

## Jenne® is your VAD for Skype® for Business Solutions

Jenne is a national Value-Added Distributor (VAD) of technology products and solutions focused on voice, video, data networking, premise security and the cloud, including equipment and software for enterprise and SMB markets. The company is headquartered near Cleveland, Ohio and has been in business since 1986.

### At the Heart of Great Teams is Great Communication

Microsoft® Skype for Business connects teams with the experience they love, in the office applications they use every day. With Skype for Business teams can simplify their infrastructure with one platform for calling, conferencing, video, and sharing.

Jenne offers a wide variety of Skype for Business compatible products and solutions from industry-leading manufacturers.



### Operational Support and Excellence

Jenne provides unparalleled operational support—we are experts in distribution.

- Same day shipping from Jenne's large on-hand, in-stock inventory for orders placed before 7 p.m. EST.
- An industry-leading order rate of 99.98 percent.
- On-time shipments rate of 99.89 percent.
- Jenne offers custom branded delivery documents. Cut days and cost out of your deliveries by utilizing Jenne's logistic capabilities to drop ship your customers' order directly to them. We will include shipping documents with your branding and your customers' purchase order number to ensure ease of receipt.





## Skype for Business HD IP Phones



### Connecting You with Quality and Simplicity

#### Full Portfolio of Quality Phones

- Strict Product R&D Process
- Microsoft Certified Endpoints
- Optima HD Audio (HD Voice)



#### Easy to Deploy and Manage

- Pre-installed Skype for Business Firmware
- 4 Deployment Methods
- Yealink Device Management Platform



#### Automate the entire process

Deploy, detect and access IP phones remotely

#### Exercise powerful management capabilities

Mass configure, customize per region, per department, per model



#### Access function quality analysis, diagnostics, and back-up

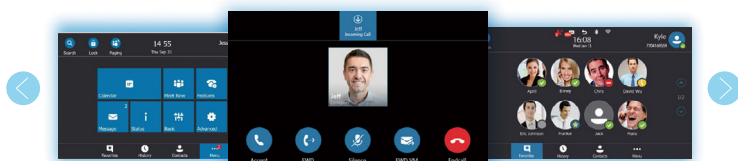
Ensure excellent call experience

#### Customize features per user-defined

Fit different roles' needs

#### Enhanced Productivity

- Skype for Business User-interface
- Low Cost-of-Learning
- BToE, Boss/Admin, Calendar, Presence status



Skype-tailored Experience Simplifies Workflow

#### Global Network

- Microsoft Strategic Partner
- Global Top 2 SIP Phone Provider
- Global Distributor Network
- Global Service Support

Customers from More Than **100+** Countries and Areas Worldwide Enjoy Yealink's Reliable UC Terminal Solutions Through Its Global Sales and Service Network.



## T48S-Skype for Business® Edition

- Optima HD Voice
- 7" 800 x 480-pixel backlit touch screen, modern interface
- Calendar, Skype for Business conferencing, CAP, Boss/Admin, Hot desking
- Dual-port Gigabit Ethernet, PoE support
- Support expansion modules, Bluetooth
- Supports Office 365

**JENNE PART NUMBER:**  
**SIP-T48S-SFB**



SIP-T48S-SFB

## T46S-Skype for Business® Edition

- Optima HD Voice
- 4.3" 480 x 272-pixel backlit color screen, modern interface
- Calendar, Skype for Business conferencing, CAP, Boss/Admin, Hot desking
- Dual-port Gigabit Ethernet, PoE support
- Support expansion modules, Bluetooth
- Supports Office 365

**JENNE PART NUMBER:**  
**SIP-T46S-SFB**



SIP-T46S-SFB

## T42S-Skype for Business® Edition

- Optima HD Voice
- 2.7" 192 x 64-pixel backlit LCD
- Calendar, Skype for Business conferencing, CAP, Boss/Admin, Hot desking
- Dual-port Gigabit Ethernet, PoE support
- Supports headset
- Wall-mountable
- Supports Office 365

**JENNE PART NUMBER:**  
**SIP-T42S-SFB**



SIP-T42S-SFB

## T41S-Skype for Business® Edition

- Optima HD Voice
- 2.7" 192 x 64-pixel backlit LCD
- Calendar, Skype for Business conferencing, CAP, Boss/Admin, Hot desking
- Dual-port 10M/100M Ethernet, PoE support
- Supports headset
- Wall-mountable
- Supports Office 365

**JENNE PART NUMBER:**  
**SIP-T41S-SFB**



SIP-T41S-SFB



### **Yealink Device Management Platform for Microsoft Certified Yealink Skype for Business IP Phones — Revolutionize your customers' device management process**

#### **Enterprise Communication Challenges**

Enterprise customers who deal with enterprise communications face several common challenges. Many firms want to deploy VoIP telephone systems to avoid expensive traditional phone systems and to unify their communications into one system. At the same time, inappropriate deployment and management tools for the deployment of VoIP telephone systems can lead to unplanned costs and a steep learning curve.

Because nobody wants an administrative nightmare, simple and efficient provisioning and management of a VoIP telephone systems are key concerns for any company's information technology department.

#### **Why Choose Yealink Device Management Platform**

Yealink's powerful GUI-driven Yealink Device Management Platform delivers a comprehensive set of tools for implementing up to 5,000 Microsoft-certified Yealink Skype for Business IP phones. The platform solves the complexities of provisioning, management, call quality control and troubleshooting. The solution allows system-wide oversight and the ability to drill down into specific needs for various regions, user groups or even a particular device model.

The Yealink Device Management Platform offers full management control and tracking while delivering a host of capabilities and integrated functionality to efficiently reduce a company's total cost of ownership. The system enhances the user experience and increases user adaption rates while consolidating customers under one management platform.

#### **Yealink Device Management Platform Overview**

- Comprehensive tool set for deployment, management and troubleshooting for up to 5,000 devices
- Web-based intuitive user interface
- Customer support service available upon request
- Free license available upon request



# Device Management Platform

# Yealink

## Benefits of the Yealink Device Management Platform



### Automate the entire process

Deploy, detect and access IP phones remotely



### Access function quality analysis, diagnostics, and back-up

Ensure excellent call experience



### Exercise powerful management capabilities

Mass configure, customize per region, per department, per model



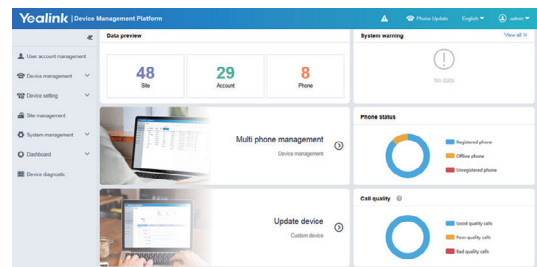
### Customize features per user-defined

Fit different roles' needs



## Automate the entire process

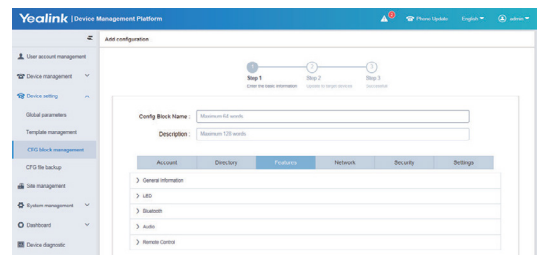
The platform can detect, provision and grant remote access to IP phones and can configure the initial IP setup of a phone. It allows for the configuration of automatic mass updates through a graphical and intuitive user interface.



1 Welcome Page

## Exercise powerful management capabilities

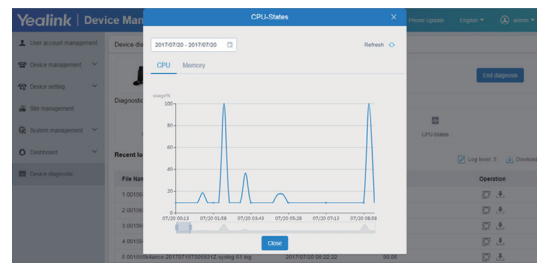
Multiple administrators can have remote access to enable IT managers to mass configure or customize IP phones by region, by department or by model.



2 CFG block management

## Access function quality analysis, diagnostics, and back-up

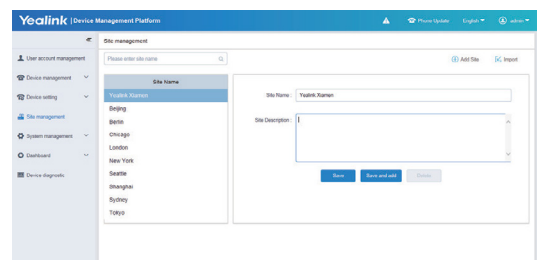
Ensure that the call experience always meets requirements by monitoring call quality, diagnosing device problems and automating error reports.



3 Device diagnosis

## Customize features per user-definition

Define or self-customize feature groups according to user-defined needs to fit the feature requirements of various groups.



4 Site Management

Skype for Business IP Telephones

### Spectralink Mobile Solutions for Microsoft Skype for Business

With Spectralink, you can combine Microsoft® Lync® / Skype for Business® with enterprise grade wireless mobile solutions customized for your industry.

Spectralink offers the only enterprise mobile solutions qualified for Microsoft environments that are compatible with Skype for Business. It is also the only wireless solution that does not require the need for a third-party gateway, instead offering direct integration and feature set.

Customers who add Spectralink's purpose-built DECT wireless or Wi-Fi mobility solutions to their installations benefit from increased workplace mobility and improved staff efficiency in industries such as healthcare, retail, manufacturing, hospitality and more. Mobile workers can remain productive and connected back to the enterprise telephony platform from anywhere in the enterprise.

#### **Ignite your workforce with the power of Skype for Business and enterprise mobility**

**The power of mobility and Unified Communications (UC).** Spectralink offers the only enterprise wireless mobility solutions currently qualified as directly interoperating with Microsoft Skype for Business environments – whether you choose our Wi-Fi 84-Series or our DECT portfolio. Plus, the Skype for Business android application is available on our PIVOT™ enterprise smartphones.

