Microsoft Teams

Hybrid Meetings and Rooms

Al Zubair Group FZE

Al Zubair group

The next great shift is hybrid meetings

57%
Of remote employees say they are **likely to consider shifting to a hybrid work model** in the year ahead

54%
Of leaders say their company is **investing in tech and space to redesign meeting rooms** to make them more hybrid friendly in the coming year

52%
Of employees are open to **using digital immersive spaces in the metaverse for meetings** or team gatherings in the next year

3x
Remote jobs on LinkedIn attract 2.6 times more views and nearly **3 times more applicants** compared to on-site roles

Hybrid work has transformed how we work

Where we were

Standard work hours

Dedicated focus-work time

On-site attendees have the advantage

Distraction-less environment

What has changed

Decreased work-life balance

More meetings than ever

Total shift to remote-only work

Staying engaged is a challenge

What we need now

Collaborate on your own time

Empower personal workstyles

Inclusive meeting experiences

Connections feel natural and immersive

Hybrid meetings are the new normal

Pre-pandemic, people in the office had the **advantage**

During the pandemic, the **playing field was leveled**

How do we **equally support** all meeting participants as some join in the office and others join remotely?

Microsoft Teams

Why Microsoft Teams Rooms?

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Bridge the gap between remote and on-site collaboration to give attendees equal presence

Turn any room into an easy-to-use, inclusive meeting space

Enable everyone to fully participate from anywhere with premium audio, video, and real-time participation experiences

Create a natural and immersive experience with Front Row

New layout in Microsoft Teams Rooms enables in-room participants to see remote colleagues face to face across a horizontal plane as if they were in the same room

Hear remote attendees with positional audio

Engage with Loop components and stay connected to meeting chat with immersive layout that surrounds meeting content with real-time chat and collaboration updates.

Cultivate real-time collaboration with Surface Hub

Co-create fluidly with the all-in-one digital whiteboard, meetings platform, and collaboration hub.

Built for teamwork in shared spaces

Start a meeting or whiteboard session without authenticating, and walk away knowing all content is removed and the device is ready for the next user
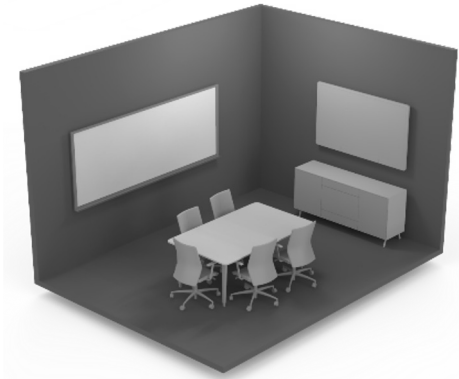
Teams Rooms on Surface Hub

Next generation of Teams on Surface Hub brings your favorite features from the desktop experience, into the meeting room

NEW Surface Hub Auto-framing Camera

Automatic -framing technology within the device dynamically adjusts your Teams video feed, re-framing the view when someone leaves, more people come in, or a person interacts with content on the display.
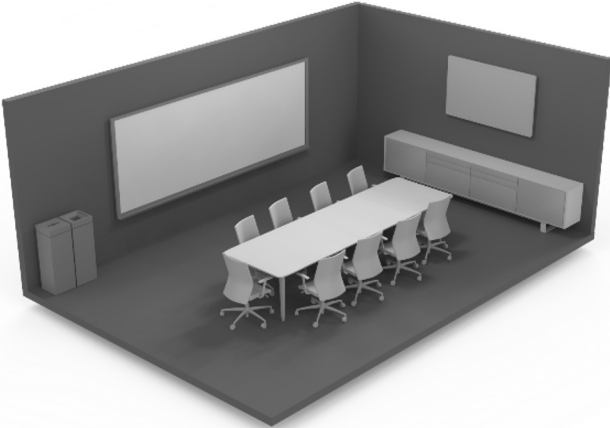
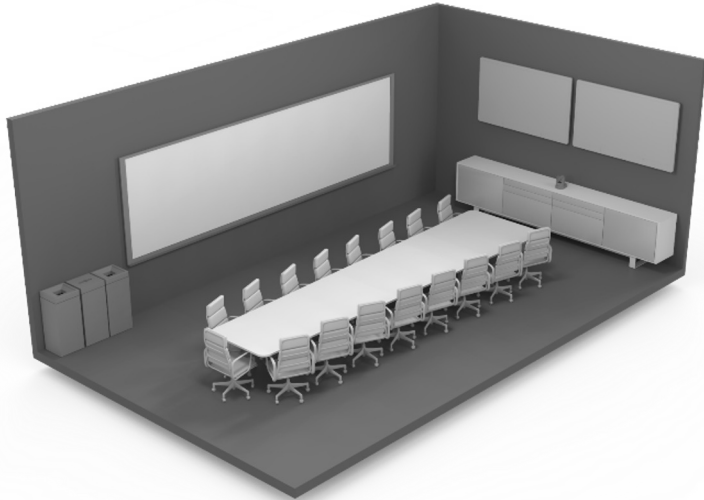# Microsoft Teams Rooms can cover all your rooms needs

