



Microsoft
Partner



Gold Cloud Platform
Gold Cloud Productivity
Gold Communications
Gold Collaboration and Content
Gold Windows and Devices

Hybrid Meetings

NTT (Thailand) Limited

Hybrid Meetings

Power of collaboration, designed
for flexibility



Hybrid meetings are the new normal



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



During the pandemic, the playing field was leveled.



Moving forward, how do we ensure equal footing as some join meetings in the office and others remotely?

Hybrid is here to stay

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

People have embraced non-traditional workplaces. They're working remotely and in transit, and as the world moves to a new normal, many employees' expectations about work have changed.

Source: Microsoft's annual [Work Trend Index](#), March 2021.

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



Reimagine meetings with powerful solutions for seamless collaboration and flexibility

Together, Microsoft's hybrid meeting solutions provide a simplified, intuitive ecosystem for all your collaboration needs, whether employees meet in the office or on the go



Collaborate without compromise

Provide a unified experience through Teams meetings, Teams Rooms, and Surface Hub so that every employee benefits from an equal sense of presence and participation



Meetings that scale

Reimagine and reinvent the meeting space, from the desk to huddle and from the presentation to the webinar with seamless experiences that merge the virtual and physical together



Management and security

Say no to patchwork solutions that add complexity and insecurity

Teams meetings, Teams Rooms, and Surface Hub offer enterprise-level security and seamless integration, managed with the same tools used to manage Microsoft 365



Cost consolidation

Save on overall costs by reducing physical overhead, travel and expenses, and consolidating vendors

Create more efficiency per meeting, resulting in more productive use of employee time

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



We work across spaces and devices

United by Microsoft Teams



Individual work spaces

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



Group work spaces

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



Personal devices



Audio and video peripherals



Teams display



IP phones

Shared devices



Microsoft Teams Rooms



Surface Hub

Microsoft Teams personal space devices



Microsoft Teams peripherals



Sennheiser Expand SP 30T



Bose Noise Cancelling Headphones 700 UC



coming soon

EPOS Adapt 460



coming soon

Jabra Evolve 65T



Logitech Brio 4K Webcam



Poly Voyager Focus UC-M



Microsoft Teams phones



Poly CCX600



Crestron UC-2



Yealink VP59



AudioCodes C450HD



Microsoft Teams displays



Lenovo ThinkSmart View



Yealink Microsoft Teams display



Microsoft Teams on personal devices

Communication devices enhance the way you work and collaborate

Hear every voice

Contribute to the conversation and collaborate easily

Improve meeting experiences

From desktop to mobile phone to the conference room

Intelligent communication

Assistance for all your calls and meetings, built for the modern office



Microsoft Teams desk and conferencing phones



 audiocodes



Audiocodes
C450HD

 poly



Poly
CCX400



Poly
CCX500



Poly
CCX600

 CRESTRON



Crestron
Flex UC-2





Yealink
T55A



Yealink
T56A/58A



Yealink
VP59

 poly



Poly
Trio C60





Yealink
CP960

Microsoft Teams displays

Evolution of desktop phones

All-in-one dedicated Microsoft Teams device

Easily chat, access calendar and files, and join video meetings and calls, and invoke activities with a dedicated screen for Microsoft Teams

Intelligent collaboration at your fingertips

Always on with screen highlighting important activities and hands-free voice assistance powered by Cortana

Work with confidence

Mute button and camera shutters for privacy, enterprise-grade call security, and easy set up and management





Teams certified peripherals



Great audio

Both near end (device user) and far end benefit from the mic, speaker, and DSP performance of certified devices.



Plug and Play with Windows and Mac

It just works, no management or configuration required.



Rich integration with Microsoft Teams

All the call control buttons you expect plus dedicated Microsoft Teams button for instant access – message and call notifications, join meetings, and more.



Reliable

All certified device OEMs are Microsoft partners. Not only do they build to meet the rigorous testing requirements, they provide lifecycle support by working closely with Microsoft support.