**Superior wireless voice quality.** Enjoy uninterrupted and crystal clear voice communication with Spectralink's Voice Quality Optimization (VQO) technology for the PIVOT and Wi-Fi, or benefit from the dedicated frequency of DECT industrystandard wireless technology.

**Enterprise-grade security.** Spectralink mobile solutions are certified with Microsoft's enhanced security protocols: ICE, STUN, and TURN, as well as support for S/SRTP (Scalable Secure RTP) and Digital Certificates.

**Increased Return on Investment (ROI).** Eliminate the need for additional gateways that other solutions require, and maximize direct integration while simplifying deployment & administration, lowering costs and accelerating your ROI.

**Future-proof solution.** If you're considering upgrading your Call Control platform to Skype for Business, Spectralink enterprise mobile solutions will support your existing legacy platform and assist your transition to Skype for Business.

**Integration with business processes and applications.** Combine Skype for Business and Spectralink's enterprise mobile solutions with industry-specific applications to perform tasks like nurse call, inventory management, and more.

**Streamlined enterprise deployment and administration.** Spectralink's mobile device solutions offer increased security, control, and streamlined administration by enabling your IT department to centrally deploy and administer either your enterprise mobile solution.

**Enterprise-grade durability.** Spectralink mobile solutions for business are built with rugged durability that stand up to drops, spills, and long days on the job.

# Spectralink 84-Series Wi-Fi Mobile Devices



Spectralink 84-Series, offers market-leading HD voice quality and WLAN interoperability to deliver a superior user experience with Spectralink's Voice Quality Optimization (VQO) technology and direct, full featured integration with Microsoft Skype Series for Business to provide enterprise-grade voice and video over wireless, rich presence, instant messaging between 84-Series user and a PC User, Outlook calendar integration, conferencing, and enhanced security, via Microsoft security protocols, PIN authentication.

## Supported Features:

### TELEPHONY

- Basic Calling
- Hold
- Mute
- Transfer
- Call Forward
- VM Message Waiting
- Call Logs
- Contact List
- Conference (Join)

### USER EXPERIENCE

- Remote Worker Support
- Federation
- E911 Support
- Instant Messaging
- Presence
- Centralized phone book via Active Directory and LDAP

### SECURITY

- TLS
- SSRTTP / SRTP / RTP
- STUN/TURN/ICE
- Certificate Authentication
- Pin Authentication

### MANAGEMENT/ADMINISTRATION

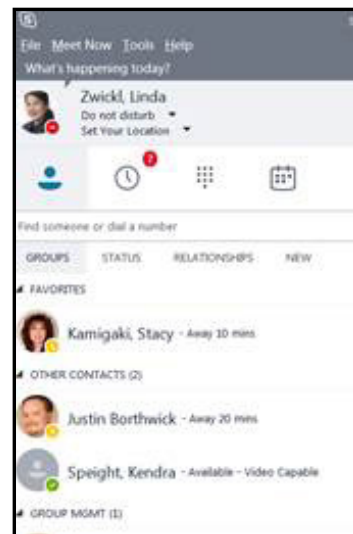
- Device Logging
- Client Inventory Reports
- Call Admission Control
- In-band Provisioning
- Branch Office Resiliency

### VOICE QUALITY

- Full Duplex Echo Cancellation
- Codecs: G.711, G.729, G.722.1 (wideband audio)

## Value Added Spectralink Features:

- Integrates with Web or XML applications
- View presence and IM with Skype for Business desktop users
- Exchange calendar integration
- Real Time Location Services (RTLS)
- Barcode scanner
- Multi-language
- Push-to-Talk
- Alert buttons
- Rugged
- Pin authentication
- Interchangeable batteries



Spectralink 84-Series mobile device leveraging customer's Wi-Fi

Spectralink DECT Portfolio – Mobile devices and Infrastructure





## Spectralink DECT Portfolio

Spectralink's DECT wireless solutions portfolio offers the only cost-effective, highly secure and reliable DECT mobility solution with direct and full featured integration with Microsoft Skype for Business. In addition to benefiting from the flexibility and scalability of our modular infrastructure, allowing you to expand your coverage, voice traffic and number of users with ease; you also have a choice of our durable, rugged and elegant DECT handsets, designed for specific industry environments from healthcare to manufacturing, retail and hospitality.

With no gateway required, benefit from all Skype for Business features, plus Spectralink enhancements, including centralized management for easy administration, PIN authentication support and emergency call features.



### Supported Features:

#### TELEPHONY

- Call Hold
- Call Transfer
- Call Forward
- Call Waiting
- Message Waiting Indication
- Redial from Call Log
- Call Logs
- Call Completed Elsewhere
- Conference (Join)
- Music on Hold (MOH)

#### USER EXPERIENCE

- Federation
- Presence
- Centralized phone book via Active
- Directory and LDAP

#### SECURITY

- TLS
- Certificate Authority
- SS RTP / SRTP / RTP
- STUN/TURN/ICE

#### MANAGEMENT/ADMINISTRATION

- Call Admission Control
- Client Inventory Reports
- Branch Office Resiliency (SBA)

#### VOICE QUALITY

- Codecs: G.726 (default), G.711 (optional)
- Media Bypass

### Value Added Spectralink Features:

- Rich APIs for third-party solutions integration
- Lync/Skype for Business Instant messaging
- Exchange calendar integration
- Real Time Location Services (RTLS)
- Barcode scanner
- Multi-language
- Custom ring tones
- Distinctive ringing
- Pin authentication

## Spectralink PIVOT 87-Series Wi-Fi Smartphones

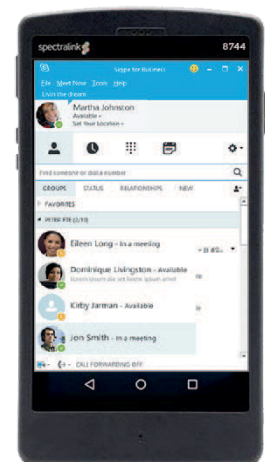
Spectralink PIVOT 87-Series, an Android-based Wi-Fi smartphone, runs the Microsoft Skype for Business app for Android. Skype for Business for Android extends the power of Skype to the PIVOT mobile device. It brings voice over wireless, rich presence, instant messaging, conferencing, and calling features from a single, easy-to-use interface.

Spectralink's Voice Quality Optimization (VQO) technology for PIVOT smartphones enhances Skype for Business voice quality by employing technology that automatically detects a Skype for Business voice call. Key roaming algorithms are then applied to enable roaming and voice prioritization for those running Skype for Business. The result is no more large audio gaps while roaming.

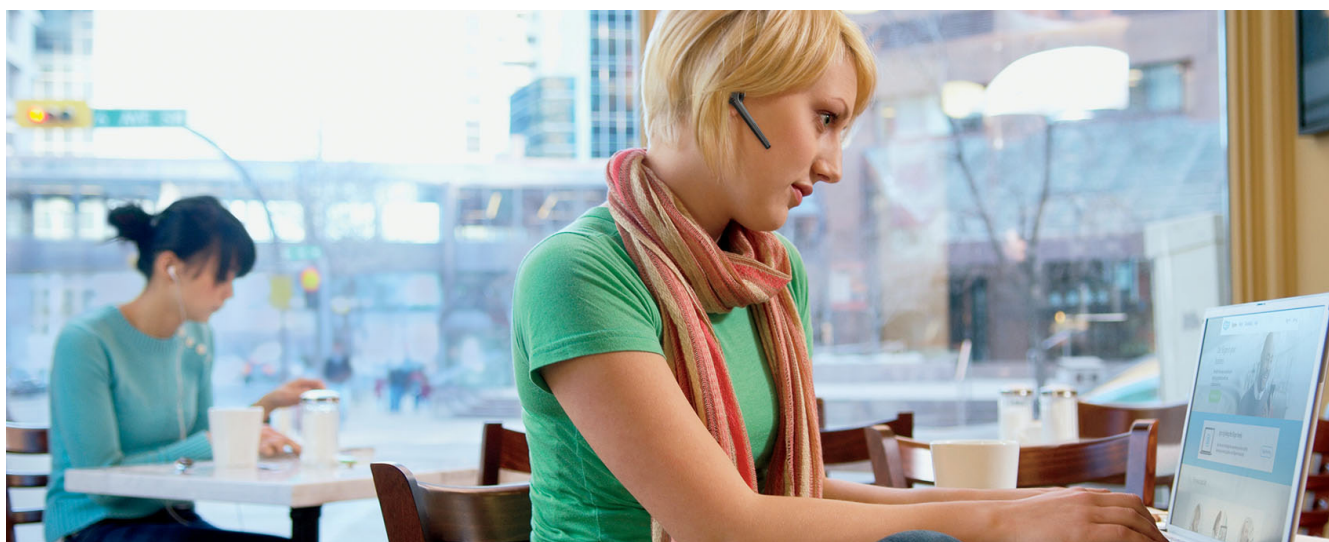
- Initiate a group IM or voice conversation and invite additional participants
- Join, rejoin and initiate a Skype for Business Meeting to communicate and collaborate on amazing ideas
- Control the meeting (mute or remove attendees) and know more about participants' modalities
- Look at your upcoming meetings and join via one click
- Find your recent conversations and pick them up from where you left off
- Search your contacts by name, email, or phone number
- Enhanced security via Active Directory Authentication Library (ADAL)

### Value Add Spectralink PIVOT Features:

- Google certified
- Vast application interoperability
- Exchange calendar integration
- Real Time Location Services (RTLS)
- Barcode scanner
- Push-to-Talk (Group Broadcasting)
- Enterprise management and controls
- Ruggedness
- Interchangeable batteries
- Interoperability with call servers
- Wi-Fi Wireless certifications







The Plantronics portfolio of Unified Communications solutions is Certified for Skype for Business and Optimized for Microsoft Lync. Plantronics solutions coupled with Skype for Business give organizations a trusted audio endpoint that works effortlessly out of the box and provides seamless integration with the Skype for Business communications platform.

## Savi 700 Series

### Wireless Headset System

Enjoy wireless freedom while seamlessly managing PC, mobile and desk phone calls with a single intelligent headset system.

