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SCOPIA Conferencing

End-to-End Solution

Bruno Milani
Pre-Sales Americas International
VST

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Agenda

- Overview
- SCOPIA XT Line
- SCOPIA XT Telepresence
- SCOPIA Mobile
- SCOPIA MCU ELITE
- SCOPIA PathFinder
- SCOPIA Management
- Topologies & Integrations

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Complete Product Portfolio

Highest Quality Experience
Easiest to Use Solution
Most Affordable

Advanced Technology
From End-to-End

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From XT240 to Telepresence

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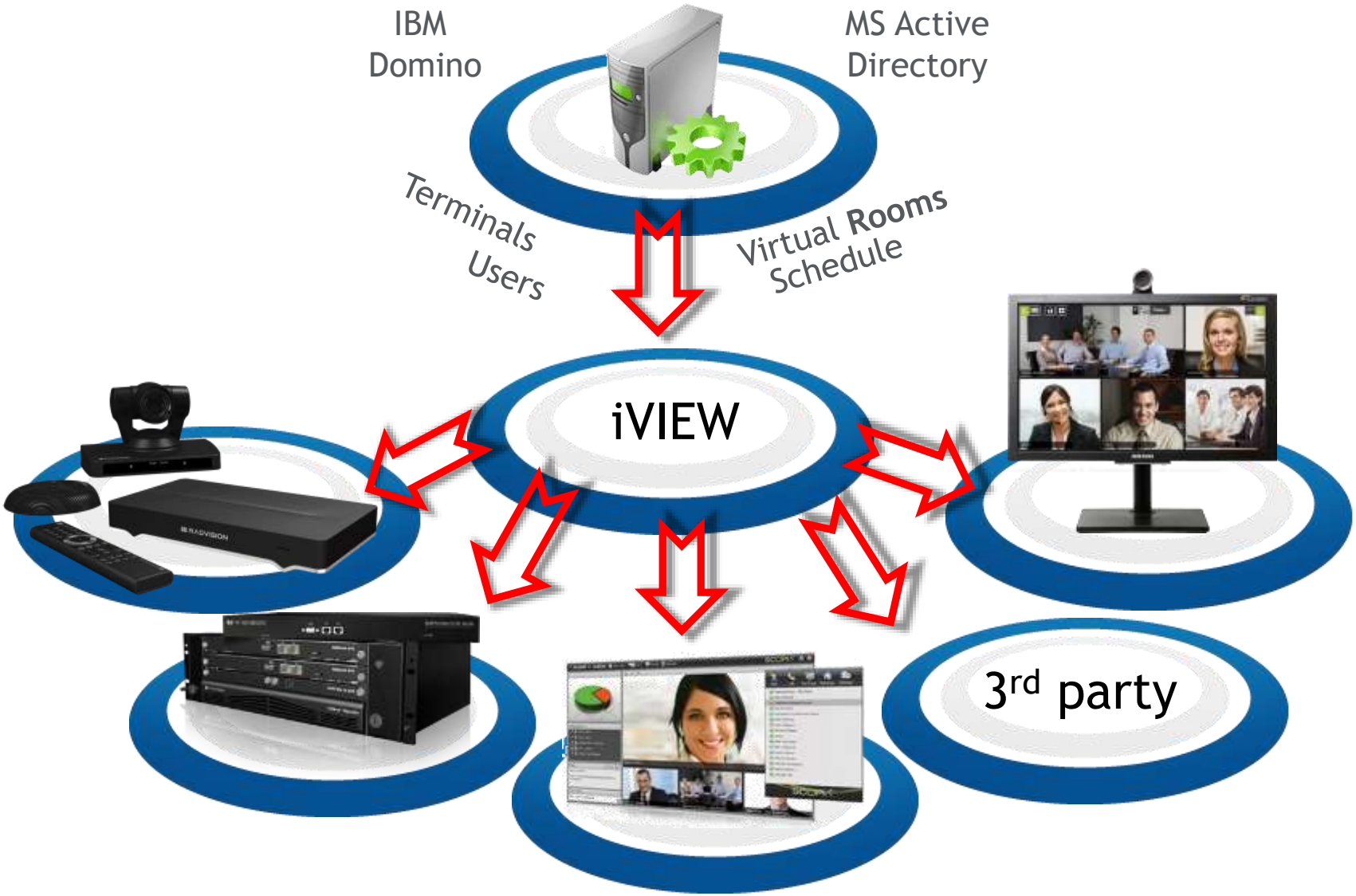
iView – SCOPIA Management

End-to-End Accessibility



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SCOPIA XT Executive 240

XT Executive 240

Orderable January 2013

Ship March 2013

Avaya - Proprietary. Use pursuant to your signed agreement or Avaya policy.

XT Executive 240 key features

- **Full control from PC mouse/keyboard** (**unique**)
- 720p30 live video (opt. **1080p**)
- H.239 @1080p60 (**unique**)
- Screen size 24”, Display 1920x1080
- SVC & High Profile
- Support for external HDMI camera
- Based on XT platform
- Optional MCU4/SMB4

$4,500

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Integrated display, camera and microphone

Competitive – 720p systems

	XT Executive 240	LG Executive	Lifesize Unity 50	Cisco Ex60	Polycom HDX4002
Screen size	24”	24”	24”	**21,5”**	**21,1”**
Display	1920x1080	1920x1080	1920x1080	1920x1080	**1680x1050**
Video Resolution	720p30 (opt.1080p)	720p30	720p30	720p30	720p30
Presentation Resolution	1080p60	**H.239 Rx, Tx with PC application**	**H.239 Rx, Tx with VirtualLink**	**720p30**	**720p30**
High Profile	✓	×	×	×	✓
SVC	✓	×	×	×	×
MCU option	4@720p60	×	×	×	**4@SD**
Opt. Desktop & Mobile Client	✓	×	×	×	×
Price	$4,500	$3,500	$4,000	$8,970	$8,100
Price with MCU4	$9,100	×	×	×	$11,600
Price with SMB4	$12,000	×	×	×	×

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Competitive – 1080p systems

	XT Executive 240 + 1080p	Polycom HDX4500	Cisco Ex90
Screen size	24”	24”	24”
Display	1920x1080	1920x1080	**1920x1200**
Video Resolution	1080p30	1080p30	1080p30
Presentation Resolution	1080p60	**720p30**	**1080p30**
High Profile	✓	✓	×
SVC	✓	×	×
Optional MCU	4@1080p30	**4@SD**	**4@720p30**
Opt. Desktop & Mobile Client	✓	×	×
Base Price + 1080p	$6,500	$12,000	$12,870
Price with MCU4	$11,100	$15,500	$16,170
Price with SMB4	$14,000	×	×

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SCOPIA XT5000

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SCOPIA XT5000 Key Features

- Video: 1080p 60fps High Profile
- Scalable Video Coding (SVC)
- 10x Optical Zoom + 4 way digital
- 3 way beam forming microphone
- Two video parallel channels supporting 1080p60
- Built in FT
- SCOPIA Control included free
- Easy to use interface Sleek and Elegant design

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SCOPIA XT5000 Key Features

- Powerful new architecture
  - Dual 1080p 60 FPS video channels
  - H.264 High Profile
  - Scalable Video Coding (SVC)
  - Advanced Audio
  - 9 way embedded MCU
- Elegant New Design
- Intuitive Usability

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The Best Dual Video Solution

The only system in the market supporting two parallel 1080p60fps channels

Advanced Audio

- HD CD-quality 20kHz audio – G.719
- Beam forming technology microphone pod focuses on speaker and isolates background noise
- Supports large meeting room environments through microphone pod cascading
- Analog and digital inputs

1 x 3.5 mm (1/8”)
line in jack for audio source

1 x 3.5 mm (1/8”)
headset / line out jack

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SCOPIA XT5000

- Supports SCOPIA Desktop and Mobile Clients
- Can be used as a standalone MCU – exclude local system
- Dual NIC bridges private and public networks

Sleek and Elegant Design

H.264 High Profile

- Efficient use of network resources
- ITU Standards based

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Video: Total Solution Quality

SVC

1st Comprehensive SVC Solution

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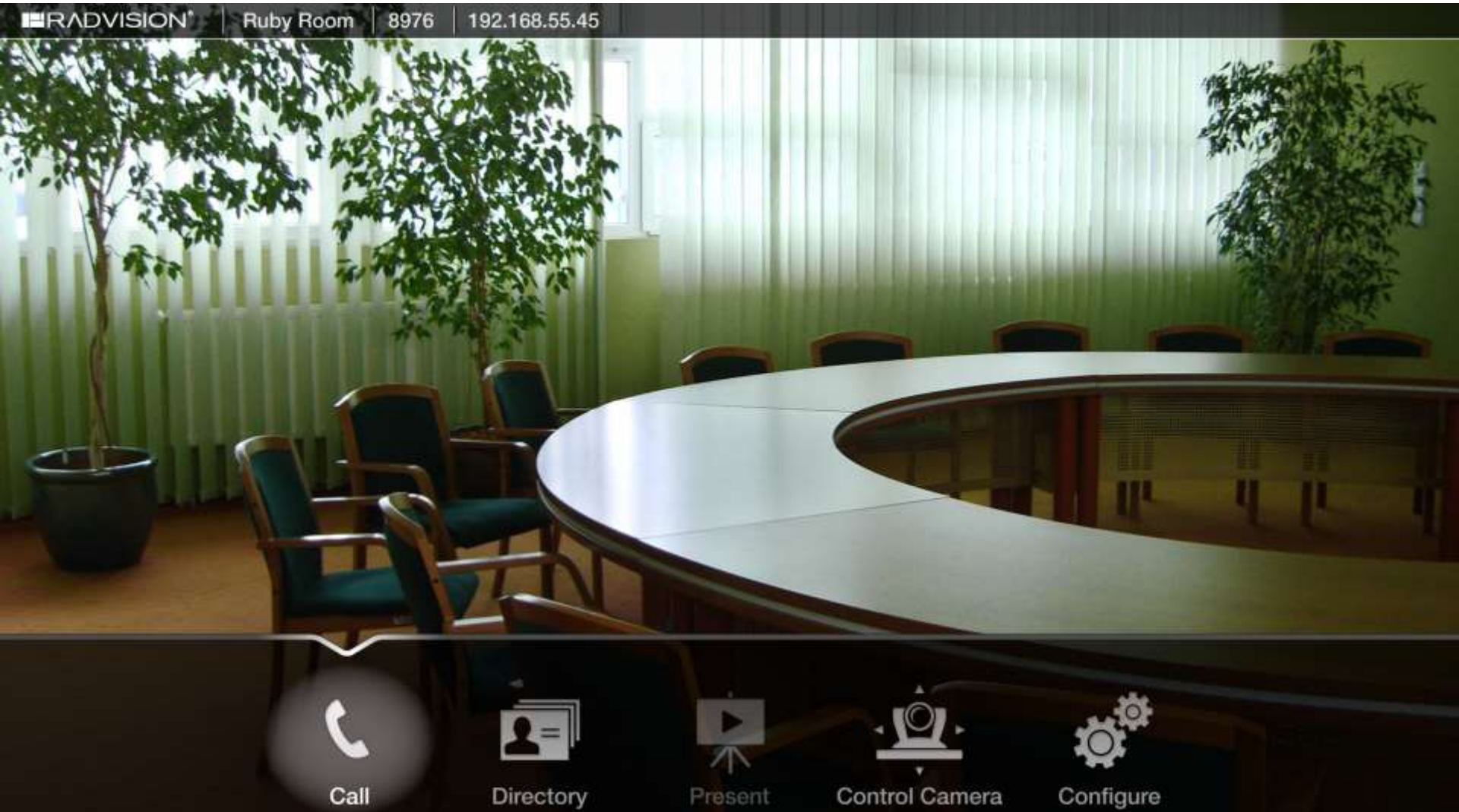
Usability



