 Apps

Ideal for medium-scale
Voice/IPT
Contact Center
3rd-Party Apps

Medium-scale
BE6000H

1000 Users
2500 Devices
8+1 Apps

Ideal for medium-scale
Voice/IPT
Conferencing
Contact Center
3rd-Party Apps

Large-scale
BE7000M

1000+ Users
3000+ Devices
4-6 Apps

Ideal for large-scale
Voice/IPT
Contact Center
3rd Party Apps

Large-scale
BE7000H

1000+ Users
3000+ Devices
8-10 Apps

Ideal for large-scale
Voice/IPT
Conferencing
Contact Center
3rd-Party Apps

0-75 75-150 150-225 225-300 300-800 1000-2500 3000-5000+

Suggested Customer Size ("sweet spot")

Cisco Business Edition 6000
Collaboration in a virtual environment

A large choice of communications applications supported co-resident.

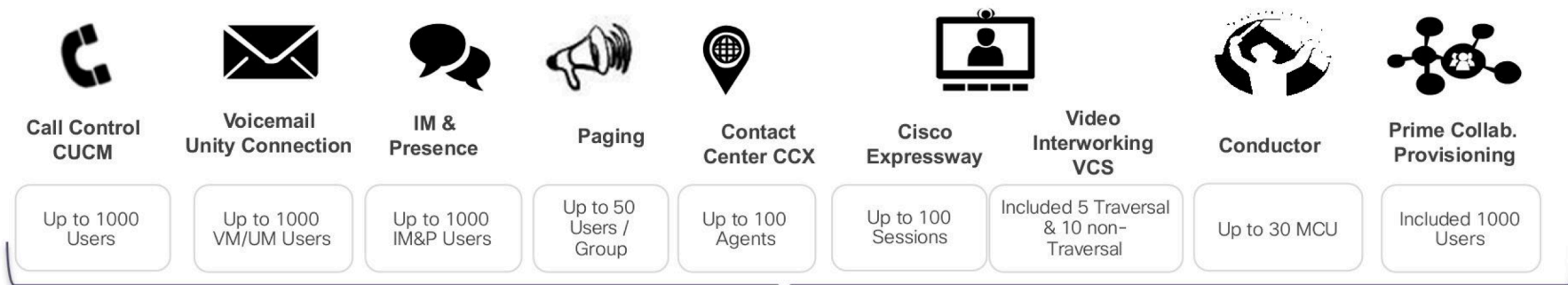| Call Control CUCM	Voicemail Unity Connection	IM & Presence	Paging	Contact Center CCX	Cisco Expressway	Video Interworking VCS	Conductor	Prime Collab. Provisioning
Up to 1000 Users	Up to 1000 VM/UM Users	Up to 1000 IM&P Users	Up to 50 Users / Group	Up to 100 Agents	Up to 100 Sessions	Included 5 Traversal & 10 non-Traversal	Up to 30 MCU	Included 1000 Users

Cisco UCS C Series C220M3 server
Medium Density:
4 UC applications + 1 Management application (1000 users / 1200 devices)
High Density:
8 UC applications + 1 Management application (1000 users / 2500 devices)
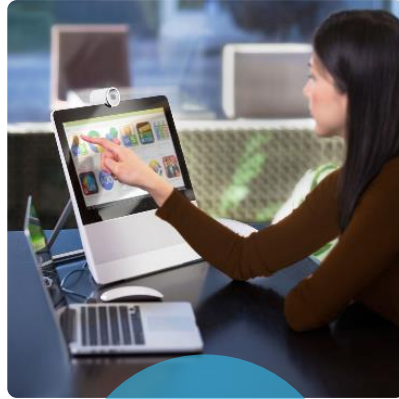
vmware