#### JENNE PART NUMBER:

<b>86507-01</b>	Savi 745, Convertible, Unlimited Talk Time, Standard
<b>86507-21</b>	Savi 745, Convertible, Unlimited Talk Time, Microsoft
<b>83542-01</b>	Savi 740, Convertible, Standard
<b>84001-01</b>	Savi 740, Convertible, Microsoft
<b>83543-11</b>	Savi 730, Over-the-ear, Monaural, Standard
<b>84002-11</b>	Savi 730, Over-the-ear, Monaural, Microsoft
<b>83544-01</b>	Savi 720, Over-the-head, Binaural, Standard
<b>84004-01</b>	Savi 720, Over-the-head, Binaural, Microsoft
<b>83545-01</b>	Savi 710, Over-the-head, Monaural, Standard
<b>84003-01</b>	Savi 710, Over-the-head, Monaural, Microsoft



## Savi 400 Series

### USB Wireless Headset System

The highest level of wearing style choice and best-in-class PC audio in a convenient, portable package.

#### JENNE PART NUMBER:

<b>203948-01</b>	Savi 445, Convertible, Unlimited Talk Time, Standard
<b>203949-01</b>	Savi 445-M, Convertible, Unlimited Talk Time, Microsoft
<b>203946-01</b>	Savi 440, Convertible, Monaural, Standard
<b>203947-01</b>	Savi 440-M, Convertible, Monaural, Microsoft
<b>82396-11</b>	Savi 430, Over-the-ear, Monaural, Standard
<b>82397-11</b>	Savi 430-M, Over-the-ear, Monaural, Microsoft
<b>84008-03</b>	Savi 420, Over-the-head, Binaural, Standard
<b>84008-01</b>	Savi 420-M, Over-the-head, Binaural, Microsoft
<b>84007-03</b>	Savi 410, Over-the-head, Monaural, Standard
<b>84007-01</b>	Savi 410-M, Over-the-head, Monaural, Microsoft



## Voyager 3200 UC

### Discreet Bluetooth Headset System

The world is your customers' office. But it doesn't have to look that way. Sleek and discreet, Voyager 3200 Series connects to life on the go, giving users the confidence to talk anytime, anywhere.

#### JENNE PART NUMBER:

**207371-01**



### Voyager 5200 UC Bluetooth Headset System

Users are ready to take the call, wherever they're connected. The Voyager 5200 UC Bluetooth headset offers Plantronics' most advanced, adaptive noise cancelling with WindSmart technology to reduce disruptive noise. It's ready to work.

**JENNE PART NUMBER:**  
**206110-01**



### Voyager 8200 UC Stereo Bluetooth Headset with Active Noise Canceling

Wherever your customers work, noise can be distracting. So whether they're in an open office or on a crowded flight, taking calls or listening to music, the boomless Voyager 8200 UC Bluetooth® headset with active noise canceling lets them focus on what's important, in comfort and style.

**JENNE PART NUMBER:**  
**208769-01**



### Calisto 600 Series

The perfectly portable speakerphone that takes unified communications on the road.

**JENNE PART NUMBER:**  
**86700-01** Calisto 620, Standard  
**86701-01** Calisto 620, Microsoft  
**201859-01** Calisto 610, Standard  
**201859-02** Calisto 610, Microsoft



### Calisto 240

Next-generation portable USB handset makes the evolution to PC communications simple.

**JENNE PART NUMBER:**  
**57240.002** Calisto 240, Standard  
**57250.002** Calisto 240, Microsoft



### Voyager Focus UC

**Stereo Bluetooth headset with Active Noise Canceling (ANC)**

Keep the focus on your customers' conversations, not background noise, with the sophisticated noise canceling and immersive stereo sound of the Plantronics Voyager Focus UC Stereo Bluetooth headset.

**JENNE PART NUMBER:**  
**202652-01** Voyager Focus UC, Standard  
**202652-02** Voyager Focus UC, Microsoft  
**202652-03** Voyager Focus UC, Standard, No Stand  
**202652-04** Voyager Focus UC, Microsoft, No Stand



### Blackwire 300 Series

**USB Corded Headset**

Users enter UC with the best-featured headset they never thought their budget could buy. The Blackwire 310/320 USB headsets deliver simplicity, durability, comfort, and professional sound at an entry-level cost.

**JENNE PART NUMBER:**  
**85618-102** Blackwire 310, Over-the-head, Monaural, Standard  
**85618-101** Blackwire 310, Over-the-head, Monaural, Microsoft  
**85619-102** Blackwire 320, Over-the-head, Binaural, Standard  
**85619-101** Blackwire 320, Over-the-head, Binaural, Microsoft  
**204440-102** Blackwire 315, Over-the-head, Monaural, Standard  
**204440-101** Blackwire 315, Over-the-head, Monaural, Microsoft  
**204446-102** Blackwire 325, Over-the-head, Binaural, Standard  
**204446-101** Blackwire 325, Over-the-head, Binaural, Microsoft



### Blackwire 435

Meet the first corded headset designed for Unified Communications that's as discreet as it is professionally sound. The headset's modular over-the-ear design can be worn with two ear buds for stereo, or converted to one ear bud for mono use depending on the user's preference.

**JENNE PART NUMBER:**  
**85800-01** Blackwire 435, Standard  
**85801-01** Blackwire 435, Microsoft



## Blackwire 700 Series

### Bluetooth-enabled Corded USB Headset with Smart Sensor Technology

Blackwire 710/720 is the versatile UC headset that offers high-quality PC audio and seamless Bluetooth connectivity to mobile phones and tablets.

#### JENNE PART NUMBER:

<b>87506-12</b>	Blackwire 720, Over-the-head, Binaural, Standard
<b>87506-11</b>	Blackwire 720, Over-the-head, Binaural, Microsoft
<b>87505-02</b>	Blackwire 710, Over-the-head, Monaural, Standard
<b>87505-01</b>	Blackwire 710, Over-the-head, Monaural, Microsoft



## Blackwire 500 Series

### USB Headset

Corded reliability that's ready when your customers are.

#### JENNE PART NUMBER:

<b>88861-01</b>	Blackwire 520, Over-the-head, Binaural, Standard
<b>88861-02</b>	Blackwire 520, Over-the-head, Binaural, Microsoft
<b>88860-01</b>	Blackwire 510, Over-the-head, Monaural, Standard
<b>88860-02</b>	Blackwire 510, Over-the-head, Monaural, Microsoft



## EncorePro 500 USB Series

Corded headset with USB connection.

#### JENNE PART NUMBER:

<b>203442-01</b>	EncorePro 515 USB, Over-the-head, Monaural, Noise-Canceling
<b>203444-01</b>	EncorePro 525 USB, Over-the-head, Stereo, Noise-Canceling
<b>203446-01</b>	EncorePro 535 USB, Over-the-ear, Monaural, Noise-Canceling
<b>203474-01</b>	EncorePro 545 USB, Convertible, Monaural, Noise-Canceling



## EncorePro 700 USB Series

### Corded headset with USB connection

The all-day comfort, reliability, and durability the EncorePro Family is known for, with the addition of built-in call control. The EncorePro 700 USB Series is ready for every call because every call matters.

#### JENNE PART NUMBER:

<b>203476-01</b>	EncorePro 715 USB, Over-the-head, Monaural, Noise-Canceling
<b>203478-01</b>	EncorePro 725 USB, Over-the-head, Stereo, Noise-Canceling





## USB Headsets

### How Sennheiser's Microsoft Partnership Maximizes Your Customers' Skype for Business Investment

Skype for Business brings together the familiar experience of Skype with the security, compliance, and control of Microsoft Lync. Sennheiser's range of premium headsets and speakerphones qualified for Lync 2013 are also certified for Skype for Business. Thanks to the certification, customers' investment in Sennheiser headsets and speakerphones is protected when customers migrate to Skype. Sennheiser headsets and speakerphones certified for Skype for Business let users work more efficiently by maximizing their UC experience.

#### SD Pro 1 ML

SD Pro 1 is a single-sided premium DECT wireless headset for desk phone and softphone. It features Sennheiser HD sound and voice clarity, ultra noise-cancelling microphone and ActiveGard® hearing protection technology.

**JENNE PART NUMBER:**  
**SD-PRO1-ML**



#### SD Pro 2 ML

SD Pro 2 is a dual-sided premium DECT wireless headset for desk phone and softphone. It features Sennheiser HD sound and voice clarity, ultra noise-cancelling microphone and ActiveGard® hearing protection technology.

**JENNE PART NUMBER:**  
**SD-PRO2-ML**



#### D 10 USB ML

Sennheiser D 10 USB ML is a streamlined single-sided wireless DECT headset connecting directly to the softphone/PC to provide uncompromising sound for office professionals using Skype for Business.

**JENNE PART NUMBER:**  
**D10-USB-ML**



#### SD Office ML

SD Office is a single-sided premium DECT wireless headset for desk phone and softphone. It features Sennheiser HD sound and voice clarity, noise-cancelling microphone, ActiveGard® and a choice of various wearing styles.

**JENNE PART NUMBER:**  
**SD Office ML** Binaural Headset



#### MB Pro 1/2 UC ML

MB Pro 1 UC ML and MB Pro 2 UC ML are premium Bluetooth® headsets for UC business professionals certified for Skype for Business.

**JENNE PART NUMBER:**  
**MB-PRO1-UC-ML**  
**MB-PRO2-UC-ML**



#### MB 660 UC MS

MB 660 UC MS is a wireless, Skype for Business Certified, adaptive ANC headset designed for knowledge workers demanding business-grade communication and premium Sennheiser sound quality for maximum productivity in open offices.

**JENNE PART NUMBER:**  
**MB-PRO2-UC-ML**



#### PRESENCE™ UC/ UC ML

PRESENCE™ UC/ UC ML variants are for the mobile Unified Communications and Skype for Business professionals, who require a consistently excellent communication solution. The UC ML variant is certified for Skype for Business. (Including carry case and USB dongle)

**JENNE PART NUMBER:**  
**PRESENCE-UC-ML**



#### SP 220 MS

Sennheiser SP 220 MS is a portable dual speakerphone solution that is certified for Skype for Business. Ideal for business professionals requiring flexible, scalable conferencing solutions for up to 12 participants. It instantly connects to PC, mobile phone or tablet - just plug, play and communicate.