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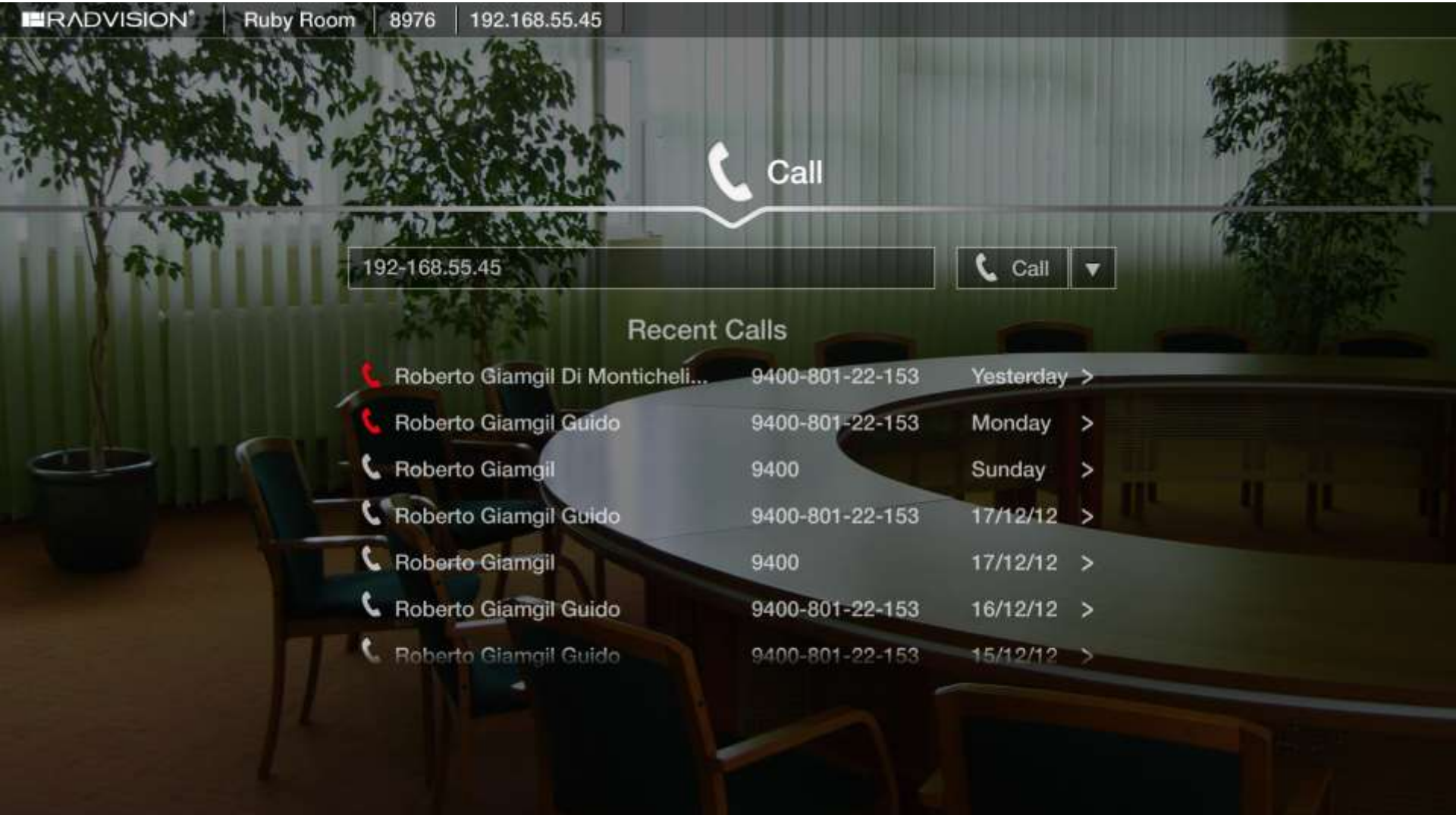
Usability



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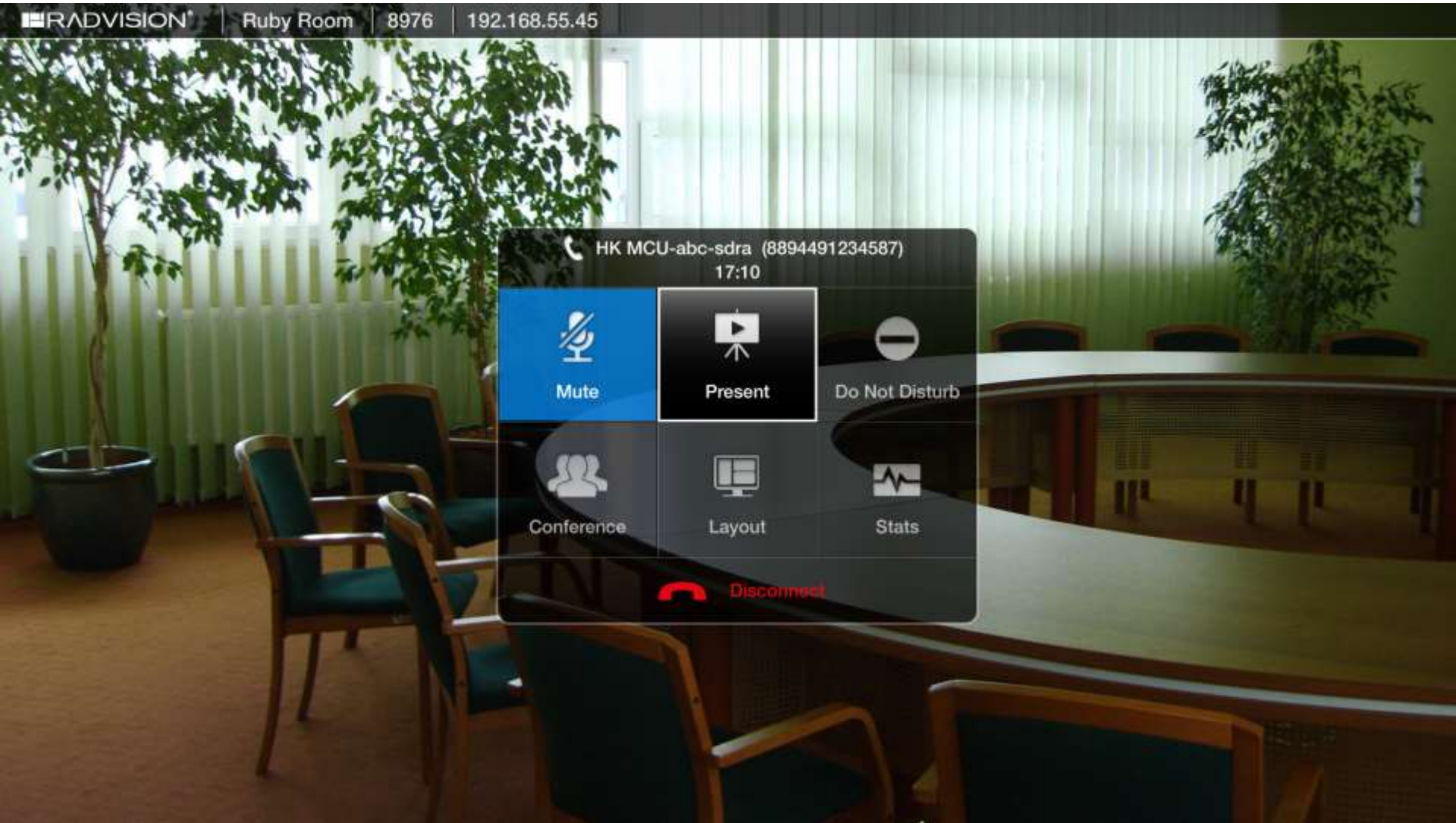
Usability



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iPad Support

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Free SCOPIA Control Tool

Room Control Tools: the TCP/IP Control API

Certified

AMX CRESTRON Extron

Working samples modules for TCP/IP and IR interface

Drivers now available on the Extron web site

SCOPIA XT1200/XT5000 SMB

SCOPIA XT1200/XT5000 SMB

SCOPIA XT1200
with Embedded MCU

+

XTDesktop
Software

+

Server
Entry Level

=

Complete SMB Conferencing Solution

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SMB: options and features

Full **SMB4**: up to **3 mixed remote endpoints, PC clients and mobile clients** + local XT

