



Cisco Telepresence : une nouvelle expérience de collaboration



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25 Mars 2008

Cisco Télépresence ...C'est passer de ceci

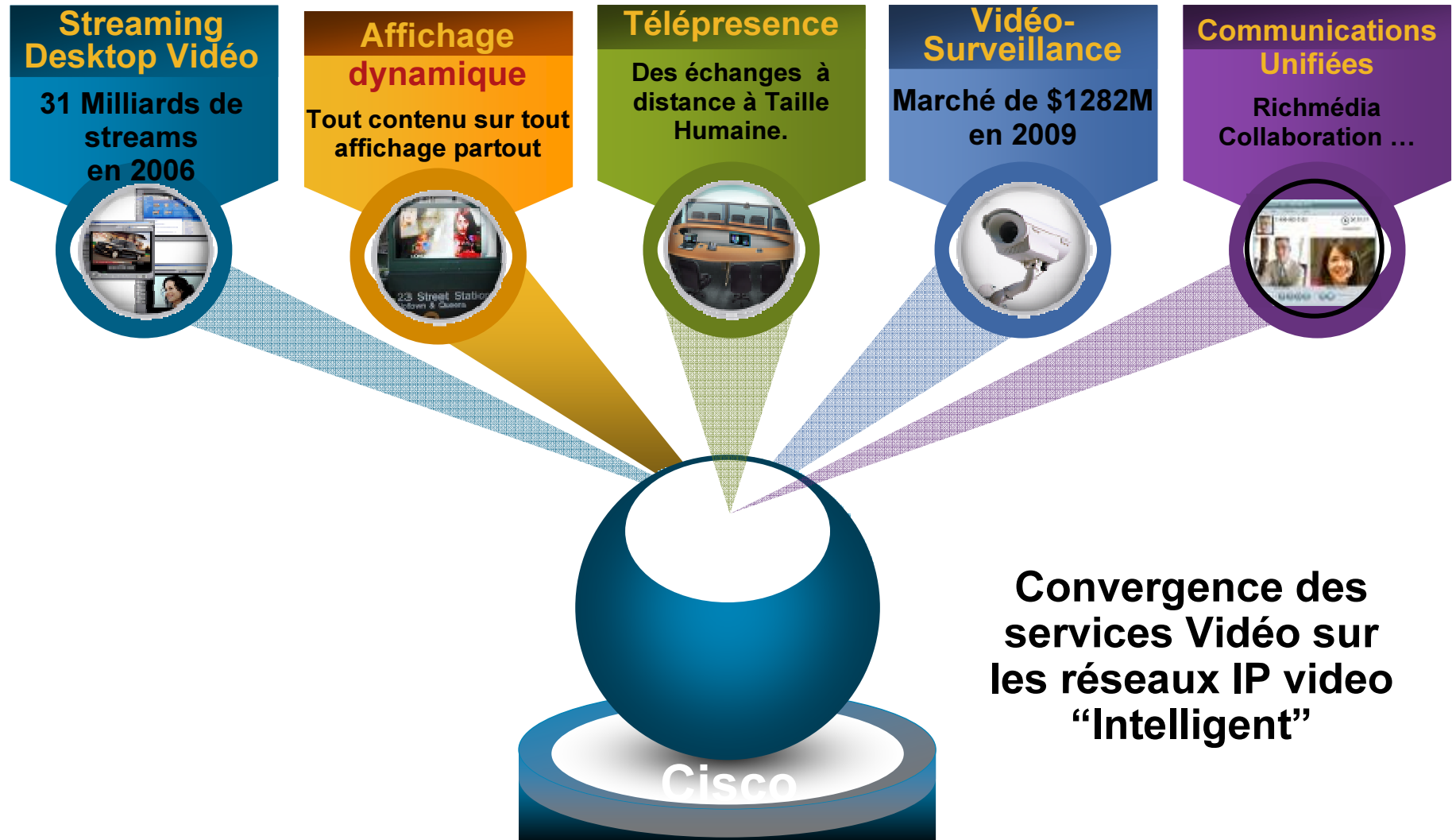


A cela !!!



