



Smart **T**ele returns

Enabling

Video Conferencing Solutions

for Enterprise Communication



About Cisco Telepresence

Cisco is No.1 in India with an Enterprise Videoconferencing Factory Revenue Market Share of 48%*

Cisco Telepresence powers the new way of working, where everyone, everywhere can be more productive through face-to-face collaboration

It's the most dynamic way for dispersed teams to innovate, troubleshoot, and collaborate - and it is not just for boardrooms. What started as a means for cutting travel costs and saving time has become a crucial tool for creating a competitive advantage.

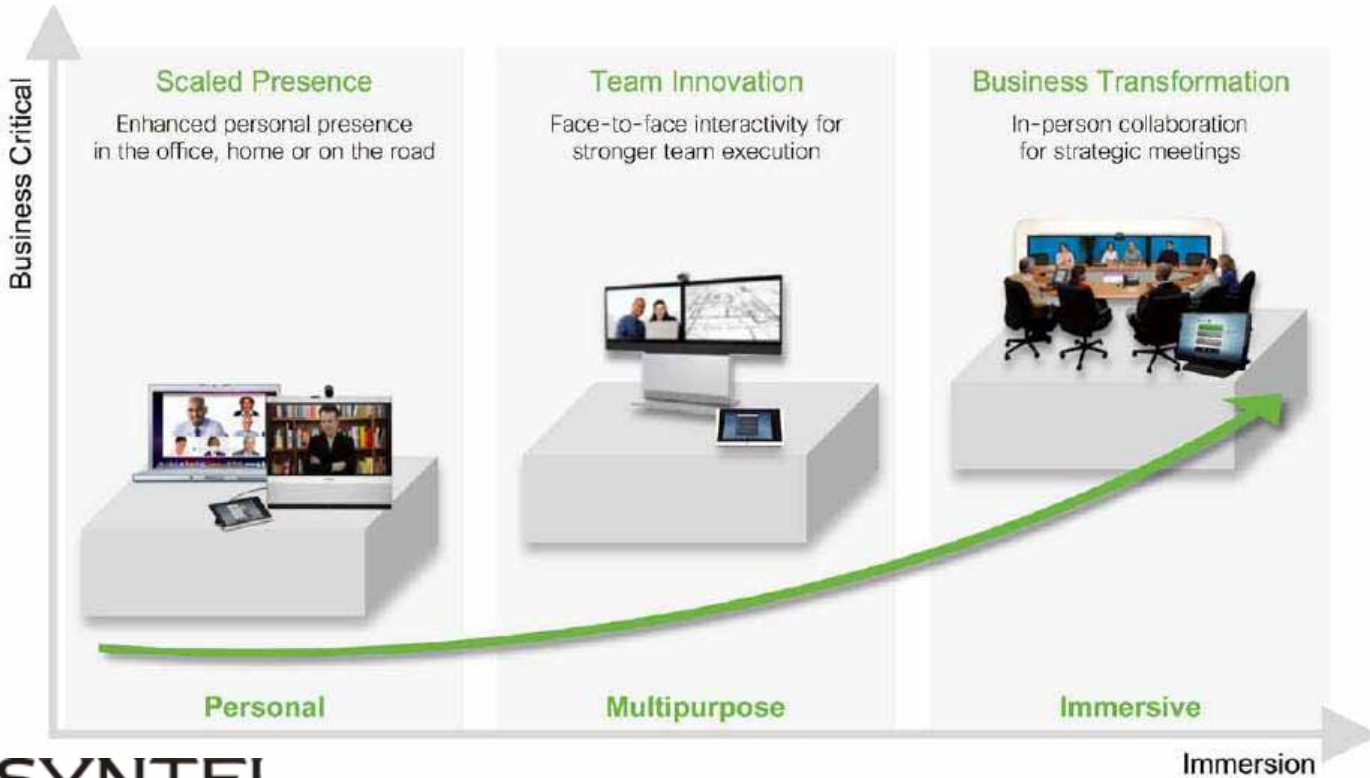
The broad range of Cisco TelePresence Endpoints make In-Person experiences possible for businesses of all sizes, with solutions for everything from multiscreen, immersive group meetings to desktop systems and video-enabled phones for individuals



