



***Anywhere, Anytime, Anybody, Any Device
Capability***

Avaya video conferencing for education

Avaya video technology can drive the expansion of educational opportunities, enhance student engagement, and enrich the student experience. Learning can be conducted virtually anywhere, bringing education and development within everyone's reach.

István Kővári

A Brief History of Avaya Evolution

Over 130 Years of Experience

AT&T

- 1876. Alexander Graham Bell invented the telephone for which he received two patents.
- 1877. Bell and two financiers, Gardiner Hubbard and Thomas Sanders formed the Bell Telephone Company.
- 1882. American Bell acquired a controlling interest in the Western Electric Company which became its manufacturing business.
- 1885. The American Telephone and Telegraph Company is incorporated as a wholly owned subsidiary of American Bell.
- 1925. Bell Telephone Laboratories Inc., is established as AT&T's research and development subsidiary.
- 1956. A consent decree resulting from a US antitrust suit forced AT&T/Western Electric to sell its stake in Northern Electric to Bell Canada.
- 1984. Bell System ceases to exist.
- 1995. AT&T is restructured into three separate companies: a services company, retaining the AT&T name, a products and systems company named Lucent Technologies (formerly named AT&T Technologies & part of Western Electric) and a computer company (NCR).

Lucent

- 1996. AT&T spins off Lucent Technologies

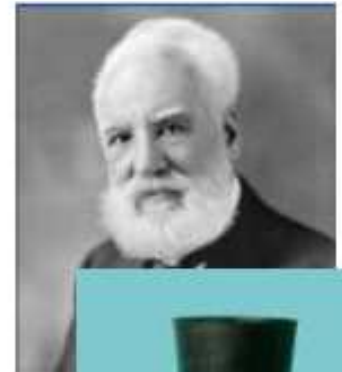
Avaya

- 2000. Lucent Technologies spins off its Business Communications unit which becomes Avaya with 34,000 associates.