La Vidéo dans l'Entreprise pour Cisco

Fournir un environnement intelligent convergé pour la vidéo



Cisco TelePresence : Les Salles



Cisco TelePresence Système 3000

- 12 sièges à la table virtuelle
- Salle optimisée
- 10-15 Mbps@1080p, Ultra High Definition
- Son Hi-fi Spatial Wideband
- Latence imperceptible pour plus d'interactions



Cisco TelePresence Système 1000

- 4 sièges à la table virtuelle
- Bureau ou petite Salle
- 4 Mbps@1080p, Ultra High Definition
- Son Hi-Fi Wideband
- Latence imperceptible pour plus d'interactions

Cisco TelePresence— Une solution complète

Tout les éléments

Terminaux

- CTS 3000 (Grande Salle)
- CTS 1000 (petit groupe ou 1:1)



Multipoint & Réservation

- 36 segments dans le même appel
- Reservation simplissime
- Interoperabilité Visio



Network

- Plannification Réseau & consulting
- Infrastructure intelligent
- Fiable et Sécurisé



Salle

- Préparation des Salles & planification
- Design Sophistiqué
- Installation rapide et facile



Implementation

- Installation et monitoring
- Support: Helpdesk – NBD ou 24/7
- Financement : Cisco Capital



Qualité, Simplicité et Fiabilité...



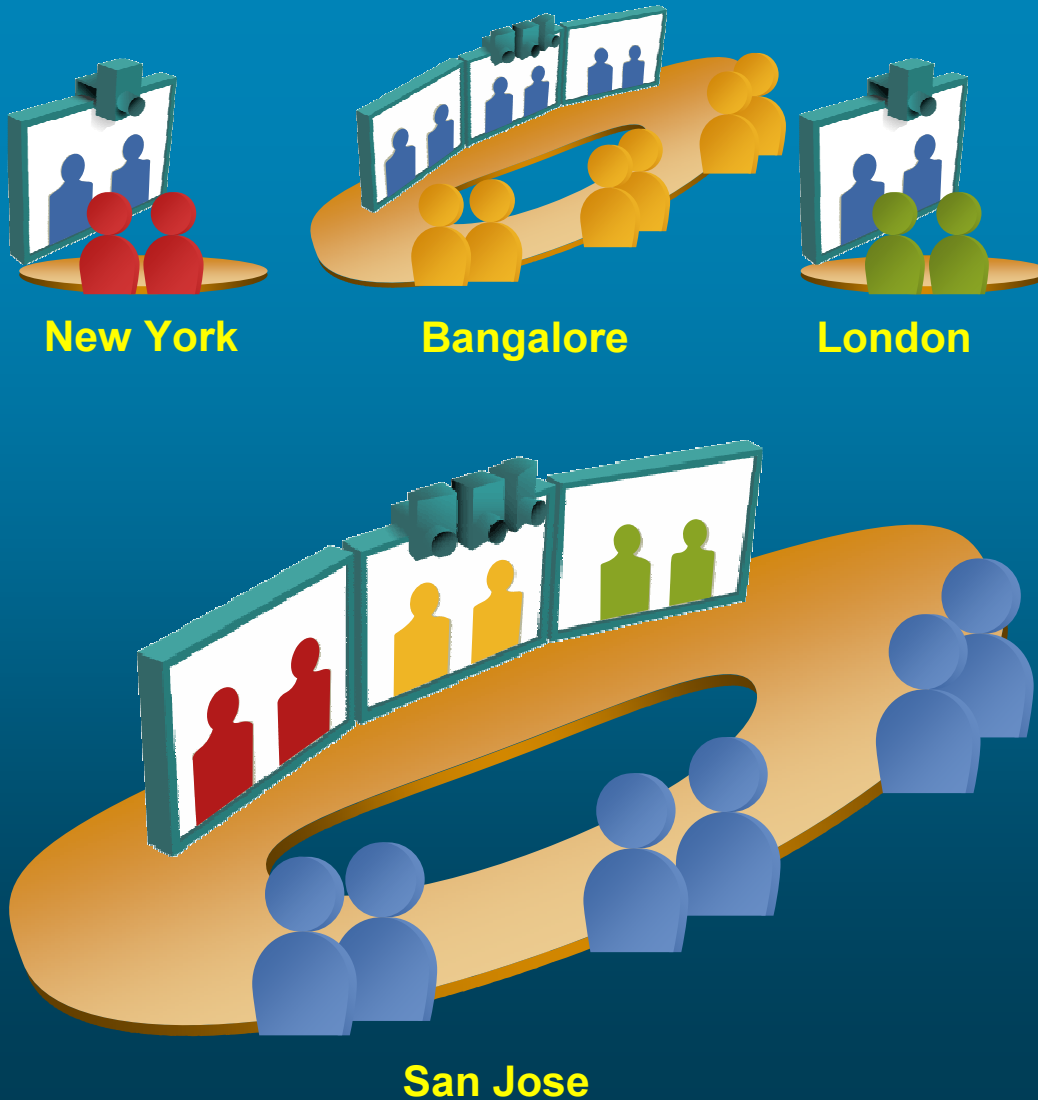
**L'impression
d'être dans la
même pièce**

