



Cisco Telepresence Solution

Aleksandar Vulović, Collaboration SE
alvulovi@cisco.com
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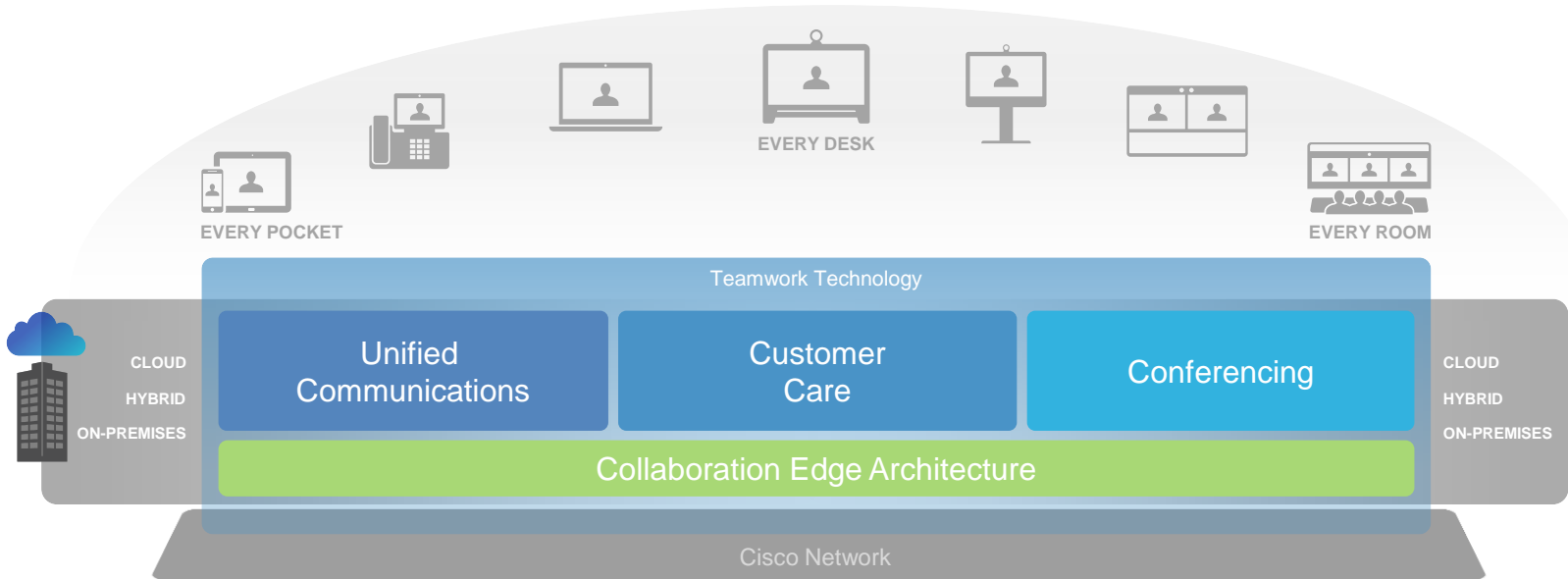


Agenda

- Cisco Meeting Server
- Expressway
- Video Endpoints
- Cisco Spark



Cisco Collaboration Solution



Virtual Meeting Trends

The Modern Meeting



Virtual, Visual,
Anywhere*
(Wainhouse)

Video Conference Growth



97% use video
conferencing more than
2 years ago*
(Wainhouse)

Pervasiveness in Large Rooms



85% of large meeting
rooms have video
conferencing systems*
(Nemertes)

Mobile Users Growth



Remote join and
integration with web
conferencing services are
critically important*
(Nemertes)

Cisco Meeting Server

Introducing Cisco Meeting Server



Every Pocket



Every Desk



Every Room

Preserve the User Experience

Cisco Meeting Server

Unify Disparate Infrastructure

Video Infrastructure

Audio Infrastructure

3rd Party/Skype for Business Infrastructure





This is my room

This is **my room**

A person's hands are shown typing on a silver laptop keyboard. The laptop is open, and its screen is visible on the right side of the frame. In the foreground, a white ceramic cup of coffee sits on a matching saucer, placed on a rustic wooden table. The background is a bright, slightly blurred view of the ocean under a clear sky. The overall scene conveys a sense of a remote or flexible workspace.