Microsoft Teams Rooms

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

Purpose-built for Teams meetings

Advanced audio and video, and sharing

Expansive device portfolio for any room

Select from fully modularized, integrated, or all-in-one form factors across Android or Windows operating systems

Reimagined meeting room experiences

Join meetings friction-free to engage in inclusive, collaborative meetings for all participants

Easily managed from one place

Fully manage and keep devices up to date, and ready to go with the in Teams Admin Center, enable 24x7 proactive management from Microsoft with Microsoft Teams Rooms Premium



Microsoft Teams Rooms



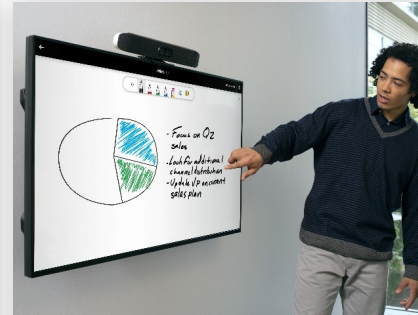
Inclusive

Foster inclusive and interactive meetings for everyone, regardless of where they are.



Easy to use for all

Deliver consistent Microsoft Teams experiences designed to make collaboration easy and hassle-free.



Flexible

Turn any shared space into a Microsoft Teams room with a wide selection of devices to fit every need.



Secure and managed

Keep devices secure, reliable, and up to date with rich management capabilities and powerful analytics.



Inclusive

Help everyone be seen and heard with high-quality audio and video

Increase engagement with features from Teams, including automatic live captions, raise hand and more.

Cultivate real-time collaboration with Microsoft Whiteboard and intelligent content capture.

Know who's talking when with attributed transcription via intelligent speakers

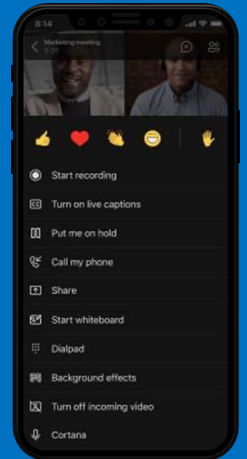
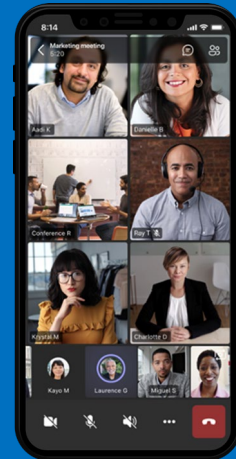
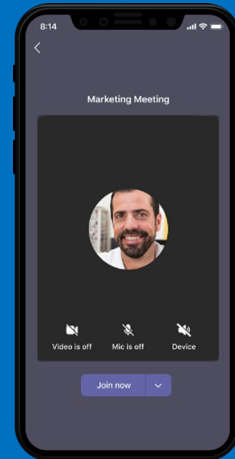
Help everyone be seen and heard with high-quality audio and video

- **Audio and video devices** that automatically focuses on what matters during the meeting
- **Video layout options** for almost every situation and preference
- **Noise suppression and bandwidth optimization** for clear voice quality



Increase engagement with features designed for interaction

- Wirelessly share any type of content
- Increase understanding and engagement with live captions
- Enable attendees to “raise hand” without interrupting the speaker
- Focus on what matters by pinning video and content
- Use your phone or tablet as a companion device to enhance meeting experiences



Cultivate real-time collaboration with Microsoft Whiteboard and intelligent content capture

- Use Surface Hub for all-in-one digital whiteboard, meetings platform, and collaboration hub
- Easily add a touch display to enable multi-user, shared whiteboarding
- Add a content camera to share an intelligent, augmented whiteboard view into Teams meetings



Know who's talking when with attributed transcription via intelligent speakers

- Focus on the meeting instead of taking notes
- Ensure people in meeting rooms are represented in the meeting transcript through speaker attribution
- Recognize and identify up to 10 distinct voices in the meeting room
- Quick one-time enrollment in Teams with voice information manageable for privacy and security



SD
... Davis 11:23 AM
It's very exciting. I've already been thinking about some ways the buildings can be designed.

Kiana Anderson (Conf room 1234) 11:23
We're off to a great start. Let's keep the momentum going.



Quinn Campbell (Conf room 1234) 11:23
I'm going to follow up after this meeting with the client.