Full **SMB9**: up to **8 remote endpoints** + local XT, or **7 mixed remote endpoints, PC clients and mobile clients** + local XT

Continuous Presence @1080p30

Free Desktop / Mobile client distribution

Firewall Traversal using XT Desktop Server or Second XT LAN

Hide audio and video of MCU host

Encryption supported up to 4 participants

Full SMB license

XT5000 SMB

XT Desktop server

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SCOPIA XT Desktop: A unique solution

	Radvision SCOPIA XT Desktop/Mobile	Lifesize Room 220 + Transit + Desktop	Polycom HDX9004+MCU+8 MPS upg +CMA4000 +VBP	Tandberg C40+VCS+VCS Expressway+ TMS+Movi
XT1200 + Full SMB4	4 mixed PCs / endpoints MCU. Free PC client and FT $14,900	-	$36,724 No free client, no free FT	$97,070 No free client, no free FT
XT1200 + Full SMB9	8 mixed PCs / endpoints MCU, or 9 endpoints MCU. Free PC/Mobile client and FT $19,400	$56,107 No free client, no free FT Max 8 sites	No MCU9	No MCU9

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SCOPIA XT Series

Feature	XT5000	XT1200
Main Video	1080p60	1080p30 720p60
Dual video (Presentation)	1080p60	1080p30
Second Camera	Optional (On DVI)	Optional
MCU4 – 9	1080p30 Optional	720p30 Optional
SMB Solution (Desktop & Mobile)	Optional	Optional
Optical Zoom	10x	10x
Maximal zoom	40x	40x
Scalable Video coding (SVC)	✓	✗
High Profile	✓	✗
New GUI	✓	✗

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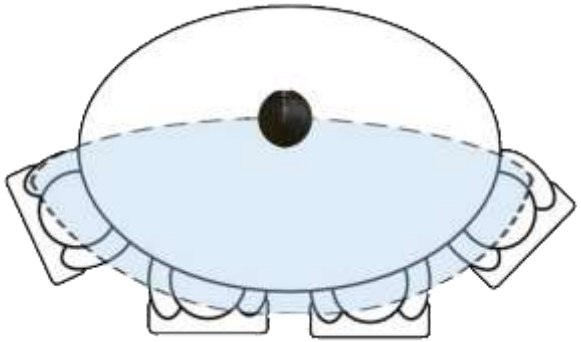
SCOPIA XT4000 series

SCOPIA XT4200: solution for small rooms

- 720p60 Live, 720p60 Presentation Video
- 5x Optical Zoom (upgradable to 10x)
- 1-Way Mic. Pod
- H.264 High Profile
- Scalable Video Coding
- 4MBPS



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SCOPIA XT Series

Feature	XT5000 Large/medium room	XT1200 Large/medium room	XT4200 Small/medium room
Main Video	1080p60	1080p30	720p60
Dual video (Presentation)	1080p60	1080p30	720p60
Second Camera	Optional (On DVI)	Optional	✗
MCU4 – 9	1080p30 Optional	720p30 Optional	✗
SMB Solution (Desktop & Mobile)	Optional	Optional	✗
Optical Zoom	10x	10x	5x (opt. 10x)
Maximal zoom	40x	40x	Optional 40x
SCOPIA Control & Second LAN	✓	Optional	Optional
Scalable Video coding (SVC)	✓	✗	✓
High Profile	✓	✗	✓
New GUI	✓	✗	✓
Price List	$10,500	$7,400	$6,500

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SCOPIA XT4000 series vs SCOPIA XT5000

XT4000 series endpoints have the following limitations with respect to XT5000:

- MCU and XT Desktop not supported
- 2nd digital POD not supported
- 2nd cascaded camera not supported
- Live video / PC content at max 720p60/720p60
- Rate limited to 4MBPS, not extensible
- 5x Optical zoom (license option unlocking 10x Optical & 4x Digital)
- Single microphone POD connected to the analog/optical connector (three-ways microphone POD as option)

Furthermore, the following licenses included by default in XT5000 will require a proper license on XT4000:

- SCOPIA Control
- Second LAN enable

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The best dual video solution

SCOPIA XT4200: Two video parallel channels supporting 720p60

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SCOPIA XT Meeting Center Single/Dual 55

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A solution for big enterprises

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SCOPIA XT Meeting Center Single 55”

- 1080p60 Live, 1080p60 Presentation Video
- 10x Optical Zoom
- 3-Ways Mic. Pod
- H.264 High Profile
- Scalable Video Coding
- 6MBPS
- Cart and cables
- 1x 55” Display

SCOPIA XT Meeting Center Dual 55”

- 1080p60 Live, 1080p60 Presentation Video
- 10x Optical Zoom
- 3-Ways Mic. Pod
- H.264 High Profile
- Scalable Video Coding
- 6MBPS
- Cart and cables
- 2x55” Display

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SCOPIA XT Telepresence

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Scopia XT Telepresence

Orderable January 2013

Ship March 2013

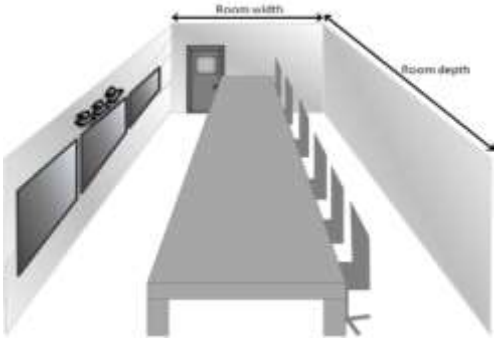
XT Telepresence support on XT5000

For a unique 1080p60 High Profile Telepresence experience

SCOPIA XT Telepresence

High Flexibility

Minimal room width (meters)	Minimal room depth (meters)	Monitor size (inches)
4	5.26	50"
4.10	5.51	55"
4.30	5.92	60"
4.40	6.26	65"



1080p60 HP & SVC Video

Endpoint	H.264 SVC	**H.264 High Profile**	1080p60 **Live Video**	1080p60 **Dual Video**	**Flexibility**
RADVISION XT TP	✓	✓	✓	✓	✓
Lifesize	✗	✗	✗	✗	✓
Polycom	✗	✓	✗	✗	✗
Cisco	✗	✗	✗	✗	✗
Huawei	✗	✗	✓	✗	✗

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SCOPIA Mobile

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Immersive is nice, but my couch is better ☺

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"Total mobile broadband internet users will reach 5 billion in 2016"

Ericsson Study 2011

"By 2014, mobile internet users will exceed desktop internet users"

Mary Meeker, Morgan Stanley, Feb 2011

"Mobile Workers will reach 1.3 Billion in 2013"

IDC, Feb 2010

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Video for the Mobile Enterprise

- Product Portfolio Overview
- Products Key Features
- Contacts & Summary

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Hey, what do you mean by mobile?

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SCOPIA Desktop

Participate to a meeting from your Desktop or Laptop Computer

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SCOPIA Mobile

Participate to a meeting from your Mobile or Tablet

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Video for the Mobile Enterprise

- Product Portfolio Overview
- Products Key Features
- Contacts & Summary

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One Tap to Join – No Questions Asked

Flexible Licensing

4 Major OS supported

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Full Interoperability

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H.239 Compatible Presentation

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Super Video Quality – H.264 SVC

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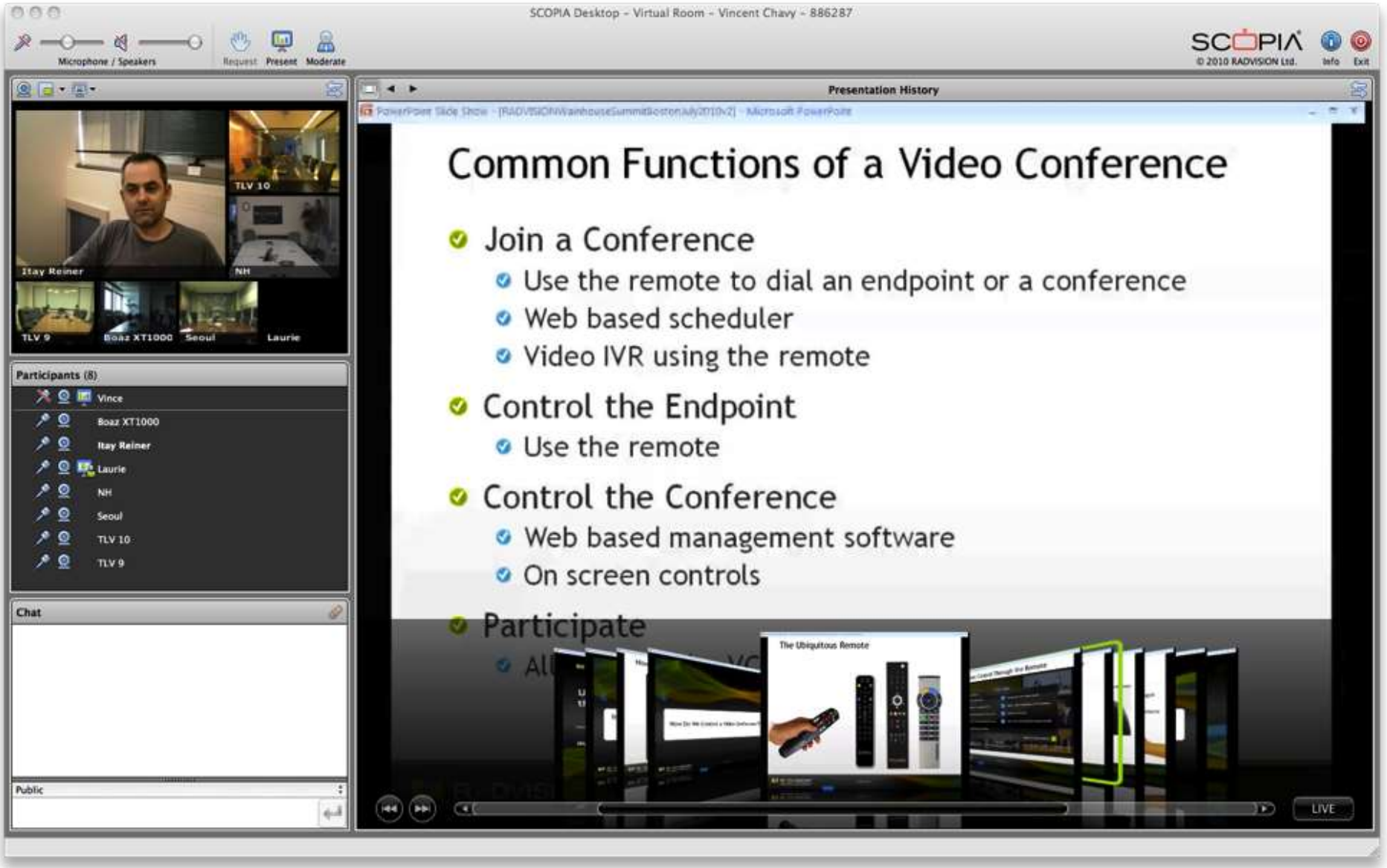
Designed for Mobility, without Compromise