VM1 VM2 VM3 VM4 VM5

Virtualization Hypervisor
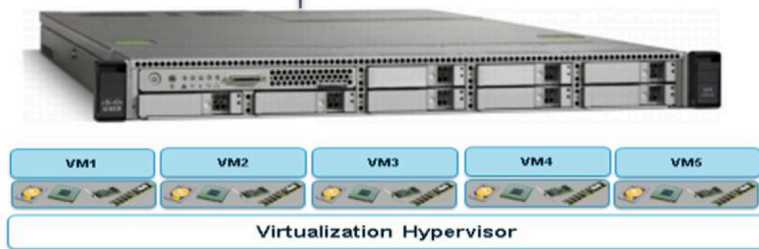
Endpoints

Our mission is to provide a no-compromise collaboration experience to:

Every Room

Every Desk

Every Pocket

Every App

Cisco Collaboration Endpoint Portfolio
Choose How You Wish to Collaborate

Collaboration Rooms

Telepresence Integration Solutions

Quick Set SX10 and SX20

MX300 and MX200 G2

MX800 and MX700

Spark Board 55 and 70*

IX5000 Series

Codec SX80
For custom and industry applications

Collaboration Desk Endpoints

Soft Clients

8800 Series

DX Series

Jabber

WebEx

Cisco Spark

Voice Endpoints

IP Phones

IP Wireless Phone and Jabber Soft Client

IP Conferencing
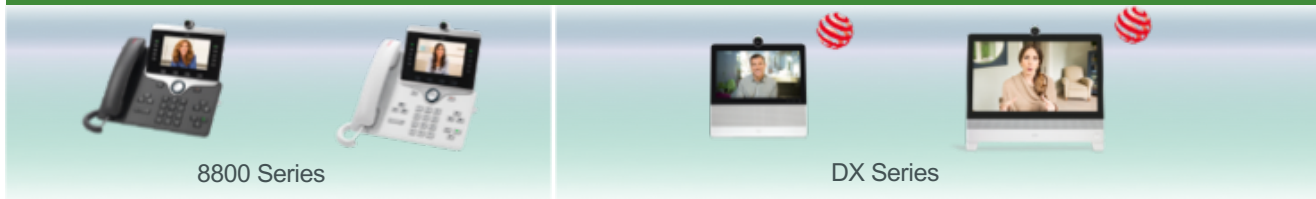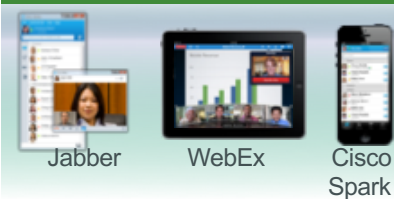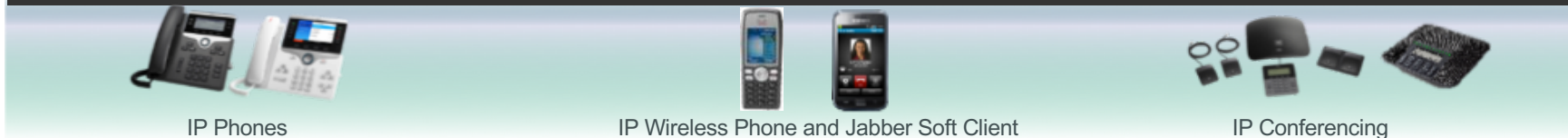
Every Desk

DX80

DX70

8800

7800

Every Pocket

Cisco Jabber – a personal client for multiple services

Windows/MAC/iPad/iPhone/Android

Voice and Video

Softphone or IPPhone Control

Presence Instant Messaging

Desktop sharing

Exchange/Outlook/AD/Webex integration

Every Room

IX5000
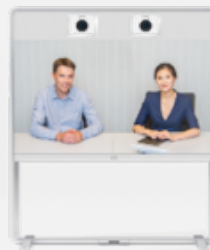
MX800

MX700

MX300 G2

MX200 G2

SX10

SX20

SX80

reddot design award

CISCO

Transformative Experiences for Every Space

Cisco Collaboration solution – IPTel, IM/Presence, B2B Video

Call Control   **IM/Presence**
Unified Messaging   **Contact Center**
Video point-to-point