Small	Medium	Large
3m*4.5m / 9.8*14.8 feet	4.5m*6m / 14.8*19.7 feet	4.5m*8.5m / 14.8*27.9 feet

Audio & Video

Microsoft Teams Rooms across all room sizes optimized for meetings

Microsoft Teams

Devices for Microsoft Teams

Microsoft Teams Devices

Work how you want, where you want

Access intelligent communications

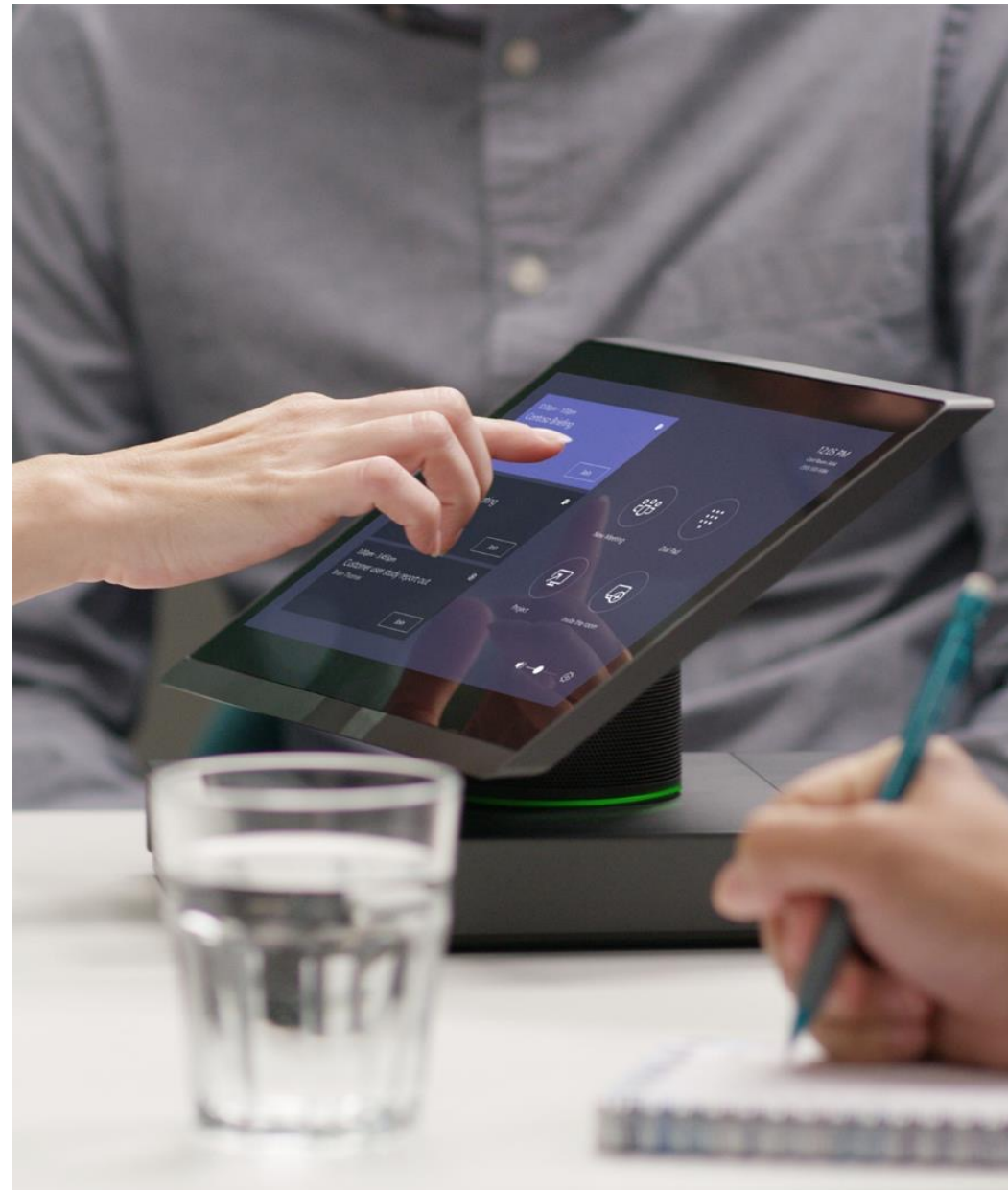Smarter and faster ways to connect and collaborate with your devices

