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Avaya Expands and Extends Video Solutions Portfolio to Increase Productivity and Team Engagement

- Avaya makes it possible for more employees to use video everywhere with more devices, greater ease of use and low total cost of ownership
- New and enhanced high-quality, low-bandwidth video for desktop, mobile and conference rooms help drive deeper relationships and productivity against shared objectives
- New endpoints extend the reach of Avaya cloud offers including AvayaLive Video

SANTA CLARA, Calif. – March 11, 2015 – Video everywhere is now a business reality enabling organizations to increase productivity and deepen team and customer relationships through the power of face-to-face communications. To help enterprise employees more deeply engage with colleagues and customers, Avaya today announced new Team Engagement Solutions, making it easier and more affordable to extend high quality video to more employees and more devices in nearly any location.

The solutions add new capabilities to one of the most comprehensive end user portfolios on the market to better accommodate the full spectrum of employee work styles and preferences. Enhancements to the **Scopia Videoconferencing Platform** and the introduction of the new **H175 Video Collaboration Station** and **E159/E169 Media Stations** support flexible video connectivity from the device of choice, allowing seamless transitions from BYOD and mobile working to personal desktop to full room conferencing.

SLIDESHARE: [Avaya Video Everywhere](#)

According to IDC, the barriers to acceptance of video in the business environment have diminished, especially as video becomes an integrated application for improved communications and collaboration.[1] Avaya's integrated approach to Team Engagement Solutions enables richer, more productive interactions with both customers and

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[1] IDC MarketScape: Worldwide Enterprise Videoconferencing Equipment 2014 Vendor Assessment

teams while allowing the technology to 'disappear,' for a more natural, less disruptive means of meeting across distances.

Read Blog: Bob Romano, director, Video Marketing on [The Top 5 New Capabilities We're Announcing Today in Avaya Scopia Video Conferencing](#)

Additions and enhancements to Avaya Team Engagement Solutions portfolio include:

Video Conferencing Room Systems – The new, flagship **Avaya Scopia XT7100** room video conferencing system now supports H.265 video coding – allowing the most efficient use of bandwidth available today. The system supports video quality up to 1080P at 60fps with up to 50 percent less bandwidth over H.264 High Profile systems.[2] A second new room system, the **Scopia XT4300**, provides high-definition videoconferencing for small to midsized conference rooms and includes many features found in high-end systems, but now at a very affordable price.

For even greater productivity and simplified user experience, Scopia video conferencing systems now allow users to directly share content wirelessly from their laptops, eliminating the need to search for and connect cables. Mobile users can now experience a seamless handoff between their Scopia soft client on their mobile device and a room system, enabling users to start a conference on their smartphone or laptop and smoothly transition to the room system upon arrival. Further, with the new versions of Scopia, mobile users on their laptops, tablets, PCs and desktops can participate with the full 1080p video quality previously available only on room systems.

Video Streaming and Recording—The Scopia platform has significantly enhanced integrated video streaming and recording capabilities, enabling users to easily broadcast video meetings to large audiences – up to 100,000 viewers -- and record in full HD, creating valuable business assets for future reference. Recorded content is easily accessed through a highly scalable "YouTube" like portal.

Personal Multimedia and BYOD Desktop Devices – New, end user devices extend the reach of premises-based or cloud-based deployments including [AvayaLive Video](#). A new, personal desktop video

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[2] Report on HEVC compression performance verification testing - Joint Collaborative Team on Video Coding (JCT-VC) of ITU-T SG 16 WP 3 and ISO/IEC JTC 1/SC 29/WG 11

device combines video collaboration and sophisticated call handling features with desktop application access for improved efficiency and richer interactions with colleagues and customers. The **Avaya H175 Video Collaboration Station** features a high definition video camera and seven inch HD touchscreen display, wifi and Bluetooth connectivity, access to Outlook calendar, contacts, and presence status of colleagues, cordless handset and speakerphone with HD voice.

New standards-based SIP desktop devices support BYOD users, allowing them to dock their mobile device when working in the office. The **Avaya E159/E169 Media Stations** provide access to the most often used call-handling features and an exceptional user experience through the simple interface and high quality audio. The [Media Stations](#) can act as standalone SIP desktop devices while also supporting and charging Apple iPhones and iPads (running iOS 6.0 or later) and Samsung Galaxy smart phones and tablets running Android KitKat and JellyBean OS versions.

Read Blog - Brian Wenk, senior marketing manager on [Avaya Launches the Avaya H175 Video Collaboration Station](#)

An Agile Network Foundation - The recently-announced [Avaya SDN Fx networking architecture](#) clears the way for superior video and application performance all the way to the user edge. Built on Fabric Connect technologies, SDN Fx provides better application and network stability and eliminates bottlenecks caused by the excessive overlays of networking hardware and software used by other vendors that ultimately get between data centers, users and devices[3].

Quotes

"The way we work has forever changed, from the tools we use to the elasticity of time and place for those that make up our teams. Providing all team members – including BYOD and mobile workers – with seamless voice, video and sharing capabilities in whatever format they need facilitates the productivity and deeper engagement that can lead to higher profitability. Avaya Team Engagement solutions simplify how work gets done by providing an environment where rich, high quality engagement experiences can occur.
> ***Gary E. Barnett, SVP and GM, Avaya Engagement Solutions***

"According to the Nemertes Research 2014-15 Enterprise Technology Benchmark, three primary factors are driving growth in video conferencing deployments across desktop, room, and mobile endpoints: Increasing user demand, improved ease of use, and broader access to video conferencing capabilities from any device. Avaya's Video Everywhere announcements enable its customers to support all of these drivers by increasing endpoint

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[3] Fabric Connect Customer Experience Research – Dynamic Markets 2015

choice, especially for those increasingly relying on their smartphones and tablets, and improving the quality and usability of video systems."

Irwin Lazaar, vice president and service director, Nemertes Research

"Customer interest in video has significantly increased given the growth of the dispersed workforce and the continued pressure to accelerate the pace of business. They recognize the value and many of the previous barriers to entry have disappeared, but they want to make sure they make the right investment to meet their productivity goals and understand how it will impact their network, and leverage their existing video investments. I'm confident I have their best interests in mind when I recommend the flexibility, quality and low network impact they get with Avaya Team Engagement solutions and Scopia Video Collaboration."

Mirko Ciarlo, technical director, GE.com

Additional Resources
Avaya Scopia XT Video Solutions

TAGS: Avaya, video conferencing, team engagement, mobility, unified communications, collaboration, BYOD, remote workers, cloud, Scopia

About Avaya

Avaya is a leading provider of solutions that enable customer and team engagement across multiple channels and devices for better customer experience, increased productivity and enhanced financial performance. Its world-class contact center and unified communications technologies and services are available in a wide variety of flexible on-premises and cloud deployment options that seamlessly integrate with non-Avaya applications. The Avaya Engagement Environment enables third parties to create and customize business applications for competitive advantage. Avaya's fabric-based networking solutions help simplify and accelerate the deployment of business critical applications and services. For more information please visit www.avaya.com.

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