Secure B2B

companyA

companyB

Internet

companyC

customer

Core Call Control
& Endpoint Registration

- **Communicate with partners/customers in secure way**
- **Interoperability with H323 and SIP standards**
- **SIP URI dialing, H.264 AVC codec, BFCP**
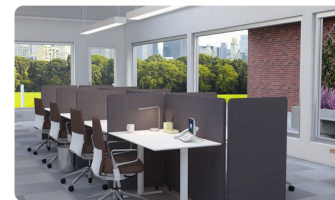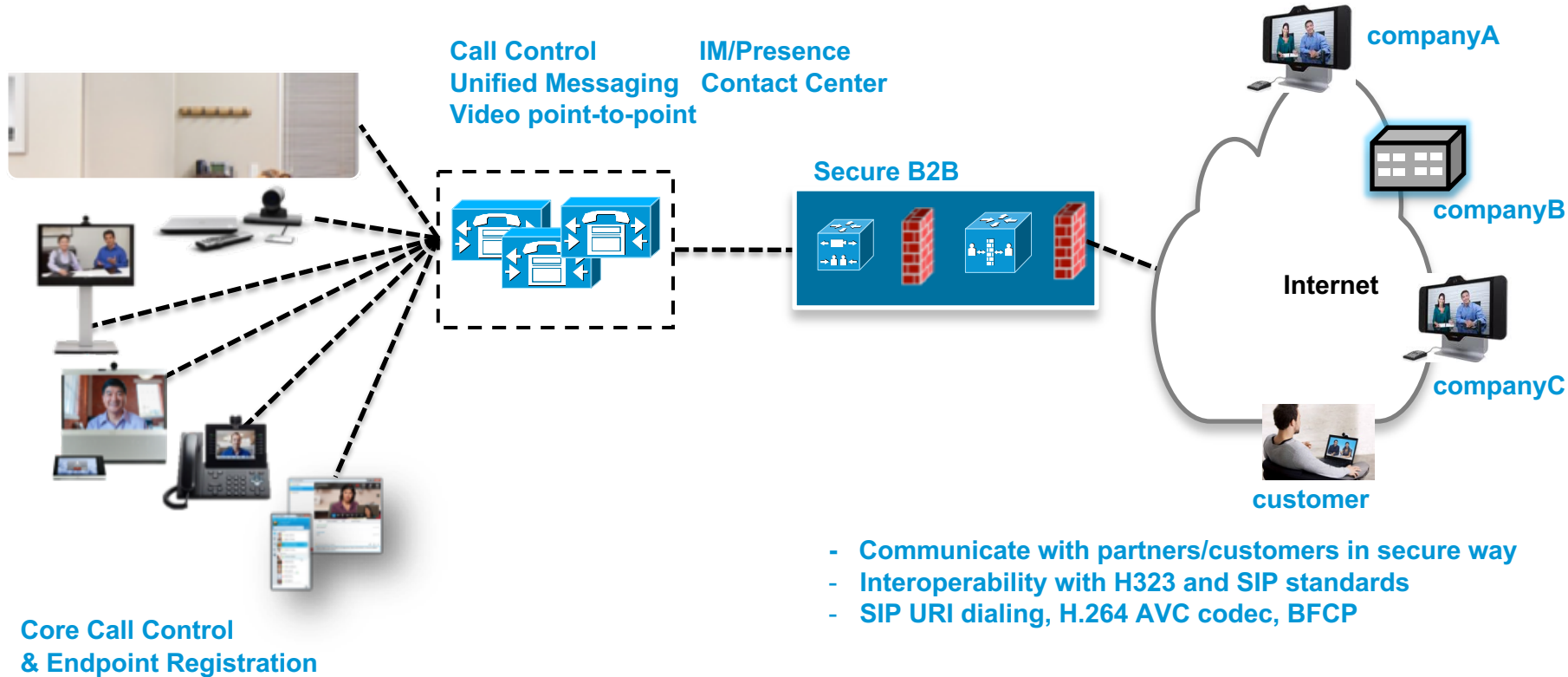
Video/Audio/Web Conferencing services