Stop transcribing



Easy to use for all

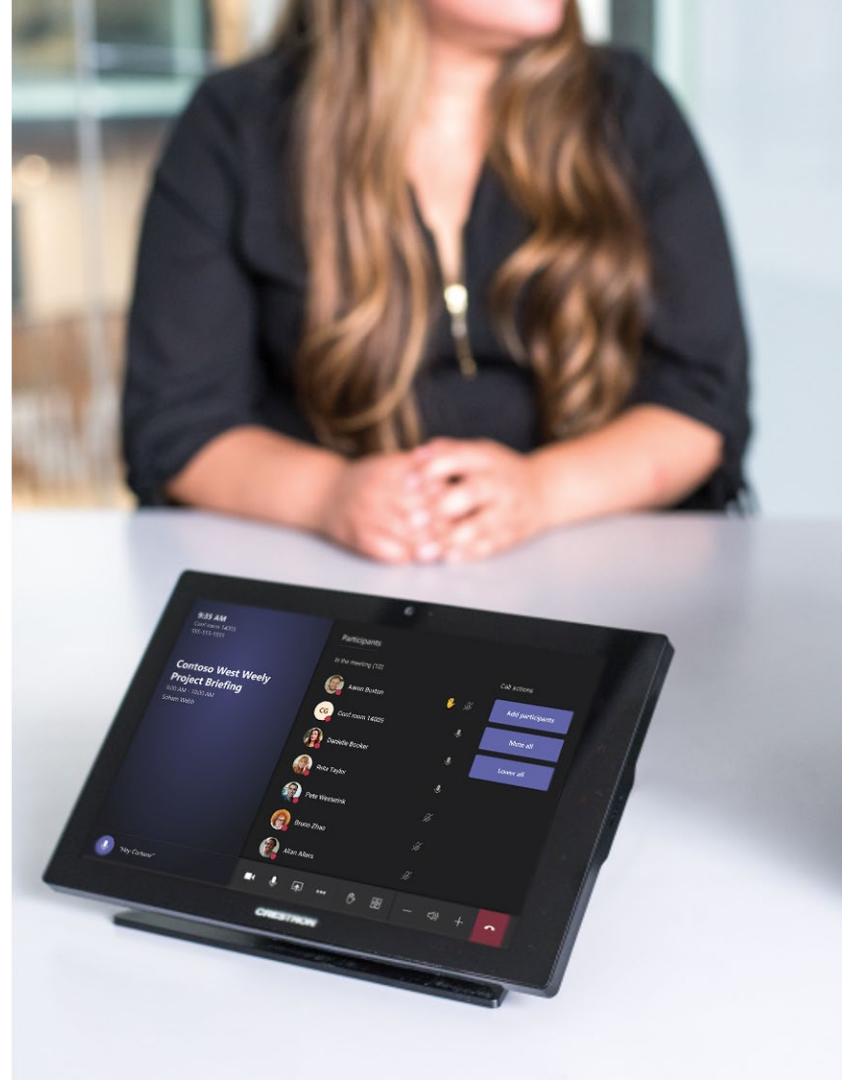
Maintain consistent experiences with a familiar, intuitive app built by Microsoft for Teams

Quickly schedule, join and participate in Teams meetings

Safety features to support new workplace health standards

Maintain consistent experiences with a familiar, intuitive app built by Microsoft for Teams

- **Consistent Teams Meeting experience** across all your spaces and devices
- **Help reduce learning curve** with an intuitive, simple user experience
- **Automatically get updates and new features** with this native experience built by Microsoft for Teams



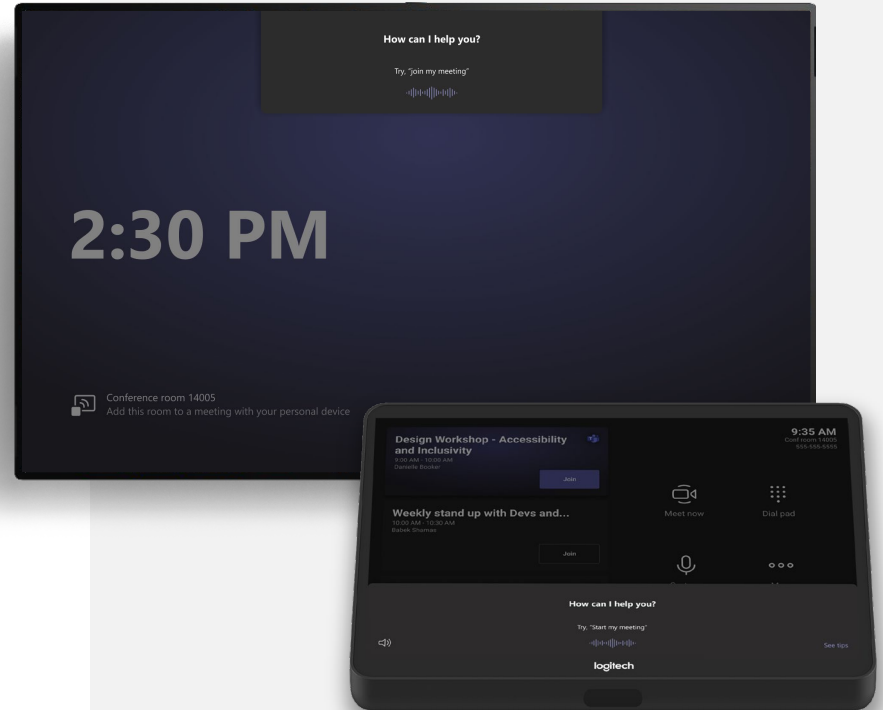
Quickly schedule, join and participate in Teams meetings