**JENNE PART NUMBER:**  
**507211**



#### SP 20 ML

Sennheiser SP 20 ML is a portable speakerphone designed for business professionals using Skype for Business on PC, mobile phone or tablet - for both personal and small group conferences.

**JENNE PART NUMBER:**  
**SP20-ML**



#### SP 10 ML

Sennheiser SP 10 ML is a portable speakerphone designed for business professionals using Skype for Business on PC for both personal and small group conferences.

**JENNE PART NUMBER:**  
**SP10-ML**





## USB Headsets



### SC 630/660 USB ML

Premium wired headsets certified for Skype for Business. Built to withstand the rigors of the toughest contact center, office or Unified Communications (UC) environment.

#### JENNE PART NUMBER:

**SC630-USB-ML** Monaural Headset  
**SC660-USB-ML** Binaural Headset



### SC 230/260 USB MS II

CIRCLE™ SC 230/SC 260 USB MS II are robust, single-sided and Double-sided, wired headset with in-line call control unit. Certified for Skype for Business.

#### JENNE PART NUMBER:

**SC230-USB-MS-II**  
**SC260-USB-MS-II**



### SC 75 USB MS

Culture Plus Mobile SC 75 USB MS is a double-sided, wired headset with both 3.5 mm jack and USB connectivity - certified for Skype for Business.

#### JENNE PART NUMBER:

**SC75-USB-MS**



### SC 70 USB MS

A double-sided, wired headset certified for Skype for Business, with instant fit, excellent sound and refined styling.

#### JENNE PART NUMBER:

**SC70-USB-MS**



### SC 60 USB ML

Culture™ SC 60 USB ML is a high quality double-sided headset. It helps make the transition to Skype for Business smooth.

#### JENNE PART NUMBER:

**SC60-USB-ML**



### SC 45 USB MS

Culture Plus Mobile SC 45 USB MS is a single-sided, wired headset with both 3.5 mm jack and USB connectivity - certified for Skype for Business.

#### JENNE PART NUMBER:

**SC45-USB-MS**



### SC 40 USB MS

A single-sided, wired headset certified for Skype for Business, with instant fit, excellent sound and refined styling.

#### JENNE PART NUMBER:

**SC40-USB-MS**



### SC 30 USB ML

Culture™ SC 30 USB ML is a high quality single-sided headset. It helps make the transition to Skype for Business smooth.

#### JENNE PART NUMBER:

**SC30-USB-ML**





## Video Collaboration Portfolio

Logitech® has collaborated with Microsoft® to offer a range of brilliantly designed collaboration tools that are certified for Skype® for Business<sup>1</sup>. With Logitech and Microsoft, video meetings are both productive and affordable. Logitech SmartDock was designed and created in collaboration with Microsoft as the first AV Control Console for Skype Room Systems. With SmartDock, IT admins can confidently and affordably deploy a video conferencing solution in every meeting room and provide meeting organizers with the familiar Skype for Business interface they already know and love.

In addition, Logitech offers a portfolio of Skype-certified products for meeting spaces and desktop collaboration. The Logitech ConferenceCam lineup includes options for everything from huddle rooms to large conference spaces. Working at the desk? Logitech webcams and headsets are designed for individuals who join meetings remotely, including on the road or in a home office. By certifying Logitech products for Cortana® and Windows® Hello™, they are also more secure and easier to use, enhancing productivity and collaboration with intuitively designed tools that adapt to the way user work. Employees can get to work quickly with products IT trusts.

### ROOM SOLUTIONS

#### SMARTDOCK

##### AV Control Console

Extend Skype for Business to every meeting space with Logitech SmartDock, a revolutionary AV console that enables onetouch join, desktop sharing, and streamlined video collaboration.

**Compatibility:** SmartDock works with a wide range of meeting room AV devices including Logitech ConferenceCams

**Connectivity:** Supports a wide variety of deployments and device connectivity with dual 1080p display ports<sup>7</sup>, an HDMI input for 1080p60 content sharing, three USB 3.1 type A ports, Gigabit Ethernet, and a headset mini-plug

**Additional Features:** Pivoting, cast-metal support platform, IR motion sensor, plug-and-play camera setup

##### System Requirements:

- Microsoft Surface™ Pro with: Intel® Core™ i5 required (Core i7 and Core m3 are not supported), Windows 10 Enterprise (not included with Microsoft Surface Pro)
- Microsoft Skype Room System Software
- Room Resource Account for Skype for Business (accounts can be either on-premises server or Online Office 365®)
- Internet access via Ethernet with DHCP enabled - External display or projector with HDMI input
- A Logitech ConferenceCam (recommended) or other Skype certified AV devices
- 100-240v AC

**Cable Length:** HDMI: 3 m/9.8' Network: 3 m/9.8' Power: 3 m/9.8'

**Extender Box:** 5 m/16.4'

##### JENNE PART NUMBER:

- 960-001093** SmartDock
- 960-001095** Extender Box
- 960-001094** SmartDock + Extender Box

For bundle options, please contact your Jenne Sales Representative.



### CONFERENCECAMS FOR GROUP VIDEO CONFERENCES

#### LOGITECH GROUP

Optimized for large and mid-sized groups of up to 20 people, Logitech GROUP delivers crystal clear audio and razor sharp video with plug-and-play simplicity and amazing affordability.

**Compatibility:** Compatible with Mac®, PC and all leading video conference platforms. Certified for Skype for Business, and enhanced integration with Logitech Collaboration Program members<sup>2</sup>

**Resolution:** Full HD 1080p @ 30 fps<sup>3</sup>

**Camera:** 90° diagonal FOV, 260° pan / 130° tilt, 10x lossless zoom Speakerphone: Full-duplex speakerphone delivers lifelike sound that's crisp, rich, and highly intelligible. Four omni-directional mics support 6m/20' diameter range, extendable to 8.5m/28' with optional expansion mics

**Controls:** Dockable remote control and on-device touch controls for pan, tilt, zoom, call answer/hang up<sup>5</sup>, volume up/down, mute, Bluetooth® pairing, far-end control<sup>3</sup> and 5 camera presets plus an LCD display

**Connectivity:** USB plug-and-play, Bluetooth wireless technology and Near Field Communication (NFC) technology, optional GROUP extended DIN cables lengthen the distance between the hub and the camera/speakerphone enabling custom, super-clean conference room installations<sup>4</sup>

##### JENNE PART NUMBER:

- 960-001054** Logitech GROUP
- 989-000171** Expansion Mics
- 960-001060** Logitech GROUP + Expansion Mics
- 939-001487** GROUP 10m Extended Cable
- 939-001490** GROUP 15m Extended Cable



## Video Collaboration Portfolio

logitech®

### LOGITECH MEETUP

MeetUp is Logitech's premier ConferenceCam designed for huddle rooms, with a room capturing 120° FOV, 4K optics and exceptional audio performance.

**Compatibility:** Compatible with Mac, PC and all leading video conference platforms. Certified for Skype for Business, and enhanced integration with Logitech Collaboration Program members2

**Resolution:** 4K Ultra HD, 1080p Full HD, or 720p HD video calling at 30fps with supported clients2

**Camera:** 120° FOV, motorized pan/tilt

**Speakerphone:** Three broadside beamforming, omnidirectional microphones with noise and echo cancellation—plus a custom-tuned speaker—are specifically optimized for small conference rooms. Mics are Microsoft Cortana® certified for precision with voice commands with any Windows 10 system

**Controls:** RF remote control makes it easy to operate camera pan/tilt/zoom, volume up/ down, and mute functions during your meeting.

**Connectivity:** USB plug-and-play, Bluetooth wireless technology



#### JENNE PART NUMBER:

960-001101	Logitech MeetUp
960-001201	MeetUp + Expansion Mic
989-000405	Optional Expansion Mic
939-001498	Optional TV Mount

### CONFERENCECAM CONNECT

Portable all-in-one design delivers affordable enterprise-quality video conferencing to virtually any workspace. Brilliantly designed, easy to transport, and easy to set up.

**Compatibility:** Compatible with Mac, PC and all leading video conference platforms. Certified for Skype for Business, and enhanced integration with Logitech Collaboration Program members2

**Resolution:** Full HD 1080p @ 30 fps3

**Camera:** 90° diagonal FOV, digital pan/tilt and mechanical tilt wheel

**Speakerphone:** Full-duplex speakerphone with acoustic echo cancellation and noise reduction technology. Two omni-directional microphones support 3.7m/12' diameter range

**Controls:** 10' range dockable remote control for camera/speakerphone functions

**Connectivity:** USB plug-and-play, Bluetooth wireless technology and Near Field Communication (NFC) technology



#### JENNE PART NUMBER:

960-001013	ConferenceCam Connect
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## CONFERENCECAMS FOR GROUP VIDEO CONFERENCES

### CONFERENCECAM BCC950

The Logitech ConferenceCam BCC950 is an all-in-one video conference solution with HD video and professional audio for small group collaboration.

**Compatibility:** Compatible with Mac, PC and all leading video conference platforms. Certified for Skype for Business, and enhanced integration with Logitech Collaboration Program members2

**Resolution:** Full HD 1080p @ 30 fps3

**Camera:** 78° diagonal FOV, 180° pan / 55° tilt

**Speakerphone:** Built-in dual stereo mics with automatic noise reduction. Up to 2.4m/8' diameter range

**Controls:** Remote control and on-device controls for pan, tilt, zoom, call answer/hang up5, volume up/down, and mute

**Connectivity:** USB plug-and-play



#### JENNE PART NUMBER:

960-000866	ConferenceCam BCC950
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Skype for Business Headsets and Webcams



## Video Collaboration Portfolio

### COLLABORATION VIDEO SOLUTIONS

#### PTZ PRO 2 CAMERA

Premium USB-enabled HD PTZ video camera for use in conference rooms, training environments, large events, and other professional video uses.

