

Intelligent Meeting Room Solution

Battlecard

What is the Intelligent Meeting Room Solution from Insight?

Provide your employees the best meeting experience possible with our full-service solution to plan, build, support and manage your hybrid meeting rooms.

The Intelligent Meeting Room Solution is a modular engagement to plan, build, support and manage Hybrid Meeting solutions with Microsoft Teams Rooms.

Full-service solution

As our customer, you will be guided throughout your journey with hybrid meetings. At Insight, we take a proactive approach in helping our customers reap the benefits that Microsoft Teams Rooms offers by providing a clear roadmap to a successful implementation.

Duration

Custom

Target audience and their objectives:

These are the main target audiences within a business for this service:

CxO needs to:

- Enable improved controls over cost
- Improve service levels to the company
- Create standards and deliver innovation
- Enable flexible working practices including, home working to improve team morale and productivity

IT manager needs to:

- Develop digital transformation strategies
- Advise on best practices
- Align with business objectives
- Meet expanding user demands
- Maximise Teams adoption

Line of Business manager needs to:

- Ensure the right apps and information reaches the correct individuals and teams
- Accelerate project collaboration
- Leverage new communications tools
- Drive business value from IT resources

Workshop	Description
Room Inventory and capability planning	Inventory of your organization's existing meeting and conference rooms to understand environment, room size, layout, and purpose to identify the capabilities you want each room in scope.
Device selection	Evaluate which Microsoft Teams Rooms solution is the most suitable for each room based on the capabilities for the room. Decide which AV peripheral devices are the best fit, depending on room size and layout.
Site Readiness check	Site check to see how devices can be mounted, where cables should be, which type of cables/accessories are needed during installation etcetera. After this we deliver a clear overview regarding installation of the MTR per location and which additional cables are needed.
Remote IT readiness assessment	A specialist will conduct a remote IT readiness check. This will cover and review infrastructure dependencies, create and verify device account within (Azure) AD and prepare for first-run program.
Physical installation	Assembling and mounting the MTR solution. We will install the devices into your office spaces and where needed connect them with existing devices.
IT configuration and implementation	Configuration of the AD room account credentials and connection to Teams, Skype, Exchange and M365.
Adoption and change management	Support with device training, QRC, communication and driving change management for Hybrid Working.
Evaluation	Conduct project completion meeting to review results, lessons learned, and recommendations.

To find out more, please visit: nl.insight.com

Insight Device as a Service

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Benefits

Easy to use

A consistent user experience for all your spaces, from small huddle to large conference rooms - with a single touch you get your meetings started.

Work like you are in one place

Rich collaboration experience keeps everyone engaged and with advanced whiteboard technologies ideas can just flow.

Transform your spaces

Enjoy a high-quality experience with the flexibility of choosing from a broad range of purpose build reliable options for workplaces.

Simple to deploy on scale and easy to manage

Deploy, manage and secure rooms in a simple and scalable way with the Teams Admin Center or an existing Windows Management tool

Business Outcomes

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

Qualification questions

Are you currently looking to understand how Teams can improve your business?

Are you currently wanting to understand how to make Teams a success in your business?

Do you currently have a rolled out Teams deployment across one or multiple workloads?

Have you analysed Teams and its capabilities aligned to your business processes and concluded that it is not the right fit for your organisation?

When to engage/not to engage:

Engage customers when:

- They are in the process of evaluating Microsoft Teams Rooms.
- They have Teams, and don't have Teams Rooms.
- They are currently rolling out Teams.
- They are in the process of moving to a new building or renovating.

Do not engage a customer when:

- They have no plans to roll out Microsoft Teams or use Google Hangouts.

Note: There is no minimum size of customer that can purchase this

Objection handling:

Comment: I've heard Microsoft Teams Rooms is a great product to use, but I'm not sure where to start.

Answer: This service is an excellent start for any organisation, we will assess your current and future needs, help you plan deployment and train key users as champions to drive adoption.

Comment: We're happy with Barco Clickshare and don't need to migrate to Teams Rooms.

Answer: Teams Rooms has more functionality that empowers your employees to work together more efficient than ever before. We can schedule a demo with your favorite vendor to see if it fits your organization.

Required outcomes

- Start the dialogue with the customer about how to plan a successful implementation of Teams Rooms in their organization.
- Empower the client to be excited about the value of Teams Rooms and understand how best to go forward.

Insight differentiators

- One of Microsoft's leading global partners
- Pilot and implement Insight services and solutions internally
- Multivendor expertise for Modern Workplace applications: adoption and change management, mobility, collaboration
- Large-scale, multi-site deployment and logistics know-how
- Named in Gartner's 2019 USA Magic Quadrant for Managed Workplace Services¹
- 4,800+ sales and service delivery professionals, across 19 countries
- Access to Microsoft Certified Professionals
- Ability to access additional modules on an 'as needs be' basis

¹ Insight, Press release, Jan 2019

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