



A New Generation of Enterprise Communication

Understanding Communications Terms

Interoperability: The ability of two or more systems or components to exchange information, providing for solutions that deliver a seamless, transparent communications experience.

Presence: The ability of a person or device to display levels of availability. Presence awareness, a closely related concept, is the knowledge of the person's or device's presence. If you can see someone's level of availability, you can know instantly whether that person is available for contact.

Telepresence: An immersive experience of "being present" at a physically remote location, which is accomplished by using technology that makes participants feel as though they are in the same room.

Video Conferencing: A meeting of participants who are in different places but are connected by audio and video links.

- Create a more productive, collaborative work environment.
- Establish better relationships with partners, customers, and others across locations, systems, and networks.
- Reduce travel costs—and your carbon footprint.
- Get more value from your existing Microsoft infrastructure.

TANDBERG has a longstanding relationship with Microsoft and a proven record of bringing optimum value to customers. With Microsoft and TANDBERG, you get a powerful solution that helps your organization take advantage of enriched visual communications. Bringing Microsoft® Office Communications Server R2 and Microsoft Office Communicator R2 together with TANDBERG's exceptional telepresence and video conferencing portfolio provides you increased value from your existing IT investment. You get industry-leading solutions that can help you tap the power of a new generation of communication to collaborate—and compete—far more effectively.

Why TANDBERG?

TANDBERG is the market leader in visual communications, offering a comprehensive range of video, voice, and data communication solutions. A Microsoft Gold Certified Partner, TANDBERG provides sales, support, and value-added services in more than 90 countries.



How TANDBERG Works with Microsoft to Bring You More Value

Your business can gain many benefits when you bring together TANDBERG's video and powerful infrastructure communications solutions with Office Communications Server 2007 R2 and Office Communicator 2007 R2. Your employees will discover an exciting new way of working in a rich, collaborative, and highly motivational environment.



You can cut through time zones and distance to increase personal, team, and business productivity. With TANDBERG, your employees can meet face-to-face enterprisewide and reach across companies and locations to work with people anytime, anywhere. There are no boundaries when you choose TANDBERG. Your organization gains the full impact of advanced visual communication solutions—from the desktop to the executive telepresence suite.

Creates a productive, collaborative environment

High-definition, business-quality video can help your organization create an enriched work environment that supports team collaboration, maximizes business growth, and increases productivity. Diverse teams across your organization can easily come together and communicate at a moment's notice. You can connect more effectively with customers, partners, and suppliers—no matter what video system or network they use.

Redefines the meeting experience

TANDBERG visual communications provide the ultimate meeting experience, from easy meeting start-up to the natural comfort and productivity that results

when people sit face-to-face. TANDBERG solutions are available globally, yet are locally supported, so participants both inside and outside of the enterprise can join a meeting.

Increases productivity, reduces costs

You'll find a TANDBERG solution to meet your exact needs—scalable, reliable solutions with high-definition video and unmatched audio performance. With the ability to communicate visually, productivity rises. And just think of the time and money you can save on travel. On average, TANDBERG customers find that their telepresence and video conferencing solutions reduce travel needs by 30 percent. Often, a TANDBERG solution will pay for itself in just months with savings in travel costs alone. You can lower your total cost of ownership while you gain high reliability and performance.

Delivers outstanding service

TANDBERG can support your environment with a range of services to fulfill your support needs—from decision to deployment and throughout the solution's lifetime. At customer experience centers and demo facilities around the world, TANDBERG offers you the chance to see and use its advanced solutions firsthand and meet with technical experts.

Microsoft and TANDBERG are a winning combination. For a rich array of video communication tools on a powerful platform, for immediate productivity gains and reduced costs, for advancement of your unified communications infrastructure—select telepresence, room conferencing, and desktop solutions.



Solutions for the New Generation of Communication

Choose TANDBERG, the leader in visual communication

TANDBERG sets the pace for design and innovation with high-quality, reliable, and scalable telepresence, video, and audio solutions. You can get the broadest, fastest, and most secure visual communications available.

Discover telepresence—a truly immersive experience

TANDBERG offers a range of telepresence solutions—all of which are simple to use and work precisely every time. They connect to other standards-based telepresence and video conferencing systems both inside and outside of your enterprise.

Telepresence T3, TANDBERG's most immersive telepresence solution, delivers exceptional video and audio quality, with a room design and consistent lighting that make participants appear almost in 3-D. The system includes personal touch screens that offer a simple and appealing user interface and are built into the meeting table.

Telepresence T1, designed for the executive office or high-end collaboration room, delivers an unparalleled user experience, with crystal-clear video and audio.