2004 Tenovis aquisition

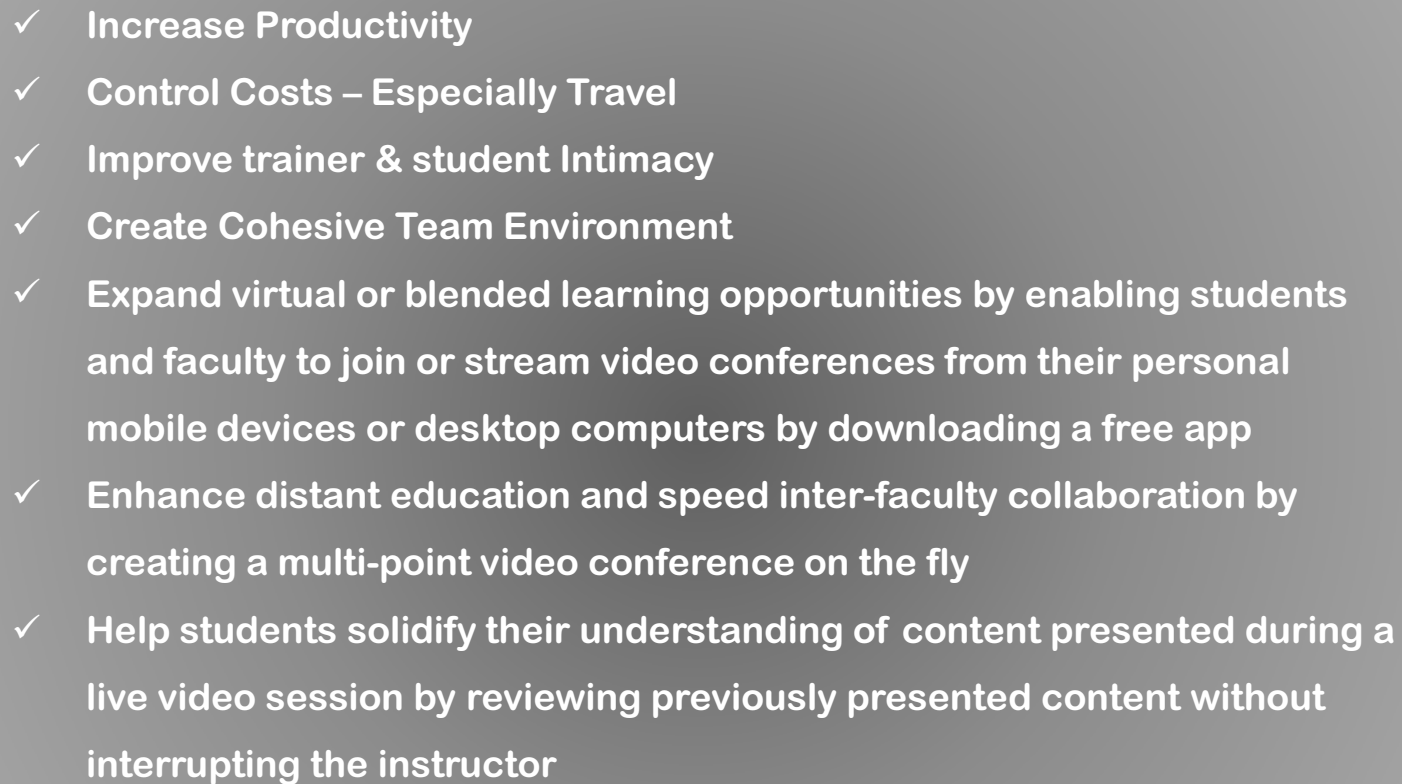
2009 Nortel aquisition

... Sipera, Aurix, Conftel, Radvision ...



The first sentence ever transmitted was over the liquid telephone by Alexander Graham Bell.

Why Video in Education?

- 
- ✓ Increase Productivity
 - ✓ Control Costs – Especially Travel
 - ✓ Improve trainer & student Intimacy
 - ✓ Create Cohesive Team Environment
 - ✓ Expand virtual or blended learning opportunities by enabling students and faculty to join or stream video conferences from their personal mobile devices or desktop computers by downloading a free app
 - ✓ Enhance distant education and speed inter-faculty collaboration by creating a multi-point video conference on the fly
 - ✓ Help students solidify their understanding of content presented during a live video session by reviewing previously presented content without interrupting the instructor

“Meet Me” in My Virtual Meeting Room

Bring Your Own Device (BYOD)

Invite Anyone & Easily Join

High Quality Experience

Optimized for Internet Connections

Unique Data & Content Sharing

Secure

Easy & Powerful Moderation

Rich Video Experience

Complete Room System Interoperability

Intuitive Control from Any Room System



Bring Your Own Device (BYOD)



- ▶ Use what you already own
- ▶ PC, Mac, iOS, Android
- ▶ HD Voice, Video and Data
- ▶ Access from Anywhere
 - Wi-Fi & mobile wireless
 - Without VPN & through firewalls
 - Internet optimized



Invite Anyone & Easily Join

- ▶ Invite anyone on the device they already own
- ▶ Easily join by
 - Clicking a web link from an email
 - Following a link in device calendar
 - Entering a meeting room ID
 - ✓ No license key required



Innovative Data & Content Sharing



- ▶ Desktop, Mobile, Room Systems
- ▶ Share screen or specific applications
- ▶ Content viewing with innovative “slider”
 - Go back a few slides without interrupting the meeting
 - Catch up and review if you showed up late
- ▶ Text chat with emoticons – private or group
- ▶ Even text to rooms

Secure

One of the Greatest Challenges with the Mobile Workforce



- ▶ Prevent unwanted guests
- ▶ Meeting room lock and access PINs
- ▶ AES-128 encryption
- ▶ H.235 security and encryption for room systems
- ▶ Maintain existing IT security measures with embedded NAT and firewall traversal

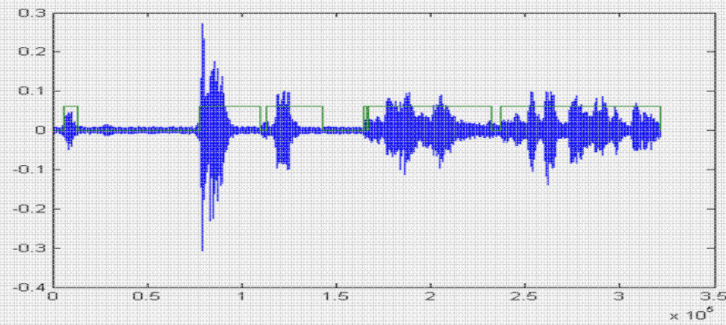
Easy & Powerful Moderation

- ▶ Participant list
- ▶ Mute participants
- ▶ Stop cameras
- ▶ Disconnect participants
- ▶ Lock meeting
- ▶ Terminate meeting
- ▶ Request to speak / raise hand (desktop clients)
- ▶ Lecture mode for learning