This is my room

Cisco Meeting Server Capabilities

Video Conferencing

Interoperability

Customization

Audio Conferencing

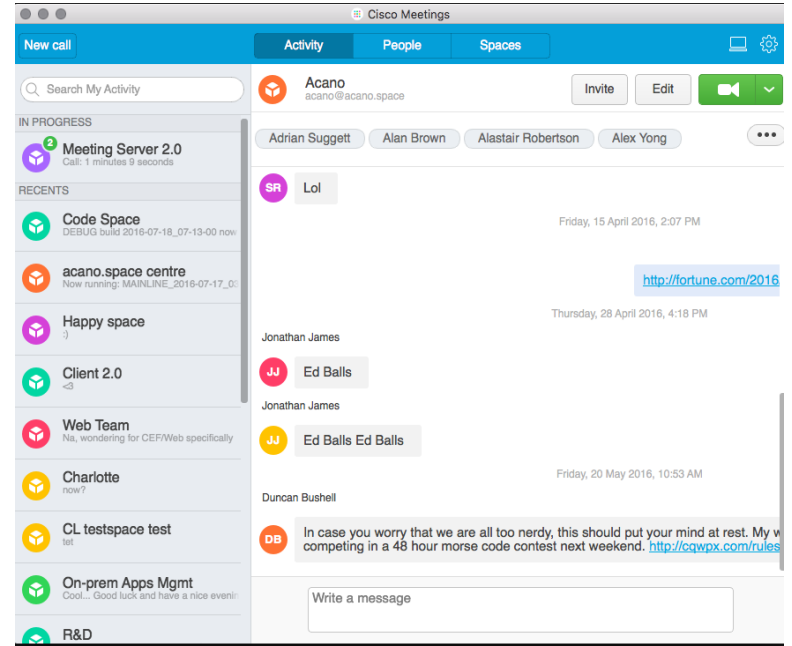
Recording

Web Conferencing



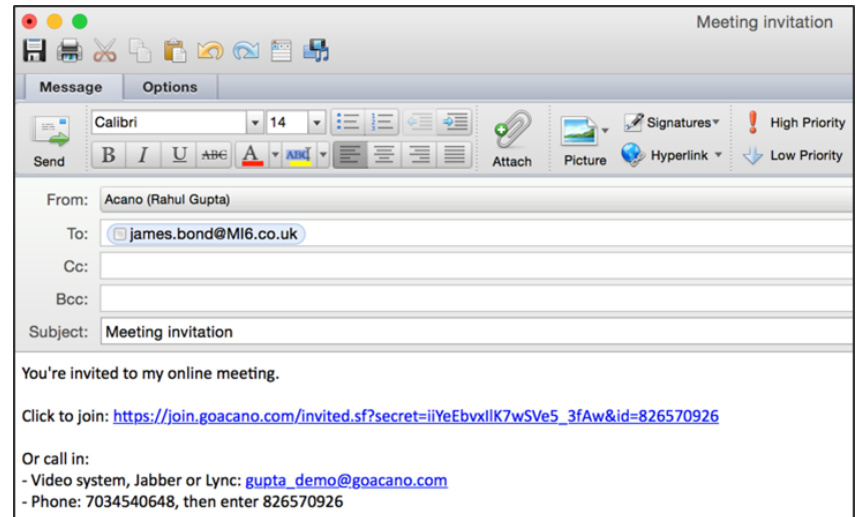
Meetings

- Virtual rooms for audio, video, and web
- Unlimited spaces: as many as you want, for each project, and team
- Always available
- Follows your workflow
- Connect with any device



Spaces (Rendezvous, VMR, MeetMe)

- Virtual meeting rooms for audio, video video and web
- Unlimited; one for each person, project and team
- Always available
- Follows the workflow
- Multiple devices



Personal, Scheduled or Ad-hoc Meetings

- Personal meetings:
 - Invite others to your personal meeting using your own join details
 - With Spaces – users are in control
- Schedule meetings:
 - Leverage Cisco TelePresence Management Suite (including Microsoft Outlook integration)
 - One-Button-to-Push support
- Ad hoc with UCM
 - Easily escalate your 1:1 calls to include more people



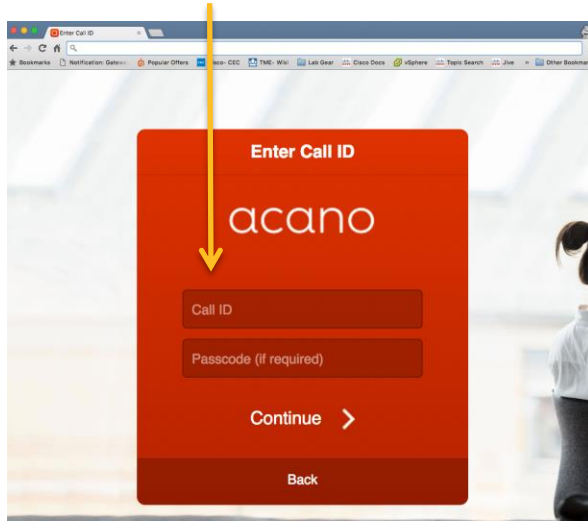
Browser Access

- Anyone can join
- **Chrome, Firefox, Opera** – native WebRTC
- **Safari, Internet Explorer** – application cross launch
- Bidirectional content
- Guest access or User login



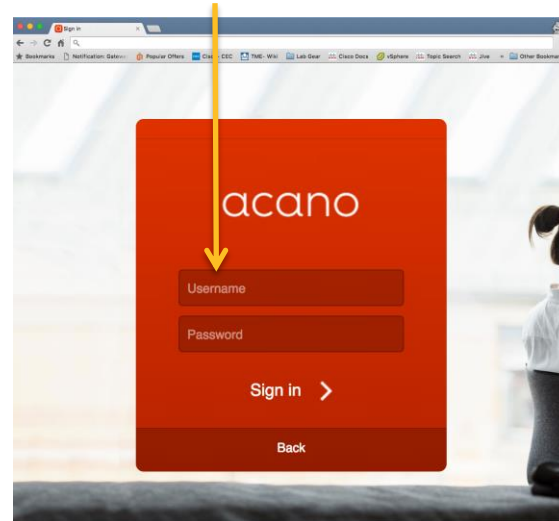
Acano Applications (WebRTC)

Guests enter Call ID



A screenshot of a web browser displaying the 'Enter Call ID' login screen. The page has a dark red background with the 'acano' logo in white. Below the logo are two input fields: 'Call ID' and 'Passcode (if required)'. At the bottom, there is a 'Continue >' button and a 'Back' button. A yellow arrow points from the text 'Guests enter Call ID' above to the 'Call ID' input field.

