



Hybrid Meetings Workshop

Customer presentation





Hybrid is here to stay

Microsoft's latest findings show the ways we work now—and how we will in the future.

The data is clear: decision-makers and employees want the best of both worlds. Flexibility and hybrid work will define the future of meetings.

WORK TREND INDEX REPORTS:

80% of managers

expect more flexible work arrangements post-pandemic

73% of employees

want flexible remote work options to stay

67% of employees

want more in-person work or collaboration post-pandemic 66% of IT decision makers

plan to increase intelligent meeting room devices as offices reopen

Questions our customers are asking

What does an inclusive meeting look like when 50% of our team is remote?



People can join from anywhere, on any device

How can we easily scale from small meetings to large group events?



Use a single platform solution

Can you help us standardize, simplify, and centralize meeting solutions?



Deploy a unified solution across communications, apps, and meetings

How can we consolidate costs?

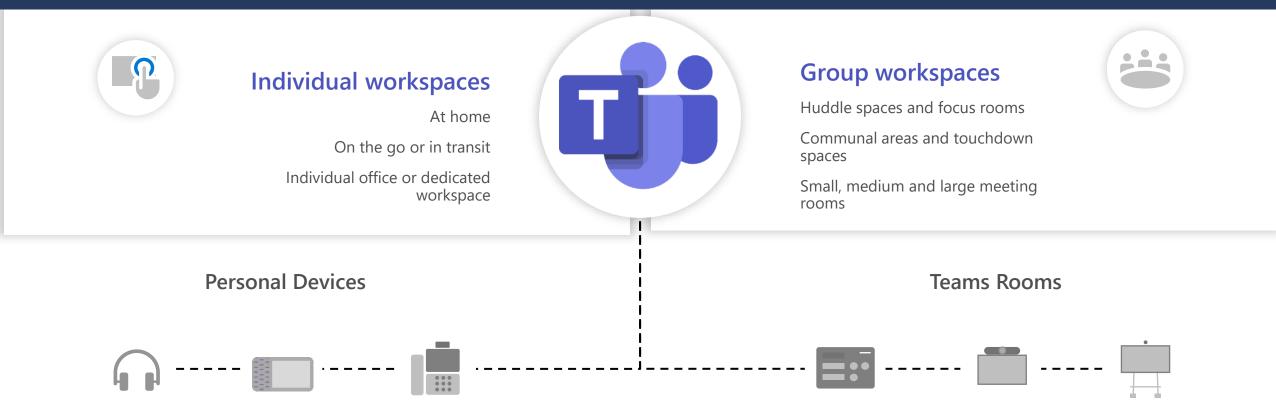


Reduce licensing and management expenses



Teamwork across spaces and devices

United by Microsoft Teams



Modular

All-in-One

(Surface Hub)