**Optimisé pour
tout un chacun**

**Efficacité
opérationnelle**

Cisco TelePresence Multipoint

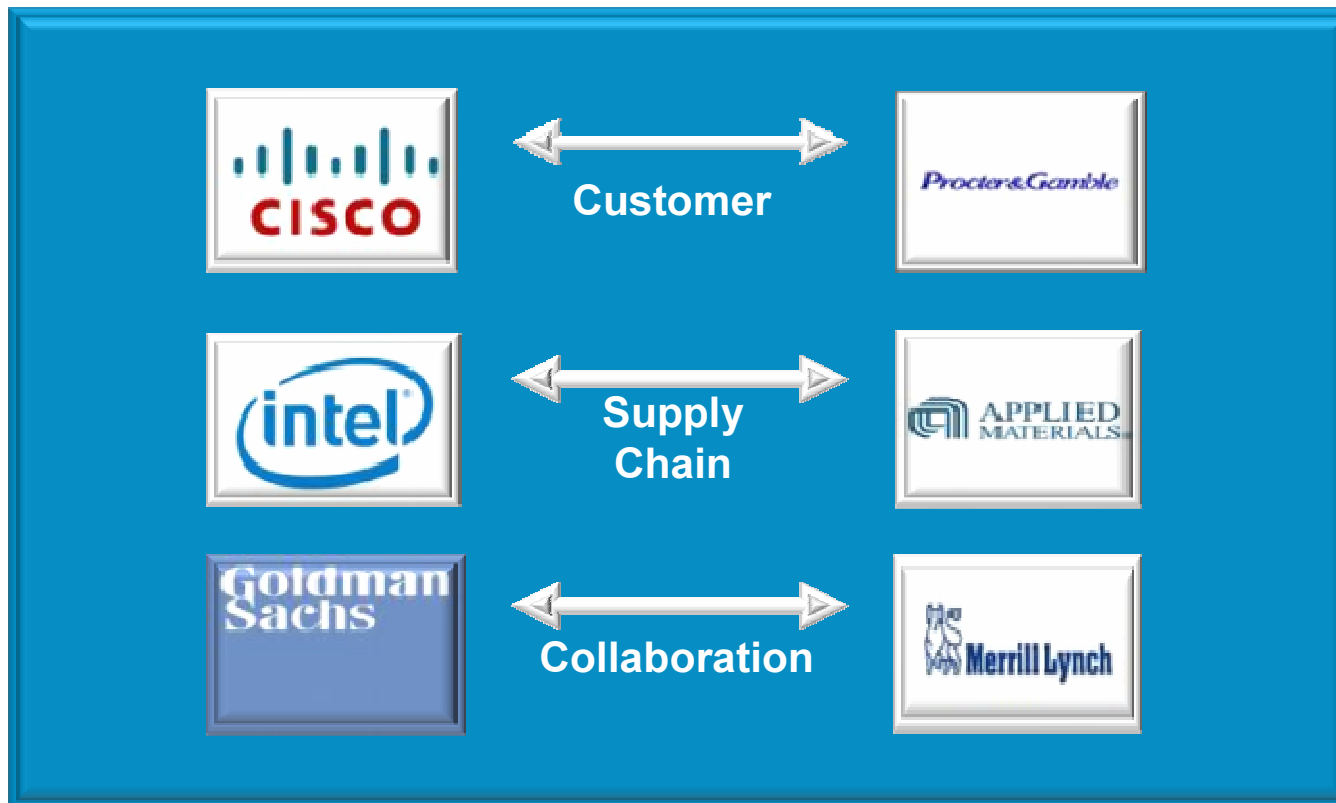
Connecter plusieurs sites facilement avec flexibilité