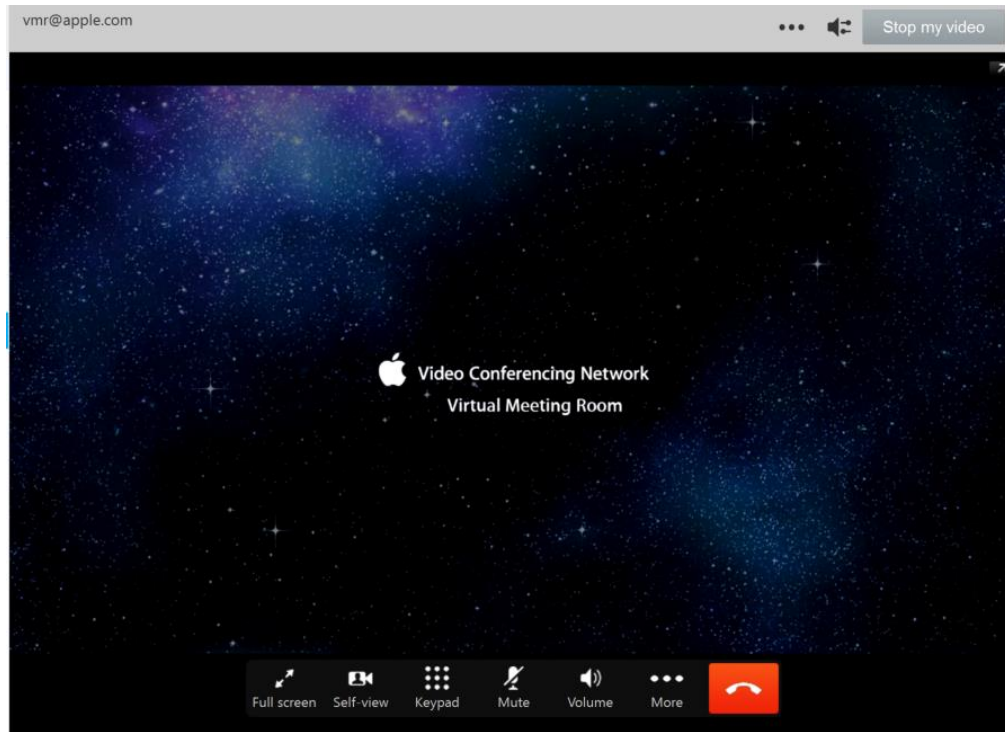
Users enter credentials



A screenshot of a web browser displaying the 'Sign in' login screen. The page has a dark red background with the 'acano' logo in white. Below the logo are two input fields: 'Username' and 'Password'. At the bottom, there is a 'Sign in >' button and a 'Back' button. A yellow arrow points from the text 'Users enter credentials' above to the 'Username' input field.

Branding

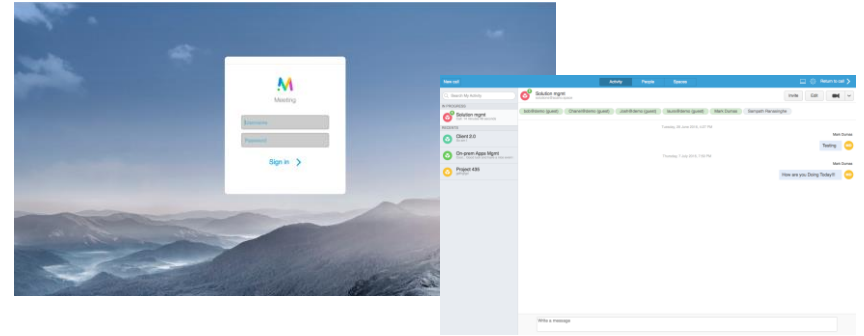
- IVR Backsplash
- IVR Voice Prompts
- WebRTC Splashscreen
- WebRTC Logo
- Customize Invites



Cisco Meeting App

Enable anyone to join your meeting with the Cisco® Meeting App:

- Fully participate with the benefit of exceptional video quality
- Control your experience with
 - Layout controls
 - Ability to invite others
 - Easily create new Spaces
 - Device mobility and flexibility
 - Roster list and mute controls
- WebRTC enabled browser support
 - Easily invite guests to join



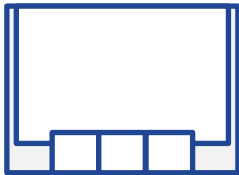
Meet the way you want

Flexible In Meeting layouts

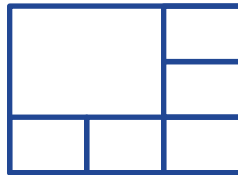
Layout Families



Active Speaker



Overlay



onePlusN



Equal NxN

onePlusN and Equal layouts dynamically scale as more participants join



onePlus5



onePlus7



onePlus7



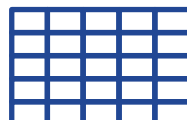
Equal 2x2



Equal 3x3



Equal 4x4



Equal 5x5

Customizable Branding



Customize

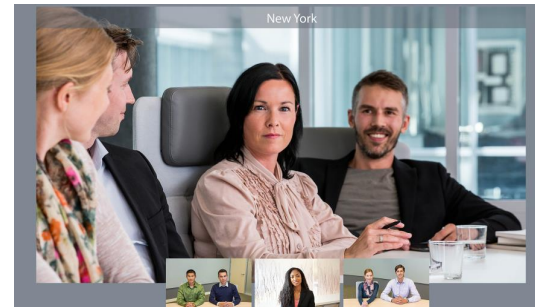
- Backdrop image
- On screen text
- Audio Prompts

Flexible Layouts

Choose the Best Layout family for your Device



Active Speaker



Overlay



Equal: 2x2, 3x3, 4x4, 5x5



onePlusN: N=5, 7 or 9

Meeting Recording

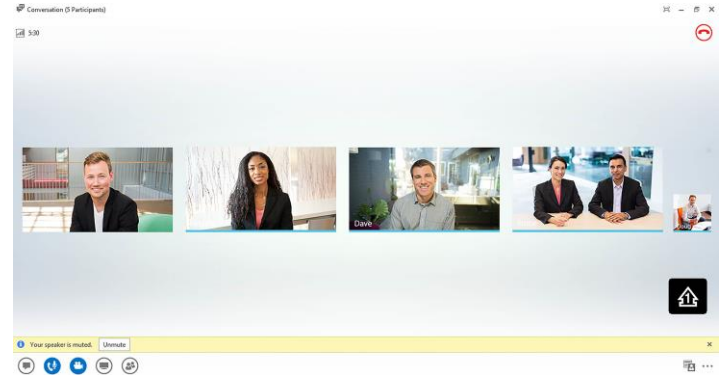
Recording Indicator



- Have access to meeting content after they happen with this new feature
- All recording goes to NFS systems for storage
- Recording could be automatic started for spaces, or with DTMF. Admin defined
- MP4 file format

Skype for Business Integration Types

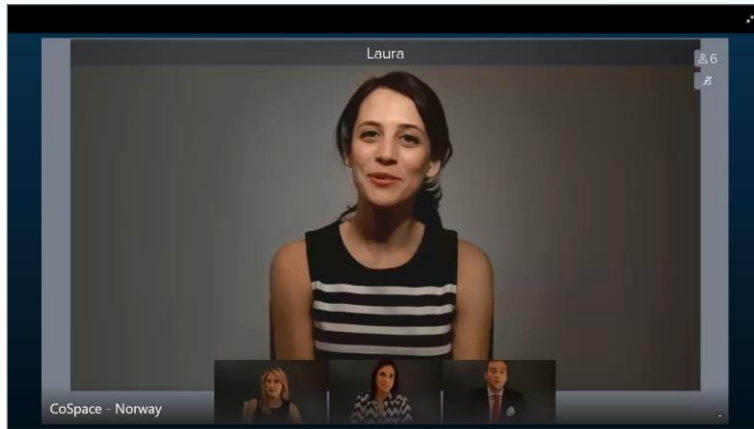
- **Gateway:** Allows calling between room endpoints and Lync/Skype for Business
- **Spaces:** Room endpoints and Lync/Skype for Business users all connect on Cisco Meeting Server for best experience & content sharing
- **Dual Home Conferencing:** Room endpoints connect on Meeting Server with connection to Lync/Skype for Business meetings as full-featured participants (video, audio, & content)
- **Direct federation** with Office 365