Integrated

Audio & Video

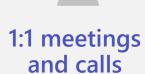
Peripherals

Teams Display

Desk Phones

Solutions for any budget, any workspace, any meeting size

Huddle Medium Desk Large



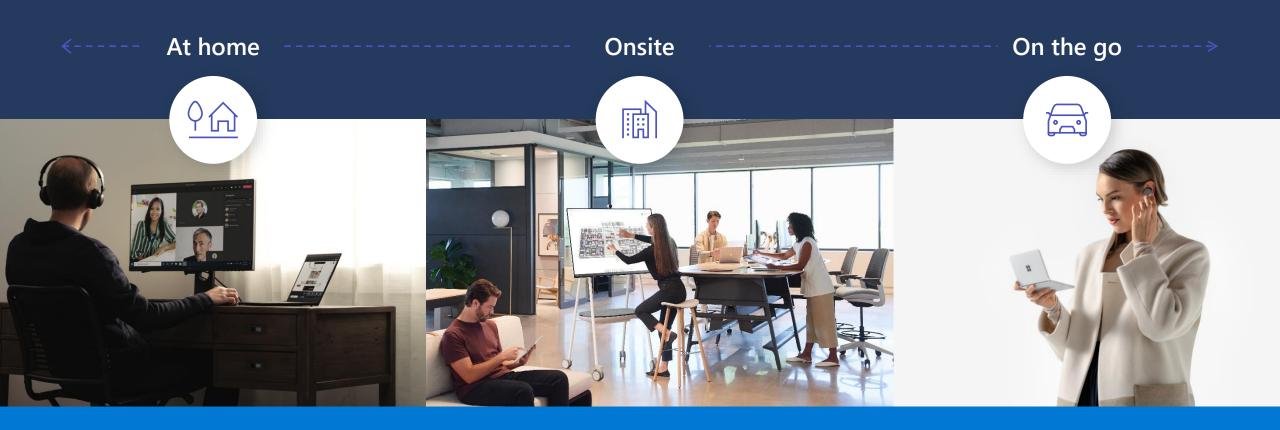




Events

Power of collaboration, designed for flexibility

Microsoft Teams offers enhanced productivity in a world of flexible work, by blending synchronous and asynchronous work in a single system within the Microsoft 365 suite.



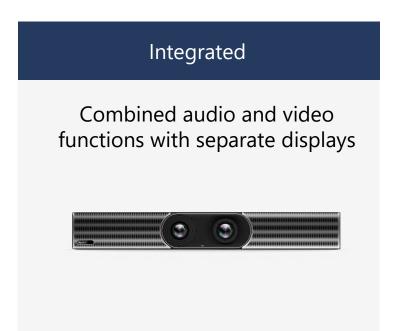
Stay connected with Microsoft Teams Meetings, Microsoft Teams Rooms, and Surface Hub

Microsoft Teams Rooms

Designed to bridge the gap between physical and digital spaces

With a rich ecosystem of connected meeting devices, powered by a consistent and intuitive app built by Microsoft for Microsoft Teams, Teams Rooms turns any meeting space into an easy-to-use and inclusive collaboration space where everyone has a place at the table, regardless of where they sit.

Individual connected devices





Complete audio, video, and display in a single unit



- ✓ Teams Rooms on Windows
- ✓ Teams Rooms on Android

✓ Teams Rooms on Surface Hub



Microsoft Teams Hybrid Meetings Workshop







Microsoft Teams Hybrid Meetings Workshop

Partner-led engagement to help customers understand and experience the vision for hybrid meetings. The goal is to understand customer business priorities and scenarios that drive hybrid meetings transformation.



Assess

Gather information on current environment, meeting practices, and introduce Microsoft Teams hybrid meetings.



- Art of the Possible

Showcase hybrid meetings powered by Microsoft Teams.