- Scale: Three or more rooms, up to 48 screens
- Industry-unique user selected switching by room or screen
- Voice-activated switching with virtually zero latency
- Maintains image size, aspect ratio
- Supports mix of CTS 3000 and CTS 1000
- Groupware scheduling
- One button to push meeting launch

Cisco TelePresence Inter-sociétés B2B

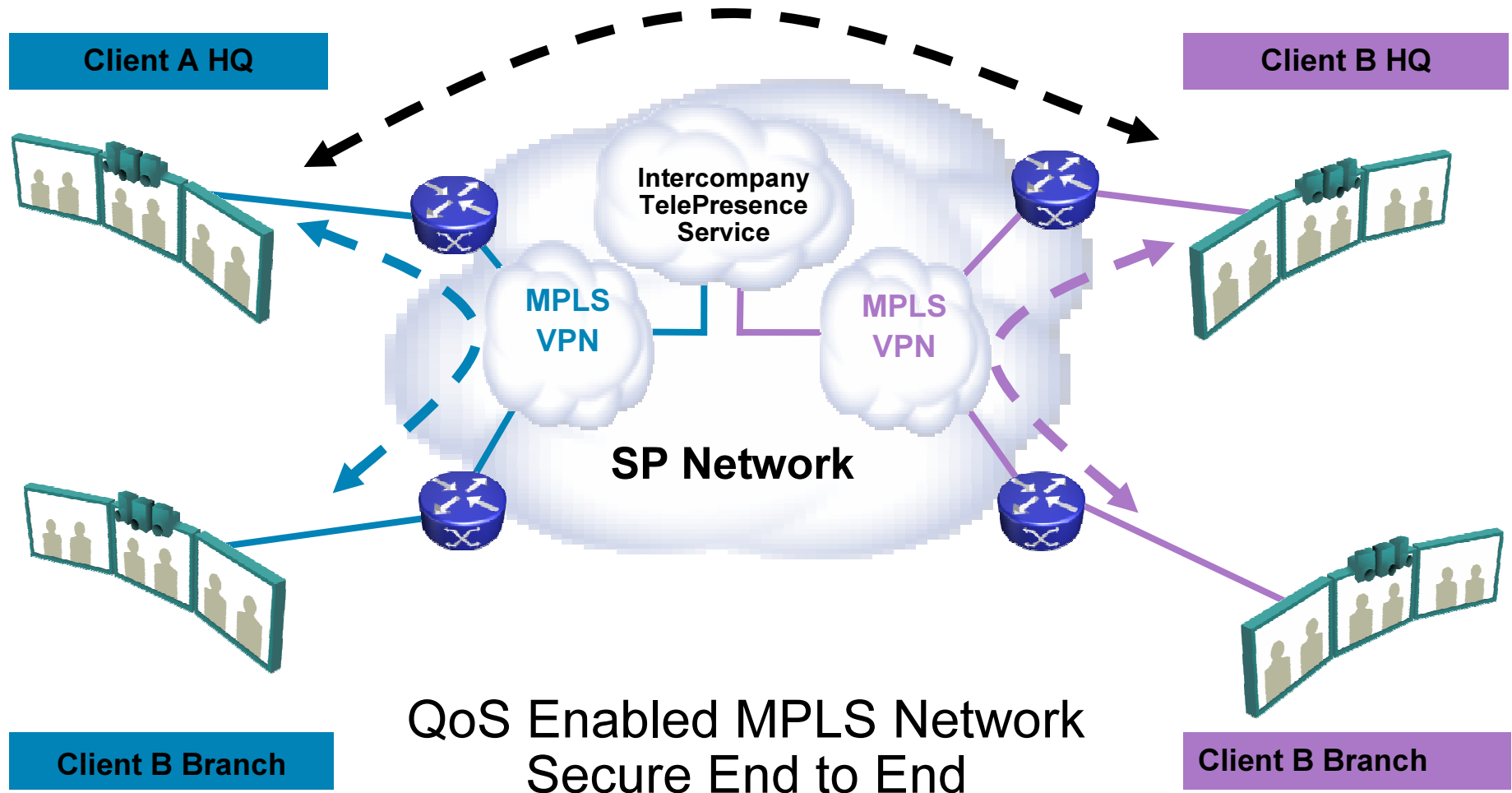
Transformer les Interactions entre sociétés



In the flat world, more and more business will be done through collaboration within and between companies...