Purpose-built

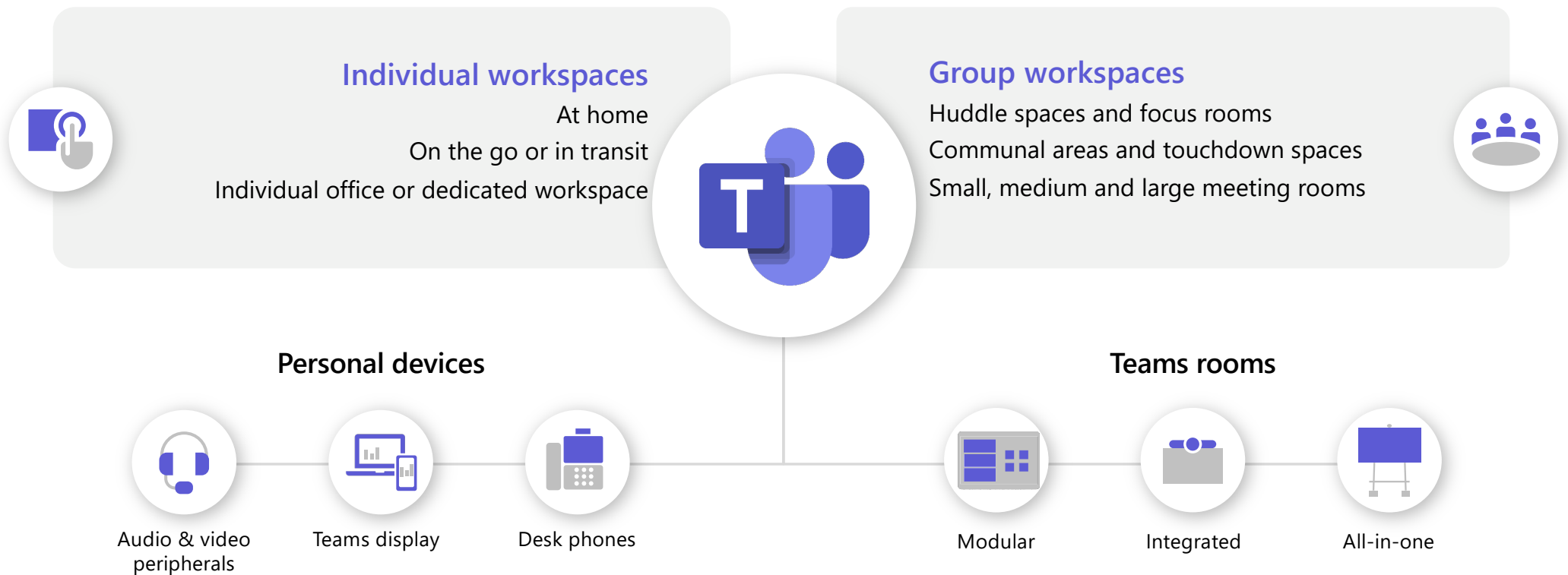Devices optimized for your spaces and work styles

Work with confidence

Certified devices, with high quality video and audio, enterprise-grade security, and easy set up and management

Teamwork across spaces and devices

United by Microsoft Teams

Individual workspaces
At home
On the go or in transit
Individual office or dedicated workspace

Group workspaces
Huddle spaces and focus rooms
Communal areas and touchdown spaces
Small, medium and large meeting rooms

Personal devices

Audio & video peripherals

Teams display

Desk phones

Teams rooms

Modular

Integrated

All-in-one

Solutions for any space

Desk	Third space	On the go	Open office

Headsets & Speakers	Personal Video	Monitors	Phones	Displays

Microsoft Teams Rooms devices

Devices to meet the needs of any size or type of room
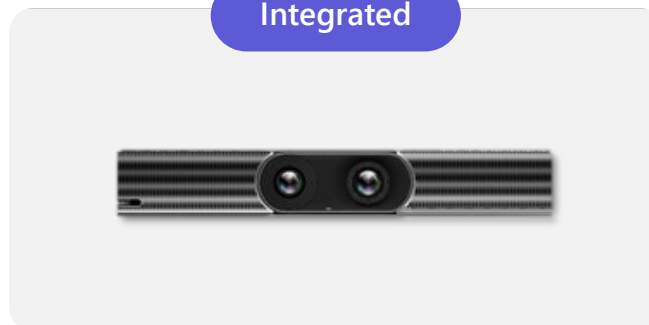
Modular

Integrated

All-in-one

Individual connected devices

Maximum flexibility to scale up or down to meet any room with individual A/V peripherals such as mics, speakers and cameras.

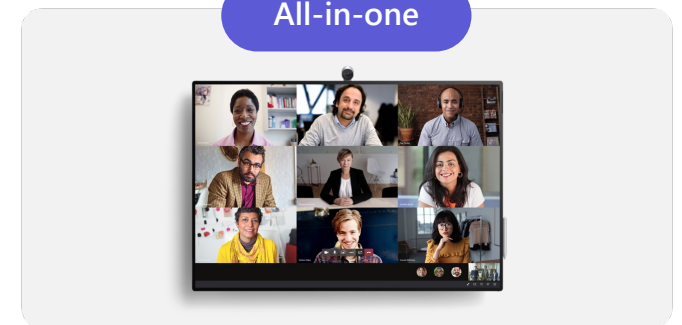Manage the meeting without leaving your seat with a center of room touch panel.