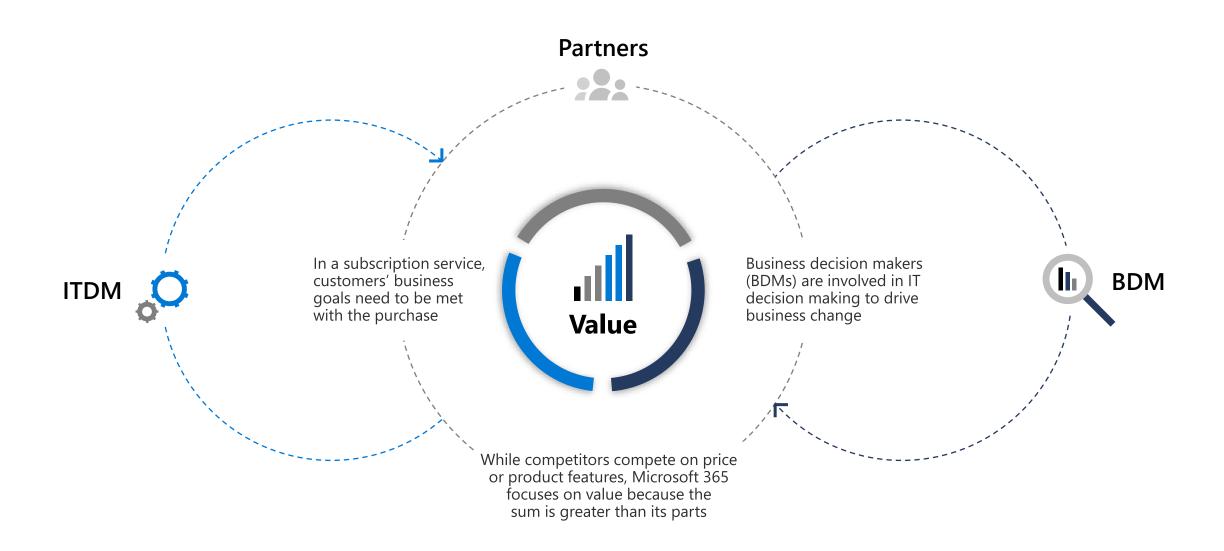


Build the Plan

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

Art of the Possible delivers business and IT alignment





Selecting the optional modules for the Art of the Possible

Following this session, select the optional modules that you would like to learn more about.

Combine the optional modules with the core modules to create your personalized Art of the Possible experience.





Optional modules include



Meetings

Optional modules include:

- Meeting apps
 - Audio conferencing with Microsoft Teams



Virtual Events

Optional modules include:

- Live events and Advanced production
- Webinars



Devices

Optional modules include:

- ☐ Microsoft Teams Rooms
- Microsoft Surface Hub
- Cloud video interop
- Personal devices
- Teams panels



Foundations

Optional modules include:

- ☐ What is Microsoft Teams
- ☐ Security and compliance
 - Governance and lifecycle
 - Upgrade to Microsoft Teams from Microsoft Skype for Business

Hybrid Meetings Workshop modules





Optional modules include



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Choose by pathway: Meeting room devices example

The devices pathway allows a customer to learn more about Microsoft Teams certified devices including Microsoft Teams Rooms, Surface Hub, Personal Devices and Cloud Video Interop.

Art of the Possible duration

• 240 minutes

Session list

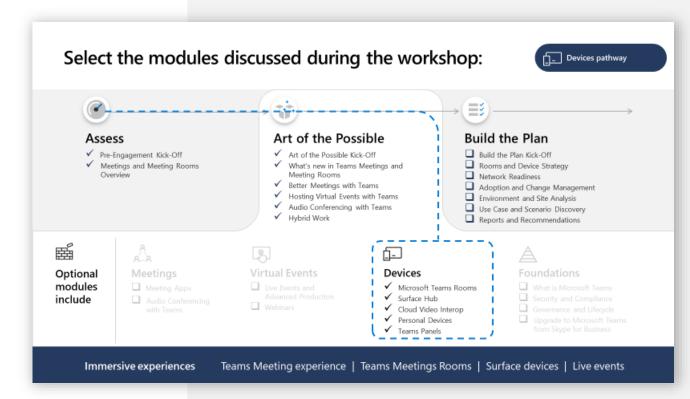
Core (180 minutes)

- · Art of the Possible Kick Off
- What's New in Teams Hybrid Meetings
- Hybrid Work
- Better Meetings with Teams
- Hosting Virtual Events with Teams

Optional (90 minutes)

- Microsoft Teams Rooms
- Teams Panels
- Surface Hub
- Cloud Video Interop
- Personal Devices

Immersive experience (60 minutes)

