



Vidyo[®]

Personal Telepresence

PERSONAL TELEPRESENCE

WHY YOU CAN'T WORK REMOTELY WITHOUT IT

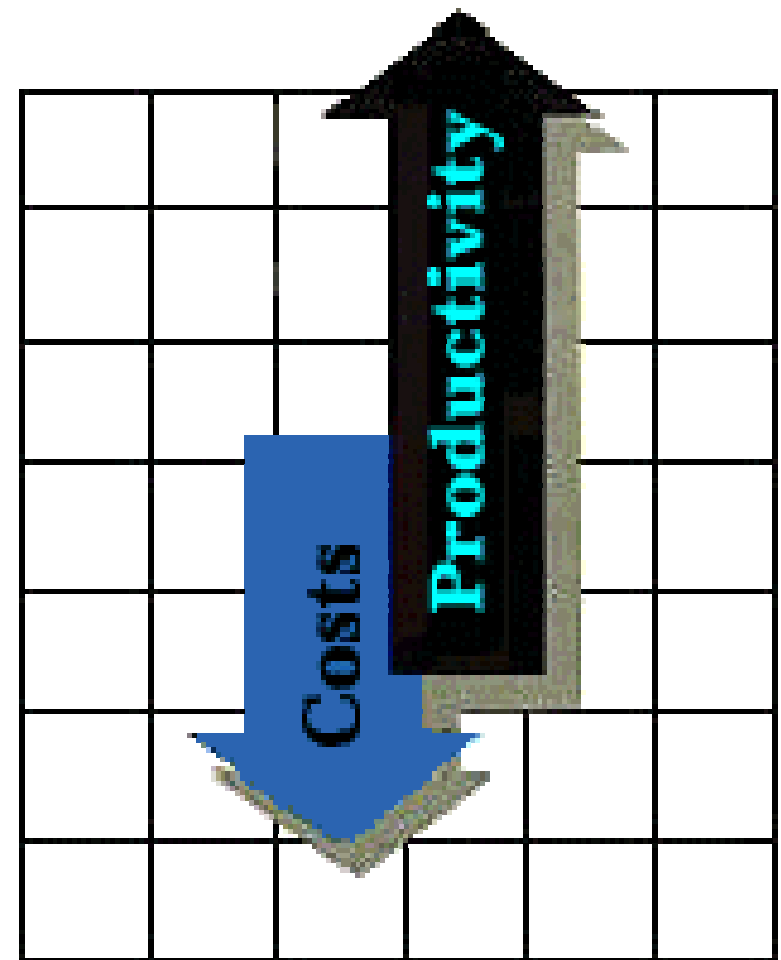
Mark Noble

Director of Product Marketing

BUSINESS IMPACT OF EFFECTIVE TELE-WORKING



- Increased Productivity
 - Greater focus
 - Better balance of work/ family
 - Reduced sick time
 - Eliminate commute time
- Access to Global Talent Pool
 - No geographic boundaries
 - Enable talent with disabilities
 - Time share specialists in short supply
- Cost Savings
 - Attract & retain talent
 - Physical plant



HISTORIC CHALLENGES OF TELE-WORKING



- Isolated & Disconnected Workforce
 - Miss the “human” experience in collaboration
 - Information flow stilted
 - No water cooler chat