- Easily book a room by adding it to your meeting invitation or using the Teams panel.
- Quickly join meetings with one-touch or voice assistance and bring all the audio and video devices into the meeting
- Use intuitive touch controls to raise hand, add participants, change views, and more



Safety features to support new workplace health standards

- Use your personal device to join the meeting from the room and control in-room devices
- Use Cortana voice assistance to start or end the meeting
- Cast content from your personal device to the Teams Room or Surface Hub device
- Automatically post room capacity notifications to prevent crowded rooms

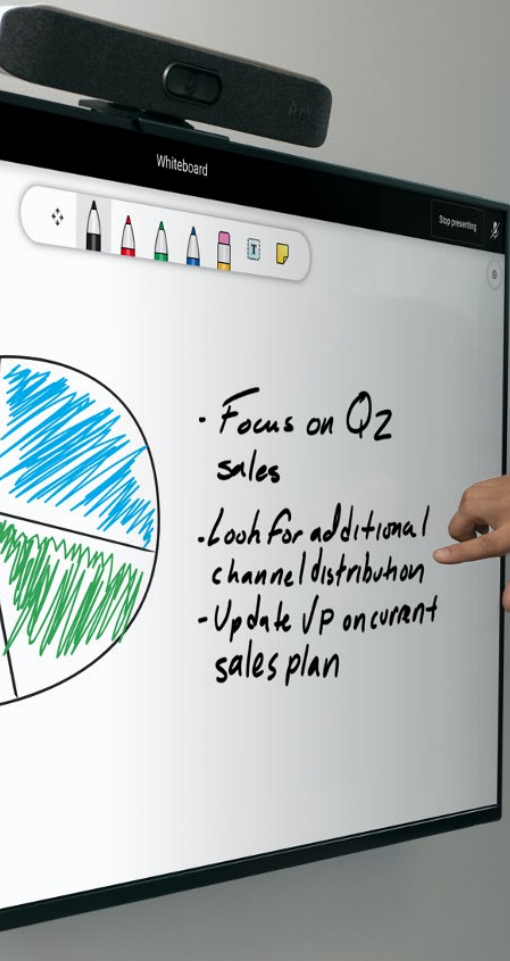


Flexible

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

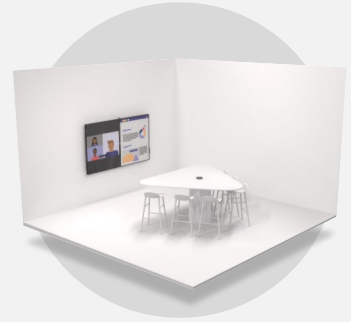
Connect Teams Rooms devices unlock more capabilities

Flexibility to join meetings from other services



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

- Wide array of certified audio and video devices to accommodate any room and any need
- Supports multiple screen configurations
- Simplified deployment with integrated and all-in-one form factors
- Mobile collaboration with Surface Hub 2S Steelcase Roam™ Mobile Stand and APC™ Charge Mobile Battery
- Built for Android and Windows platforms