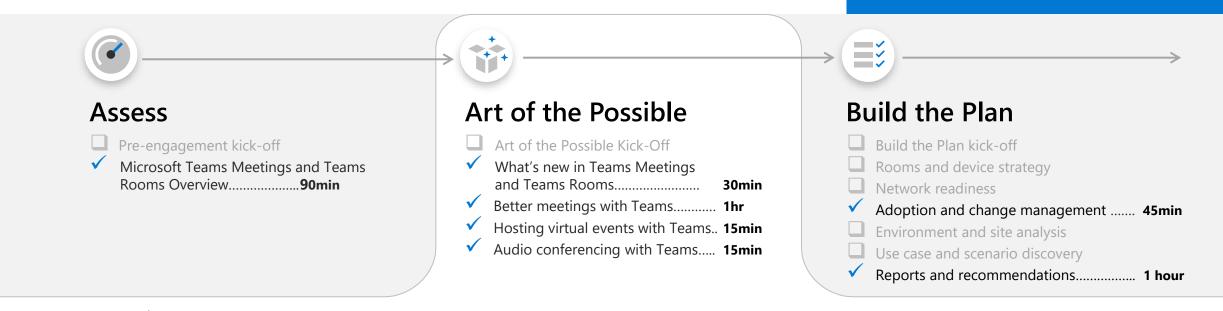


Total workshop duration –

Assess (120 minutes) + Art of the Possible Devices Pathway + Immersive exp (240 minutes)+Build the Plan (345 minutes) = 705 minutes / 11.75 hours

Executive Sponsor

Total time commitment = 6hr:45mins Core 5hr:45mins / Optional 00:15mins





Optional modules include



Meetings

- Meeting apps
- Audio conferencing with Microsoft Teams



Virtual Events

- Live events and advanced
- Webinars



Devices

- Microsoft Teams Rooms Microsoft Surface Hub
- Cloud video interop
- Personal devices
- Teams panels



Foundations

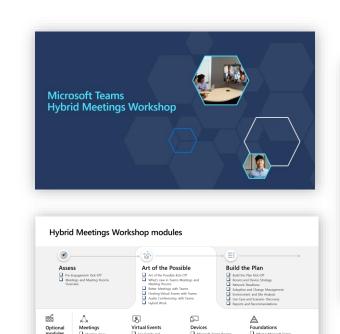
- ✓ What is Microsoft Teams.....30min Security and compliance
- Governance and lifecycle
 - Upgrade to Microsoft Teams from Microsoft Skype for Business

Pre-engagement



Assess

- Identify key business decision maker stakeholders
- Gather information about customer environment
- Research customer challenges and opportunities
- Present the Hybrid Meetings Overview
- 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 the Microsoft Teams hybrid meeting capabilities and uncover business use cases and priorities.
- Hybrid meetings core vision
- Optional modules
- Immersive experiences across:
 - Meeting at your desk (PC)
 - Meeting on the go (mobile)
 - Audio Conferencing
 - Teams Rooms
 - Virtual events and webinars

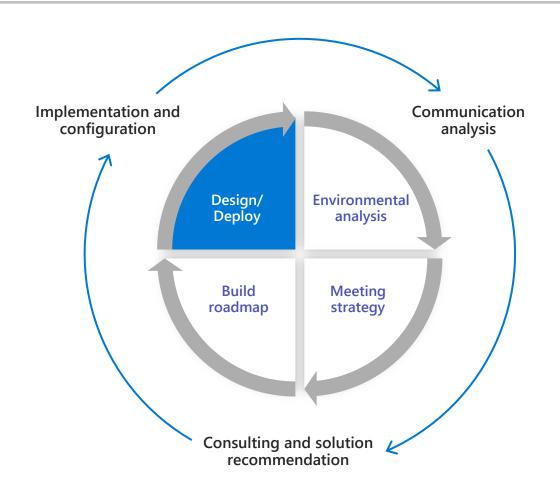


Hybrid Meetings Workshop planning



Build the Plan

- Build the plan for how to deploy and adopt hybrid meetings within your organization
- Discover meeting use cases
- Discuss devices and meeting room strategy
- Determine environment, site, and network preparedness
- Develop deployment and adoption framework

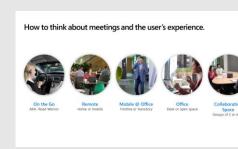


Planning session structure











Environmental and site analysis

Adoption and change management

Network readiness

Meeting Rooms and Device Strategy

Use case and scenario discovery

User Types



Outcomes

Considerations

Where are you today?

