Increase Billable Hours
While Keeping Your Clients Happy

Kerri Whelan, Product Marketing Manager, Group Audio Solutions
Today’s Webinar

• Exceeding billable ratio targets
• How can video collaboration help?
• Past deployment roadblocks
• Eliminating deployment roadblocks
• What to look for in a video collaboration solution
• Use case examples
• Why choose Polycom?
• Q & A
Factors shrinking the billable ratio

- Client Communication
- Problem Solving
- Resource Management
How can video help?

- Client access to key decision makers
- Leverage key expertise
- Shorten project delivery time
Past Deployment Roadblocks

- INTEROPERABILITY
- EXPENSE
- RESOURCES
Eliminating Roadblocks

STANDARDS BASED
“IT JUST WORKS”

COST EFFECTIVE

MANAGED AND HOSTED SERVICES
Success Story

- Travel Costs Reduced Significantly
  - Up to £250,000 per month
- 3,000 hours a month gained in productivity
- 90% of staff now video enabled

“ The use of video collaboration has helped make Buro Happold more competitive”
—Paul Westbury, CEO, Buro Happold
## WHAT TO LOOK FOR IN VIDEO COLLABORATION

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<th>EVERYWHERE</th>
<th>EASY</th>
<th>SEAMLESS</th>
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<td><strong>End User</strong></td>
<td>Anytime</td>
<td>Intuitive</td>
<td>Familiar</td>
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<td>Anywhere</td>
<td>Consistent</td>
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<td>Any Device</td>
<td>Natural</td>
<td>Accessible</td>
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<td><strong>IT</strong></td>
<td>Scalable</td>
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<td>Affordable</td>
<td>Adoption/Utilization</td>
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<td>Quality</td>
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*IT* indicates Information Technology.
Use Case – Client Communication
Use Case - Problem Solving
Use Case – Resource Management
What makes Polycom the right choice.

25 YEARS OF PEOPLE-CENTERED DESIGN

400,000+ CUSTOMERS WORLDWIDE

A MARKET SHARE LEADER
- Video Conferencing
- Conference Phones
- Open SIP Handsets
- Installed Audio Systems

ANALYST RECOGNITION

Gartner
LEADER in Magic Quadrant for Group Video Systems
Gartner Magic Quadrant for Group Video Systems, Mike Fasclani, Robert F. Mason, Tom Eagle, 14 July 2016

IDC
LEADER in MarketScape for Worldwide Enterprise Video Conferencing

Aragon Research
LEADER in Globe for Web and Video Conferencing

Frost & Sullivan
COMPANY OF THE YEAR
Asia Pacific Open Standard SIP Endpoints

GLOBAL PARTNER ECOSYSTEM

800 PATENTS

CRN 5-STAR PARTNER PROGRAM WINNER 2014 - 2016

68 OFFICES IN 32 COUNTRIES

STRATEGIC PARTNERSHIPS

Microsoft
POLYCOM HAS CREATED
40+
solutions for Skype for Business, Lync, and Office 365

NEW Forrester Total Economic Impact Report

200+ Global Service Providers
Thank you

For information about Polycom Solutions and Services or to schedule a demonstration visit:

www.Polycom.com