Combined audio and video functions with separate displays

Brings the speakers, mics, camera and computer together into a single device.

Can be deployed within minutes, reducing installation time and simplifying device management.

Designed for smaller spaces like focus rooms or small meeting spaces

Complete audio, video, and display in a single unit

Surface Hub 2S is a Windows 10 device that brings together a camera, mics, speakers and a 4k touch screen.

Wall-mounted or paired with a Steelcase Mobile Stand and APC Charge Mobile battery for mobile, uninterrupted and unplugged team collaboration.

Available in two screen sizes: 50" and 85"

Objective

This is an engagement to help customers understand and experience the vision for Microsoft Teams Rooms and hybrid meetings. Help customers understand business priorities and scenarios that drive hybrid meetings transformation.

Assess

Gather information on current environment, meeting and meeting room practices, and introduce Microsoft Teams Rooms and hybrid meetings.
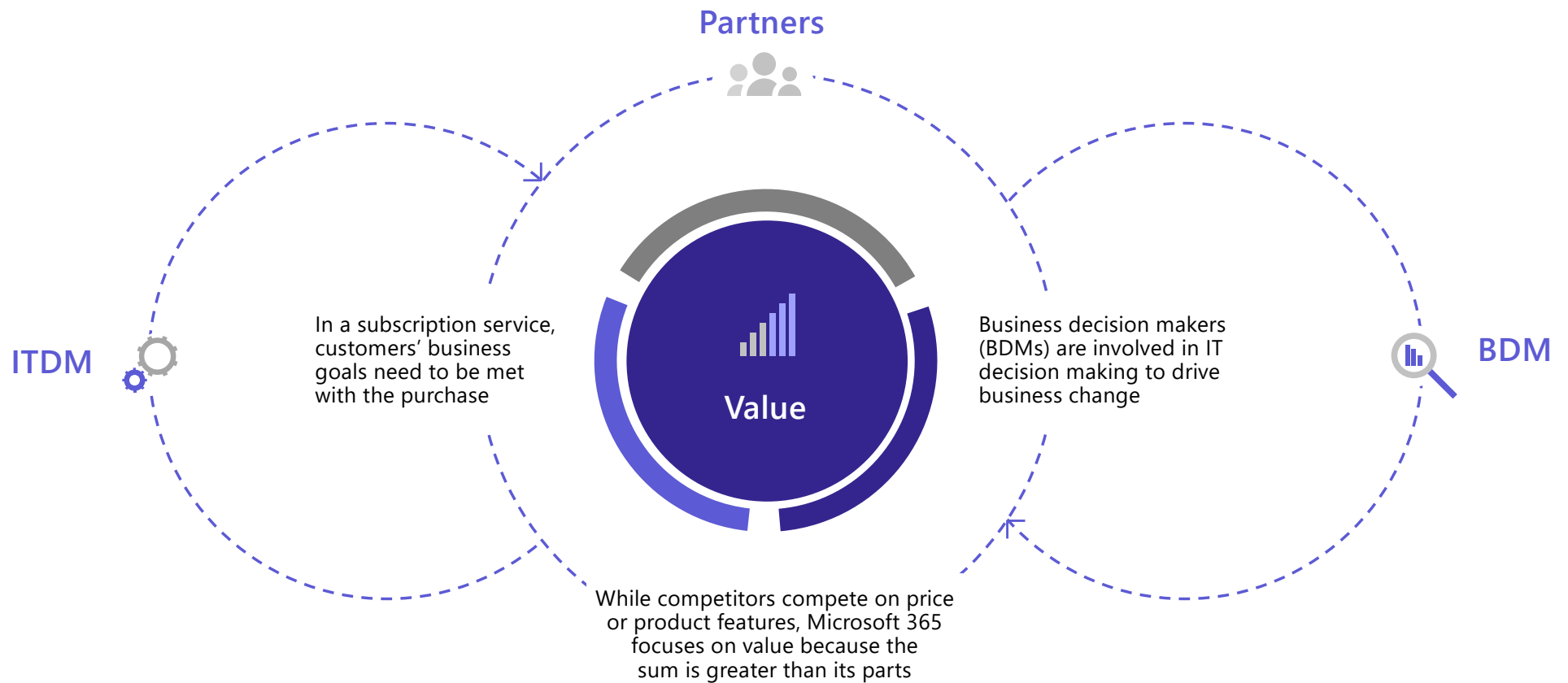
Art of the Possible

This phase is a combination of presentations and immersive experiences that will educate and excite your organization on the Microsoft Teams Rooms with hybrid meetings capabilities.

Build the Plan

Build the plan for how to deploy and adopt Microsoft Teams Rooms and hybrid meetings.