Where do you want to go?

How will we get there?

What does success mean to you?

Workshop outcome

Align to Microsoft Teams hybrid meetings vision

Deliver an immersive experience for hybrid meetings

Determine use case and scenarios for hybrid meetings

Determine the environment, site, and network preparedness

Develop a deployment and adoption framework for Microsoft Teams hybrid meetings

Why work with a partner for Microsoft Teams hybrid meetings

Access relevant skills for the Microsoft Teams meetings solutions to help consult, design, and deliver your new meetings experience.

Partners can source, install, and support the various devices.

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

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

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

Partners may have specialisms for your specific vertical market.

Partners may have specific development skills they use to provide further value over and above Microsoft Teams.



Resources







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 Video Integration for Microsoft Teams



Poly RealConnect For Microsoft Teams

^{*} Third-party solutions are not included in the Microsoft 365 Government - GCC environment offering and Microsoft does not certify third-party solutions for GCC.

Choose the approach to manage your Microsoft Teams devices

Manage Microsoft Teams devices in-house

Microsoft Teams admin center

Self-service toolset

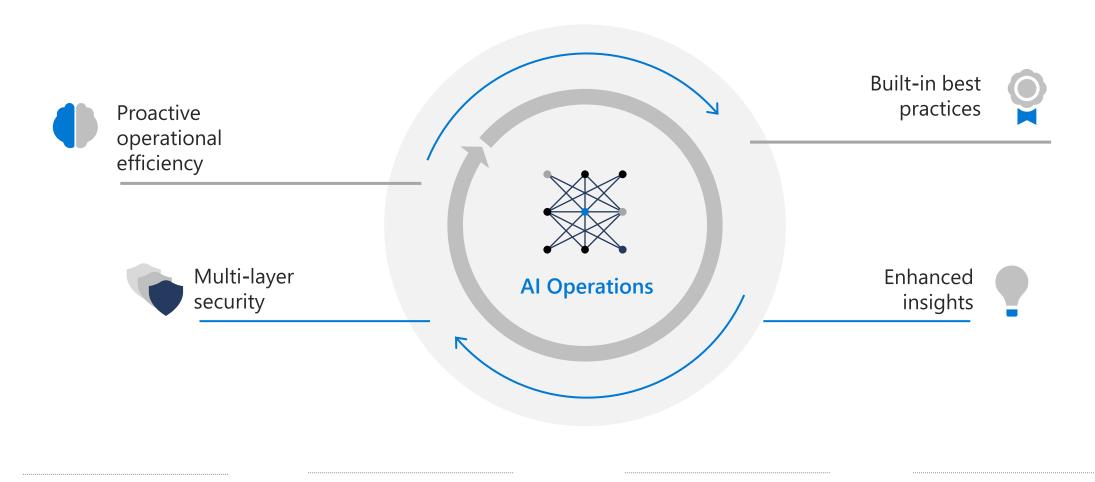
Manage your Microsoft Teams devices in one place

Shift management responsibility to

Microsoft Teams Rooms managed services

Al-driven managed services with proactive management and threat analytics

Microsoft Teams Rooms managed services



Al automates updates, problem detection, resolution at scale

Best practices grounded in knowledge from thousands of endpoints and dedicated room experts

Threat protection and verified updates limit vulnerabilities

Enhanced insights through correlated data across your room landscape

With managed meeting rooms, customers benefit from:

Operational expertise

Microsoft remotely monitoring and alerting on room health

Free up IT resources

Focus on your core business, not meeting room troubleshooting

Quick return on investment

Scale with agility and get the most out of your meeting rooms

Partner accountability

Measured results from partners and flexible support for additional services



Next steps





Call to action

1

Complete the preengagement questionnaire 2

Start identifying key stakeholders for each planned module

3

Schedule the kickoff meeting with key stakeholders



Questions and answers







Thank you.