 **SYNTEL**

Smart Tele returns

The Portfolio



Telepresence

Telepresence End Points

Personal Endpoints



Multipurpose Endpoints



Immersive Endpoints



Telepresence Solutions

MCUs - Conference Bridges



Management Suite



VCS – Video Communication Server



Recording Server



Cisco TelePresence ISDN Link



SX20 - For the General Boardrooms

Sleek and powerful Telepresence; its not just about Videoconferencing

High definition content sharing with both: 720p and 1080p** options

Optional multi-party conferencing up to 4 party**

Apt for various room sizes with option of 4X and 12X zoom

Multimedia presentations can be shared at the touch of a button (NPP)

One button to push start a meeting (OBTP)

Dual Display option available for a collaborative experience**

The most cost effective solution in the industry today





Who competes with SX20???



HDX 6000

HDX 7000

HDX 8000

The only worthy competitor!!



SX20



Passport

Express

Team

Room



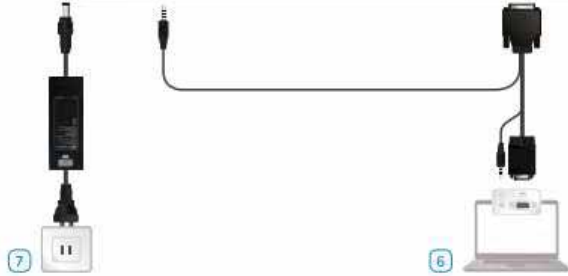
Edge 75/95

C20/C40



Lets compare...

Specification	SX20	HDX6000	HDX7000
Type	High Definition	Standard Definition	High Definition
Maximum Resolution	720p, 1080p (HD)	720p (SD)	720p (HD)
Zoom	4X, 12X	12X	12X
4 Way Multisite VC	Optional	NA	Optional
Touch Screen Control	Optional	NA	NA
HD Dual Display	Optional	NA	Optional
Active Lip Synchronization	Inbuilt	NA	NA
Video Frame Rate	60	30	30
HDMI Input/ Output Ports	Supported	NA	NA
Bandwidth Scalability	Upto 6 Mbps	Upto 2 Mbps	Upto 4 Mbps
Technology Platform	Latest	at End of Life	at End of Life



Connect all cables as illustrated.

Caution: Make sure all units are switched off when connecting or disconnecting devices.

- 1 If connecting an external loudspeaker, please take care to use an active speaker (built-in amplifier).
- 2 Connect one or two Cisco Table Mic 20 microphones to your codec.
Caution: Do not connect any other devices to the microphone inputs.
- 3 Connect the codec to LAN/Ethernet.

- 4 Connect your primary display to the blue colored HDMI socket.
With the dual display option, connect the second display to the other HDMI output.
- 5 Connect your camera (option A or B) to the codec.
- 6 Connect a PC (video and audio) to be able to share presentations (either locally or with remote participants).
- 7 Always use the provided Lite-On PA-1600-2A-LF power supply (Input: 2 A, 100-240 V, 50-60 Hz; Output: 5.0 A, 12.0 V).

EX90 – For the Top Management

The EX Series is an all-in-one tool that streamlines the desktop so you can fluidly move from individual work on your laptop, to a quick video call with a colleague, to problem-solving over shared spreadsheets.

A high-quality screen with clear high-definition (HD) resolution enables a transparent, all-in-one device to work, meet, and collaborate (24" or 21.5").

Video resolutions of 1080p30 and 720p60 bring the Cisco TelePresence experience to the desk.



EX90 – For the Top Management continued...

The Cisco TelePresence Touch 8 user interface allows for simple control.

Collaboration is natural with transparent one-touch sharing of high-definition content and a built-in document camera.

A wideband handset is included; you can also add a headset input for privacy (wired or Bluetooth wireless).

The EX90 supports embedded MultiSite which brings together up to four locations into one call.

Dual display capability (HDMI out) is also available on the EX90 to enable a second display that can be dedicated to content.



Cisco Jabber (via VCS) for the Basic User

Jabber delivers a collaborative experience from your preferred device that boosts your productivity, whether you are mobile or at your desk

Instantly Interact with IM and Presence

Enjoy Business-Class IP Voice and Video Telephony

Get a complete collaboration experience for your iPad

Communicate From Microsoft Office

Get Mobile Collaboration-Anywhere on Any Device

Communicate from Within Web Applications



Across all Devices

Immersive Platform – For the Corporate Boardroom

Delivers 3 very high quality simultaneous video streams and a HD, full-motion content-sharing stream for superior video and content collaboration

Three large HD screens offer life-size, life-like remote meeting participation with state-of-the-art cameras clustered together deliver optimal eye contact and a continuous whole-room experience with no field-of-view overlap.