Dual Home Experience Highlights

- Initiate every meeting using the Skype for Business Outlook plug-in without change in process
- Join using OBTP or via IVR from video or audio only endpoints
- Users are seen both on video endpoint or Skype for B.
- Shared roster
- Meeting Server can send both RTV and H.264 SVC streams to the AVMCU

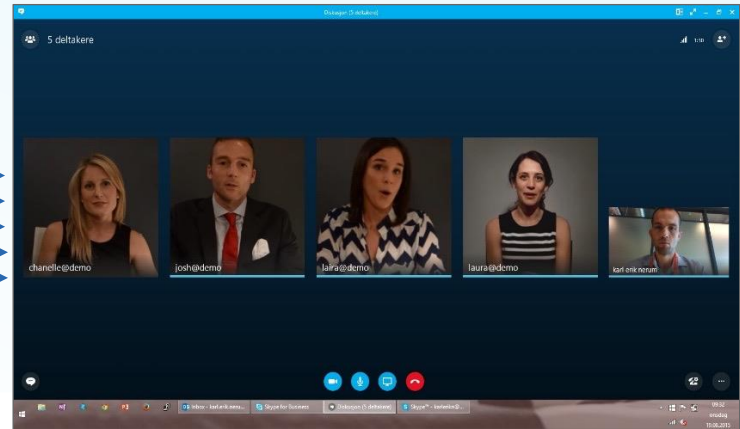
Cisco Endpoints



Dual Home Connection



Skype for Business



Flexible Deployment on Standard Hardware

Cisco Meeting Server 1000



- 96 simultaneous HD video calls per unit
- Standard UCS, requires 1 Rack Unit
- SKU: CTI-CMS-1K-BUN (Cisco Meeting Server hardware and software pre-loaded)
- Requires VMWare license, purchased from Cisco or direct
- Add units to increment capacity
- Meetings can seamlessly span multiple servers
- Single support contract