**Compatibility:** Compatible with Mac, PC and all leading video conference platforms. Certified for Skype for Business, and enhanced integration with Logitech Collaboration Program members2

**Resolution:** Full HD 1080p @ 30 fps3

**Optics:** 90° diagonal, 260° pan / 130° tilt, 10x lossless zoom

**Remote Controls:** Pan / tilt / zoom6, far-end control3, camera presets

**Connectivity:** USB plug-and-play

**JENNE PART NUMBER:**

**960-001184** PTZ PRO 2 CAMERA



### WEBCAMS FOR DESKTOP COLLABORATION

#### BRIO

Logitech's best webcam is packed with advanced features, like 4K UHD, 5X zoom and RightLight™ 3 with HDR to look great in any setting.

**Compatibility:** Compatible with Mac, PC and all leading video conference platforms. Certified for Skype for Business and Microsoft Hello™, and enhanced integration with Logitech Collaboration Program members2

**Resolution:** 4K Ultra HD @ 30 fps3; HD 1080p @ 30 or 60 fps3; 720p HD @ 30, 60, or 90 fps3

**Field of View:** 3 Field of View settings: 65°, 78°, and 90°8

**Microphone:** Built-in dual stereo mics with automatic noise reduction. Mics even work with Microsoft Cortana®

**Additional Features:** 5x zoom, RightLight™ 3 with HDR, infrared for supporting facial log-in to strengthen login security, and works with Cortana

**JENNE PART NUMBER:**

**960-001105** Brio



#### WEBCAM C930e

HD webcam with advanced features fine-tuned to enhance desktop collaboration.

**Compatibility:** Compatible with Mac, PC and all leading video conference platforms. Certified for Skype for Business, and enhanced integration with Logitech Collaboration Program members2

**Resolution:** Full HD 1080p @ 30 fps3

**Field of View:** 90°

**Microphone:** Built-in dual stereo mics with automatic noise reduction

**JENNE PART NUMBER:**

**960-000971** WEBCAM C930e



#### C925e WEBCAM

Brilliantly designed for anyone seeking a better video collaboration experience, Logitech C925e Webcam delivers razor-sharp HD video at an amazingly affordable price.

**Compatibility:** Compatible with Mac, PC and all leading video conference platforms. Certified for Skype for Business, and enhanced integration with Logitech Collaboration Program members2

**Resolution:** Full HD 1080p @ 30 fps3

**Field of View:** 78°

**Microphone:** Built-in dual stereo mics with automatic noise reduction

**JENNE PART NUMBER:**

**960-001075** C925e WEBCAM



#### B525 HD WEBCAM

Ideal for individual mobile video conferencing with a compact, foldable 360° swivel design.

**Compatibility:** Compatible with Mac, PC and all leading video conference platforms. Certified for Skype for Business, and enhanced integration with Logitech Collaboration Program members2

**Resolution:** HD 720p @ 30 fps3

**Field of View:** 69°

**Microphone:** 1 omni-directional mic

**JENNE PART NUMBER:**

**960-000841** B525 HD WEBCAM





## COLLABORATION AUDIO SOLUTIONS

### WIRELESS HEADSET H820e

Enterprise-grade DECT wireless headset. In-call LED light, on-boom mute button and LED mute indicator light.

**Compatibility:** Compatible with Mac, PC and all leading video conference platforms. Certified for Skype for Business, and enhanced integration with Logitech Collaboration Program members2

**Wearing Style:** Available in mono and stereo styles; padded and adjustable headband, padded earpiece(s)

**Range:** Up to 100 m (> 300')

**Battery Life/Talk Time:** Up to 10 hours of wideband talk time. Charging base included

**Audio Controls:** On-ear answer/end6, volume up/down buttons, on-boom mute button and indicator light

**JENNE PART NUMBER:**

**981-000516** WIRELESS HEADSET H820e



### USB HEADSET H650e

Delivers DSP enterprise-quality audio and user-friendly features like a clever in-call LED light that minimizes interruptions.

**Compatibility:** Compatible with Mac, PC and all leading video conference platforms. Certified for Skype for Business, and enhanced integration with Logitech Collaboration Program members2

**Wearing Style:** Available in mono and stereo styles; padded and adjustable headband, padded earpiece(s)

**Range:** 2.2 m (7.2') cable

**Battery Life/Talk Time:** Unlimited (USB wired connectivity provides constant power)

**Audio Controls:** Quick access in-line controller for call answer/end6, volume up/down and mute button

**JENNE PART NUMBER:**

**981-000518** USB HEADSET H650e



### USB HEADSET H570e

Clear, comfortable and stylish enterprise-quality communication for any budget.

**Compatibility:** Compatible with Mac, PC and all leading video conference platforms. Certified for Skype for Business, and enhanced integration with Logitech Collaboration Program members2

**Wearing Style:** Available in mono and stereo styles; padded and adjustable headband, padded earpiece(s)

**Range:** 2.1 m (6.9') cable

**Battery Life/Talk Time:** Unlimited (USB wired connectivity provides constant power)

**Audio Controls:** Quick access in-line controller for call answer/end6, volume up/down and mute button

**JENNE PART NUMBER:**

**981-000574** USB HEADSET H570e



### MOBILE SPEAKERPHONE P710e

Transform any workspace into an instant conference room. Delivers DSP enterprise-quality audio, portability, and second-screen flexibility with an integrated mobile device stand.

**Compatibility:** Compatible with Mac, PC and all leading video conference platforms. Certified for Skype for Business, and enhanced integration with Logitech Collaboration Program members2

**Connectivity:** USB plug-and-play, Bluetooth wireless technology and Near Field Communication (NFC) technology

**Device Stand:** Positions a mobile phone or tablet at just the right angle for shake-free video calls

**Battery Life/Talk Time:** Up to 15 hours

**Audio Controls:** Touch controls for answer/end, volume up/down, mute

**JENNE PART NUMBER:**

**980-000741** MOBILE SPEAKERPHONE P710e



1. Works with Skype for Business, Zoom, Vidyo®, and other applications with integration; Skype for Business requires plug-in download. (select the appropriate product and download at [www.logitech.com/support/business-products](http://www.logitech.com/support/business-products)).

2. Refer to [www.logitech.com/lcp](http://www.logitech.com/lcp) for current list of program participants.

3. Supported video modes vary by application.

4. Learn more about GROUP Extended DIN Cables at: [www.logitech.com/accessories](http://www.logitech.com/accessories)

5. Works with Skype for Business, Skype, Cisco Jabber®, Vidyo®, and other applications with integration.

6. With Skype for Business, and Skype using plug-in (select the appropriate product and download at [www.logitech.com/support/business-products](http://www.logitech.com/support/business-products)). Works with Vidyo® and other applications with integration.

7. When supported by Microsoft®

8. Requires software download.

To download visit: [www.logitech.com/support/brio](http://www.logitech.com/support/brio)



## Video Collaboration

### Complete Video Collaboration Solution Kits: TEAM and TEAMPLUS

#### Enhance Your Customers' Meeting Experience with Complete Video Collaboration Solution Kits

Video conferencing has become a powerful asset for competitive organizations in today's business world. By introducing your customers to the right technology, you can empower them with the invaluable advantage of virtual, face-to-face meetings and collaboration—all around the world.

#### HC-TEAM-VCS Kit



- Fast and simple install
- Plug and play
- HuddleCamHD 3x
- Intel NUC
- USB HuddlePod Air Speakerphone
- Quicklaunch Collaboration Software

**JENNE PART NUMBER: HC-TEAM-VCS-G2**

#### HC-TEAMPLUS-VCS Kit



- Fast and simple install
- Plug and play
- HuddleCamHD 10x-G3
- Intel NUC
- Acoustic Magic beamforming microphone
- Quicklaunch Collaboration Software

**JENNE PART NUMBER: HC-TEAMPLUS-VCS-G2**

HuddleCamHD's TEAM and TEAMPLUS VCS Kits have been designed with a wide variety of conferencing setups in mind. These easy to install conference solutions include everything needed to establish high quality video conferencing and collaboration for small to medium sized rooms—and they're compatible with virtually any meeting software.

## Skype for Business Room-Based Subscription Plan

### What's the offer?

With this plan, customers can connect one Lifesize® Icon™ conference room system to Lifesize's award-winning cloud-based video service, get Skype for Business integration and one virtual meeting room (VMR) for on-demand and scheduled meetings with up to 40 sites.

### Who is it ideal for?

The Skype for Business Room-based Subscription Plan is ideal for organizations that are deploying several room systems to connect their offices and host meetings and want the ability to have Skype for Business integration. This offering is perfect for those companies that are used to purchasing a room system with embedded video bridging and using it to host calls. This customer is looking for a cloud-based video service to connect the room systems and provide bridging and management of them.

### Why is this important?

Organizations gain increased flexibility by bringing Lifesize's award-winning cloud-based video service to their room systems in a plan that's focused on the conference room and designed to simply meet their needs. With Lifesize connected Icon room systems and Skype for Business integration, customers gain many advantages over their more traditional room systems with embedded video bridging.