An ultra-thin light reflector provides high-quality facial lighting for reduced glare with flexible deployment options

Designed with software and component stability in mind to ensure enterprise-grade reliability.



The Cisco TelePresence® Video Communication Server

Simplifies session management and control of telepresence conferences

Provides flexible and extensible conferencing applications, enabling organizations to benefit from increased employee productivity and enhanced communication with partners and customers

Interworks seamlessly with Cisco® Unified Communications Manager (Cisco UCM), bringing rich telepresence services to organizations with Cisco UCM

Also offers interoperability with third-party unified communications, IP telephony networks, and voice over IP (VoIP) systems.



Cisco VCS can be deployed as the Cisco TelePresence VCS Control for use within an enterprise and as the Cisco TelePresence VCS Expressway for external communication

The Cisco TelePresence® Management Suite

Facilitates minimal end user configuration, allowing organizations to fully embrace remote working and mobility trends

Centralized video portal with FindMe™ for VCS users provides an enhanced user experience

Lesser IT administration complexity

Integration with Microsoft Exchange 2010 drives TP user adoption and acceptance for TP conference and resource scheduling

Automated phone book services and software updates

One-Button-To-push (OBTp) allows users to join conferences quickly



Cisco TMs, lets you analyze and better understand usage patterns and return on investment (ROI), making the most of your telepresence investment.

MCU(Bridge) for MultiParty Video Conferencing

Is standards-based and compatible with all major vendors' endpoints

Is highly configurable and field upgradable

Offers a broad range of HD MCU entry points for customers

Is software-selectable between HD or SD video ports

Provides an upgradable unit with growth capacity using software port licenses

Continuous presence for users on every port

Easy-to-use, versatile management interface

More than 50 custom layouts

Video resolutions up to 1080p, at 30 frames per second (fps)

A low-risk, cost-effective solution for HD multipoint video conferencing



Cisco TelePresence Recording Server

Transform Cisco TelePresence into a high-definition recording studio using the Cisco TP Recording Server. With its intuitive user interface, you can create and deliver high-quality video for compelling internal or external multimedia communications, such as organizational updates, training, or crisis management.



High-definition recording: Records in H.264 1080p for playback on any Cisco TelePresence system

Standard-definition recording: Records in standard definition for playback on standard browser-based video players such as Adobe Flash or Apple QuickTime

Onscreen prompting: Helps you maintain eye contact with your intended audience

Auto-collaboration support: Records videos with full PC data such as presentations or documents

Easy-to-use controls: incorporated into the Cisco TelePresence IP Phone interface

Cisco TelePresence ISDN Link

A compact appliance for in-room ISDN and external network connectivity supporting Cisco TelePresence EX, MX, SX, and C Series endpoints

Provides direct connectivity to ISDN or external networks (V.35) for individual telepresence endpoints without the need for additional gateways or other infrastructure

Easy setup and configuration directly through the endpoint's web interface (for endpoints with advanced support)



Why promote Cisco???

Cisco is No.1 in India with an Enterprise Videoconferencing Factory Revenue Market Share of 48%*

All the Videoconferencing products come from the legacy of Tandberg which was acquired by Cisco a couple of years back

Superior & extensive portfolio, unmatched by anyone else, with new products that offer an unbeatable value proposition

Uncluttered market, as of date no one except Syntel Channel Partners have access to resell within the Voice Industry

Better prices and better trade margins backed with the promise of brand Cisco for superiority and Syntel for service



Value add from Syntel

Huge Investments:

Demo Setup @ HO + All Area Offices

All Cisco high level Certifications for enabling sales & technical support. Syntel will in turn certify its regional distributors (mandatory) for taking this product to market.

Stock & sell – All time material availability

Strong Technical support backbone

Lucrative AMC structure for partners

Partner support

Demo setup @ subsidized rates

Product support – Technical & Marketing

Best prices in Industry

Case locking system



A Lifetime Opportunity....

...leverage it NOW!!



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