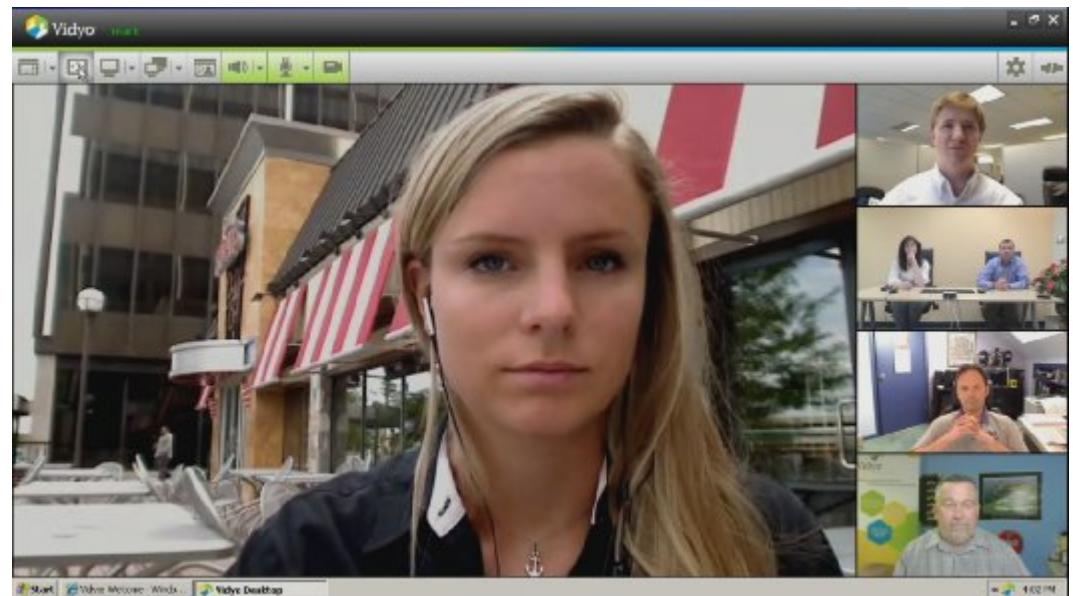
- Management & Supervision
 - Coaching more difficult without face to face interaction
 - Lack of face to face promotes distrust
 - Potential for dishonesty



VIDEO COMMUNICATION HAS THE POTENTIAL TO...



- Bring remote workers face-to-face with co-workers
- Enhance communication & build relationships
- Facilitate remote coaching & supervision