- CPU awareness
- NetSense
- Front and back camera
- Multi-touch
- Accelerometer


SCOPIA Desktop - Virtual Room - Vincent Chavy - 886287
Microphone / Speakers
Request
Present
Moderate
SCOPIA
© 2010 RADVISION Ltd.
Info
Exit
Itay Reiner
TLV 10
NH
TLV 9
Boaz XT1000
Seoul
Laurie
Participants (8)
Vince
Boaz XT1000
Itay Reiner
Laurie
NH
Seoul
TLV 10
TLV 9
Chat
Public
Presentation History
Common Functions of a Video Conference
Join a Conference
Use the remote to dial an endpoint or a conference
Web based scheduler
Video IVR using the remote
Control the Endpoint
Use the remote
Control the Conference
Web based management software
On screen controls
Participate
The Ubiquitous Remote
LIVE

Access Control

One of the biggest challenges with the mobile workforce

- Authentication
- Owner PIN
- Access PIN
- Waiting Room
- Lock meeting

iPad
4:24 PM
83%
Disconnect
Mute
896889432
RADVISION
Delivering the Visual Experience
NASDAQ:RVSN
A leading technology and end-to-end solution provider
for unified visual communications.
Most Affordable Solutions in the Market
3 to 4 office locations
Need to connect remote sales and customers
LIVE

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SCOPIA Elite MCU

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Value Proposition
Product Overview & Key Features
Telepresence Interoperability

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Value Proposition

Supreme High Definition

Flexible Resources

Optimized Quality

Maximum Usability

Designed To Scale

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Product Overview & Key Features

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SCOPIA ELITE Highlights

- **High** Definition up to **1080p**
- **Increased capacity** mode (x4) up to 360p
- **H.264 SVC** Error Resilience
- **Unlimited** number of **conferences**
- **Telepresence** HD **connectivity**
- **Layout per participant** with no self see option
- In-meeting **Video indications**
- Enhanced **Auto-attendant**
- **H.239** on every video port

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SCOPIA Elite MCU Models & Capacities

	Elite 5105	Elite 5110	Elite 5115	Elite 5230
High Definition Continuous Presence - 720p	5	10	15	30
Enhanced Definition - 480p (License Option)	10	20	30	60
Enhanced Definition - 352p (License Option)	20	40	60	120
High Definition Video Switching	20	40	60	120

SCOPIA Elite 5200 – Carrier Grade Chassis

- ATCA Standard
- High speed backplane – decreased latency
- All parts are field replaceable
  - AC/DC Power supply with redundancy
  - Fan drawers
  - Media blades
  - Shelf manager

SCOPIA Elite MCU Highlights

- High Definition up to 1080p
- Increased capacity option (x4) up to 360p
- Comprehensive Telepresence Interoperability
- Flexible Resource Allocation
- H.264 SVC error resilience
- Conference auto attendant
- Designed to scale

Fine Grained Increased Capacity

720p
x1 Capacity

480p
x2 Capacity

360p
x4 Capacity

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Continuous Presence – 28 Participants

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Auto Attendant Logo Customization

- Ability to change the RADVISION logo
- Multiple languages supported
- Per service – Multi Tenant friendly

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Telepresence Interoperability

Polycom

Cisco

Tandberg

LifeSize

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Maintain the Telepresence Experience

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Telepresence for Every Endpoint

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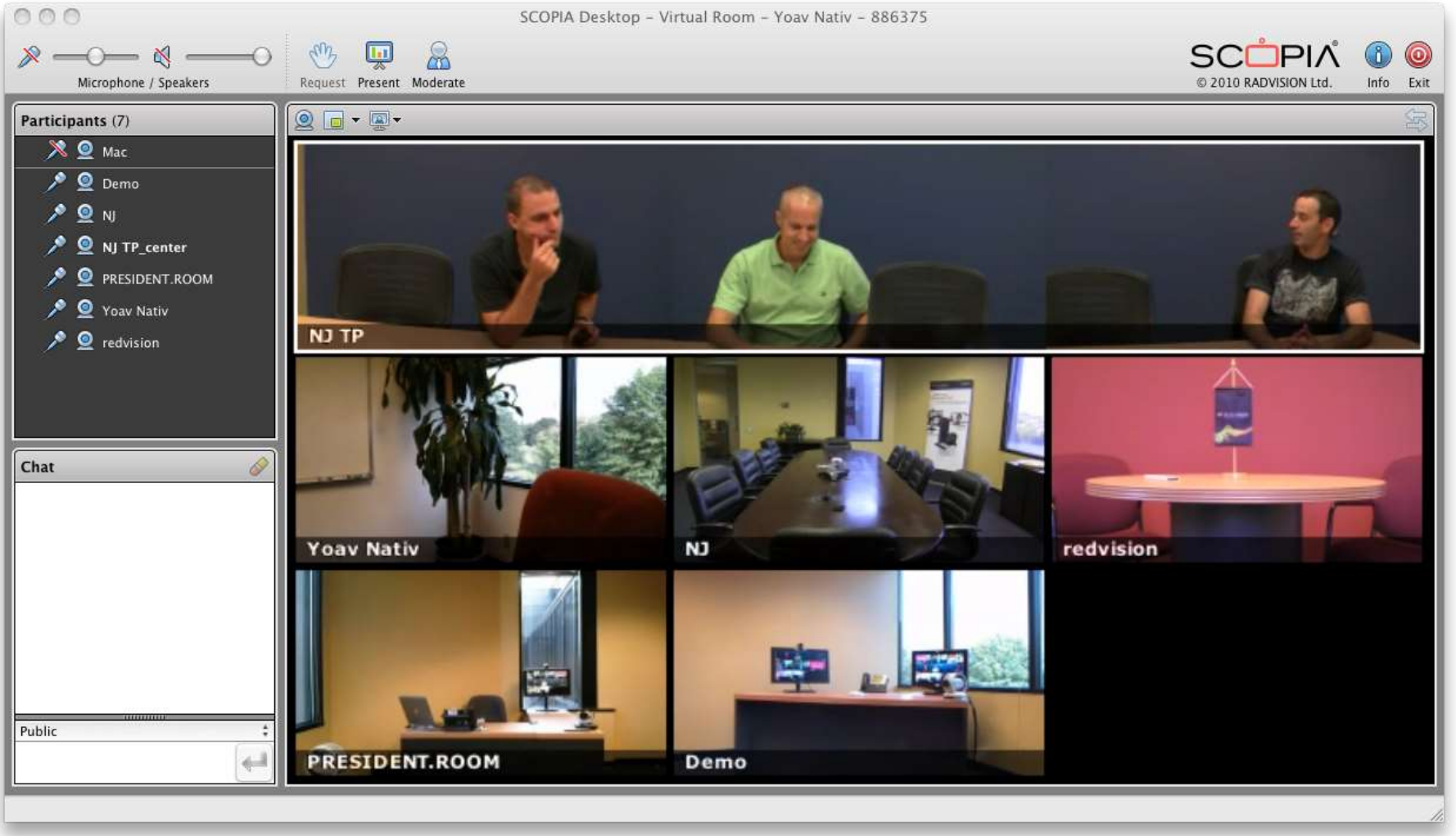
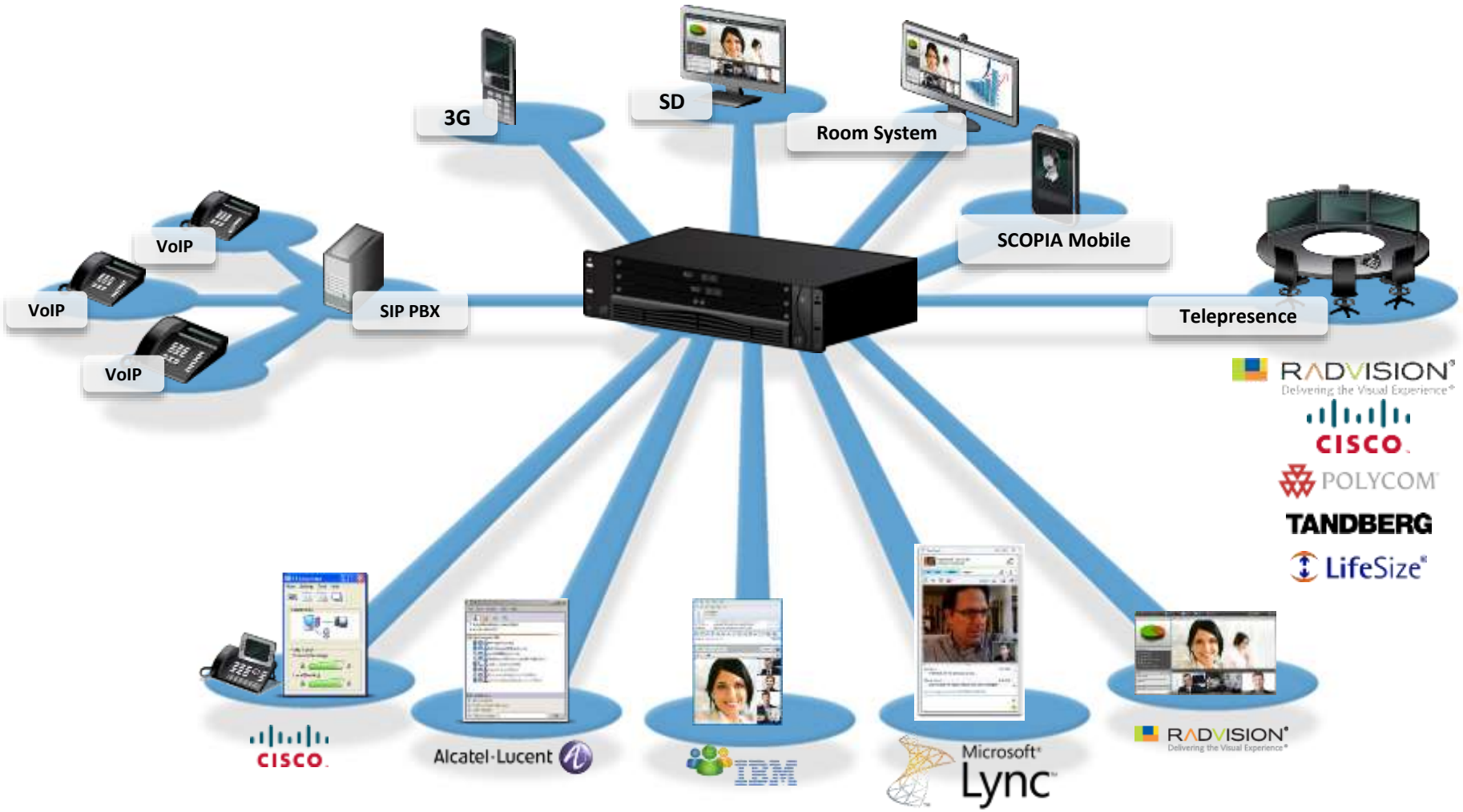
Even For The Desktop…