Art of the Possible delivers business and IT alignment

Partners

ITDM

BDM

Value

In a subscription service, customers' business goals need to be met with the purchase

Business decision makers (BDMs) are involved in IT decision making to drive business change

While competitors compete on price or product features, Microsoft 365 focuses on value because the sum is greater than its parts

Build your Art of the Possible

Choose the optional modules to learn more about Teams Meetings, Webinars and Virtual Events

Combine the optional modules with the required Microsoft Teams Rooms modules to create your personalized Art of the Possible experience

Optional modules include:

Teams Rooms - *Optional modules*

- ❏ Microsoft Teams Rooms Managed Services
- ❏ Microsoft Teams Rooms interoperability
- ❏ Surface Hub
- ❏ Microsoft Teams Panels

Teams Meetings - *Optional*

- ❏ Hybrid Meetings with Teams
- ❏ Teams Apps for meetings
- ❏ Audio Conferencing with Teams
- ❏ Transform meeting culture with Viva Insights

Webinars & Virtual Events - *Optional*

- ❏ Live Events and Advanced Production
- ❏ Hosting virtual Events with Teams

Hybrid Meetings and Rooms Workshop

Assess

- Pre-engagement questionnaire
- Rooms and spaces survey
- Pre-engagement kick-off

Art of the Possible

- Art of the Possible kick-off
- What's new in Teams meetings & devices
- Transform rooms and spaces
- Microsoft Teams rooms
- Microsoft Teams rooms management
- Microsoft Teams personal devices
- Immersive experiences

Teams rooms - Optional modules
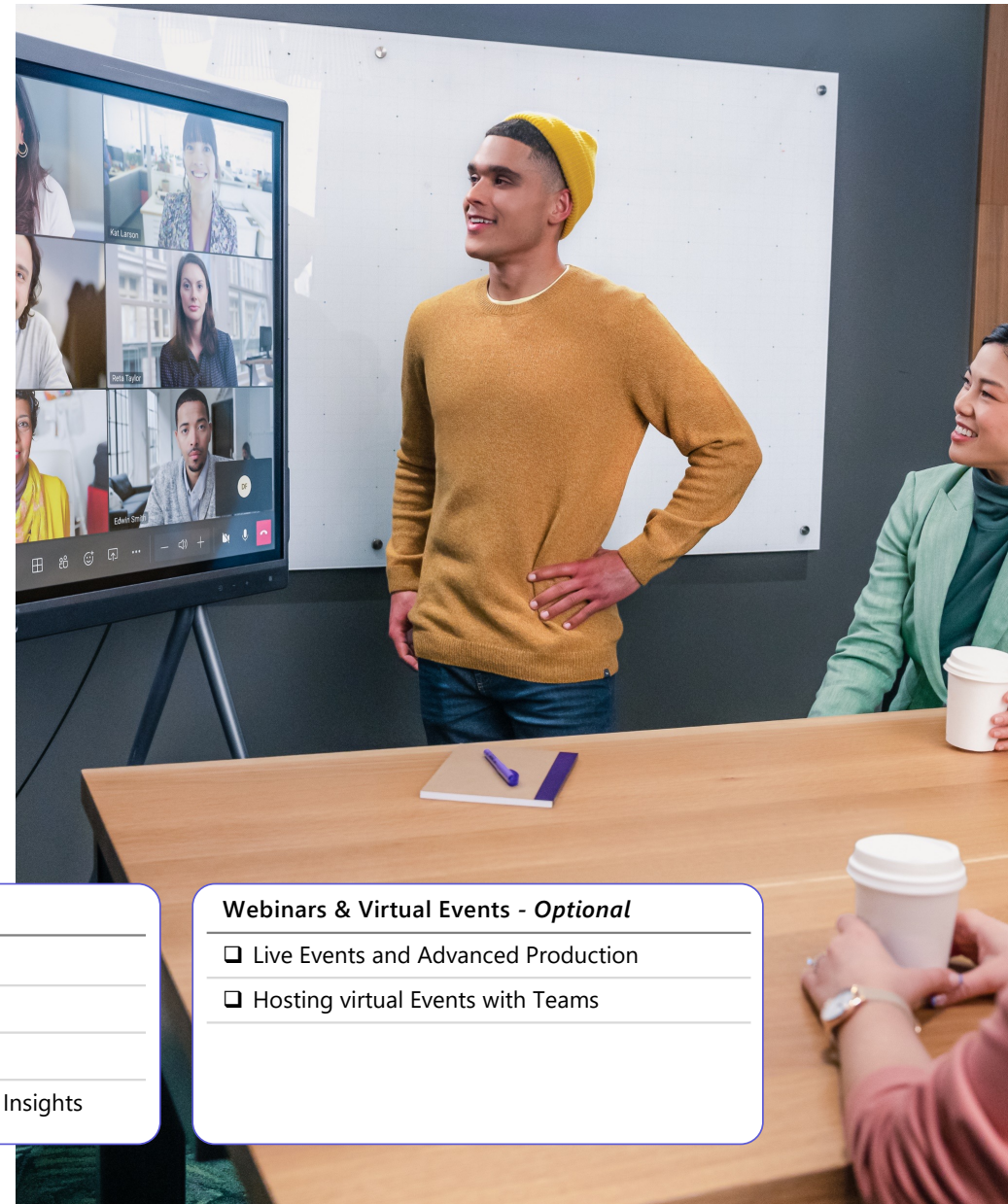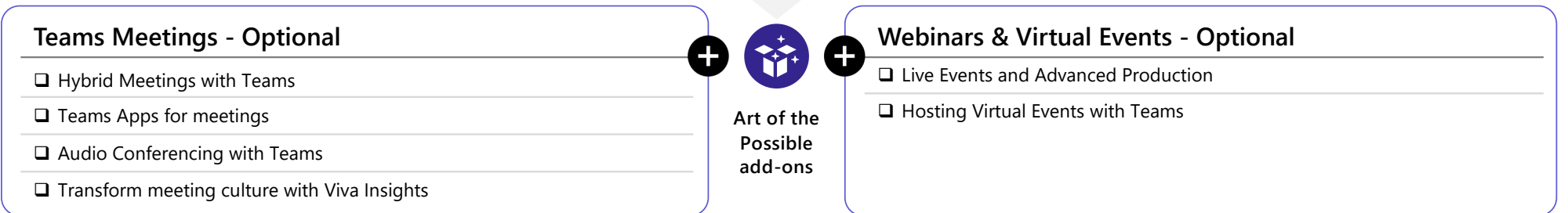
- Microsoft Teams Rooms Managed Services
- Microsoft Teams Rooms interoperability
- Surface Hub
- Microsoft Teams Panels