Conferencing
On Premises

Cisco Collaboration solution – IPTel, IM/Presence, B2B Video
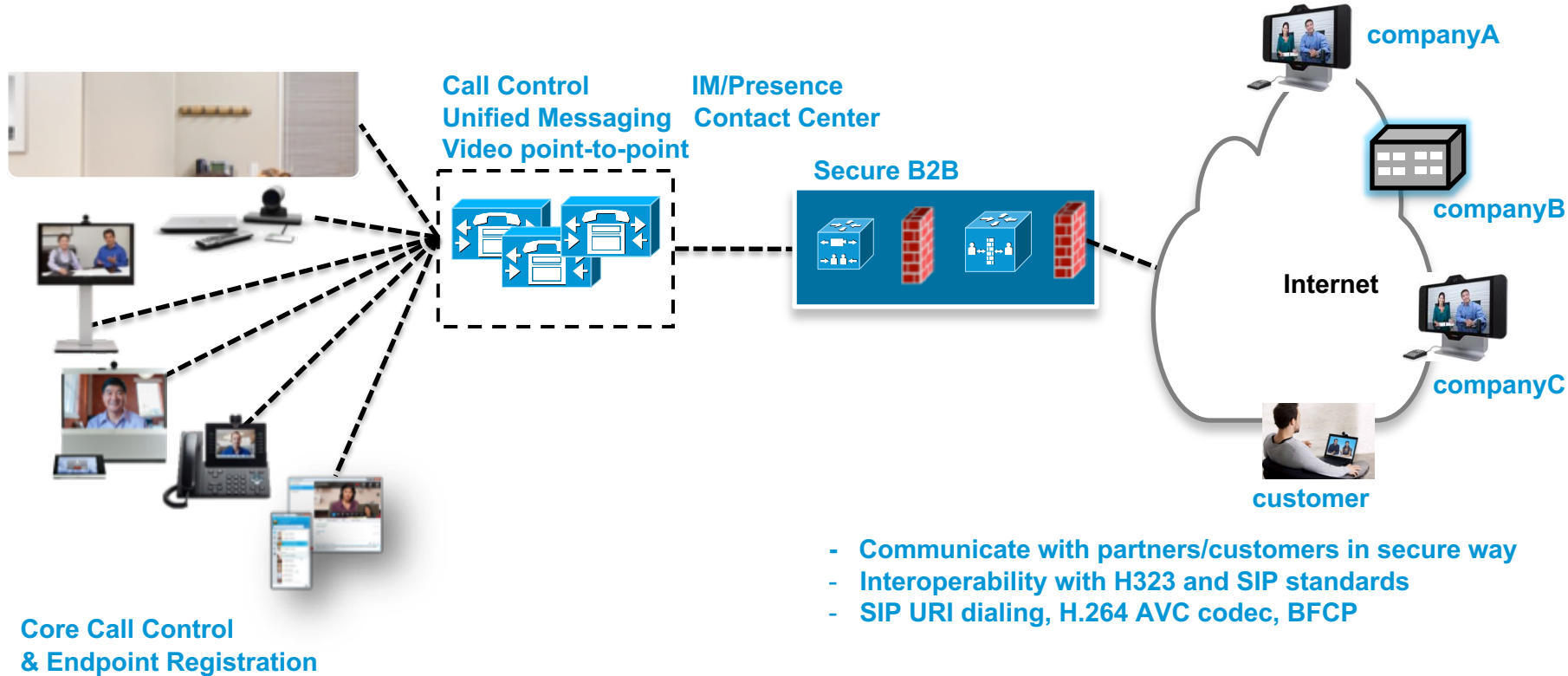
companyA