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



Microsoft Teams Rooms devices

Modular

Individual connected devices



Integrated

Combined audio and video functions with separate displays



All-in-One

Complete audio, video, and display in a single unit



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

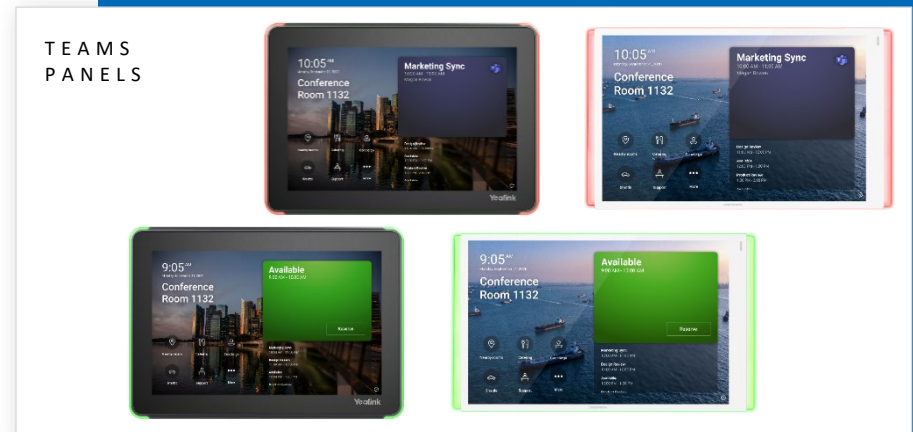
- ✓ Meet and Present

- ✓ Meet and Present + Co-create

- ✓ Meet and Co-Create

Connect Teams Rooms devices unlock more capabilities

- Coordinated Meetings connect modular Teams Rooms with Surface Hub to extend screen real estate and extend audio/video to larger spaces
- Know who's talking when with attributed transcription via intelligent speakers
- Teams panels provides smart experiences inside and outside the room with features like find nearby rooms and room capacity notification

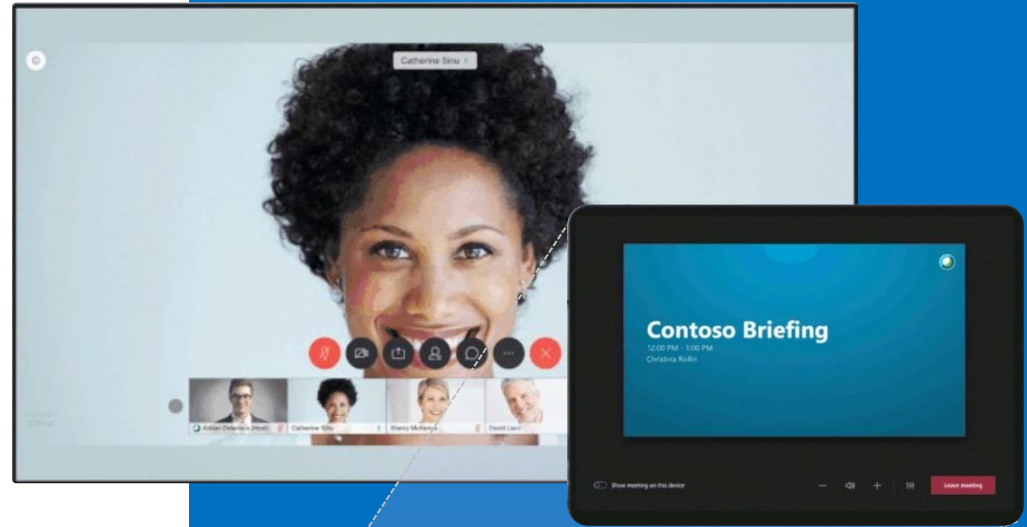


Flexibility to join meetings from other services

- Join occasional external Webex or Zoom meetings from a Microsoft Teams Room with direct guest join

zoom

webex
by CISCO





Secured and scalable

Devices, software and cloud secured by design

Comprehensive self-management with Teams Admin Center

AI-driven Managed Services with proactive management and threat analytics

Devices, software and cloud secured by design

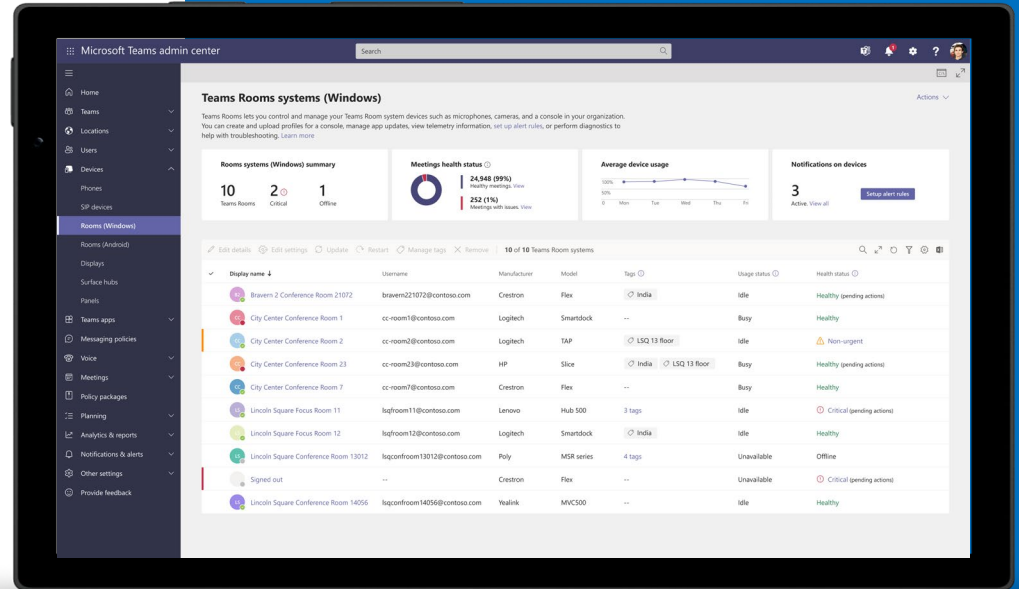
- Certified Microsoft hardware ensures security, quality and performance out of the box
- Credential Guard guards against credential theft
- Secure Teams Rooms app with lockdown policies limit sign-in vulnerabilities
- Automatic updates keep room systems in a default secure state