### Advantages




- Security
  - Security of keeping their room systems off of public IPs, which are vulnerable to attacks
- Flexibility
  - Bring the Lifesize experience to their conference rooms without having to also entitle employees as users of the service
  - Extend meetings to customers, partners and suppliers as guests
- Simplicity
  - Only purchase what they need for their organization
  - Centralized management and reporting console
  - Automatic software updates
  - One-click calling
- Quality
  - Exceptional audio and video quality connects their locations and guests

### What's included?

- Connecting to the service for 1 Lifesize Icon room system
- Skype for Business integration
- On-demand and scheduled meetings with up to 40 sites—includes 1 Virtual Meeting Room (VMR)
- Unlimited audio calls
- Support for guest calling
- Account management and reporting



## Lifesize Conference Room Systems for Every Meeting Room

Huddle Rooms and Small Meeting Spaces	Conference Rooms and Boardrooms	Auditoriums and All-Hands Meeting Spaces
 <p>Lifesize® Icon™ 450</p> <ul style="list-style-type: none"> <li>• Smart-framing Sensor adjusts to capture all room participants</li> <li>• Integrated pan/tilt/zoom camera</li> <li>• Wide-angle lens with 82-degree horizontal field of view</li> <li>• Auto focus/auto gain</li> <li>• Supports single display</li> <li>• Automatic updates</li> <li>• Available with Lifesize® Phone™ HD</li> <li>• Pairs to the Lifesize app</li> </ul>	 <p>Lifesize® Icon™ 600</p> <ul style="list-style-type: none"> <li>• Connects to Lifesize Camera 10X with 10X optical zoom</li> <li>• Supports dual displays</li> <li>• Automatic updates</li> <li>• Available with Lifesize Phone HD</li> <li>• Two audio expansion inputs for large rooms</li> <li>• Pairs to the Lifesize app</li> </ul>	 <p>Lifesize® Icon™ 800</p> <ul style="list-style-type: none"> <li>• Secure, rack-mountable design</li> <li>• Supports dual displays and four 1080p video inputs</li> <li>• Supports up to seven audio inputs for integrated audio environment</li> <li>• Connects to Lifesize Camera 10X with 10X optical zoom</li> <li>• Automatic updates</li> <li>• Available with Lifesize Phone HD</li> <li>• Pairs to the Lifesize app</li> </ul>



Skype for Business from Microsoft is one of the leading platforms for web-based communication. This is in line with Konftel's strategy of optimising and certifying their products for such communications platforms. The software for most Konftel products can be upgraded online. Konftel has models for USB, SIP, Wireless and analogue connections.

### **Konftel Ego - Personal conferencing. Anywhere.**

Mobility is a watchword today. The portable speakerphone Konftel Ego for personal conferencing works seamlessly with Skype for Business and ensures professional audio quality.

**Freedom of movement.** Designed for today's mobile meeting culture the ultra compact Konftel Ego connects wirelessly to a smartphone, tablet or other device via Bluetooth®.

**Audibility.** Rich crystal clear HD audio thanks to the sound technology OmniSound®.

**Platform independent.** Konftel Ego works perfectly with Skype for Business, Cisco Jabber, Avaya Communicator and all leading conference applications.

#### **JENNE PART NUMBER:**

**910101081** Konftel Ego, includes USB cable and soft case.



### **Konftel 300 series - a phone for all your customers' meetings**

The models in the Konftel 300 series also make excellent choices for Skype for Business, where the connection is made via USB, and ensure crystal-clear audio for your calls and conferences.

#### **JENNE PART NUMBER:**

**910101059** Konftel 300

**840101077** Konftel 300Wx

**910101084** Konftel 300IPx



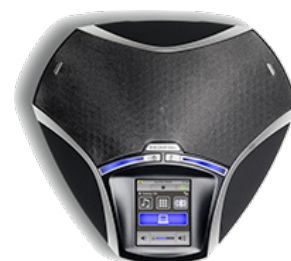
### **Konftel 55 series - for efficient web and teleconferencing**

The Konftel 55 series models are compact, simple-to-use speaker phones, incorporating the patented OmniSound® audio technology. HD audio produces crystal-clear speech. The Konftel 55Wx is designed to serve as the hub of your customers' communications and connects directly to Skype for Business, for example, via USB to their PC. Mobile phones, tablets and desktop phones can also be simultaneously connected, either with or without cables.

#### **JENNE PART NUMBERS:**

**910101071** Konftel 55

**910101082** Konftel 55Wx







Kramer's VIA Wireless Presentation and Collaboration Solutions are the only BYOD platforms delivering TRUE-Collaboration™ on the market today. With over 10 industry awards, VIA solutions have proven to make meetings a truly new experience. Actual work gets done in meetings because meeting participants, both locally and remotely, can collaborate in a natural way and walk out of the meeting with the completed work on their own device. VIA allows users to instantly connect wirelessly, collaborate effortlessly and effectively, and truly engage all the participants in a meeting. It delivers a TRUE-Collaboration experience in any type of meeting space, from larger conference rooms to smaller huddle spaces.

### VIA Collage

The fully-featured VIA Collage offers meeting participants advanced collaboration tools for a wide range of meeting spaces. With any laptop or mobile device, users can wirelessly share any size file, stream uninterrupted full HD video (up to 1080p60), turn the main display into a digital whiteboard and chat with other users. VIA Collage can show (in 4K-UHD) up to six user screens on one main display or up to 12 screens on two displays. At any time, any meeting participant can Step-In™ and display their screen on the main display. Participants can also view the main display on their own device if they are too far from the display or just need a closer look at the material on the screen. VIA Collage includes iOS, Android and Chromebook mirroring. Remote users can easily join the meeting and collaborate in real time with embedded 3rd-party video conferencing and office apps.



### VIA Campus

VIA Campus offers advanced collaboration and engagement tools that enhance interactive learning in Education and Corporate Training environments. From any laptop or mobile device, students and teachers can view the main display, edit documents together in real time, share any size file, turn the main display into a digital whiteboard, and more. VIA Campus also lets teachers use e-polling and e-exams to easily and instantly measure how much students are actually learning. VIA Campus can show up to six user screens on one main display or up to 12 screens on two displays. The solution features iOS, Android and Chromebook mirroring. Remote students can easily join the class and collaborate in real time with embedded 3rd-party video conferencing and office apps.





## Avaya IP Office

### Avaya with Skype for Business: the Best of Both Worlds

Avaya industry-leading telephony platforms, devices, and applications make it an ideal complement to deliver extensive voice communications and critical network features alongside a Skype for Business implementation. Avaya's proven interoperability with Skype for Business provides deployment flexibility, giving end users an elegant and affordable experience.

### Avaya IP Office

The Avaya IP Office™ Platform represents the core of a complete and powerful team and customer engagement solution specifically designed for small and midsize businesses.

IP Office delivers seamless voice, video, unified communications (including unified messaging, mobility, instant messaging, presence), audio, video, and web collaboration, as well as 3rd party desktop application integration like Outlook, Lync, and Salesforce.com. With its ability to run inside a virtual machine, on a dedicated server or appliance, or in a mixed deployment environment, IP Office software offers flexibility and a cost-effective choice.

With over 425,000 systems installed worldwide, IP Office is the leader in unified communications and real-time collaboration for small and midsize businesses.

### IP Office Select:

- Unparalleled scale – up to 3,000 users on a single-site server or across 150 locations – all of which can have simultaneous access to the full UC capabilities
- Flexible resiliency options including selective failover and support for VMware High Availability
- Highly secure communications including embedded encryption of signaling and voice traffic
- Integration with industry-standard LDAP directories including Microsoft Active Directory

### Contact Center Solutions for IP Office

#### Avaya IP Office Contact Center

The first component of this solution is Avaya IP Office Contact Center, available now, which brings affordable multichannel contact functionality – supporting voice, email, and chat to midsize businesses with contact centers of 5 – 100 agents.

IP Office Contact Center is currently available in English. Please refer to the Offer Document for a comprehensive list of country availability.

#### Avaya Contact Center Select

Avaya Contact Center Select is derived from the Avaya Aura® Contact Center solution, integrated to Avaya IP Office and optimized for the midmarket – supporting full multichannel capabilities, voice, email, web chat, SMS and fax, to midsize business with contact centers of 30 to 250 agents.



Businesses of all sizes depend on Avaya for unified communications solutions and technologies that improve efficiency, collaboration and customer service. Avaya's enhanced and unified communications solutions help enterprises increase business agility and lower costs through its core communications platforms, Avaya Aura® and IP Office. These systems deliver everything Small, Midsize or Enterprise businesses requires of unified communications — voice, video, messaging, presence and Web applications — for every employee, regardless of location. Solutions from Avaya are based on an open, flexible reference architecture that enables a scalable, multi-vendor approach to integrating communications. Avaya UC solutions create a seamless integration so no matter how, where or when they communicate, workers will have access to the resources they need for success.

### Avaya Aura®

The Avaya Aura® Platform simplifies communication networks, reduces infrastructure cost and delivers voice, video, messaging, presence and web applications to all workers regardless of location. As the key enabling layer in the Avaya architecture, Avaya Aura® provides a real-time communication foundation for UC and contact-center solutions. It is based on an open and flexible reference architecture that leverages a layered architecture to meet immediate needs, while providing a path for future growth. It is the foundation for all sizes and types of customer solutions and scales from less than 100 users to 36,000 on a single system and to more than a 250,000 SIP users on a single system. Avaya Aura®'s core communication services include:

**Rich IP Telephony** – Built on decades of customer feedback and software refinements; Avaya Aura® has over 700 market-leading communication features.

**Video Telephony** – Integration of desktop and video conferencing, including Avaya one-X® Communicator making video as easy as a phone call.

**Branch Solutions** – Capabilities targeted for customer-facing branches, retail stores, financial, insurance and government offices that combine low-cost deployment and centralized management.

**Enterprise-wide SIP session management** – Features a single-point control for an enterprise-wide dial plan and user profile management.

**Multi-vendor presence aggregation** – Combined user presence information from Microsoft, IBM, SMPP and SIP/SIMPLE to deliver for Avaya and third-party business user applications.

**Application enablement** – Web services and APIs that allow customers and third-parties to integrate with business applications and systems.

**End-to-end security** – Embedded security defenses, encryption, authentication and certificates for all levels on the platform.

**Small hardware footprint** – Leveraging Avaya Aura® System Platform virtualization, this framework offers common installation, licensing and support infrastructure for lower TCO.

**High availability** – Numerous design choices that guarantee seamless communication.

**Hardware and design flexibility** – To meet customer's needs, Avaya offers complete Linux-based application servers, media gateways, business phones and unified communication applications.

**Management, support and remote monitoring** – Avaya provides a full suite of tools for single- and multi-site use, software updates, SIP and network management backed by its award-winning global services over the System Manager and Avaya Integrated Management.