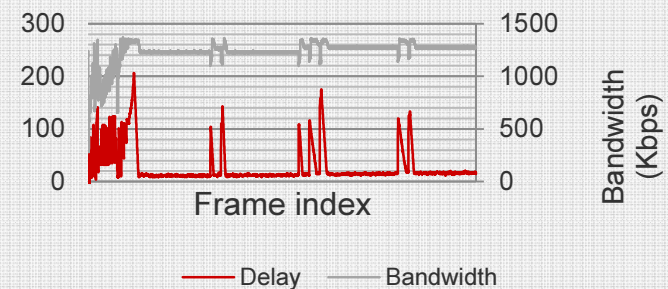


Optimized for Internet Connections

Advanced Packet Loss Handling fills in holes and gaps in audio



NetSense bandwidth estimation and dynamic adaptation minimizes impact of network congestion



H.264 Scalable Video Coding (SVC) for high network error tolerance



H.264 High Profile for 30 – 50% bandwidth savings compared to other compression techniques



Radvision Scopia

A Complete Video Solutions Portfolio



The Best Desktop, Mobile, BYOD Solution

- ▶ Unlimited Free Mobile and Desktop clients
- ▶ HD Voice, Video and Data
- ▶ Automatic Firewall Traversal
- ▶ Optimized for Internet
- ▶ Enterprise Integrated
- ▶ Not Just a Video Endpoint
 - Moderate your Meetings
 - Start Streaming or Recording
 - Call from your Directory
 - Control your Layouts



Avaya Scopia®
Desktop & Mobile



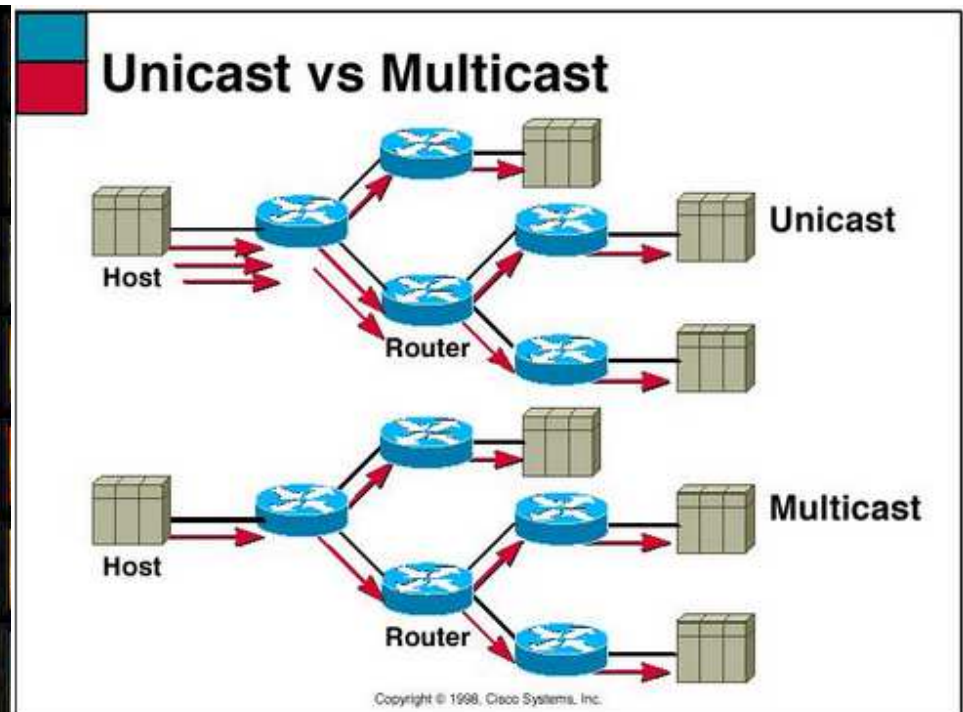
Video Room System Compatible Data & Content

Standards-based Content Support



SCOPIA Content Center

- Record a meeting (1,3,5,10)
- Stream a meeting (up to 600) for trainings
- Play back through web interface





Industry Snapshot

Biggest drivers for video-based learning:

- ▶ Student engagement (89%)
- ▶ Blended/virtual learning (79%)
- ▶ Reduced costs (39%)

(Center for Digital Education 2013 survey to K-12 and Higher Ed)

Eighty-five percent of education institutions allow BYOD on their wireless networks.

