



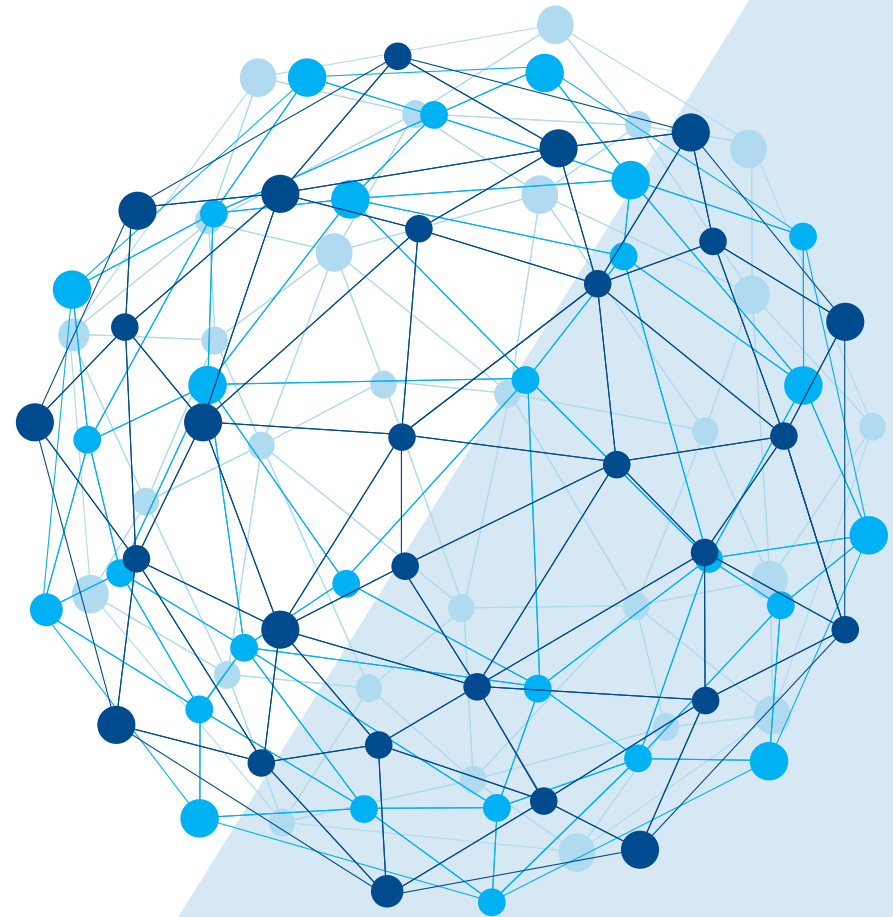
# TAKE YOUR MICROSOFT TEAMS ROOMS INVESTMENTS TO THE NEXT LEVEL

*Products Certified to Work Together Deliver Better Teams Video Meetings*

FROST & SULLIVAN VISUAL WHITE PAPER

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## VALUE AND ROBUST FUNCTIONALITY PROPEL MICROSOFT TEAMS TO THE TOP OF THE MARKET

Compelling pricing, packaging, functionality and ease of use have propelled Microsoft Teams to become the technology of choice for end user organizations of all types.

Adoption continues to rise as a larger than ever population of distributed users and teams need to stay connected.

- **Microsoft Teams is now the go-to business collaboration solution set** as organizations endeavor to drive operational efficiencies and employee productivity.
- Take the next step—**enable access to the full Teams stack wherever collaborative work happens**—in the office, at home or on the go.
- Addressing diverse environments, use cases and preferences can be complex, but Microsoft and its ecosystem of technology partners **simplify deployment, management and use.**
- Utilize current Microsoft Teams investments and resources available through the Microsoft Teams ecosystem to **drive down costs and complexity.**

**MICROSOFT TEAMS HAS BECOME THE TECHNOLOGY OF CHOICE** for end user organizations of all types.

### MICROSOFT TEAMS RANKS AMONG THE ENTERPRISE COLLABORATION MARKET LEADERS IN USAGE METRICS



**75**  
million

daily active users  
for Teams Meetings



**200**  
million

meeting users  
in a single day



**180**  
million

MSFT 365  
commercial users



**5**  
billion

Teams meeting  
minutes generated  
in a single day

# STANDARDIZING YOUR COLLABORATION ENVIRONMENT ON MICROSOFT TEAMS

Keep it simple and take advantage of what you already have. Leveraging Teams Meetings makes the most sense for those already using Microsoft 365 solutions.