Build the Plan

- Build the Plan kick-off
- Use case and scenario discovery
- Rooms and devices strategy
- Site and service readiness
- Deployment and operations
- Adoption and change management
- Reports and recommendations

Required

Optional

Teams Meetings - Optional

- Hybrid Meetings with Teams
- Teams Apps for meetings
- Audio Conferencing with Teams
- Transform meeting culture with Viva Insights

Art of the Possible add-ons

Webinars & Virtual Events - Optional

- Live Events and Advanced Production
- Hosting Virtual Events with Teams

Immersive experiences (required) ➔ Microsoft Teams Rooms | Microsoft Teams Meetings | Surface Hub | Live Events & Webinars
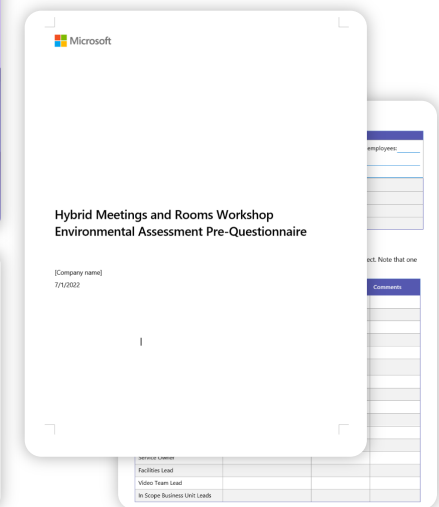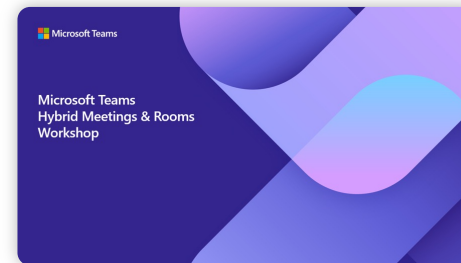
Pre-engagement

Assess

- Identify key business decision maker stakeholders

- Gather information about customer environment and spaces

- Research customer challenges and opportunities

- Select the Art of the Possible optional modules

- Prepare for the Art of the Possible

Immersion experience

Art of the Possible

✓ The Art of the Possible is a combination of presentations and immersive experiences that will educate and excite your organization on Microsoft Teams Rooms and hybrid meeting capabilities and uncover business use cases and priorities.