Simple Ordering

Meetings for everyone as Easy as 1, 2, 3

Select Endpoints

Knowledge Workers



Shared Endpoints



Add the meeting license

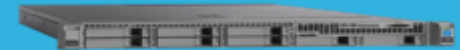
CUWL Meetings per user



Shared Multiparty Plus

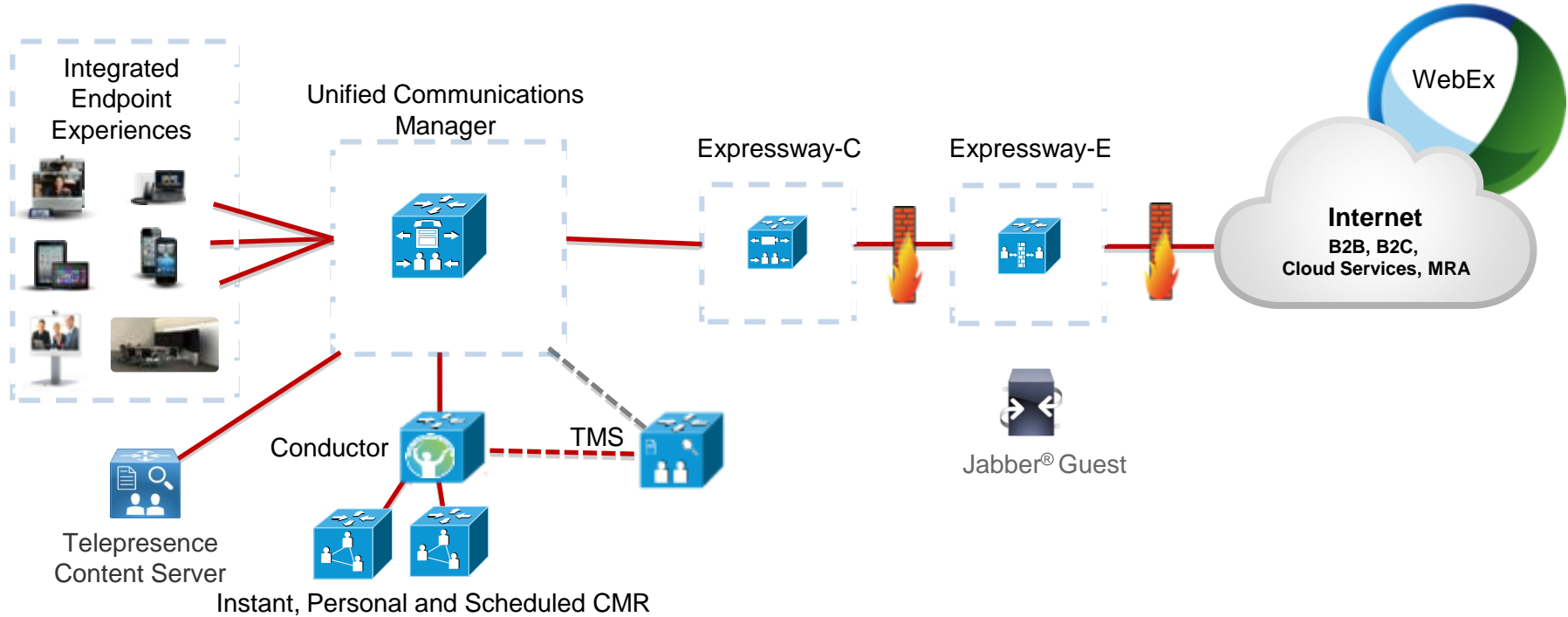


Add Servers



Cisco® Meeting Server 1000

Telepresence Architecture

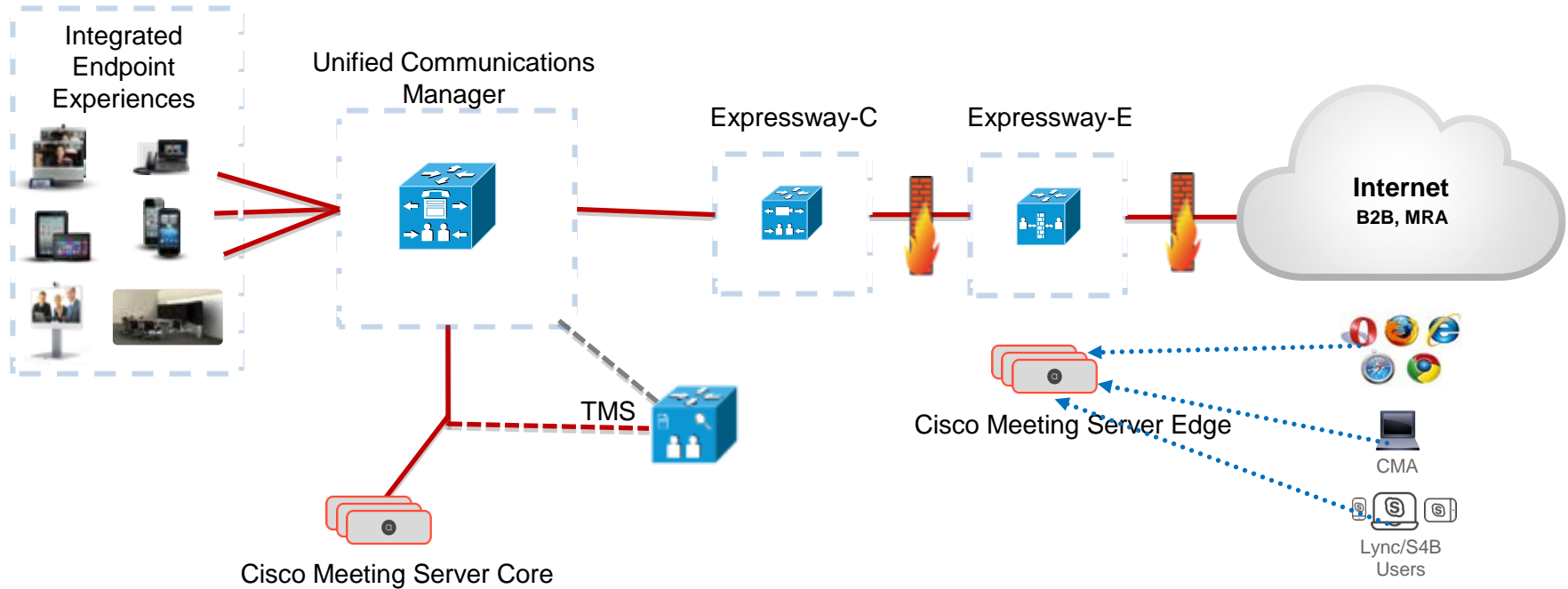


Instant Ad Hoc

Personal Rendezvous

Scheduled

New Telepresence Architecture



Instant Ad Hoc

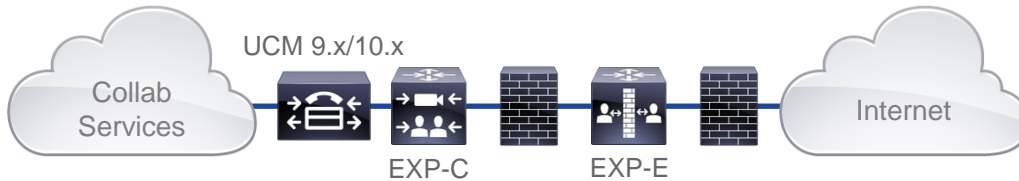
Personal Rendezvous

Scheduled

Expressway

Principal Use Cases

- Enable 'always-on' collaboration outside the network.
- Bring disparate technologies to together.
- Extend collaboration to the cloud.



Video Interoperability

- Retain value of legacy and mass-adopted technologies
- Extend reach and usability for nascent technologies
- Provide a vehicle for full spectrum of video interoperability in past, present, and future



Mobile and Remote Access

- Connect remotely with Cisco endpoints
- Register directly to UCM
- Voice, Video, IM&P, Directory, Visual Voicemail outside the network without a VPN

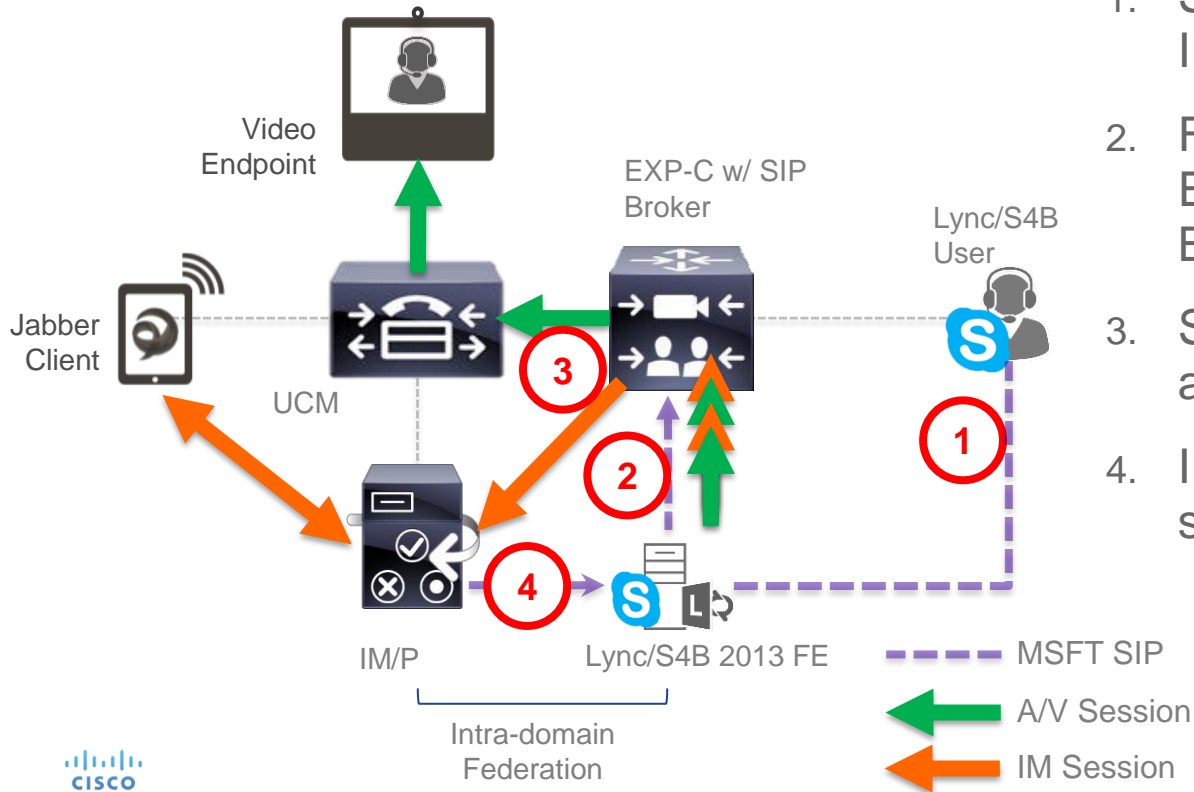
Consumer & Business to Business

- Extend collaboration beyond enterprise border
- Fluid collaboration with partners and customers