Call Control
Unified Messaging
Video point-to-point

IM/Presence
Contact Center

Secure B2B

companyB

Internet

companyC

customer

Core Call Control
& Endpoint Registration

- **Communicate with partners/customers in secure way**
- **Interoperability with H323 and SIP standards**
- **SIP URI dialing, H.264 AVC codec, BFCP**

Cisco Collaboration solution – add Video conferencing

Call Control
Unified Messaging
Video point-to-point

IM/Presence
Contact Center

Secure B2B and B2C

companyA

companyB

Internet

companyC

WebRTC browser

Video/Audio/Web Conferencing

Core Call Control & Endpoint Registration

- **Communicate with partners/customers in secure way**
- **Interoperability with H323 and SIP standards**
- **SIP URI dialing, H.264 AVC codec, BFCP**
- **Browser-based WebRTC participants**
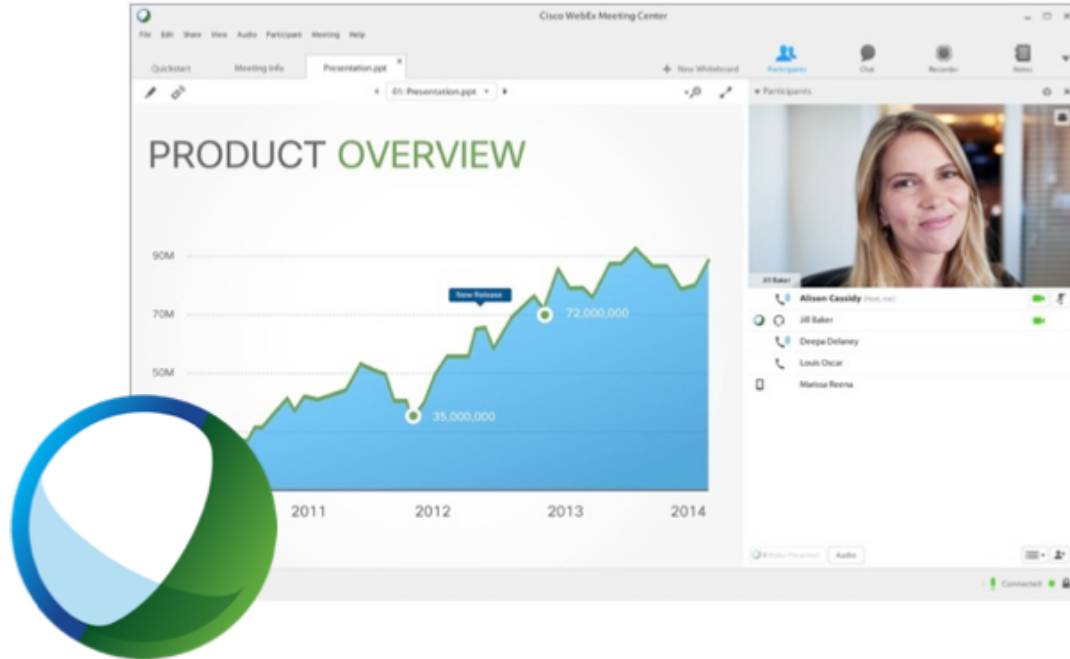- **S4B O365/Lync interop**