✓ **Hybrid meetings core vision**

✓ **Optional add-on Meetings and Virtual Events modules**

✓ **Immersive experiences across:**

Microsoft Teams Rooms

Microsoft Teams meetings

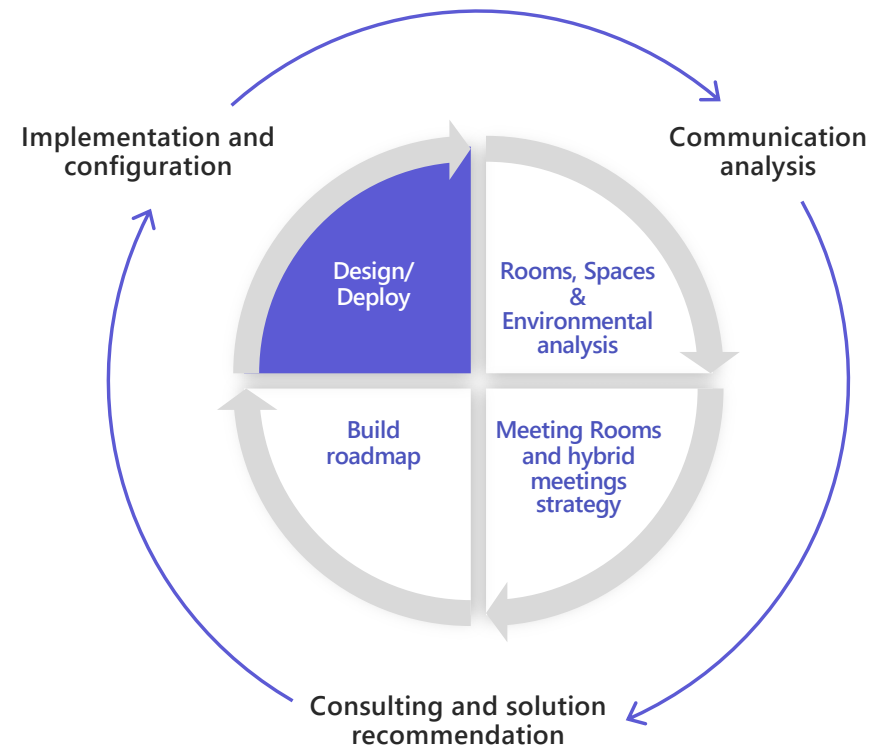Virtual events and webinars

Hybrid Meetings and Rooms Workshop planning

Build the Plan

- Build the plan for how to deploy and adopt Microsoft Teams Rooms and hybrid meetings within your organization

- Discover hybrid meeting use cases

- Discuss devices and meeting room strategy

- Determine environment, site, and network preparedness for Microsoft Teams Rooms and hybrid meetings

- Develop deployment and adoption framework for Microsoft Teams Rooms and hybrid meetings

Implementation and configuration

Communication analysis

Design/ Deploy

Rooms, Spaces & Environmental analysis

Build roadmap

Meeting Rooms and hybrid meetings strategy

Consulting and solution recommendation

Outcomes

Considerations

Where are you today?

Where do you want to go?

How will we get there?

What does success mean to you?

Planning workshop outcome

Align to the Teams Rooms and hybrid meetings vision

Deliver a hands-on experience for Teams Rooms and hybrid meetings

Determine use case and scenarios for Teams Rooms and hybrid meetings
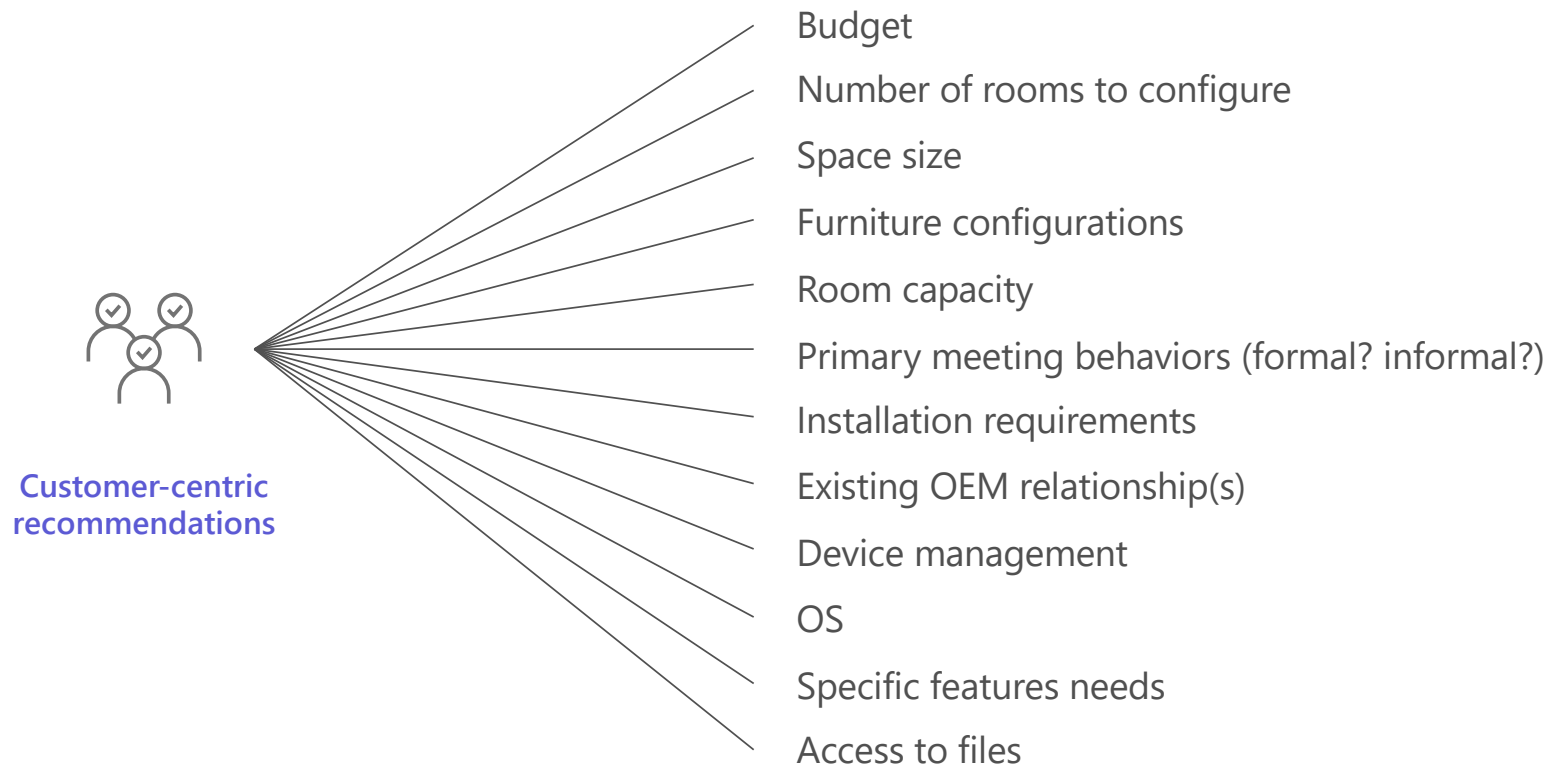
Determine environment, site, and network readiness