Hybrid Collaboration Services

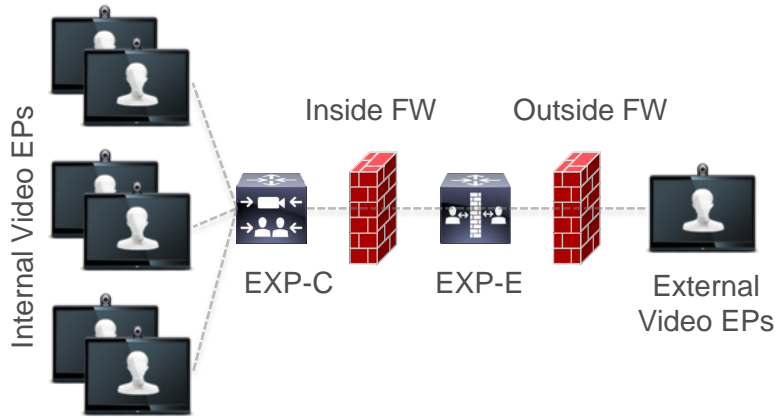
- Extend CMR and WebEx services to premise intelligently
- Seamless integration with future cloud services
- Investment protection for the Premise

SIP Broker



1. S4B/Lync user initiates either IM session or call
2. FE routes call to Expressway-C with SIP Broker
3. SIP Broker determines intent and routes call appropriately
4. IMs from IM/P server go straight to Skype

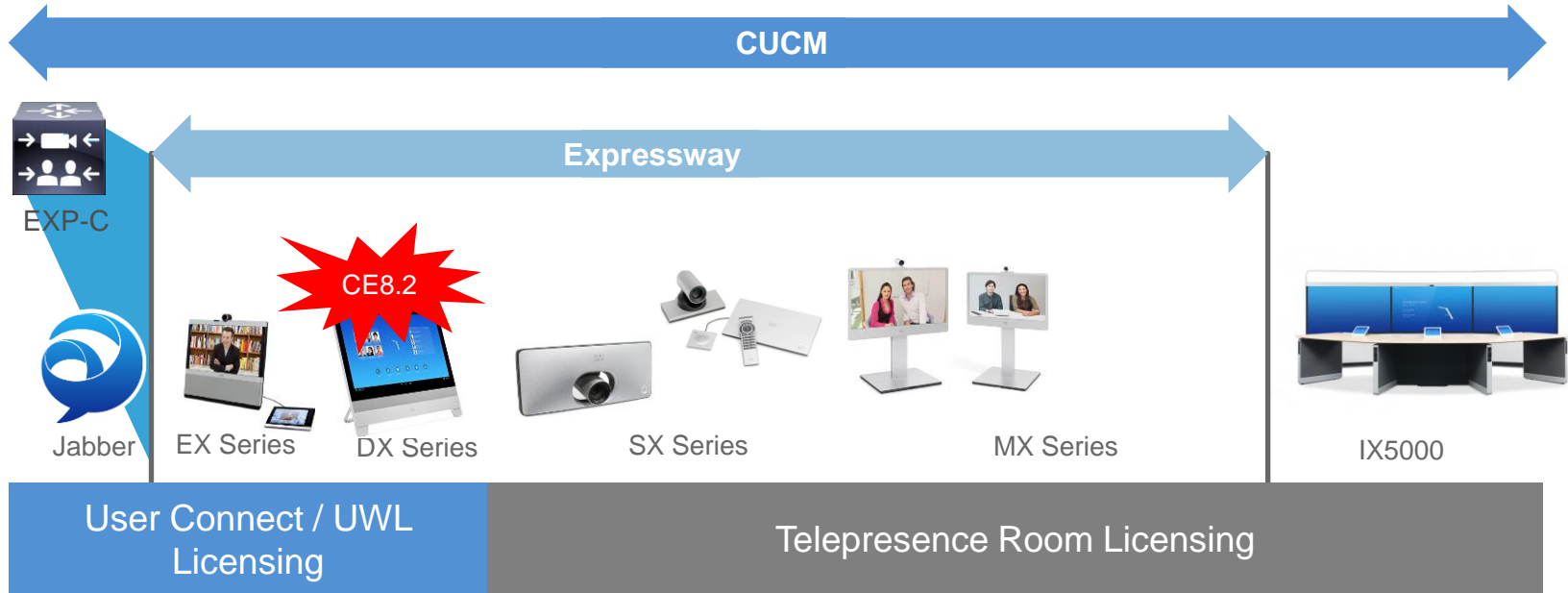
Expressway Registrations Overview



- Enable registrations on Expressway
 - Alignment with CUCM licensing
 - TP Room Licenses for Room Endpoints
 - User Licensing (UCL or CUWL) for Desktop Endpoints
 - SIP only in X8.8
 - H.323 registrations to follow in subsequent release

Expressway Registrations: Use Cases & Endpoint Support

- Customers that cannot deploy CUCM for video call control
- Customers using CUCM for video that have legacy / 3rd party endpoints



Video Endpoints

Professional-grade Video Collaboration

...for Every Meeting Space and Every Knowledge Worker



- Best experience in the industry
- Collaboration focused
- Easy to use
- Pervasive

...for the next gen meeting spaces

Shared spaces, open spaces, wireless environments

Meeting rooms, Huddle rooms, Collaboration rooms, and more.