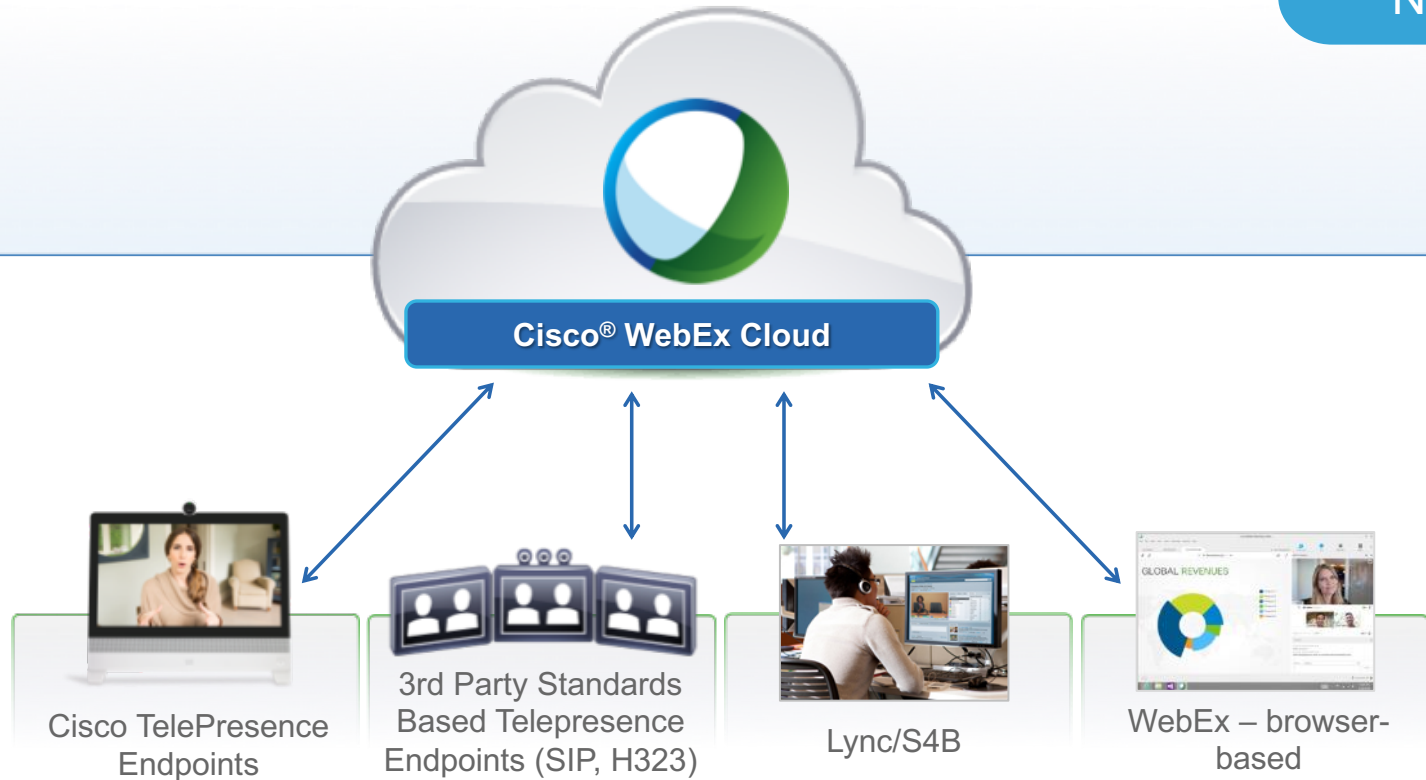# Conferencing
on cloud

New

Webex cloud solution

- Cloud-based
- Subscription based

- Easy to start
- Pay as you grow

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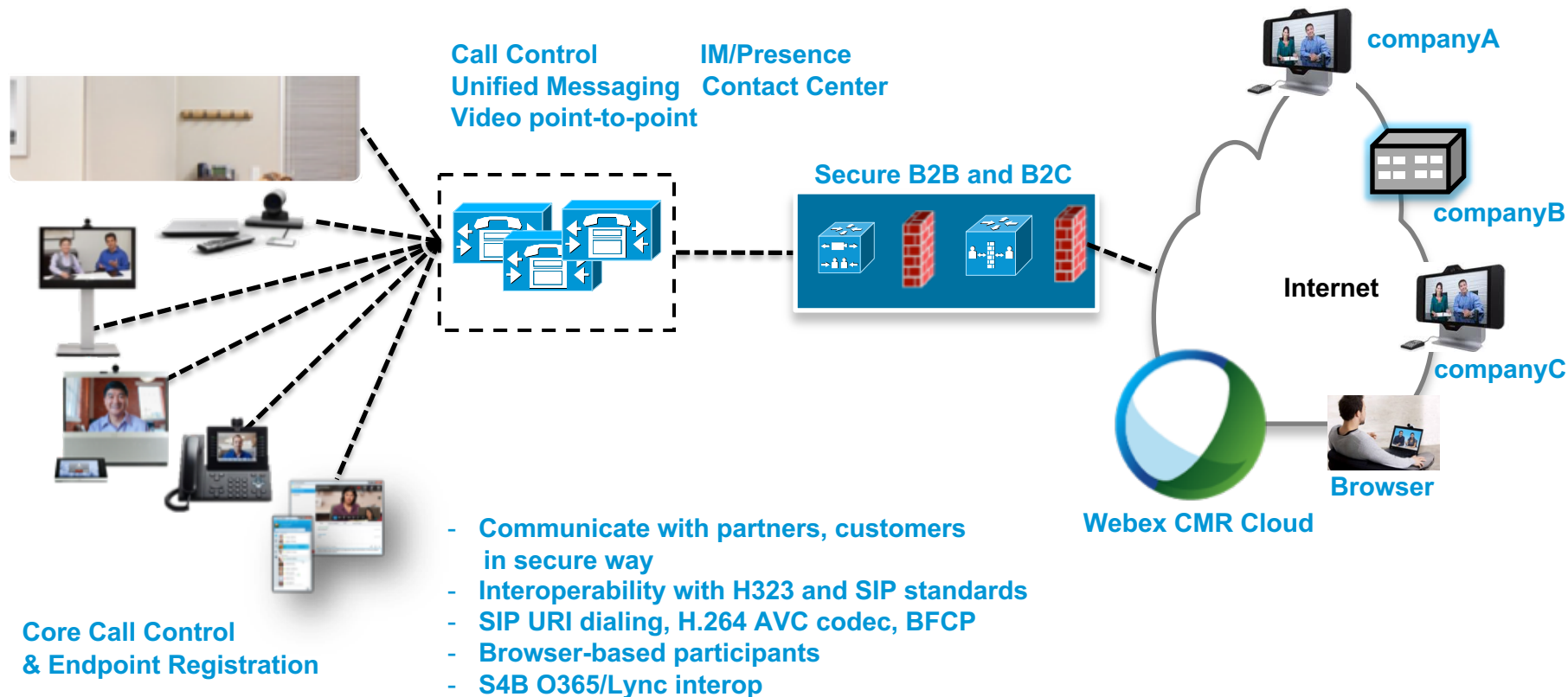# Webex now supports Video participants (SIP/H323 and S4B)

New

Cisco® WebEx Cloud

Cisco TelePresence Endpoints

3rd Party Standards Based Telepresence Endpoints (SIP, H323)

Lync/S4B

WebEx – browser-based

Cisco UC on Premises and Webex CMR cloud

Call Control   **IM/Presence**
Unified Messaging   **Contact Center**
Video point-to-point

Secure B2B and B2C

companyA

companyB

Internet

companyC

Browser

Webex CMR Cloud

Core Call Control
& Endpoint Registration

- **Communicate with partners, customers in secure way**
- **Interoperability with H323 and SIP standards**
- **SIP URI dialing, H.264 AVC codec, BFCP**
- **Browser-based participants**
- **S4B O365/Lync interop**

My personal Meeting Room on the Webex cloud

Join from Video system or Lync/S4B
Join from browser
Join from audio PSTN

ALWAYS ON VIRTUAL ROOM – SIMPLE TO USE

VIDEO and AUDIO participants

PIN PROTECTION

Internal and external participants

Standards-based SIP and H323 Video endpoints
S4B O365 and Lync participants
Browser participants

Single IPPBX and Collab solution for multiple sites

Regional Office

Headquarters

PSTN SIP trunk

Internet

IP WAN

Branch Office