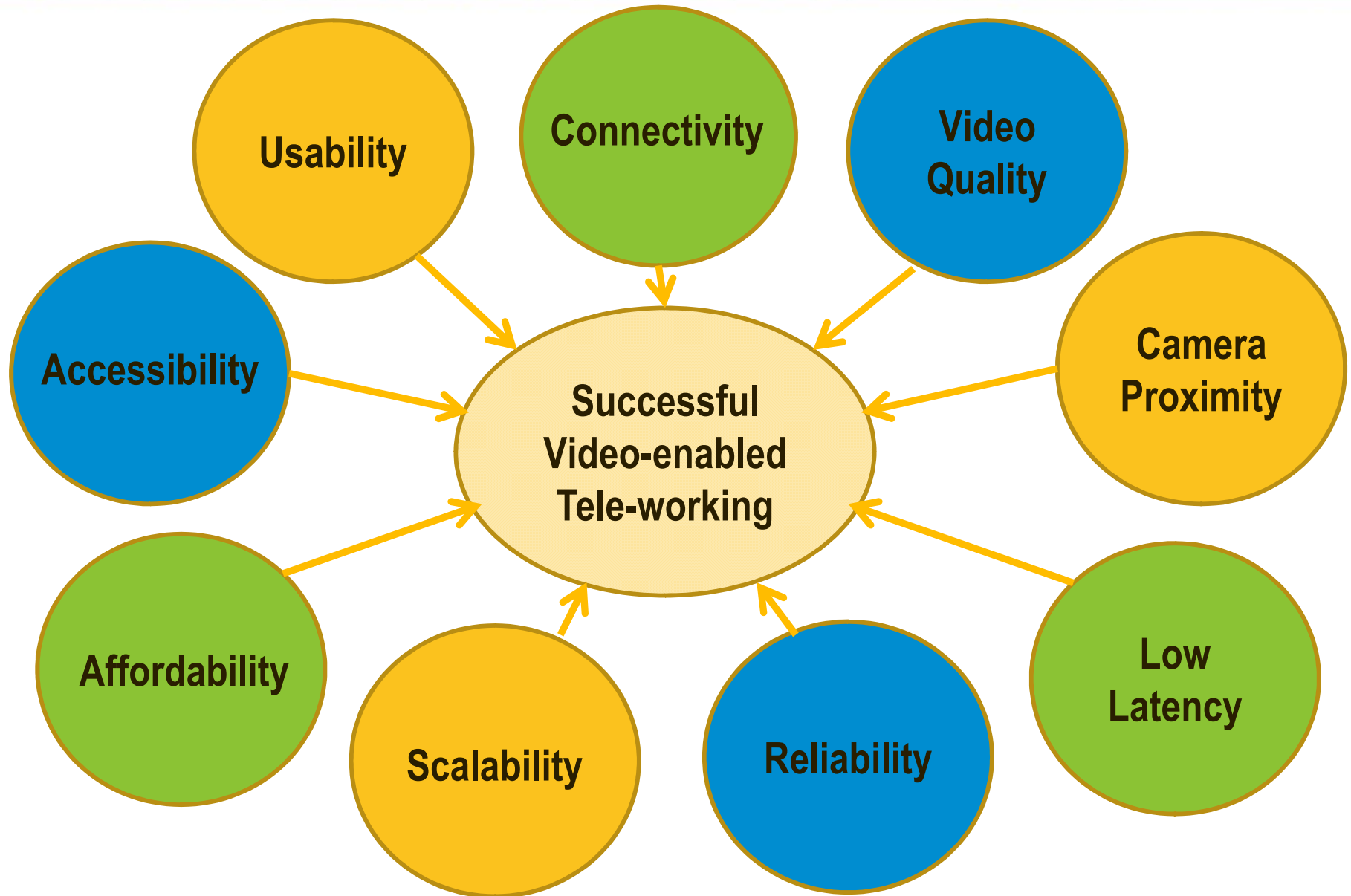


VIDEO-ENABLED TELE-WORKING IN ACTION



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SO WHY HASN'T VIDEO-ENABLED TELE-WORK BEEN WIDELY DEPLOYED?