Develop a deployment and adoption framework for Teams Rooms and hybrid meetings

Selecting the right device for your shared spaces

Examples of variables to discuss and consider

Customer-centric recommendations

- Budget
- Number of rooms to configure
- Space size
- Furniture configurations
- Room capacity
- Primary meeting behaviors (formal? informal?)
- Installation requirements
- Existing OEM relationship(s)
- Device management
- OS
- Specific features needs
- Access to files

Leverage your existing meeting room investments

Connect to Microsoft Teams meetings with Cloud Video Interop solutions certified for Microsoft Teams

Support for H.323(except Cisco) and SIP meeting room devices

HD video and content

Native Teams and Exchange scheduling

Powered by Azure

GCC support available*

Certified cloud video interop partners

BlueJeans

BlueJeans Gateway
For Microsoft Teams

]pexip[

Pexip Connector
For Microsoft Teams

CISCO Webex

Cisco Webex Video Integration
for Microsoft Teams

poly

Poly RealConnect
For Microsoft Teams

Which management path is right for your organization?

Self managed
is for organizations...

With AV experts on staff who can manage their own devices at scale

Who want a more active role in operations and handling daily tasks

Who want oversight of devices to stay in-house

Teams Rooms Managed Services
is for organizations...

Who want to delegate operations management to service experts

Who want enhanced guidance, insights, and planning support

Who want proactive device security, configurations, and updates

The IT challenge

Overtaxed IT teams may lack the bandwidth and expertise to optimize room operations at scale

Scale room operations **without scaling resources**

Inconsistent room security practices

Expertise in best practices

Focus on room management versus **business strategy**

Avoid reactive or **disruptive** operations

MTR Planning & Deployment Offer: 3 Days Implementation

Engagement Plan

1 Requirement Gathering
- Discuss Meeting Room Requirements with the Customer
- Site visits by Engineers to understand Meeting Spaces

2 Solution Design
- Design team to identify certified MTR solutions fitting the requirement.
- Virtual demo (or) POC (or) Live demo will be conducted based on customer needs.

3 Procurement
- Solution finalized by customer
- Procurement of devices to be initiated.

4 Installation
- MTR to be installed on customer sites as per plan.
- On-prem or Remote installation as per customer's choice.

5 Configuration
- MTR to be configured in the customer domain and connected with a Meeting Room ID.
- System update schedule to be configured
- Test calls done to confirm solution is functional

6 Training
- User training to be provided to the "MTR Champion" who can train the other employees.
- Administration training to be provided to the IT department.

|---------- Day 1 ----------| |---------- Day 2 ----------| |---------- Day 3 ----------|

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Why work with Al Zubair Group?

✓ We have the relevant skills for the Microsoft Teams Rooms and hybrid meetings solutions to help consult, design, and deliver your new meetings experience.

✓ We can source, install, and support the various devices.

✓ We are supported by Microsoft for readiness and capability – providing the right skill at scale in the market.

✓ We can source other best-of-breed products to tailor the solutions for your specific needs.

✓ We build a strong bond between you and Microsoft for long-term benefit.

✓ We may have specialisms for your specific vertical market.

✓ We have specific development skills which we use to provide further value over and above Microsoft Teams.

Next Steps

1

Contact us on
msft@alzubairgroup.com

2

Identify a Project Sponsor
who will define the overall
success of MTR deployment

3

Start identifying key
expectations for your
Meeting Room Systems

Thank you.