Comprehensive self-management with Teams Admin Center

Teams Admin Center

- Manage all your Teams settings and devices in one location
- Device auto-enrollment in Teams Admin Center, with no additional action from IT required
- Call quality analytics help identify problems and root causes of issues with active room health monitoring
- Securely delegate access to a Microsoft-approved partner



AI-driven Managed Services with proactive management and threat analytics

- AI-driven operations automates updates, problem detection, and resolution at scale
- Best practices grounded in knowledge from thousands of endpoints and dedicated room experts
- Multi-layer security via threat protection and verified updates to limit vulnerabilities
- Enhanced Insights through correlated data across your room landscape



Microsoft Teams shared space devices

Teams Rooms on Android



Yealink VC210



Poly Studio X Series



Yealink



Teams Rooms



Crestron B160 with UC Bar system



Logitech Tap with Meetup system



Yealink MVC 800 system



HP Elite Slice with Logitech Brio



Lenovo ThinkSmart Hub 500 with Rally System



Poly G40-T



CRESTRON

Lenovo



Yealink

logitech



Surface Hub



Microsoft Surface Hub 2S



Microsoft
Surface Hub

Certified integrated audio and video peripherals

Scale Microsoft Teams Rooms to all room sizes



Jabra®



Huddly



AVer®



CRESTRON



EPDS



SHARP



avocor



ViewSonic®



poly



Yealink



logitech



SHURE



BOSE
SENNHEISER



biamp.



QSC

Surface Hub

Fluid collaboration

Delivers advanced collaboration and co-creation capabilities with a premium whiteboard experience and access to Office 365 files

All-in-one Windows 10 device

Surface Hub 2S camera, far-field microphones and crystal clear-speakers paired with a brilliant 4k touch screen

Collaborate from anywhere

For mobile, unplugged collaboration, pair with the Steelcase Roam™ Mobile Stand and APC™ Charge Mobile Battery