TRADITIONAL & WEB-BASED VIDEO CONFERENCING

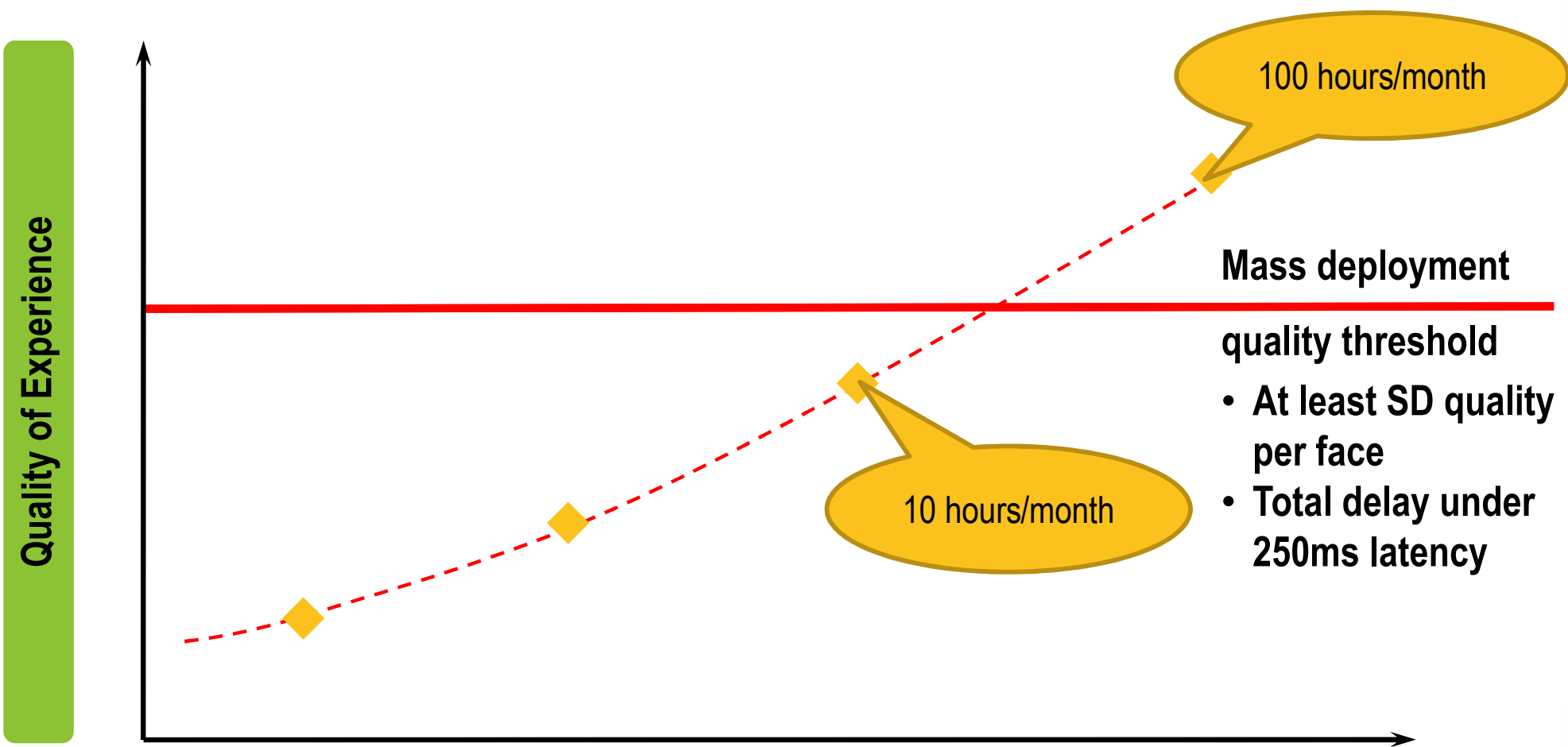


- Low quality
- High latency
- Poor camera proximity
- Very costly



- Variable quality
- Limited functionality
- Unreliable
- Free


TELEPRESENCE VS. LEGACY TECHNOLOGIES



Type	Desktop	Executive	Room	Telepresence
Cost	\$100's	\$1000's	\$10,000's	\$100,000's

TELEPRESENCE WORKS GREAT, BUT...



- Very high quality
- Very low latency
- Good eye-contact
- Very reliable
- 
- Natural experience
- Trusted
- Highly used (>50% of time)

But Telepresence Rooms are only available to small portion of the workforce

- Cost prohibitive – rooms and network
- Network not always available
- Not a personal device
- Needs to be reserved and/or wait-listed

WHAT'S REQUIRED TO MAKE TELEPRESENCE A TELE-WORKING SOLUTION?



- Maintain the telepresence quality of experience at a fraction of the cost
- Leverage the ubiquitous Internet
 - Improve access
 - Reduce operating costs
- Utilize personal portable devices such as PCs
 - Integrate with normal workflow
 - Reduce endpoint expense
 - Take it with you wherever you go
- Make it accessible wherever and whenever needed
 - Reservationless

THE ANALYSTS AGREE – MAKE IT PERSONAL



- **Frost & Sullivan** Projects: Telepresence + personal systems will drive the market to \$4.2B in the next 5 years
 - Most of the growth will go to Telepresence variants and **personal systems**
- **Gartner:** Existing SD room systems are obsolete
 - Massive endpoint growth will be at the HD desktop
 - Growth powered by technology advances

More Video Drives ... More Video!

For a 30,000-employee organization with a deployment of 200 videoconferencing rooms:

Endpoints	2009	2011	2013
Telepresence	5	15	20 ↑
HD Video	20	50	150 ↑
SD Video	175	100	50 ↓
Desktop Video	50	1,000	2,000 ↑

Personal and desktop video will demand as much from your infrastructure as telepresence over time.