The Power of Connectivity



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Scopia Elite 6000

Next Generation Hybrid MCU

Introducing…

SCOPIA Elite 6000

…what's new?

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Performance

VC Working Points

	Scopia Elite 5000 (Launched 2009)	Scopia Elite 6000 (Launched 2013)
Premium	1080p30	1080p60 HiP
Group	720p30	1080p30 HiP 720p60 HiP
Desktop/Mobile	360p	480p HiP

2X

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Scopia Elite 6000 - Hybrid MCU

- Intel based Architecture
- PCIe video accelerator blades

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Scopia Elite 6000 Product Line

	1080p60	1080p30 or 720p30/60	720p30 (License Option)	480p30
Elite 6105	3	5	10	20
Elite 6110	5	10	20	40
Elite 6120	10	20	40	80
Elite 6140	20	40	80	160

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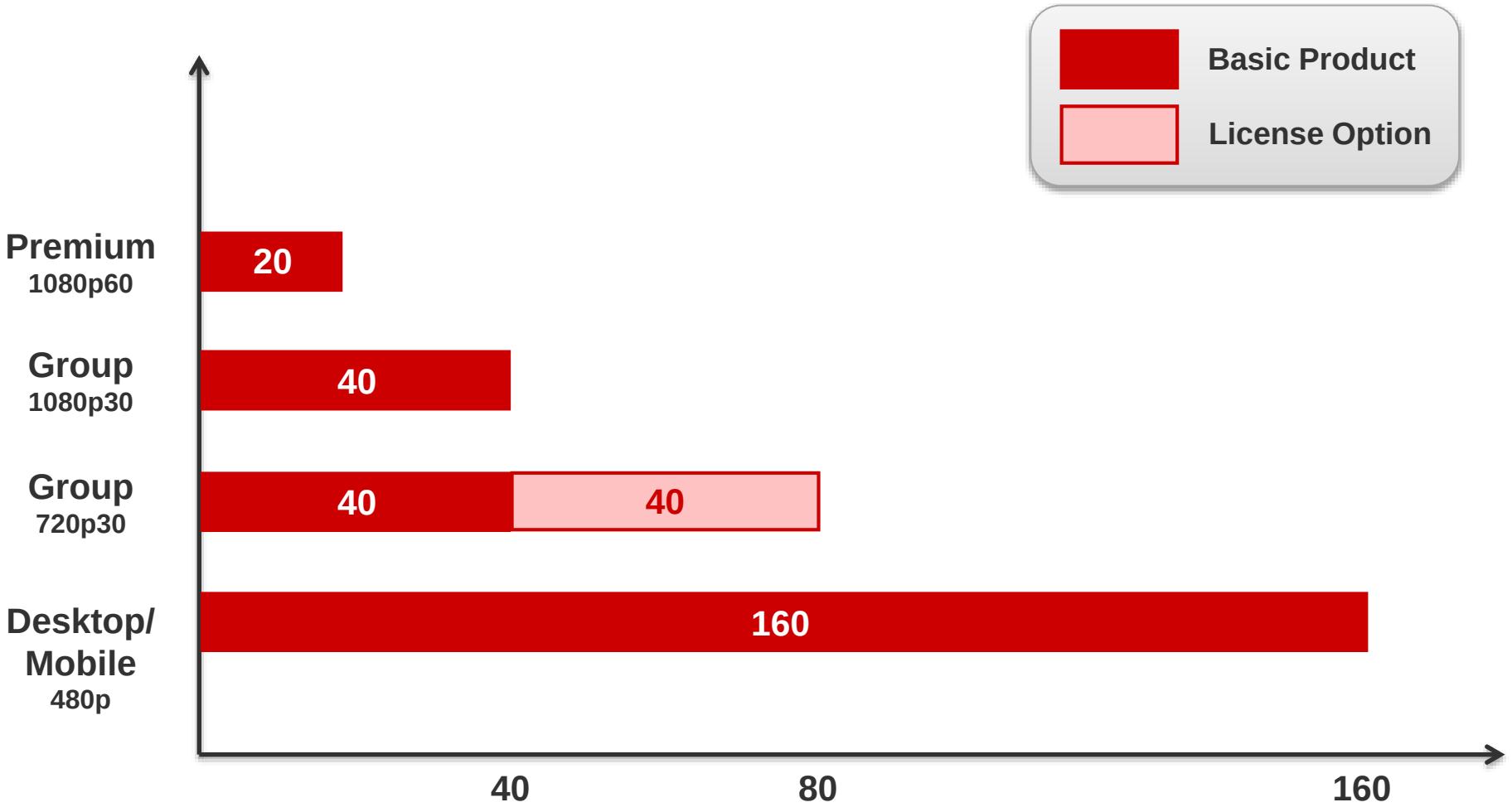
Scopia Elite 6140 – Capacity Example



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Investment Protection

- Works in conjunction with Elite 5000
- Seamless & automatic, SVC-based cascading
- Interoperable with existing devices

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Scopia Elite – A Clear Winner

	Scopia	Cisco	Polycom	LifeSize
1080p60 Interactivity	✓	x	Partial	x
High Profile Bandwidth Efficiency	✓	x	✓	x
SVC Any network	✓	x	Partial	x
High Density 1080p per 1U	40	20	15	8
High Density 720p per 1U	80	20	30	8
Cost Effective Price per 1080p port	$7,500	$18,600	$14,400	$4,000

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SCOPIA PathFinder

Questions…

Do you want to leverage the benefits of IP when calling outside the company → for employees at home, on the road, or with customers?

Are you willing to comprise your organization security to achieve it?

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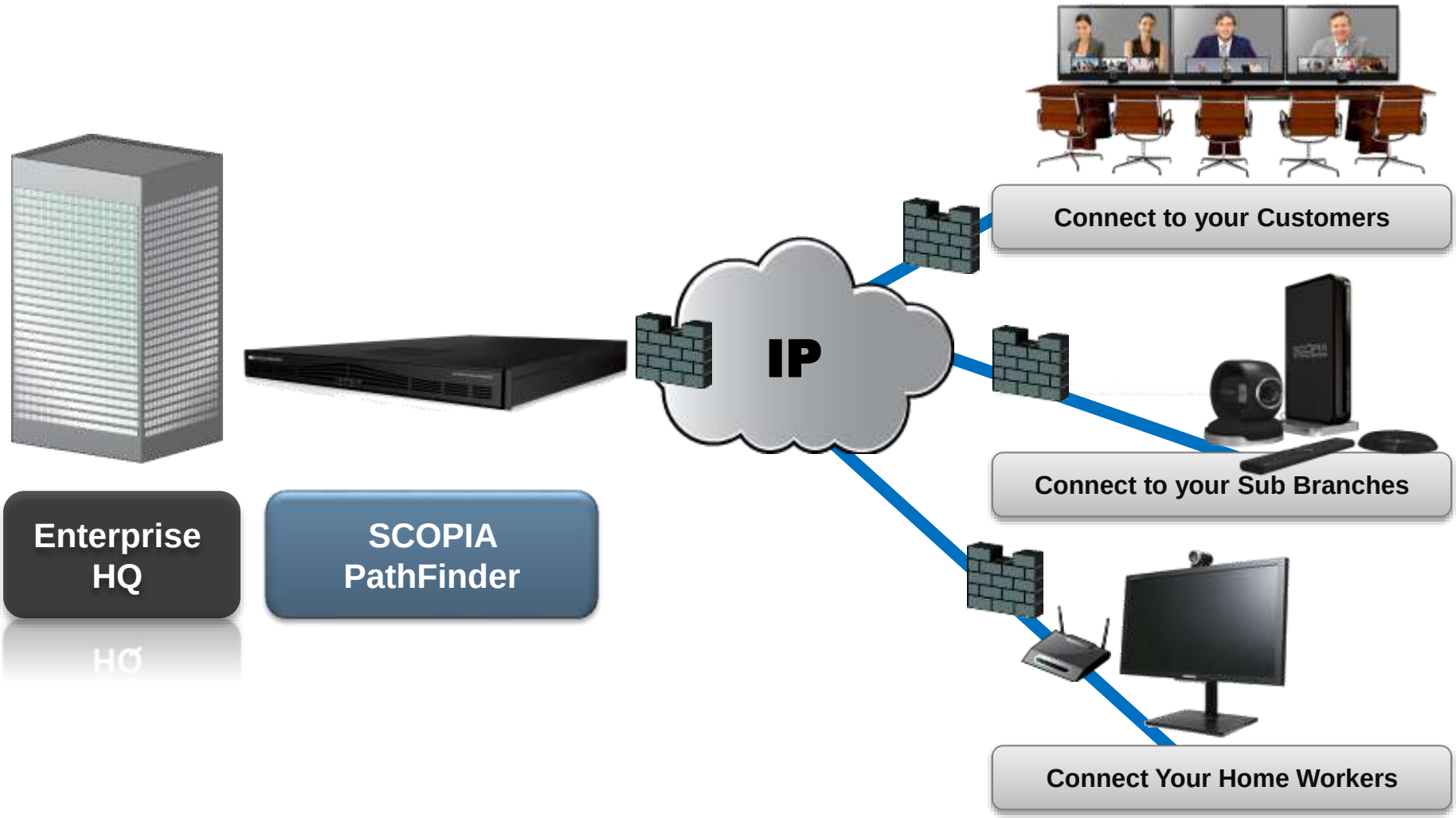
SCOPIA PathFinder
Securely 'Opens' Your Video Network