reddot award 2015
winner



CISCO



reddot award 2014
winner



reddot design award
winner 2013



reddot award 2015
best of the best



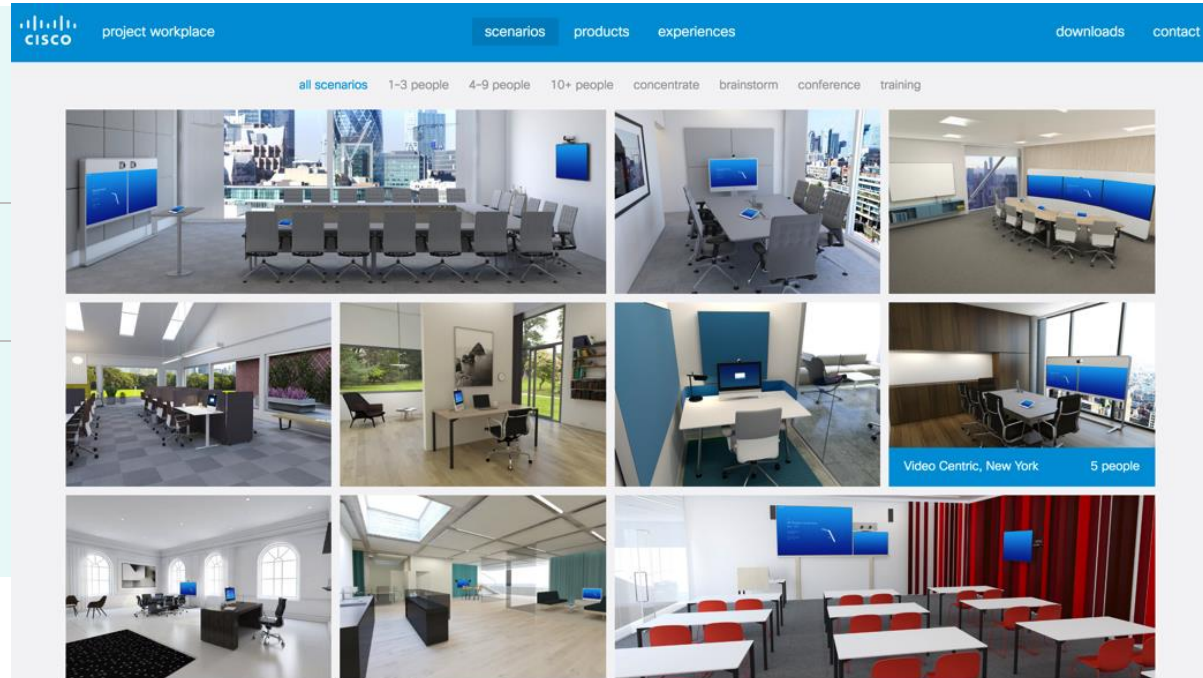
Project Workplace

Video enabling your workspaces



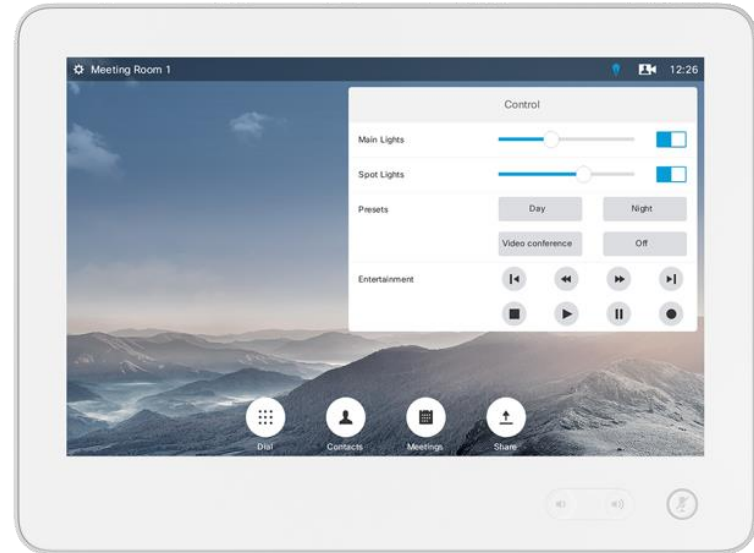
- Visualize spaces
- Optimize video experience
- Increase collaboration

www.cisco.com/go/projectworkplace



In-room control on Touch10

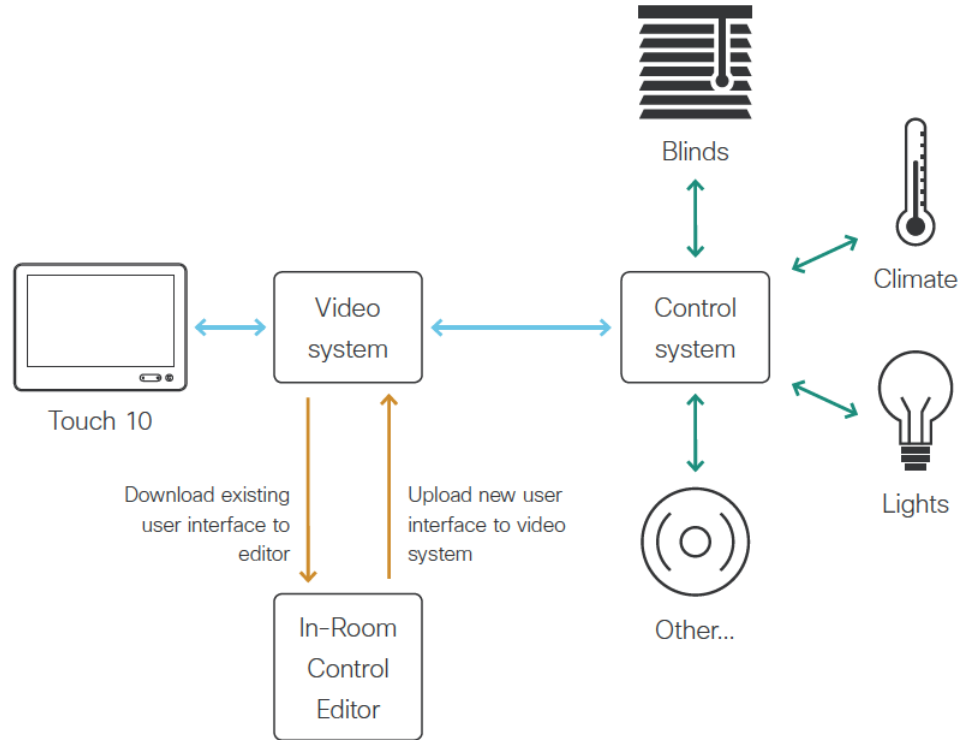
- Easily control peripherals such as lights, room dividers, curtains, etc. directly from the Touch 10
- Once configured, an icon appears on the Touch 10 in the top right corner; clicking this icon brings up the control panel
- Multiple pages can be configured with various different buttons and sliders



