Jenne® is your Value Added Distributor for Avaya Scopia® Video Conferencing

Jenne, Inc. is a leading value-added distributor of voice, video, data networking, premise security, and cloud solutions. The company is headquartered near Cleveland, Ohio and has been in business since 1986. We are experts in Avaya Scopia® Video Conferencing Solutions.

The Jenne Team is Available to Help You

- Dedicated on-boarding and enablement team.
- Avaya certification training and testing through Jenne University.
- Configuration and design assistance, including pre- and post-sales and technical support.
- Implementation and installation services nationwide, including on-site and remote installation services.
- Same-day shipping from Jenne's on-hand, in-stock inventory.
- Service contract, maintenance management, and renewal portal.

Avaya Scopia® Video Conferencing

The Avaya Scopia® product portfolio is a powerful combination of hardware and software products that are fully standards-based and offer the highest performance available in today's video conferencing solutions. Interoperability and interconnectivity are provided between any video-enabled device, such as a telepresence system, conference room, desktop or mobile video system, and other telephony and unified communication solutions. Avaya Scopia solutions are used by institutions, enterprises, and service providers to create high quality, easy-to-use voice, video and data collaboration environments, regardless of the communication network.

Avaya Scopia® Solution Products

AvayaLive™ Video – Scopia as a Service

AvayaLive Video is the latest cloud-based video service and allows users to experience the power of Avaya video conferencing with anyone, anywhere, and on any device. Simply log on with an internet connection through a PC, Mac, or mobile device. Users subscribe and only pay for what they need. AvayaLive Video will scale to accommodate additional users and requirements.

Avaya Scopia® XT Room Systems

The **XT7100** is the new flagship system that incorporates H.265 High Efficiency Video Coding (HEVC) − allowing the most efficient use of bandwidth available today. The system supports dual HD 1080p/60ps with up to 50 percent less bandwidth over H.264 High Profile systems. The **XT5000** is a very robust system offering 1080p/60fps live video and content. The **XT4300** is a high-definition video conferencing system that is designed for the small to mid-sized conference room at an affordable price.

Avaya Scopia® XT Executive 240

Features an executive desktop video conferencing system with an optional embedded MCU. It is the industry's only desktop system to offer 1080p/60fps along with simultaneous H.264 Scalable Video Coding and H.264 High Profile.

Avaya Scopia® Elite MCUs

This platform for HD multi-party conferencing features dual 1080p/60fps video channels and simultaneous H.264 High Profile and SVC to deliver uncompromised multi-party collaboration. Hybrid software and hardware architecture with powerful accelerator components helps enable unmatched density.

Avaya Scopia® Pathfinder Firewall Traversal

A complete firewall and NAT traversal solution enabling secure connectivity between enterprise networks and remote sites. Avaya Scopia Pathfinder maintains the security and advantages of a firewall and NAT over multivendor video networks. It allows seamless integration with existing video endpoints and infrastructure.

Avaya Scopia® Control

An Apple iPad application used to control Scopia video conferencing room systems. Its highly intuitive user interface virtually eliminates the learning curve for using a video conferencing system.

Avaya Scopia® Video Gateway for Skype for Business (formerly called Lync)

Connects the H.323 video communication system to Skype for Business allowing any Skype for Business user to connect any standards-based video conferencing system to any infrastructure appliance.

Avaya Scopia® Mobile

BYOD (Bring Your Own Device) is becoming more and more prevalent in the business world and Scopia Mobile is the ultimate enterprise-grade mobile video application. Scopia Mobile is the most feature-rich, standards-based mobile video application to enable HD video conferencing and H.239 data collaboration with nearly two million installed standards-based video conferencing and telepresence systems worldwide.

Avaya Scopia® Desktop

A simple web browser plug-in that is centrally managed and deployed without complex licensing fees or installation issues. Simply click on a link, and in moments you are ready to go. Include tele-workers in meetings, participate in video conferences from the road, collaborate with partners and suppliers, and seamlessly connect through firewalls.

Video Collaboration Solution for IP Office

Avaya's Scopia Video product line and expertise integrated with Avaya's open Aura® and IP Office architecture will bridge existing H.323 communications networks and SIP-based environments, delivering scalability that is intuitive and easy to operate.

Avaya Scopia® Streaming and Recording

Combines the interactive features of Scopia video collaboration with powerful streaming and recording capabilities. Allows for universal playback and participation, easy video asset creation, flexible deployment, and high scalability.

Partner Enablement Tools

Jenne University

Jenne University is the place where training and support converge. While other distributors outsource their training instructors and facilities, Jenne maintains its own brick and mortar training center where our customers can gain technical and sales expertise. Our state-of-the-art training facility incorporates fully equipped classrooms with the most up-to-date equipment.

Upon completion of a course, students will sit for the certification testing on-site, as Jenne University is an accredited Pearson VUE Testing center. Jenne University also is consistently recognized by Avaya's Learning Partner Recognition Program, capturing the "Highest Student Satisfaction" award and the "Highest Response Rate" award.

Visit **www.jenne.com** for the current class schedule.

JENNE®
UNIVERSITY
...where training and support converge!

Jenne Technical and Design Support

Our technical staff has over 250 years of combined experience that gives our Partners the benefits of:

- An assigned mentor who provides full design support while assisting your engineering team in developing increased capabilities and ensuring uninterrupted design quality.
- Quick and easy design team accessibility and engagement, including joint Partner/end user support calls which provide customer facing expertise and higher closing ratios.
- A staging and provisioning service that performs all preliminary configuration, licensing, and upgrades enabling you to rapidly install systems on your customer's network or a stand-alone unit. Jenne stands behind our staging and provisioning service and offers a one-year advance replacement on all staging equipment, control units, internal cards, and modules.
- Jenne's Technical Service staff is available Monday - Friday, 8 a.m. to 8 p.m. ET at no cost. Full 24-hour support is available for a minimal cost.

Design Center

The Design Center tool enables partners to seamlessly upload, view and maintain multi-network configurations for both simple and complex designs. The Design Center helps build a complete VoIP solution based on customized product and pricing criteria. Jenne Avaya Partners will benefit from:

- A streamlined design creation.
- Shortened selling cycles.
- Ensured accuracy and conformity of design requirements.
- Real time notification of completed phases.
- 24/7 update availability.

Jenne Solutions Designer (JSD)

Jenne Solutions Designer is a multi-vendor online configuration tool that enables business partners to quickly design a solution into a real-world configuration. It seamlessly identifies complementary solutions, including pricing and availability, all in an environment that can be shared privately among your colleagues, customers and experts at Jenne. Jenne Avaya Business Partners benefit from:

- A shorter time needed to configure solutions.
- The ability to design a total end-to-end solution.
- Customized quotes, proposals and cover letters available in a user friendly export.
- The ability to share the tool among your staff.

Service Contract Renewal Portal

Jenne's Service Contract Renewal Portal helps you manage product and service contracts, including those for Avaya Networking Solutions, streamlining and managing what can be a difficult process. When a service contract is up for renewal within any Avaya solution purchased from Jenne, resellers are notified well in advance so they can capture what otherwise might be a lost revenue opportunity. Jenne Avaya Partners benefit from:

- 90, 60, 30 day reminders of service contract expirations.
- Capturing proactive revenue opportunities.
- Ease of deployment and maintenance.

Operational Support and Excellence

We are distribution experts and deliver unparalleled operational support. Jenne Avaya Partners benefit from:

- Same-day shipping on orders placed before 7 p.m. ET.
- An industry-leading order fill rate of 99.98 percent.
- On-time shipments: 99.89 percent.

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