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PathFinder - Key Messages

Works with Any Firewall, Endpoint and Gatekeeper

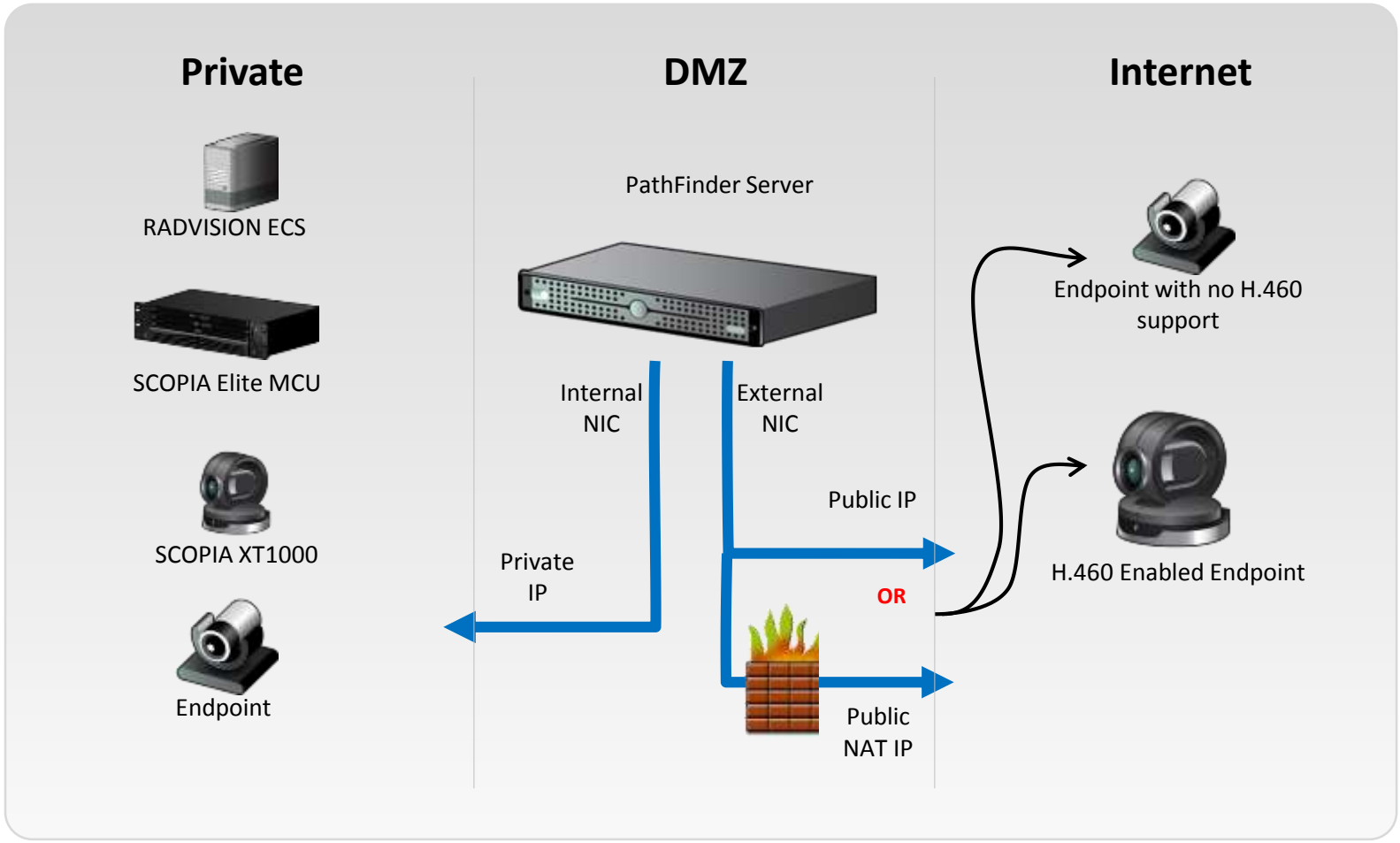
Easily Deployed

Highly Secured

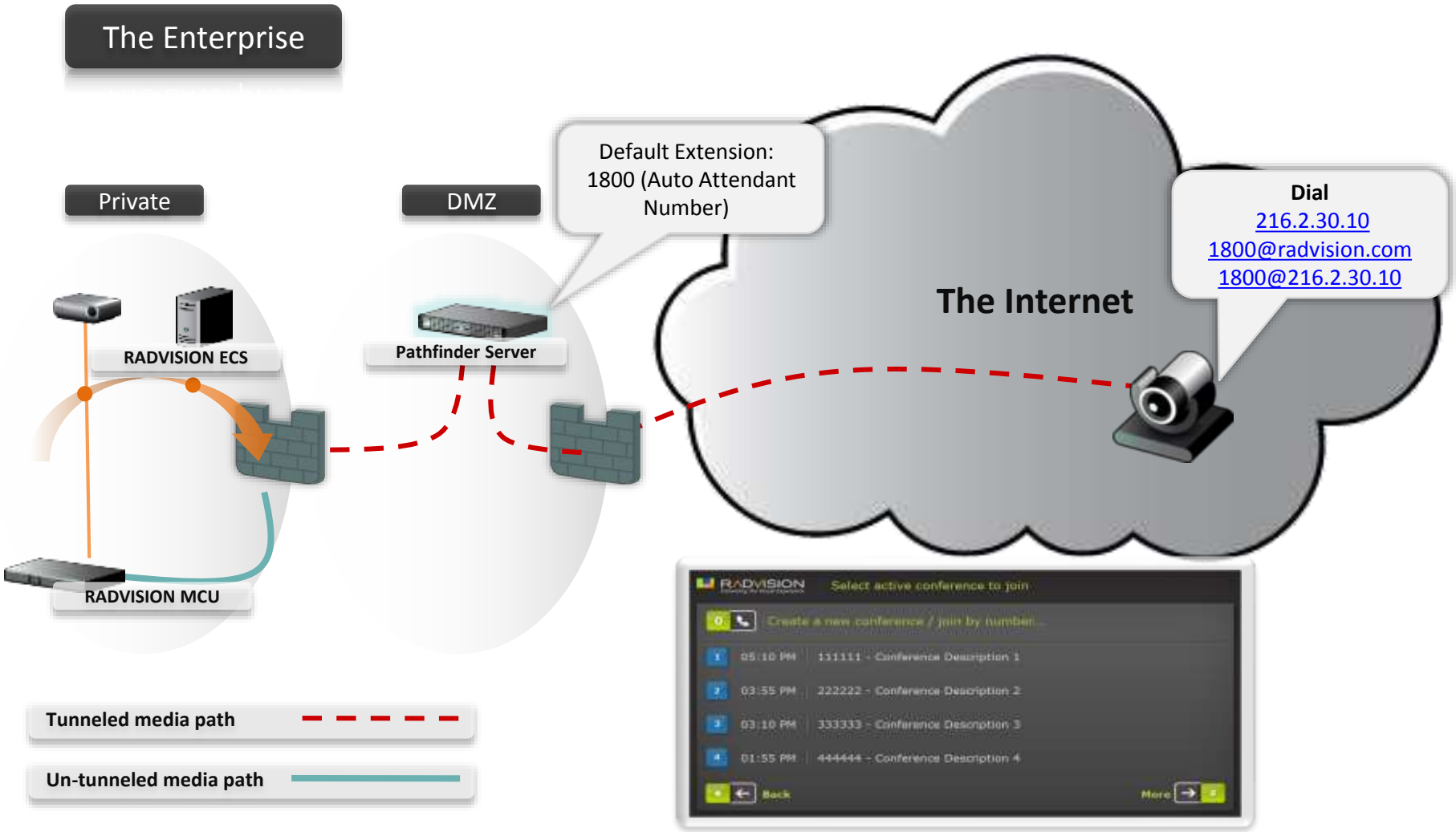
Scalable and Distributed

H.460 Compliant

Direct Access with PathFinder Server



Guest User Dial-in (Video Auto Attendant)



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SCOPIA PathFinder Highlights

- Up to 80 concurrent calls & Up to 480 registered devices
- H.460.18/19 Compliant
- Redundancy
- End-to-end FW/NAT traversal
- Full dial plan support
- Enterprise gatekeeper support – remote sites can have their local gatekeeper
- End-to-End Encryption (AES - Control, Media and H.235 media encryption starting from version 7.1.3)
- UDP or TCP for Media
- Flat Capacity
- Data Sharing - H.239
- Direct Media Connection
- Video Auto Attendant Support in conjunction with SCOPIA MCU