Whether adding Teams Meetings video conferencing to existing Teams environments or expanding current Teams Meetings deployments into rooms, it is critical to **ensure virtual and physical meeting spaces are integrated** for high quality, reliable and consistent experiences.

Standardizing on Microsoft Teams Rooms (MTR) for your room-based video conferencing needs extends a number of **benefits to meeting rooms of any size and collaboration purpose**, specifically:

- A **consistent user experience** reduces employee training requirements and help desk tickets, as well as drives adoption and usage for more efficient and productive meetings.
- A **consistent management experience** reduces IT training requirements. It empowers IT to work efficiently for enhanced ROI while ensuring uptime of rooms located anywhere on the corporate network.
- A **uniform security and compliance framework** enables an organization to holistically satisfy organizational, industry and governmental security and compliance mandates.
- A single collaboration system across the communications environment provides a **standardized integration platform** for lower cost, scalable customization to address different use cases for different user groups, rooms and sites.

## TOP CHALLENGES FOR IT/TELECOM STAFF, GLOBAL



Dealing with security concerns → **33.4%**



Systems integration; managing multi-vendor solutions → **33.3%**



Aligning IT/telecom with business strategies → **27.9%**



Skills shortage; training requirements → **22.4%**



Fear among users to adopt new technologies → **19.4%**

## CONSTRUCTING MICROSOFT TEAMS ROOMS: DIY VS. CERTIFIED CURATED SOLUTIONS

Successful Microsoft Teams Rooms deployments require careful consideration of the nuances of each meeting room. Top considerations include, but are not limited to, room size and dimensions, furniture and seating configurations, use cases and user capacity.

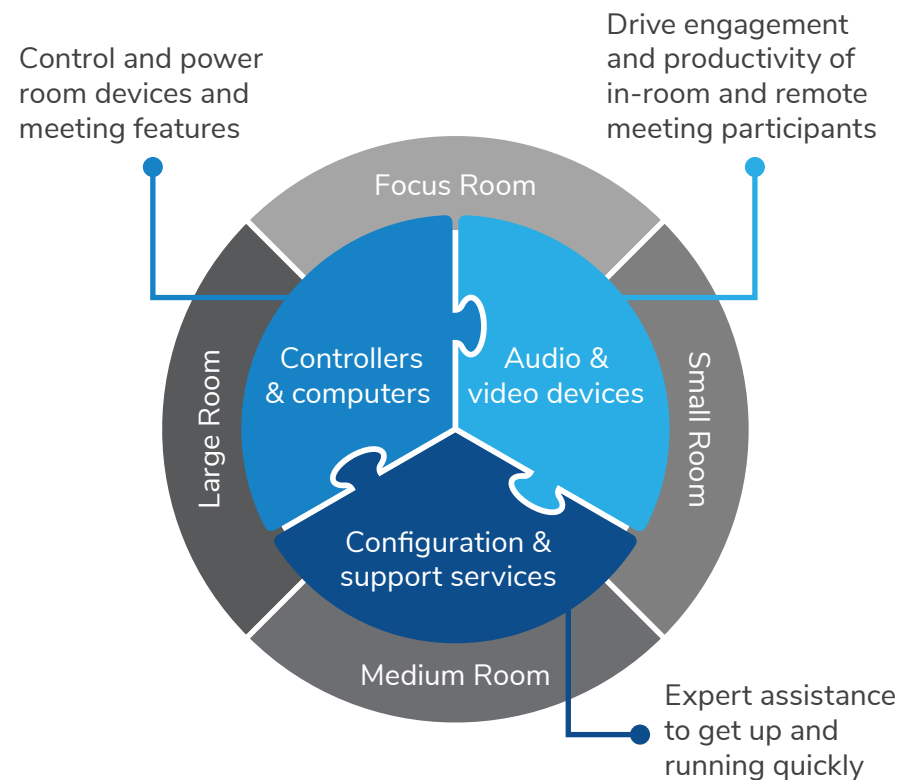
High quality, **reliable technology in every meeting room** requires a specific variant of each core solution component (e.g., room computers, controllers, and audio and video devices). The need to equip diverse spaces requires **flexible approaches to construct Microsoft Teams Rooms**, of which there are several.