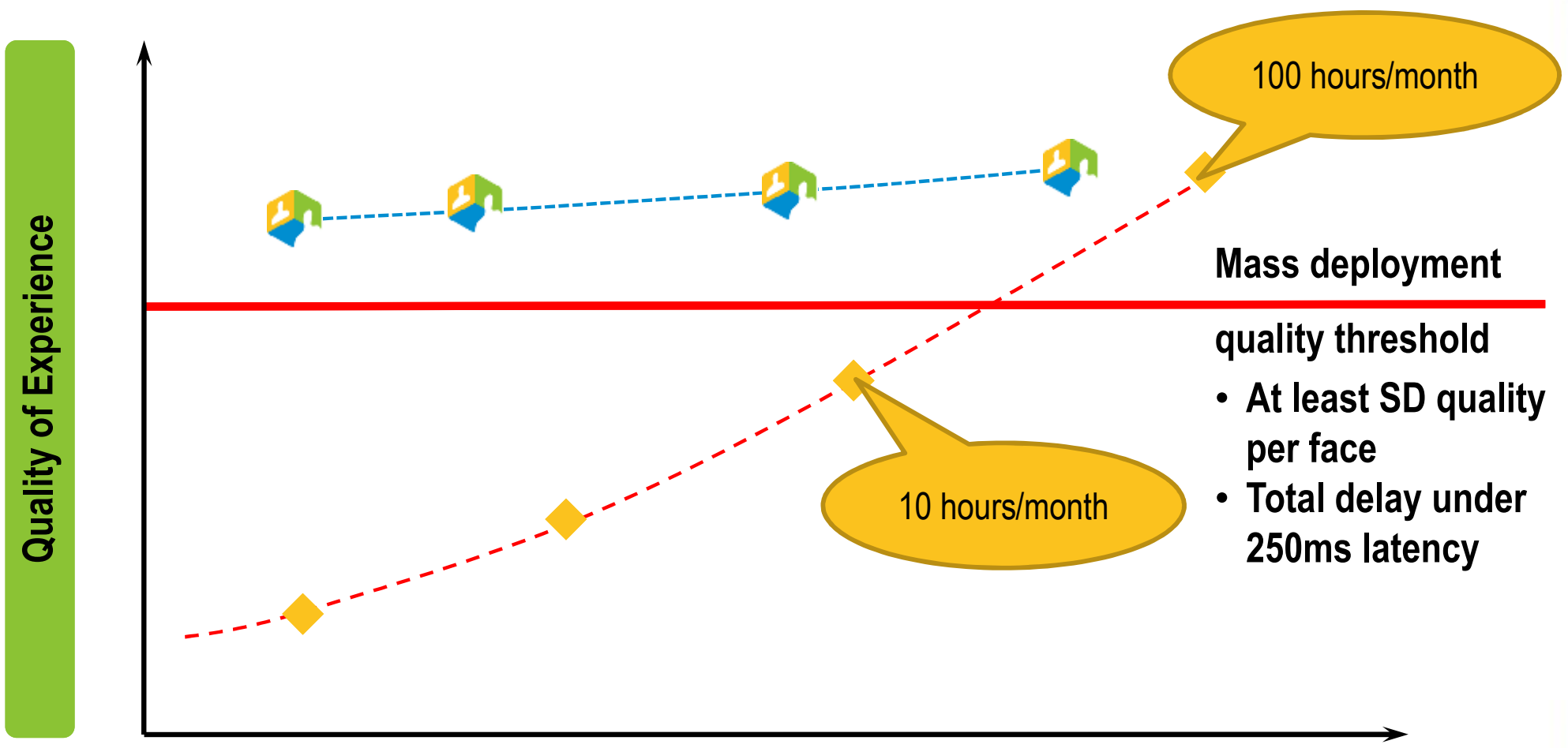
Gartner

MAKING TELEPRESENCE PERSONAL



- Introduced revolutionary **video communication architecture** based on Scalable Video Coding (SVC)
 - Delivers telepresence experience deployed as a software solution on existing PCs over any IP network.
 - Reduced the cost of telepresence from dollars per minute to cents per minute
-
- Reservationless, on-demand VidyoConferencing
 - Scalable to support 100,000s of endpoints.
 - Good camera proximity with a 1:1 ratio of cameras to participants

PERSONAL TELEPRESENCE VS. OTHER SOLUTIONS



Mass deployment

quality threshold

- At least SD quality per face
- Total delay under 250ms latency

Type	Desktop	Executive	Room	Telepresence
Cost	\$100's	\$1000's	\$10,000's	\$100,000's

IS IT POSSIBLE FOR TELEPRESENCE TO BE TOO PERSONAL?