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SCOPIA Management 8.0

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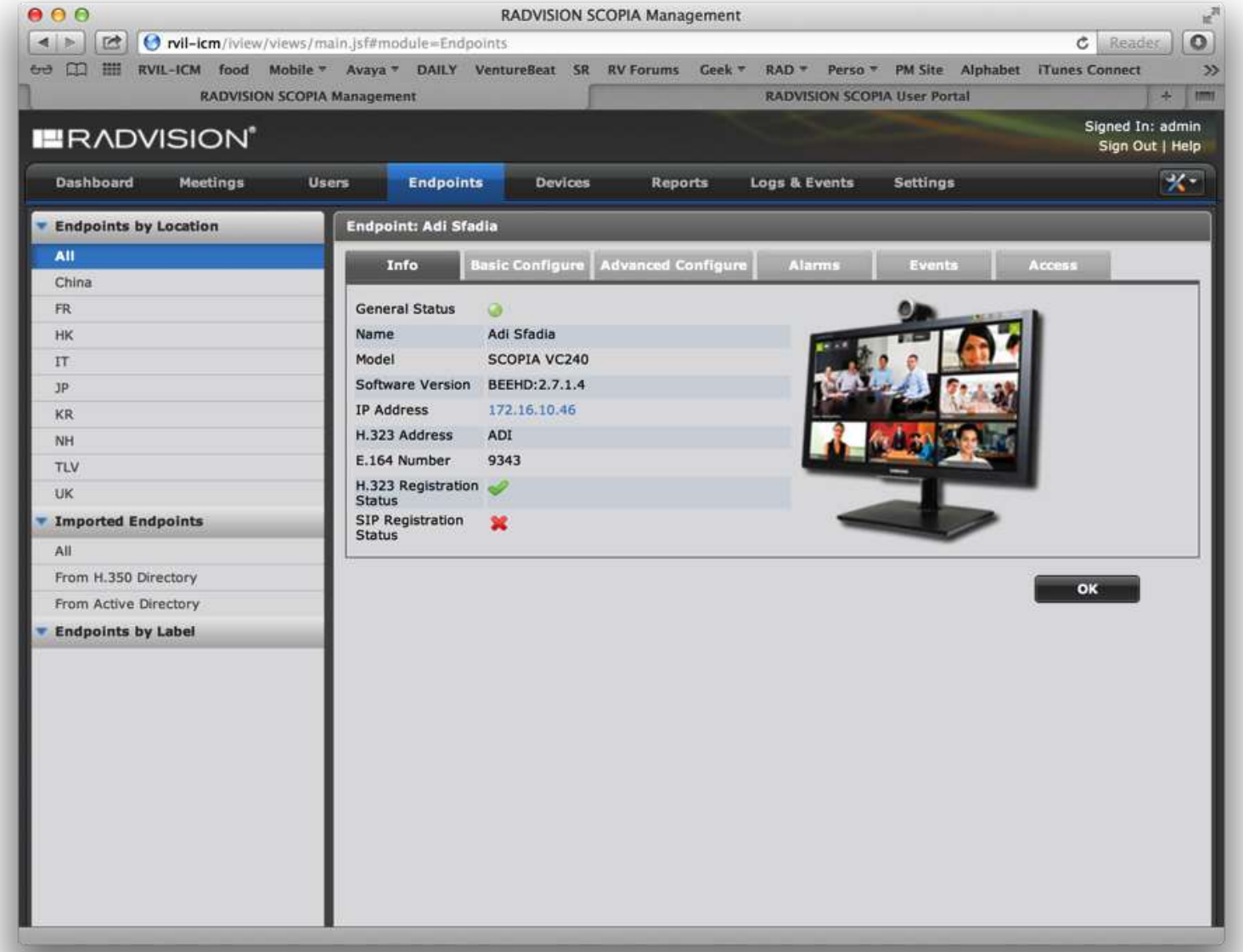
Control your Video Network

- Brand New
- Modern
- Logical
- Maps
- Much more!



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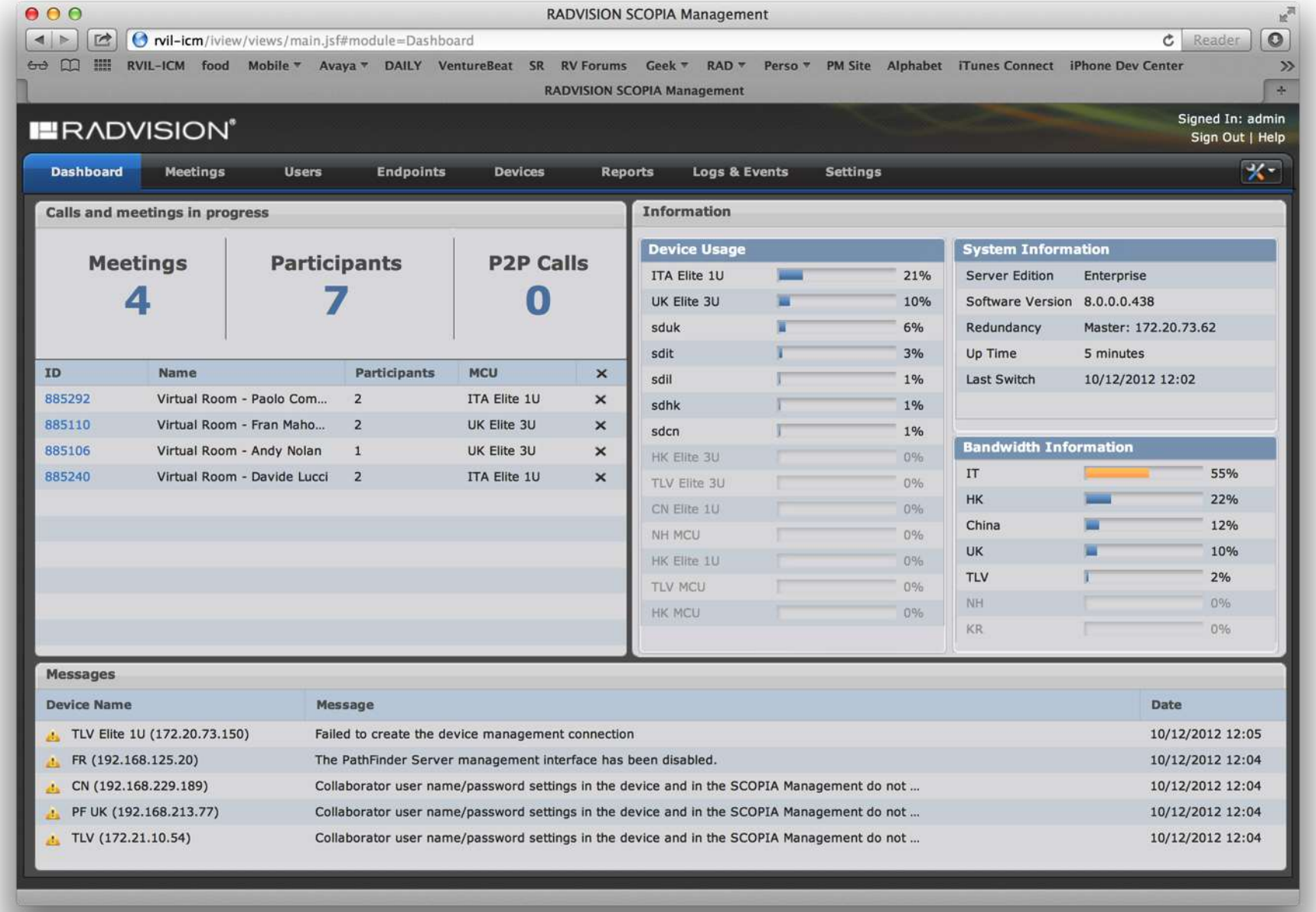