### Users Easily Find and Communicate with their Contacts

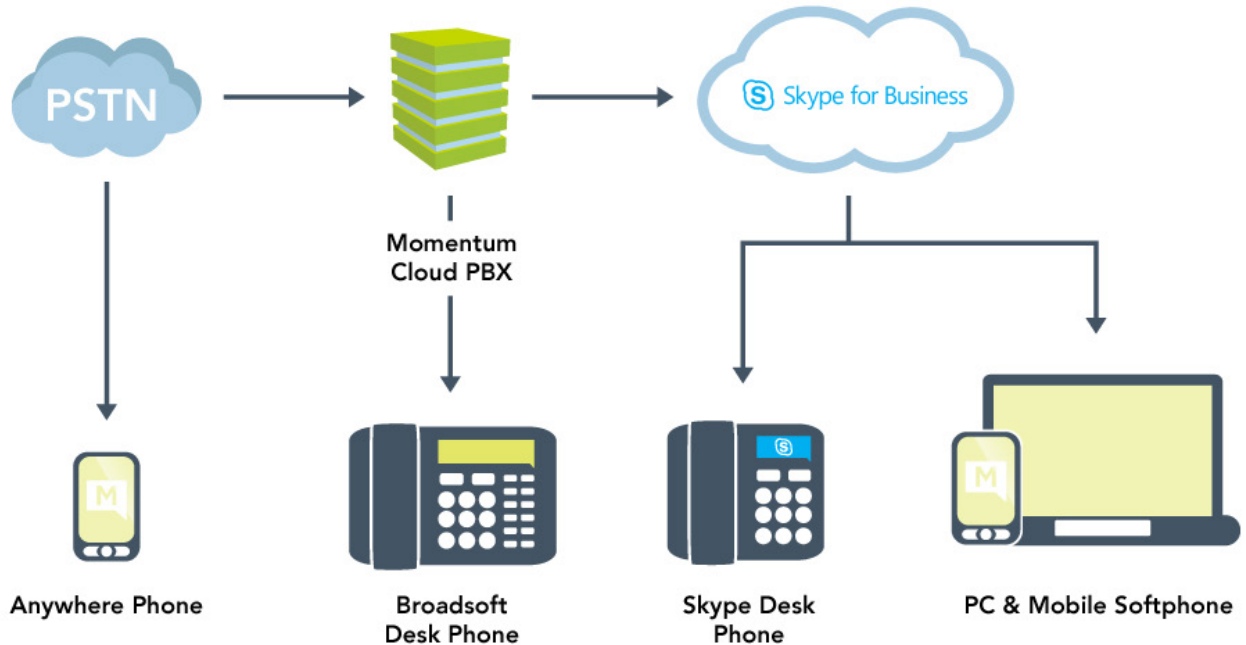
Momentum Telecom's Hosted Microsoft Skype for Business delivers a fresh, intuitive user experience that brings together different modes of communication into a single interface. This unified experience facilitates rapid user adoption, while the ability to support a full range of communications from a single platform reduces both capital and operational costs.

Momentum's Skype for Business helps users find the right person to connect with, view their presence, and then communicate with them in the most effective way—via chat, video, or sharing a desktop or application.



### Momentum's Hosted Microsoft Skype for Business Architecture

Momentum's unique hosted architecture allows Skype for Business client to be fully integrated with the Momentum voice platform. This allows users to take full advantage of Enterprise features not enabled on Microsoft provided Skype for Business. These features include Quality of Service (QOS) monitoring, Call Forwarding, Momentum Anywhere and many more.





## Industry's Broadest Integration

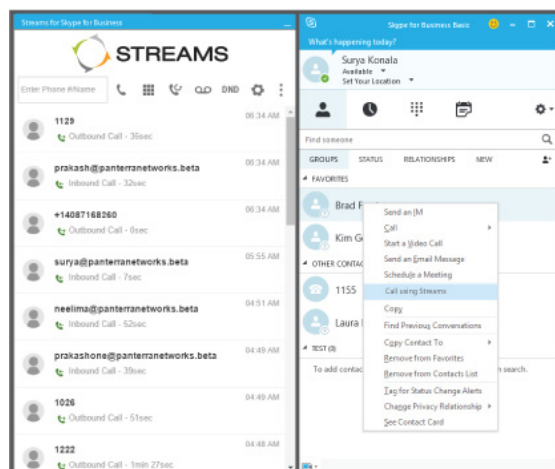
With PanTerra's extensive and broad integration with 3rd party applications and services, PanTerra will not only seamlessly integrate into your customers' existing IT environment, it will enable all their applications with the power of unified cloud communications and collaboration.

And PanTerra's ultra-reliable infrastructure means their communications and most importantly their business continuity stay operational 24/7. With end-to-end business Quality of Service (QoS) built-in, PanTerra delivers exceptional service to 3rd party applications. PanTerra can be your customers' reliable communications and collaboration backbone.

### Users can:

- Use Office 365 or Outlook to call any contact using PanTerra PBX
- Receive or make calls directly within CRMs such as Salesforce, Desk, ZOHO or Zendesk
- Have call details transmitted directly to their CRM
- Utilize Skype for Business plugin supports inbound/outbound calling using Streams
- Connect their IP phones, softphones or mobile phones to any of their 3rd party applications

PanTerra integrates with 3rd party applications and cloud services to empower them with unified communications capabilities. Users can make a call straight out of their Office 365, Outlook contacts or even straight from their Skype for Business application.





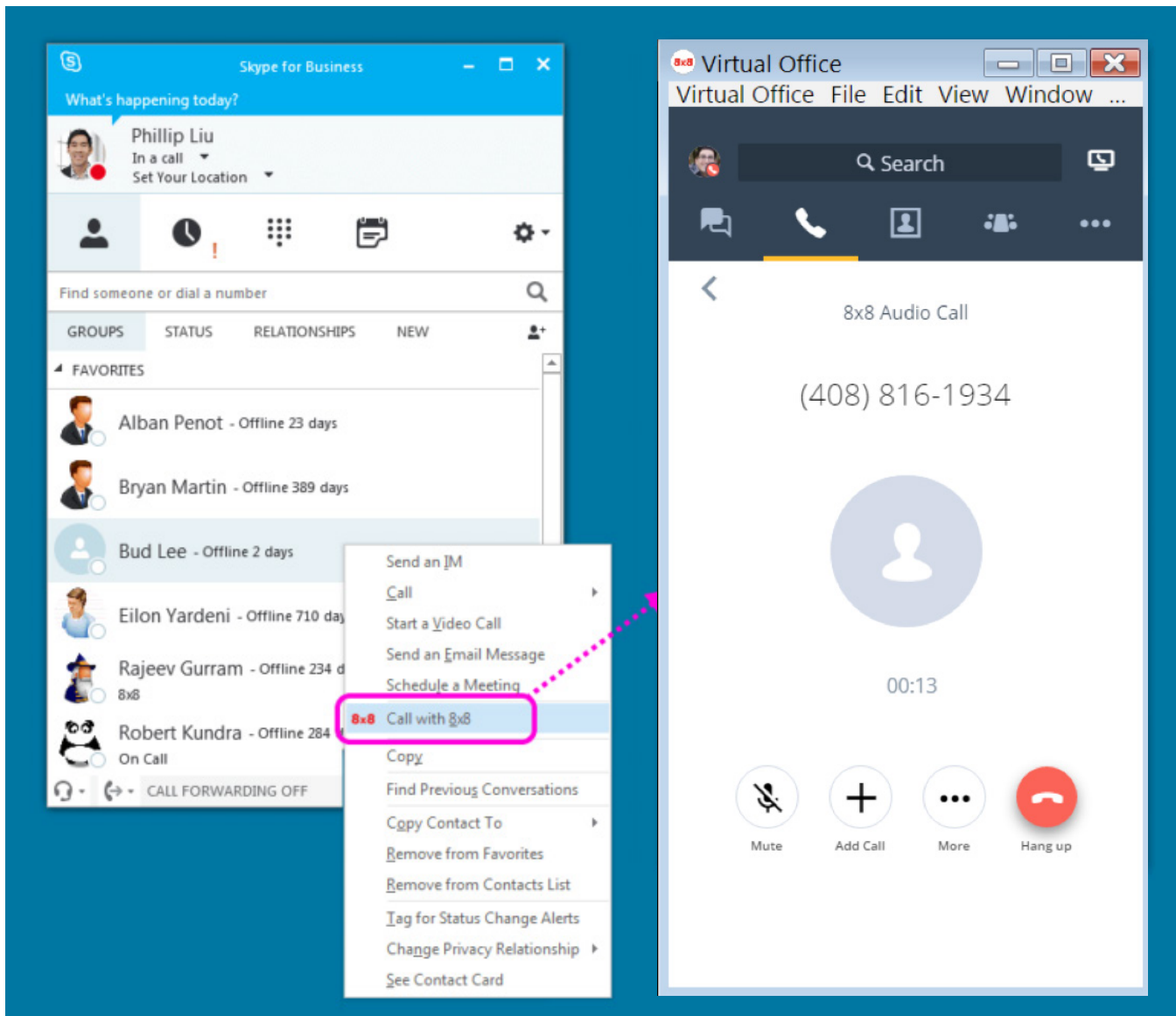
## Increase Productivity with RingCentral for Skype for Business

**Transform Skype for Business into an all-in-one cloud communications hub. Users can:**

- Enjoy reliable, clear calls directly within RingCentral for Skype for Business to any local or international phone number, not just Skype contacts.
- Switch easily between calls with extended call control features, including one-click call transfers, Call Flip, call recording, and more.
- Choose a unique outbound caller ID for individual calls to meet specific business needs.
- Hold an instant, one-click conference call with up to 1,000 participants and enable unique conference bridge access and international dial-in numbers.
- Start an instant RingCentral video meeting or easily share the screen with any contacts.
- Send texts to individuals or groups right from within RingCentral for Skype for Business, even those outside the Skype contacts.
- Enjoy full conversation view and access to your SMS history.
- Allow colleagues to instantly see current availability within the RingCentral for Skype for Business app, message, or meet right from the Skype for Business app.