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



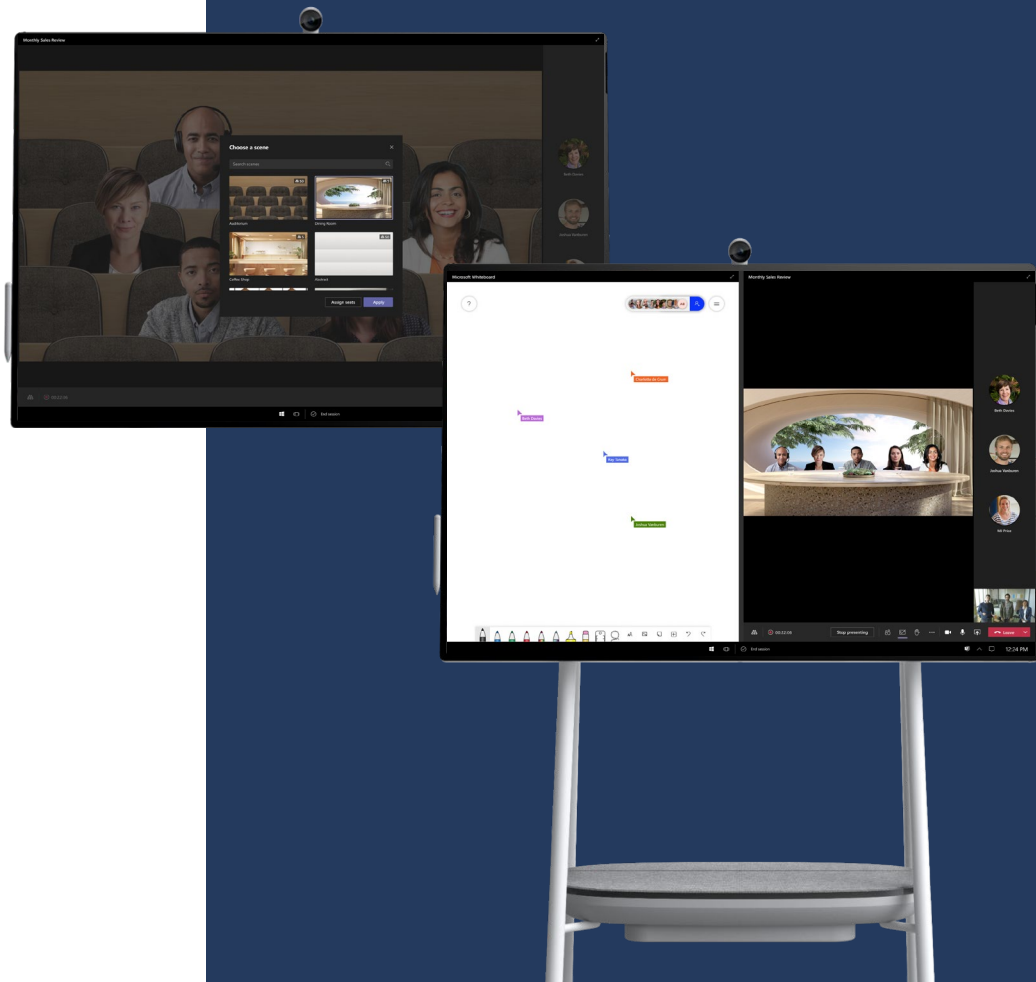
Teams Rooms on Surface Hub

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

Robust meeting controls and updated interface

Easily access your Microsoft 365 files and present confidently using PowerPoint Live.

Rich whiteboarding capabilities with additional updates coming later this year



Offerings for Microsoft Teams Rooms

Bring the Microsoft Teams experience to every meeting



Microsoft Teams Rooms Standard

Seamless join experience
Innovative in-room meeting capabilities
Integrated Management in Teams Admin Center
























Microsoft Teams Rooms Premium

Microsoft Teams Rooms Standard
+
Microsoft Teams Rooms – Managed Services

Licensing solutions for shared communication devices

Microsoft has three SKUs for licensing meetings and calling on a per-device basis—two for meeting room devices (such as Microsoft Teams Rooms and Surface Hub) and one for common area phones (such as lobby phones available for guest use)

	Microsoft Teams Meeting Room Standard \$15/device/month	Microsoft Teams Meeting Room Premium \$50/device/month	Common Area Phone \$8/device/month
Skype for Business			
Microsoft Teams			
Phone System			
Audio Conferencing	 ¹		 ⁴
Microsoft Intune			
Microsoft Teams Rooms managed services			
Worldwide availability	 ³	 ⁴	
Channel availability	EA, EAS, CSP, GCC, EES, Web Direct	EA, EAS, CSP	EA, EAS, CSP, GCC, EES, Web Direct

¹ Availability and included minutes may vary by region. To verify service availability, refer to <https://docs.microsoft.com/en-us/microsoftteams/country-and-region-availability-for-audio-conferencing-and-calling-plans/>. Consumption charges may apply for additional services, such as toll-free, international minutes for domestic plans, etc. Customers can disable these features to avoid additional billing

² Common Area Phones can join audio conferences via dial-in number provided by the meeting organizer

³ Not available in sovereign clouds

⁴ Availability varies by region. To verify service availability, refer to <https://rooms.microsoft.com>

Microsoft's interop solutions



Call in from any standards-based video teleconferencing (VTC) system on SIP & H.323



Native experience for Microsoft Teams users to view content and video from standard-based systems



VTC systems join directly into Teams Meeting



Global availability



Certified Cloud Video Interop Partners

Investment protection: leverage your existing meeting rooms investments
Connect to 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*