(Bradford Networks: Impact of BYOD on Education May 2013)

Scopia Value

- ▶ Simplified mobile & BYOD video
- ▶ Unlimited free licenses
- ▶ Unprecedented interoperability
- ▶ Ease of management
- ▶ Slider review capability
- ▶ Visit [Avaya in Education](#)

Education

Making the Grade with Video-Enhanced Learning

Challenges

- ▶ Pressure to meet needs of student and staff while facing tight budgets
- ▶ Reduced on-campus enrollment
- ▶ New pedagogical styles including MOOCs and internet degrees
- ▶ Equal access to education
- ▶ Keeping up with technology-savvy students

Applications

- ▶ Distance Learning among school districts, home-bound students, campuses, corporate partners
- ▶ Virtual field trips
- ▶ Office hours
- ▶ Faculty meetings
- ▶ Emergency response
- ▶ Recruiting
- ▶ Academic research collaboration
- ▶ Expert lectures
- ▶ Professional development

Benefits and Impact

- ▶ Richer curriculum with more class offerings from academic leaders regardless of location
- ▶ Broader reach of geographically dispersed students & corporate students
- ▶ Increased student engagement with interactive video, content sharing, visual learning
- ▶ Projects more innovative, campus-of-the-future image
- ▶ Enhanced school district collaboration and improved productivity



FSUCares is a dynamic medical student organization devoted to helping the underserved and underprivileged populations both locally and internationally. Their mission is to provide health services, including medical care, education, and counseling to those who would not otherwise have access to care while providing an interactive, clinical learning environment for FSU College of Medicine students.

Florida State University Medical School Treats Panamanian Patients via Videoconferencing



Opportunity

- ▶ For specialized medical care, residents of the small community of Filipina, Panama would have to travel two hours at a cost of two weeks' salary
- ▶ To integrate telemedicine into its annual trips to Panama, FSU needed something highly portable for travel by plane and bus to temporary clinics
- ▶ The traveling team had to accommodate varying Internet or cellular connections to share images and data securely with specialists at FSU

Solution

- ▶ Avaya Scopia® Desktop and Mobile, connected through Scopia Elite Series MCU
- ▶ GlobalMed TES™ (Transportable Exam Station™)

Results

- ▶ GlobalMed's TES™ solution is a carry-on size case that integrates with Avaya Scopia Desktop and Mobile for portable, easy-to-use, high-definition videoconferencing between Panama and Florida
- ▶ Patients receive specialized care in their own town
- ▶ FSU students gain valuable telemedicine experience



Niagara College offers more than 100 diploma, bachelor degree and advanced level programs to more than 9,000 full-time students and 15,000 continuing education students annually at campuses in Welland, Niagara-on-the-Lake and Niagara Falls.



Niagara College Innovates and Educates with Avaya Video

Opportunity

- ▶ Niagara College wanted to use high definition video technology to deliver more dynamic health sciences education and training with the introduction of a new Applied Health Institute.
- ▶ Niagara College selected Combat Networks to layer the Avaya solutions on top of its existing technology architecture

Solution

- ▶ Avaya Scopia® Desktop and Mobile HD Video Conferencing
- ▶ Avaya Desktop Video Device and the Avaya Flare® Experience
- ▶ Avaya Aura® Session Manager

Results

- ▶ Niagara College was able to build on its existing voice and data infrastructure. Consolidating video on top of the existing solutions allowed Niagara College to protect its initial investment
- ▶ The consolidation of all communications solutions led to significant cost savings and ease of management
- ▶ Niagara College now has the confidence that their video solutions can grow with the university as their needs expand

Scopia Industry Accolades



Avaya Named Top Provider for Enterprise Video Conferencing

Nemertes 2014 PilotHouse Top Provider, Video Conferencing Enterprise

- ▶ *Value and technology boost Avaya to Top Provider for Video Conferencing for the enterprise segment. Pricing, licensing clarity and a strategic roadmap drive this top ranking, align with customer requirements and make Avaya customers among the most loyal of ranked vendors.*

▶ [Read the News Release](#)



Winner, Best Deal for SMB: Avaya Video Collaboration Solution for IP Office

InfoComm 2013 Best of Show Award, Telepresence Options

- ▶ *The flexibility of the Scopia platform never ceases to amaze ... (with) an infrastructure appliance capable of supporting a small desktop and mobile VC deployment.*



Radvision Awarded Champion Status

Info~Tech 2013 Video Conferencing Vendor Landscape

- ▶ *Radvision's solutions may be the best option for on-the-go users, with Avaya Aura and Scopia providing enhanced tablet and smartphone user engagement.*

Info~Tech 2013 Video Conferencing Vendor Landscape Award

▶ [Read the Report](#)



Scopia Desktop Earns Frost & Sullivan Product Leadership Award for Desktop Video Conferencing Product Leadership

- ▶ *Scopia Desktop outperformed the competition in Quality and Value ... (with a) blend of innovative functionality and proven technology that are difficult to match.*

Frost & Sullivan 2013 Best Practices Award North American

▶ [Read the News Release](#)

Questions?