- A third party Control System (e.g. AMX, Crestron, etc) watches the codec output and uses the commands to trigger events

Control system interaction

- Enables the Touch 10 to interface to in-room Control Systems, complimenting their functionality and eliminating the need for many control devices in the same room
- Control system registers for feedback on events based on user interaction on the Touch10 and performs actions accordingly

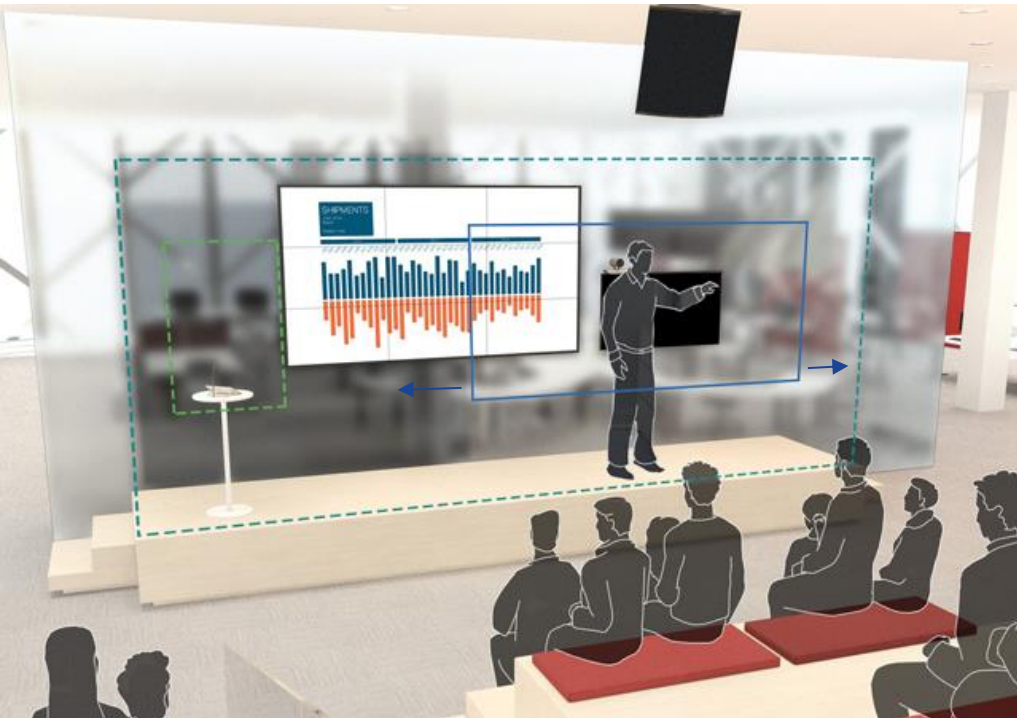


PresenterTrack in CE8.1



- PresenterTrack offers automatic detection of a presenter and automatic tracking of that person as they move about the front of the room.
- The presenter will be kept in view and a high zoom level until they leave the presentation area.

PresenterTrack Configuration Overview



- A Precision 60 camera at the rear of the room is configured to capture the whole **presenter area**.
- A **trigger zone** is configured so that when a presenter steps into this area a **crop of the presenter** is created; the **crop** follows the presenter wherever they walk within the **presenter area**.

Cameras

- SpeakerTrack 60
 - Includes two Precision 60
 - Identical technology available in MX700/800
- Precision 60 Camera
 - 10x optical zoom / 2x digital
 - 20x total zoom
 - 80° HFOV
 - Basis for camera in MX700/800



SpeakerTrack 60



Precision 60

SpeakerTrack Theory of Operation

- Audio triangulation - The microphone array behind the fabric panel is able to accurately locate voices within the room
- Identification of a full or partial face is done in the CMOS sensor within each camera
- When there is a match between a voice and a face, the computer in the base of the SpeakerTrack (or inside the MX700/800 monitor) instructs a camera to move

These mics do not send audio to the far end

Audio triangulation is a mature technology and works quite well



Collaboration Endpoint software overview

CE (Collaboration Endpoint) is an evolution of TC7.x software, it is available on the new endpoint portfolio:

SX10, SX20 (only with touch10 or TRC6 remote), MX200 G2, MX300 G2, MX700, MX800 and MX800 Dual

CE8.x inherits the years of development in TC software while being more streamlined, providing higher quality and higher feature velocity.



Endpoints supporting CE software



MX200 G2 – 42"



MX300 G2 – 55"



MX700 – 55"



MX800 – 70"



MX800 Dual – 70"



SX10



SX20*



SX80

ENDPOINT SUPPORT

CE 8.x will support only the current portfolio.

TC 7.3.X will continue to support both the previous generation portfolio and current portfolio (in maintenance mode).

*In order to upgrade the SX20 to use CE software, a Touch 10 or TRC6 have to be used as interface control

Software Options for DX Series

DX with CE

Platform consistent with room-based collaboration systems – focus is on innovating core collaboration capabilities



Best for HD video/audio with little need for customization

DX with Android

Allows for core collaboration capabilities plus extensive customization and access to third-party applications



Cisco Spark



A complete business collaboration service from the Cisco cloud that enables customers to **message, meet,** or **call** anyone, anywhere, and anytime. Cisco Spark is hosted by Cisco, and sold by partners.

Calls Tab in Spark client

- Included in all Spark offers
 - Calls Tab added in iOS, Android, Mac, Windows, and Web(Firefox Only)
 - Windows 10 Mobile client support coming later
- Call Spark Users
- Call SIP URIs
 - Works for free Spark accounts as well
 - Hybrid Users – Calls Handed off to CUCM
- With Spark Call & Hybrid Services
 - Call PSTN
 - Extension dialing
 - PSTN Incoming





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TOMORROW starts here.