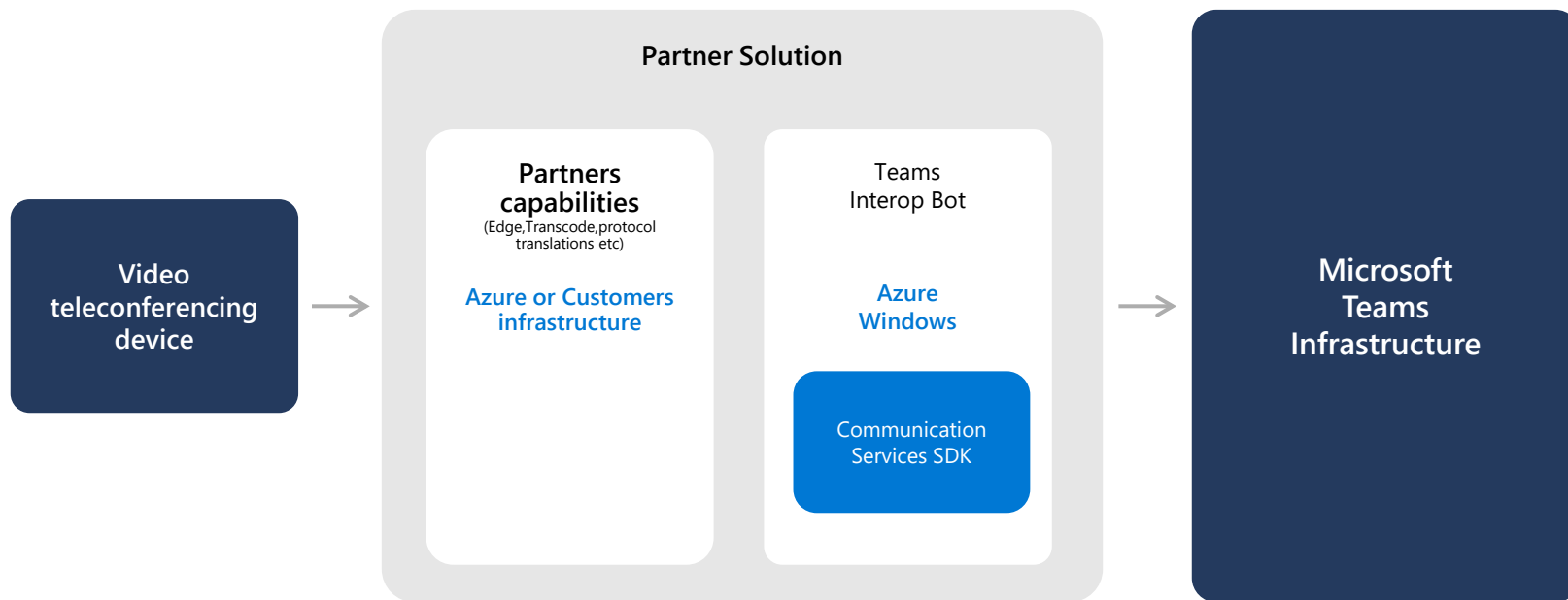
Certified cloud video interop partners

 BlueJeans Gateway For Microsoft Teams	 Pexip Connector For Microsoft Teams
 Cisco Webex Video Integration for Microsoft Teams	 Poly RealConnect For Microsoft Teams

*: 3rd party solutions are not included in the Microsoft 365 Government - GCC environment offering and Microsoft does not certify 3rd party solutions for GCC.

Certified partners | High-level architecture

The solutions offered by our partners consist of components that can be deployed either fully cloud-based or partially/fully on-premises.



Cloud Video Interop experience

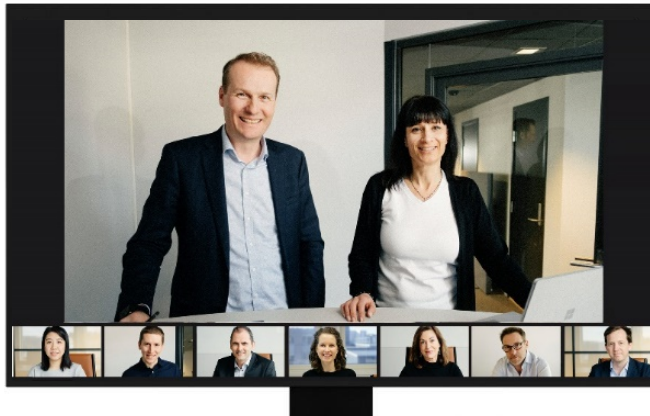


Maintains native user experience

- High quality video and optimised VTC video layout
- Bi-directional content sharing with native resolution
- Supports dual screen for presentation viewing/sharing
- Support for name overlay of all participants

Native Teams experience

- VTC appears as any other Microsoft Teams participant
- VTC shares content like any other Microsoft Teams participant



Thank you

Please call to action

for

**Microsoft Teams
Rooms Solution**

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