The DIY approach to equipping Microsoft Teams Rooms may initially have some tactical appeal, but it has proven to limit the ability to standardize, creating inconsistent performance, security, manageability and usability across rooms and sites.

A more viable and strategic approach is to leverage a **portfolio of components that are certified by Microsoft to work together** to satisfy specific performance, management, usability, security and other criteria for rooms of uniform or differing dimensions.

To effectively outfit each meeting space throughout your organization it is essential to **PRIORITIZE ON HARDWARE PROVIDERS THAT DELIVER AN ENTIRE SOLUTION** of curated Microsoft certified components and access to configuration and support services.

### REDUCE COMPLEXITY AND DRIVE CONSISTENCY WITH CURATED MICROSOFT TEAMS ROOMS SOLUTIONS



Components certified to work together ensure performance in rooms of any size



# SELECTING RIGHT-FIT MICROSOFT CERTIFIED TEAMS ROOMS COMPONENTS

Current and still-growing popularity of Microsoft Teams has led to a wide selection of Teams Rooms certified components to choose from. Look for more than minimum room coverage specifications.

## VIDEO DEVICES

Multiple device form factors as well as mounting, field of view, PTZ, resolution and frame rate options effectively address rooms of any size.

Auto-adjusting light balance, color and saturation combined with automated people framing and speaker tracking drive more engaging and efficient meetings.

## AUDIO DEVICES

High quality MTR certified audio devices integrated into or pre-packaged with video cameras offer reliable sound delivery and capture in standard-size small, medium and large rooms.

Cloud-based provisioning, monitoring and management utilities from Microsoft and hardware providers assure performance across rooms and devices.

Echo cancellation, background noise suppression, voice detection and other audio enhancement capabilities reduce distractions and increase focus.

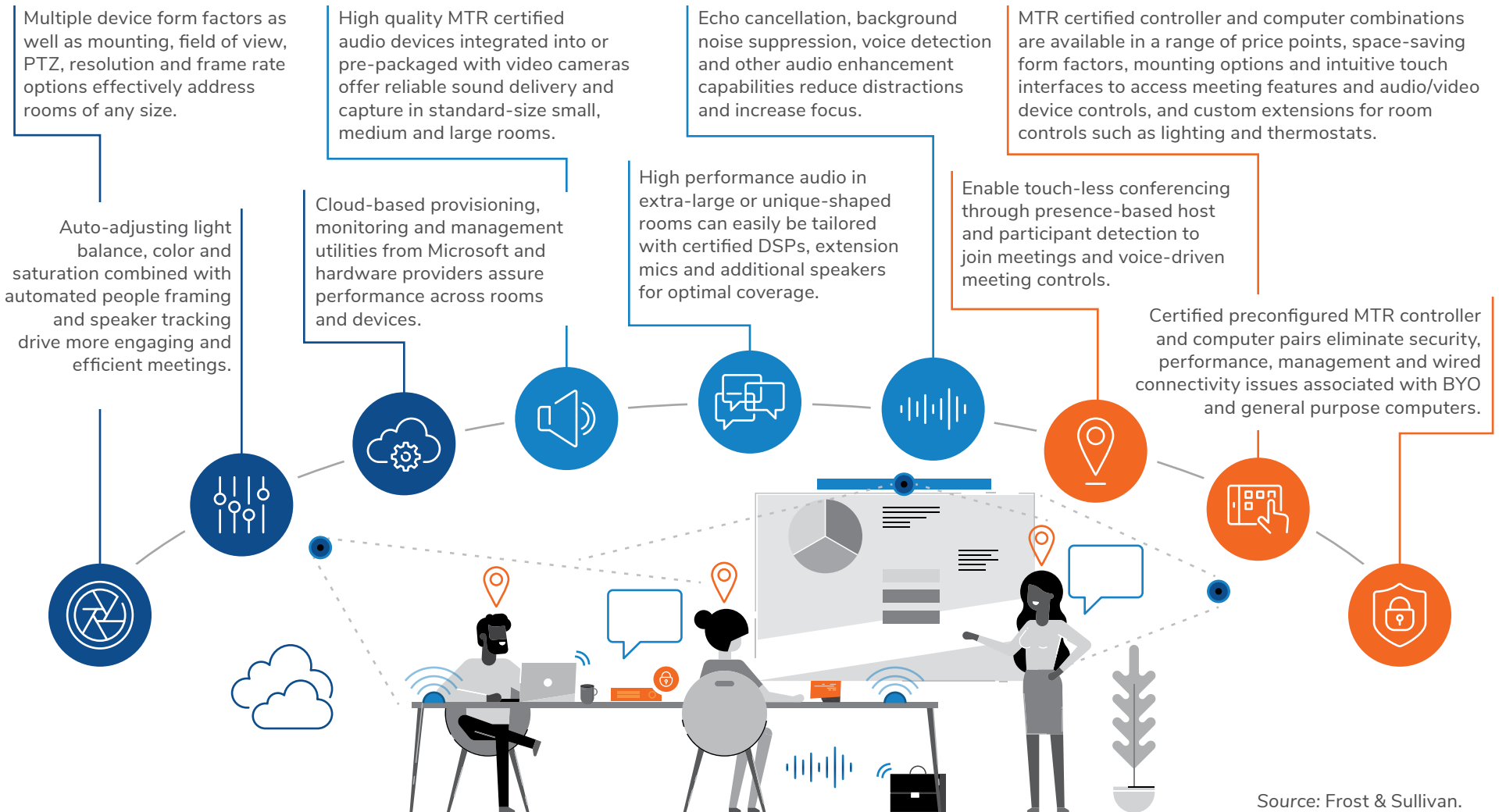
High performance audio in extra-large or unique-shaped rooms can easily be tailored with certified DSPs, extension mics and additional speakers for optimal coverage.