- Thomas Friedman, *The World is Flat*

Cisco TelePresence Inter-sociétés Solution



Cisco TelePresence: Interopérabilité

- Cisco TelePresence provides the best "in-person" communications experience
- Interoperability provides a transition strategy for Cisco TelePresence rollouts
 - User migration from existing video conferencing to immersive communications
 - Utilizes Cisco Unified Video Conferencing technology to bridge the two worlds
- Cisco provides standards-based interoperability
 - SIP/H.323, H.264/CIF, and G.711
- Seamless interoperation with virtually all video conferencing equipment installed



Support et Services Clients :

La Vidéo un contact plus proche du client

Agent Virtuel Télépresence



- Interaction totale avec le client / l'administré
 - Image respectant la taille réelle des personnes,
 - Un son "réel" de qualité CD
 - Une vidéo Haute Définition
- Connecte l'agent virtuel en fonction
 - Des compétences,
 - Des connaissances
 - Depuis n'importe quel point de présence physique.

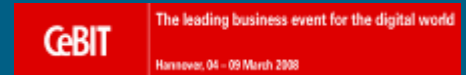
Disponible avec Cisco Unified Contact Center

Cisco TelePresence Momentum



- Customer momentum: 100+ customers, 350+ units ordered
- Cisco on Cisco: Market-leading rollout of TelePresence rooms
- Multiple “Best Of” awards for advanced technology
- Driving customer business transformation
- Building the vision of a global public Cisco TelePresence network

NASDAQ Board in Times Square, August 15, 2007



Quels sont les déclencheurs ?

Top Line Growth

Accelerate Growth

Enrich Cross-Cultural
Collaboration

Accelerate Decision Making

Scale Scarce Expertise

Maximize Customer/
Vendor Intimacy

“Go Green”



Cisco TelePresence— Creating Business Transformation



Procter & Gamble

Transformation des process métiers



- Driving fundamental business changes
 - Faster product introductions: \$M incremental revenue
 - Connecting with customers, partners, suppliers to speed supply
- Better internal productivity and collaboration
 - Significant cost savings
 - Improved quality of life for its global workforce
- Cisco benefits: the best experience, understanding of the network, rapid global deployment and robust services
- Phase 1 complete—50 rooms by April...and growing



Distribution — Avantage compétitif

Media Saturn



- Europe's number one consumer electronics retailer with 600+ stores in 15 countries
- Faster decision making with internal experts
- "Noble ambiance" to preserve meeting intensity
- Speeding expansion into new markets/countries
- Significantly reduce travel: cost savings pays for rollout
- Reduce employee "downtime"

Benefits

Scale Scarce Resources and Reduce Travel

Result

Speed Expansion into New Markets/Countries and Improve Employee Productivity

Cisco on Cisco TelePresence Déploiement interne

Change the way we Work, Live, Play and Learn

- **181** Cisco TelePresence in major cities globally
- **US/Canada:** **82** CTS 3000, **46** CTS 1000
- **APAC:** **17** CTS 3000, **4** CTS 1000
- **Japan:** **3** CTS 3000, **2** CTS 1000
- **Europe:** **20** CTS 3000, **5** CTS 1000
- **Emerging:** **2** CTS 3000
- Overall average utilization **44%**
~**49%** in the past four weeks
- **76,578** TelePresence meetings scheduled to date. (**Weekly** average utilization in the past 30 days is **2,150** meetings)
- **96,751** hours (average meeting is 1.25 hrs)
- **10,242** meetings with customers to discuss Cisco Technology over TelePresence
- **12,850** meetings avoided travel
- Conservative estimate of cost savings:
~\$**51.4M** to ~\$**102.8M** to date
- Cubic meters of emissions saved: **15,323,555**
- Equal to **6,473** cars off the road



Updated March 10, 2008

Cisco TelePresence Vision

Today and Tomorrow



Cisco TelePresence Meeting
Virtual Specialist (Branch)
Virtual Administrator



TeleMedicine
Family Visits
Virtual Dining

Work

Live

The Network
as the
Platform



Virtual Box Seat
Cisco TelePresence at Home



Virtual Classroom
Virtual Keynote

Play

Learn