PERSONAL TELEPRESENCE DEPLOYMENT CONSIDERATIONS



- Service vs. System
- IP Network Impact
- Existing PC Inventory
- Integration with Existing Systems



BUY VS. SUBSCRIBE

- Capital vs Operating Budget
- Level of Control Required
- Availability of In-house Expertise
- Personal Preference



MANAGING VIDEO TRAFFIC ON THE IP NETWORK



- Build Additional IP Capacity
- Host the Infrastructure in “the cloud”
- Set video packets as *low* priority on QoS enabled routers
- Proxy solution for firewall traversal



ASSESSING EXISTING PC INVENTORY

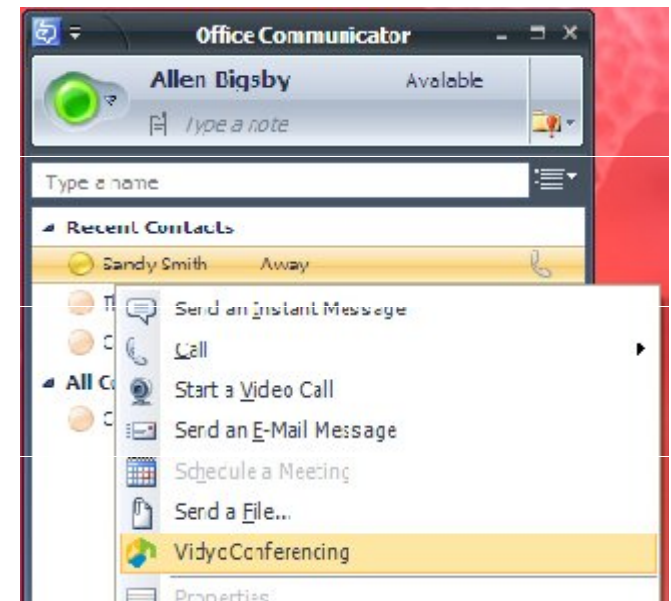
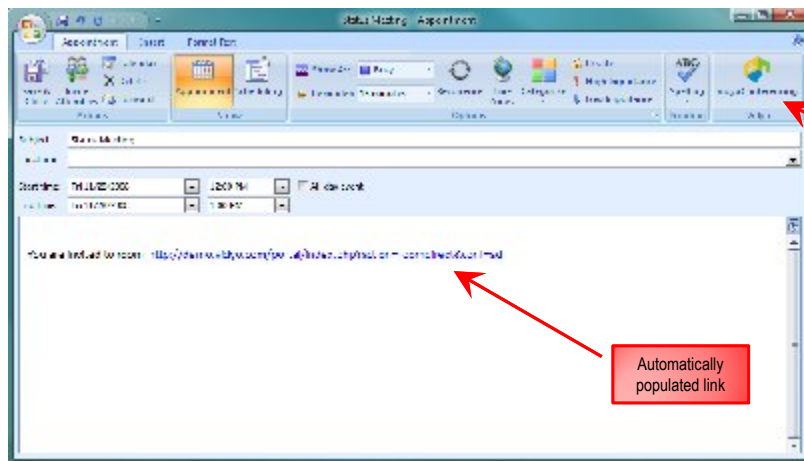
- Recommend 2.4 GHz Core2Duo or faster with at least 1GB RAM for high quality experience
- Windows XP or later for PCs
- OS 10.5 or later for Mac
- Video Card that supports DirectX and has at least 128MB VRAM



INTEGRATION WITH EXISTING SYSTEMS



- Gateway solution to H.323 and SIP based endpoints
- Plug-in for MS Office Communicator R1 & R2
- Plug-in for MS Outlook



VIDYOCONFERENCING™ — PERSONAL TELEPRESENCE FOR SCALABLE TELE-WORKING



- Wide scale tele-working has significant business value
- Affordable and scalable Personal Telepresence is required to make it work
- Vidyo's patented VidyoRouter™ architecture delivers Personal Telepresence

Vidyo Personal Telepresence is the **ONLY** solution available today that addresses **ALL** of the historic barriers to wide-scale, video-enabled, **tele-working**.

- Assess your situation and plan your deployment for a successful tele-working strategy today!



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THANK YOU!