## ROOM CONTROL INTERFACE AND COMPUTER

MTR certified controller and computer combinations are available in a range of price points, space-saving form factors, mounting options and intuitive touch interfaces to access meeting features and audio/video device controls, and custom extensions for room controls such as lighting and thermostats.

Enable touch-less conferencing through presence-based host and participant detection to join meetings and voice-driven meeting controls.

Certified preconfigured MTR controller and computer pairs eliminate security, performance, management and wired connectivity issues associated with BYO and general purpose computers.



## SOLUTION SPOTLIGHT—LOGITECH'S COMPREHENSIVE TEAMS CERTIFIED PORTFOLIO

Logitech provides comprehensive Microsoft Teams Rooms certified solutions for small, medium and large meeting rooms. Solutions include:

### MEETUP

A display-mount bar form factor audio/video device for rooms of up to 8 participants with integrated beam forming mics, HD speaker arrays, 5x zoom pan/tilt wide field of view 4k camera, extended mic pod support and Bluetooth connection to mobile devices to serve as a speakerphone

### RALLY AND RALLY PLUS

This modular system with 4k motorized PTZ camera for rooms of as many as 20 people or more is supported through dual front-of-room speakers, up to 7 extended mic pods as well as display, table and mic hubs for consistent, efficient cable connectivity

### TAP CONTROLLER

A tablet-like device certified for use with Intel NUC, HP, Dell and Lenovo PCs to effectively support content sharing and room automation has an integrated speaker and motion sensor, 10.1" touch screen to access native Teams Rooms conferencing features and audio/video device control

### RIGHTSENSE AUTOMATION

RightLight light and color optimization; RightSight people detection auto-framing; and RightSound noise suppression, echo cancellation and auto-leveling

### ACCESSORIES

Further customization opportunities to satisfy room and use case specifications include multiple mount options for MeetUp, Rally and Tap, cable management solutions, and a range of additional mic pods and speakers

### SYNC DEVICE MANAGEMENT AND INSIGHTS

Cloud-based utilities to provision, monitor, update, troubleshoot and manage audio/video devices, access APIs for 3rd-party integrations. For managed Services consider MTR Premium

### JUMPSTART CONFIGURATION AND SUPPORT SERVICES

Included complimentary for 90 days with Logitech certified solutions for Teams Rooms are resources to assist with systems, software and security configuration

**Logitech Tap** is available in a Microsoft Teams Rooms certified solution bundled with an Intel NUC meeting room computer in a small footprint along with **Rally** or **MeetUp** to support small, medium or large Teams Rooms.

The option to use Microsoft Teams Rooms certified pairings of **Logitech Tap** with PCs from Lenovo, Dell and HP bundled with **Rally** or **MeetUp** provide a range of price points, connectivity and form factors for robust room-based meetings.

**Intel Core processors** power all room PCs in Logitech MTR certified solutions, providing the affordability to deploy MTR at scale with the reliability and performance that is critical to support always-on meeting room solutions.