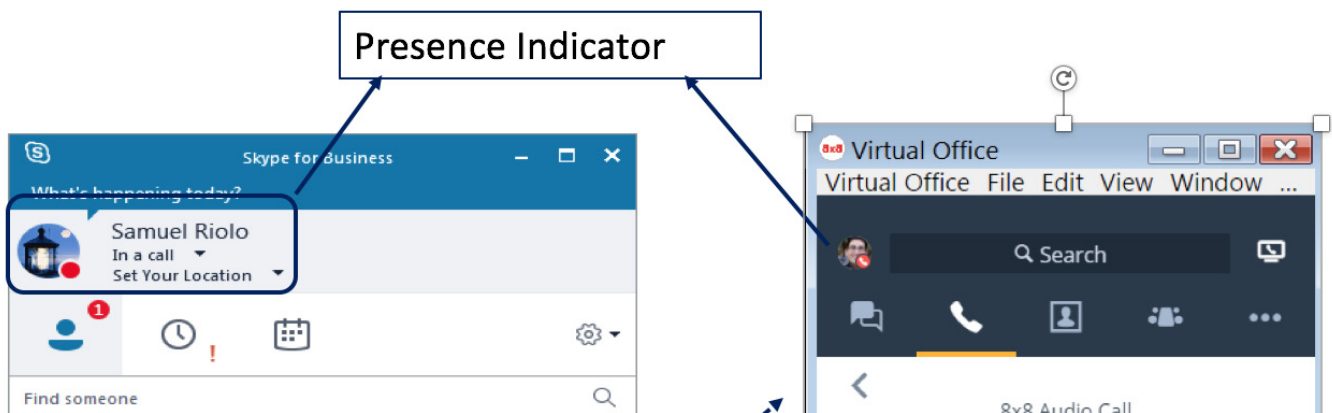
# Microsoft Integration

Users can download the 8x8 Microsoft Integration plug-in to make calls from Skype for Business using their 8x8 Virtual Office extension.



## Skype for Business Integration

8x8 Presence is shown in the Skype for Business interface.





VidyoCloud

### Rapidly Deploy Video Collaboration without Sacrificing Quality

VidyoCloud empowers organizations to engage a remote workforce, connect highly mobile employees, and enable external B2B & B2C collaboration. For organizations that need high quality video conferencing and want to avoid burdening their IT staff and resources, VidyoCloud is a hosted video collaboration solution that provides the highest quality video experience in any network environment.



#### Quality

Up to Ultra HD Support for Video and Content

#### Reliability

Dynamically Adapts to Your Network

#### Hybrid

Optimize Traffic with Available Hybrid Deployment

#### Interoperability

Virtually Any Device, Any Time, Any Where

#### Secure

Encrypted Communications to Protect Privacy

#### Multiparty Conferencing

Distributed Workgroup Collaboration

#### Integrated Directory

Dial By Name Simplicity

#### Click to Connect

Meet with Anyone Inside or Outside Your Organization

#### Recording

Archive meetings for training, compliance and more

### Vidyo's Quality Differentiators

VidyoCloud delivers industry-leading performance at the extreme ends of the quality spectrum. In network challenged environments, like mobile and wireless, VidyoCloud offers unsurpassed error resiliency, and can even adapt to 20% packet loss—more than double the industry average. In robust network environments that leverage 4k and 5k displays, VidyoCloud delivers the most stunning quality imaginable, up to 16x better than the industry status quo 720p.

Skype for Business is interoperable with Vidyo's VidyoCloud Enterprise (100-10,000 users) offer.

Skype for Business Integration



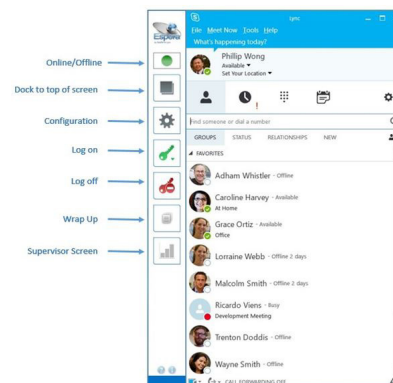
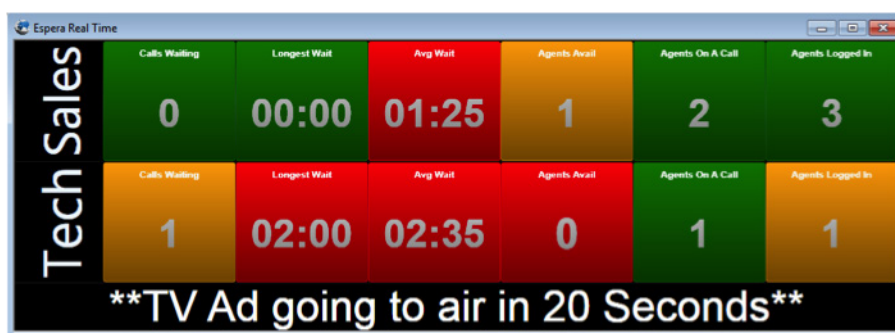
## Espera Adds Real-Time and Reporting Analytics for Skype for Business Response Groups



AdvaTel is a Microsoft ISV development partner featuring Espera, a Microsoft ISV qualified solution which provides enhanced Real-Time dashboard analytics and management reporting by leveraging on the built-in features of Response Groups without adding any additional hardware. Skype for Business has some excellent call queuing capabilities within their Response Group technology that provide inter-flows, over-flows and a number of call routing capabilities. However, **the problem is the 'missing link' that users cannot see the queue status**, which makes Espera Real-Time and Espera Reporter a critical and vital need for Skype for Business users.

Espera by AdvaTel is a lightweight Skype for Business plug-in that is an integrated part of the response groups and installed on a Skype for Business application server.

### Why is having Real-Time calls waiting information important?



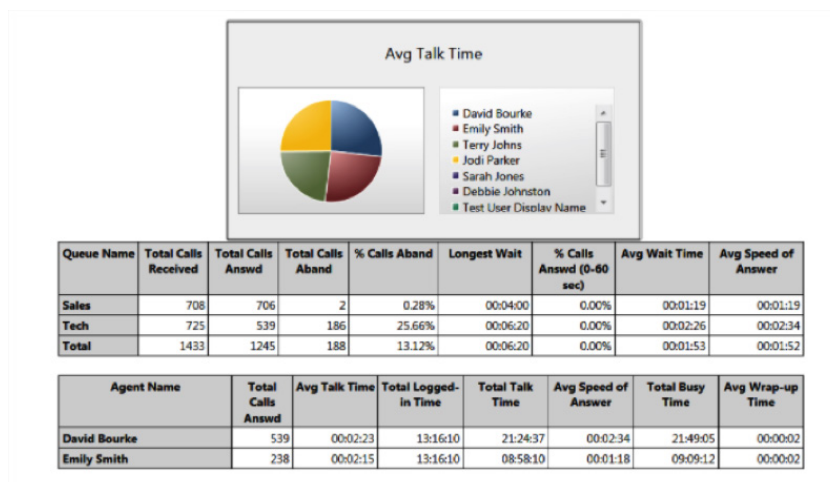
Espera Real-Time ensures that agents know when to have the customer stay on the line, when to cross-sell or up-sell and when to efficiently end the call and move on to the next caller promptly. The agent will also know the best time to take breaks and be logged on during important times.

- Espera's Real-Time analytics display call waiting information ensures the agent makes the right choice every time
- For callers who have been waiting longer than normal the agent knows the actual waiting time prior to answering the call and can be more sympathetic to change their greeting to "I am sorry you had to wait so long. How can I assist you today?"

### Why is having historical information important?

Learning from the past to better prepare for the future is what Espera is all about. Managing a call center has two vital elements:

- Real-Time** lets agents react and manage their time best for the call they are currently involved with
- Historical** information provides clear reports on the past so users can be better prepared for the future





## Espera Adds Real-Time and Reporting Analytics for Skype for Business Response Groups

Historical information can allow users to track trends that are important in their circumstances. Maybe they are taking calls and the volume is effected by:

- Weather – motor vehicle insurance claims
- Temperature – soft drink delivery requests to stores
- Day of week – calls related to hospital emergency services
- Advertisements – additional calls after a full page ad in the local newspaper or TV campaign
- Or many other factors or group factors

The Espera Supervisor provides four enhanced views displayed with the performance of Response Groups at a glance:



### Espera 10 Major Benefits

1. Espera adds Real-Time and Reporting Analytics for Skype for Business Response Groups as a cost effective plug-in while using the existing Response Group infrastructure
2. Enhanced Customers Experience - If there are a number of calls waiting (the duration the callers have been waiting will be displayed), staff will know to be more "efficient" on their current call so they can then quickly move to the next waiting caller.
3. Allows the agent to work up-sell - If there are no (or very few) calls waiting, agents can confidently enhance the relationship with their current caller knowing that other callers are not being delayed. Staff can cross-sell or up-sell or just put callers on a product announcement list etc.
4. Allows the agent to work smarter - If a caller has been waiting much longer than normal, Espera notifies the agent prior to them answering the call (flashing red display). The agent can then offer additional empathy by answering; "I'm very sorry you had to wait so long..." to diffuse any tension that the caller may understandably have. Espera will ensure a better client relationship per call.
5. Espera Supervisor provides four enhanced views, which will allow the supervisor to see the performance of the Response Group and agent groups at a glance.
6. Remote Agents - Espera delivers its important call waiting information to remote, logged-on Skype for Business users (via their existing SIP tunnel) to allow for flexibility in staff's geographical locations in special circumstances.
7. Empowered Agents - With Espera, agents will determine for themselves and for the group the most suitable time to take a break and when to stay logged on, therefore getting the balance between staff entitlements and customer service just right – all with minimal supervision as Espera Real-Time encourages correct decision making by staff.
8. One Click Login/Logout - Espera allows Skype for Business Formal agents to log on and log off with a single click of a button to relieve them of the tedious Skype for Business task of progressing through various screens to achieve this frequently required function.
9. Espera Reporter allows supervisors and managers to easily customize and schedule reports either on-demand or emailed each day, week or month without having to spend hours to collate information manually.
10. Espera Wrap-Up provides an option which allows agents to specify the reason for the call and the associated outcome. Incoming callers' patterns and the response to specific advertising can be noted from the wrap-up reports.