Personal Telepresence 1700 MXP brings the telepresence experience directly to the executive desktop.

Experience TANDBERG HD video conferencing

TANDBERG also offers high-definition, room-based systems to provide choice and flexibility in video conferencing. These products feature large-screen and dual-screen formats with world-class video and audio, so you can rapidly transform any meeting room for enterprisewide connectivity.

Rely on TANDBERG video infrastructure

TANDBERG network infrastructure provides business-to-business connectivity that makes it easier to connect with people inside and outside of your organization. You can connect to any standards-based system and seamlessly extend the benefits of video to suppliers, partners, and customers.

TANDBERG Video Communication Server

delivers interoperability and communications between SIP and H.323 standards-based visual communication solutions and Microsoft Office Communications Server 2007 R2. It provides core video capabilities, such as bandwidth management and gatekeeper services, and supports business-to-business connectivity regardless of systems—so you can easily connect to other standards-based vendor systems.

TANDBERG HD Multipoint Conferencing Units (MCUs)

allow users from different standards-based endpoints and video clients to be connected on the same call, where every participant can be seen simultaneously throughout the conference. There is never a compromise in video quality as others join the call, no matter what system they are using.





The New Generation of Unified Communications

Components

TANDBERG Telepresence and Video Conferencing Systems—The most robust, high-definition, immersive, room-based and personal telepresence video conferencing solutions delivering the best visual communication experience possible.

TANDBERG Video Communication Server—This powerful, highly scalable platform is designed to work with H.323 or SIP devices—providing call control, gatekeeper, and SIP registrar services.

TANDBERG HD Multipoint Conferencing Unit (MCU) Product Family—The most powerful high-definition multipoint conferencing bridges—which deliver continuous presence for all conferences and full transcoding—are ideal for mixed-vendor endpoint environments.

TANDBERG Management Suite—This scalable, centralized management system for deployment of visual communication tools features an intuitive Web-based interface.

Microsoft Office Communications Server 2007 R2—This software-powered solution brings together instant messaging, enterprise voice, and audio, Web, and video conferencing onto a single platform.

Microsoft Office Communicator 2007 R2—Client software that works with Office Communications Server 2007 R2 to deliver streamlined communications, so users can find and communicate with the right person immediately.

Move toward the future

Pairing TANDBERG with Microsoft technologies is a winning combination for your enterprise. You get a rich array of video communication tools on a powerful platform and gain an advanced unified communications infrastructure to increase your productivity, simplify IT administration, and lower your costs.

Get rich communication tools

The interoperability between TANDBERG and Microsoft technologies means that workers can join a video session from either an Office Communicator 2007 R2 client or a TANDBERG video endpoint. Now, it's much easier and more affordable to bring the rich features of video communications to a large work force.

Gain an easy click-to-call user experience

TANDBERG personal, room-based, and virtual conference systems appear as contacts on a user's Office Communicator 2007 R2 contact list. A person can view the presence status for an individual or room, and then click the name to visually connect with any registered TANDBERG video conferencing endpoint.

Making a call from a TANDBERG video conferencing system to an Office Communicator 2007 R2 client is just as simple. To connect, users select from a contact directory on the TANDBERG system, which is populated and synchronized with the Active Directory® service from Microsoft. Interoperability with Microsoft Exchange Server 2010 is another unique TANDBERG advantage that gives people the ability to add video resources to their Microsoft Office Outlook® 2007 client.

Take advantage of single-user identity

TANDBERG video conferencing systems can be directly linked to a specific user to make use of single-user identity, which is provided through Office Communications Server 2007 R2. People have flexibility in call acceptance, too. They can use a TANDBERG high-definition desktop video system when in the office or accept calls on their PC by using Office Communicator 2007 R2 while traveling. The choice is transparent to the caller.

Increase your ROI

TANDBERG and Microsoft working together offer your enterprise one of the fastest ways to maximize return on investment (ROI) in a unified communications platform. Seamless interoperability with standards-based visual communications devices allows you to capitalize on existing investments. TANDBERG customer BCC Fedemilia, part of a regional banking federation in Italy, expects to realize a full ROI within one year of implementation.

Reduce your travel costs and carbon footprint

By doing more work through video conferencing, you can significantly lower your travel costs. Vodafone, another TANDBERG customer, was able to eliminate more than 46,000 flights yearly, for an annual savings of more than €60 million (U.S.\$85 million) in travel-related expenses. You can also reduce your carbon footprint, satisfying requirements for environmentally friendly business practices. The use of video conferencing helped Vodafone eliminate more than 17,000 tons of CO₂ emissions as a result of reduced travel.

See www.tandberg.com or contact your TANDBERG representative today.