The **COMBINATION OF LOGITECH, INTEL AND MICROSOFT** anchor small, medium and large Teams Rooms for more productive meetings, lower costs, scalability and better manageability.

## EXTENDING THE TEAMS ROOM EXPERIENCE

Implementing Microsoft Teams Rooms does not mean your meeting rooms must be walled gardens. A number of capabilities expand Teams Rooms use cases and usage to enhance ROI.

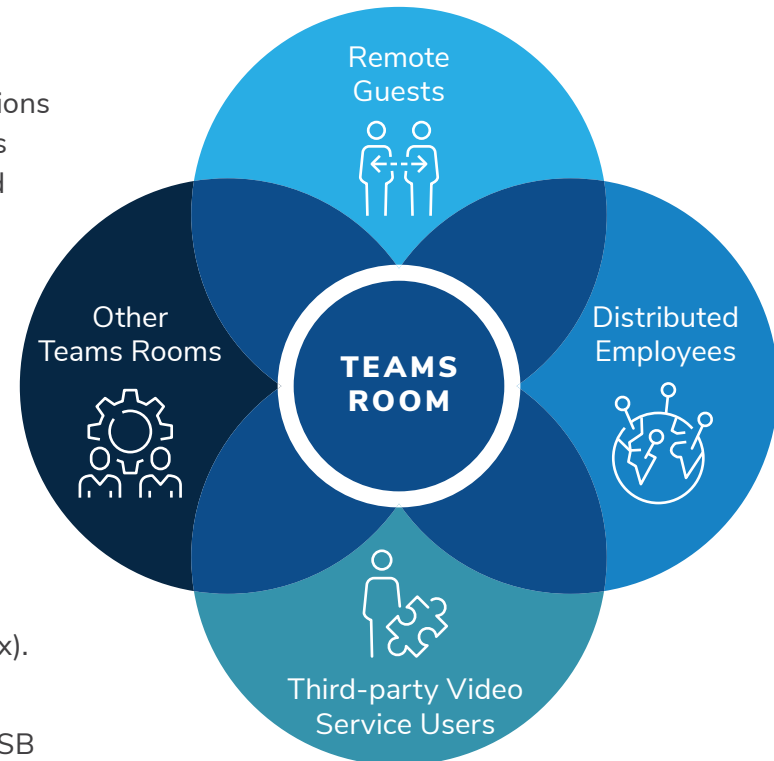
Teams Rooms for meeting participants outside of the firewall:

- **Distributed and remote employees can securely join Teams Rooms** sessions from the desktop app, browser and mobile clients with full feature access to high quality audio, video and content that empowers them as engaged contributors.
- **External guest participants located anywhere can securely join Teams Rooms** video conferences from anywhere through Teams desktop, browser and mobile clients as full contributors to the collaboration taking place inside the meeting room.

Teams Rooms interoperability with third-party cloud video conferencing services:

- Straightforward configuration adjustments enable **Microsoft Teams Rooms Direct Guest Join**, which allows Teams Rooms users to securely join third-party video conferencing sessions (e.g., Zoom and Cisco Webex).
- The plug-and-play Logitech Swytch device allows **use of BYO compute and third-party video conferencing services in Teams Rooms** through USB connection to Teams Rooms audio/video devices.

Standardizing on Microsoft Teams Rooms should not prohibit use of your technology investment to **COLLABORATE WITH MEETING PARTICIPANTS LOCATED ANYWHERE**, including those using third-party video conferencing services.



Source: Frost & Sullivan.



## CALL TO ACTION: TAKE YOUR TEAMS ROOMS TO THE NEXT LEVEL

Extending your Microsoft Teams environment to include **room-based Teams Meetings video conferencing is scalable and affordable.**

Sourcing **curated Microsoft Teams Rooms certified solutions from a single hardware provider** delivers room computers, controllers, and audio and video devices that are not only qualified to work together to meet Microsoft's stringent criteria, but enables a **wealth of additional advanced functionality.**

**Consider Logitech for one of the most comprehensive solutions** portfolios for Microsoft Teams Rooms in the market.

As the partner of choice for leading providers Dell, HP, Intel, Lenovo and Microsoft, Logitech anchors the Microsoft Teams Rooms hardware ecosystem to **efficiently and effectively equip rooms of any size and use case** to support high quality, reliable Teams Meetings.

Try Logitech's Video Collaboration Solutions for Microsoft Teams.

<https://info.logitech.com/102020-intel-ms-meeting-rooms-trial.html>



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