



One Source for TANDBERG

Complete management of enterprise video solutions and secure B2B communications

Imagine using business quality video to connect the right people at the right time - no matter what their location or video system. Take it a step further, and think about enriching the workplace by making ad hoc meetings highly productive and team meetings truly cost effective. And just as important, envision delivering the ultimate executive experience with telepresence. With TANDBERG's Total Solution and BT's One Source service solutions, enterprise-wide video collaboration and high impact communication is not only a reality, but also delivers maximised return on investment.

One Source for TANDBERG is everything you need to ensure peace of mind and total reliability for your video and telepresence communications. It's the combination of BT Conferencing's comprehensive managed concierge and network services, tightly integrated with TANDBERG's portfolio of standards-based telepresence, room and personal video systems. To offer one seamless, fully supported environment for enterprise-wide and B2B inter-company communications. And because the joint solution is entirely non-proprietary, you can be assured of unparalleled connectivity.

Together with TANDBERG, we deliver the interoperability solutions necessary for point-to-point and multipoint calls from the desktop to the telepresence suite, providing the only industry solution that allows you to connect with colleagues, partners and customers - regardless of the platform or network types involved.

One Source also ensures that legacy video technology and interoperability requirements are managed via the same BT services and TANDBERG infrastructure, for seamless customer utilisation. BT also provides industry leading IP MPLS network with reliable IP quality service, and a One Source commitment for end-to-end problem resolution. In addition, by utilising TANDBERG infrastructure on your behalf,

we're able to deliver even greater interoperability - for the first time TANDBERG Telepresence T3/T1 users and Polycom TPX/RPX users are able to connect and meet face to face across the telepresence table.

Implementation services

One Source for TANDBERG includes:

- Pre-installation planning and design
 - Review prequalification checklist
 - Room readiness and network path assessments
 - Hardware procurement/provisioning
- Optional IP network service
- Global project management
- Customer requirements validation:
 - Solution dial plan
- Detailed room configuration designs and setup
- Implementation and acceptance test plan
- System assembly, testing, and knowledge transfer
- BT One Care Preferred service for true round-the-clock support
 - Single point of contact for 24x7x365 support
 - Proactive equipment monitoring
 - Online reporting
 - Quarterly service analysis
 - Automated call launching



Why BT Conferencing?

With One Source for TANDBERG, BT Conferencing is your partner for an easy to use, reliable, and cost-effective video conferencing solution.

- One partner for all visual communications
- TANDBERG Platinum Certified Partner
- Proven track record of providing and supporting video, audio, and web collaboration
- Global installation, training, and support capabilities
- More than 60,000 video conferences produced annually
- As a TANDBERG-certified Telepresence Managed Services Provider, you can be confident that you'll receive the expertise you expect through all service stages

Why TANDBERG?

TANDBERG offers the broadest range of stylish high definition telepresence, room and personal video systems including a SIP Video phone E20 for mass deployment; Movi for mobility; and Microsoft OCS integration. TANDBERG's award winning network infrastructure delivers interoperability, scalability and investment protection. No other vendor offers complete communications flexibility delivered through TANDBERG Management Suite, Video Content Server, MCUs, MSE Chassis and the Telepresence Server. TANDBERG seamlessly connects users to other vendor endpoints, uplifting quality and maintaining the experience for the TANDBERG user. Interoperability is critical as video usage becomes pervasive, as customers migrate from SD to HD and as they invest in UC video solutions and Telepresence suites. Only TANDBERG can deliver against this requirement.

TANDBERG telepresence provides users with the ultimate immersive solution offering customers an outstanding meeting experience with superb sound and high-definition video quality, ease-of-use, B2B communication, reliability and high performance. TANDBERG offers interoperability throughout its solutions portfolio, delivering users visually communications without boundaries.

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