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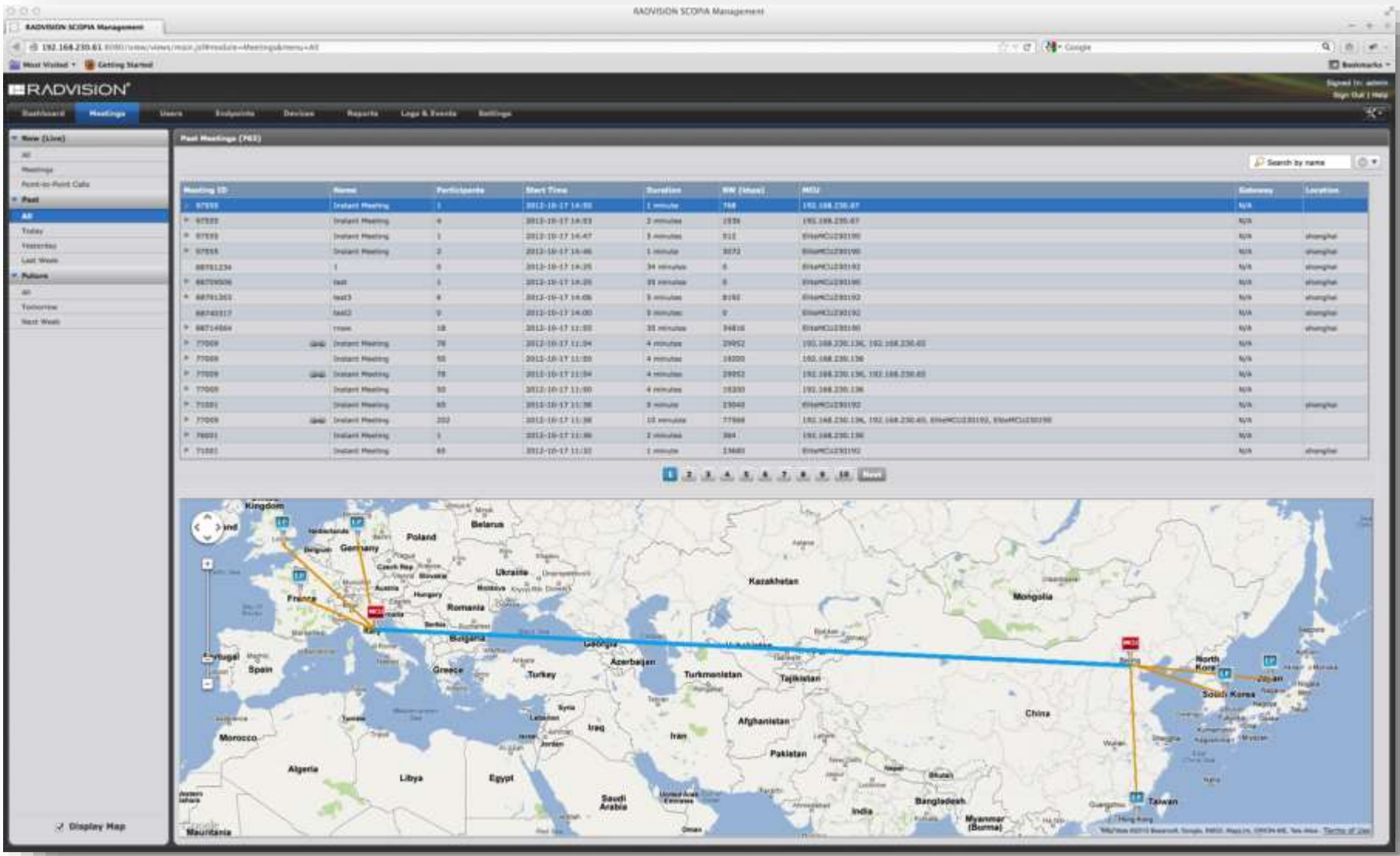
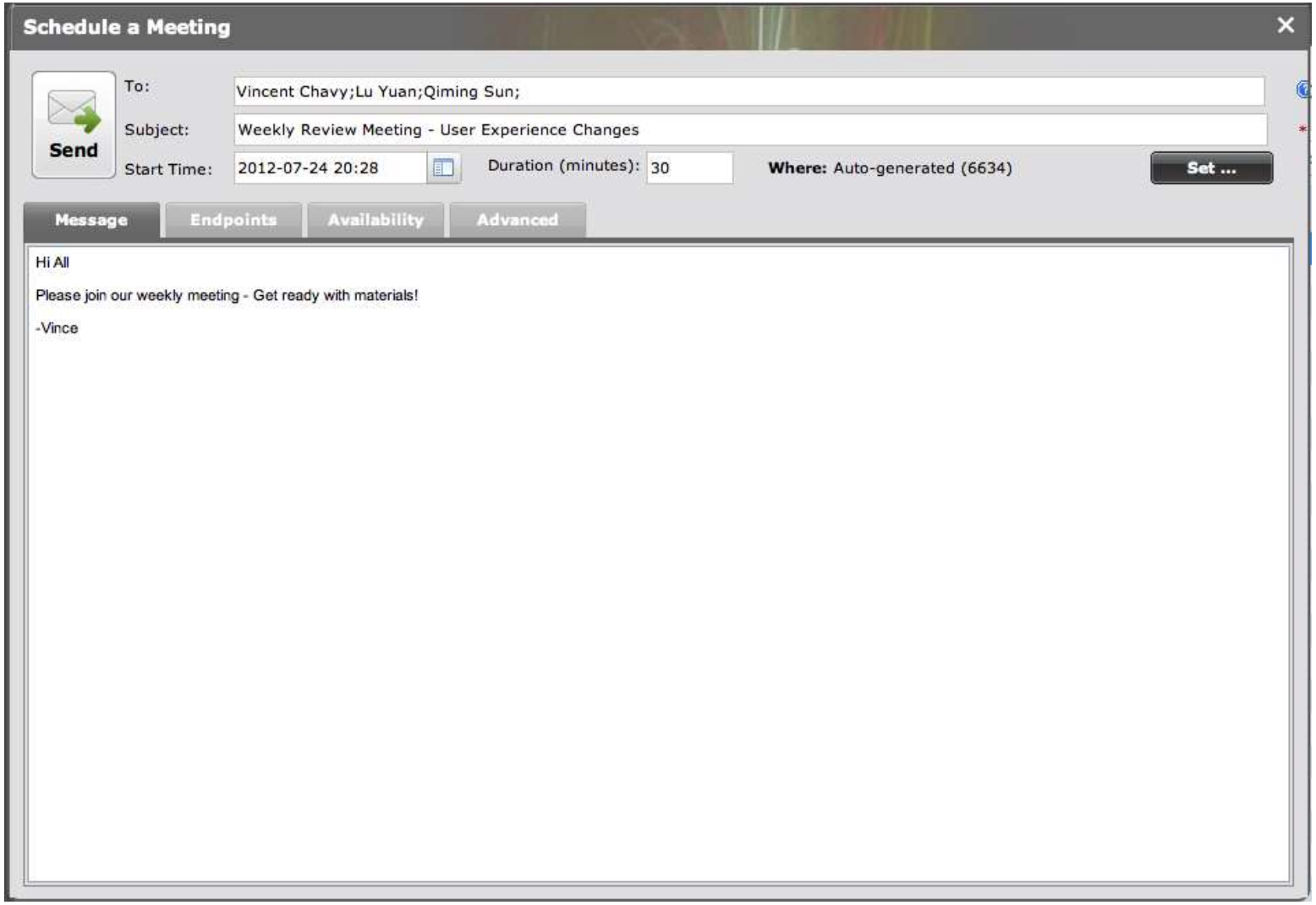
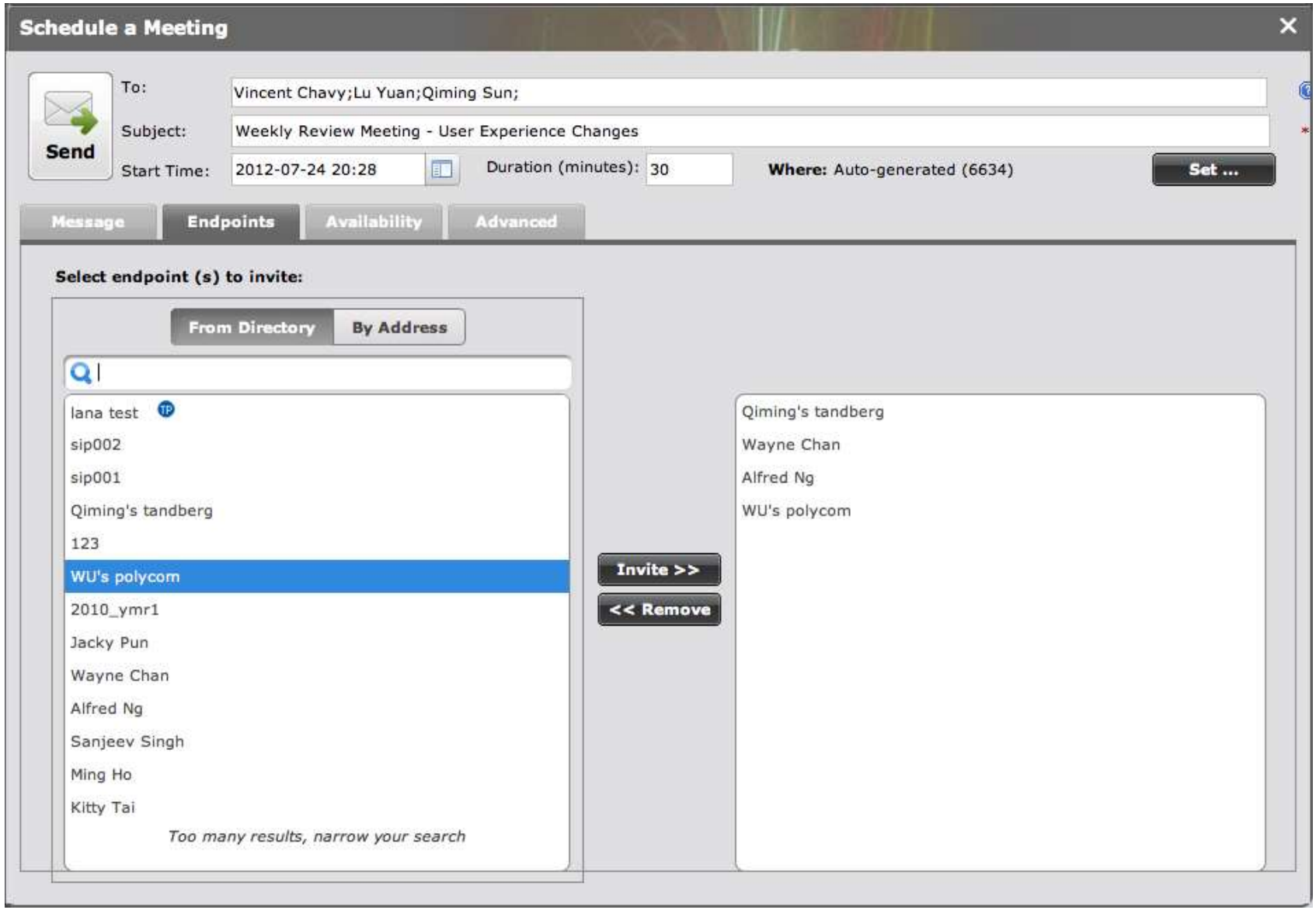


Schecule and Monitor




Schedule a Meeting
Send
To:
Vincent Chavy;Lu Yuan;Qiming Sun;
Subject:
Weekly Review Meeting - User Experience Changes
Start Time:
2012-07-24 20:28
Duration (minutes):
30
Where: Auto-generated (6634)
Set ...
Message
Endpoints
Availability
Advanced
Select endpoint (s) to invite:
From Directory
By Address
lana test
sip002
sip001
Qiming's tandberg
123
WU's polycom
2010_ymr1
Jacky Pun
Wayne Chan
Alfred Ng
Sanjeev Singh
Ming Ho
Kitty Tai
Too many results, narrow your search
Invite >>
<< Remove
Qiming's tandberg
Wayne Chan
Alfred Ng
WU's polycom

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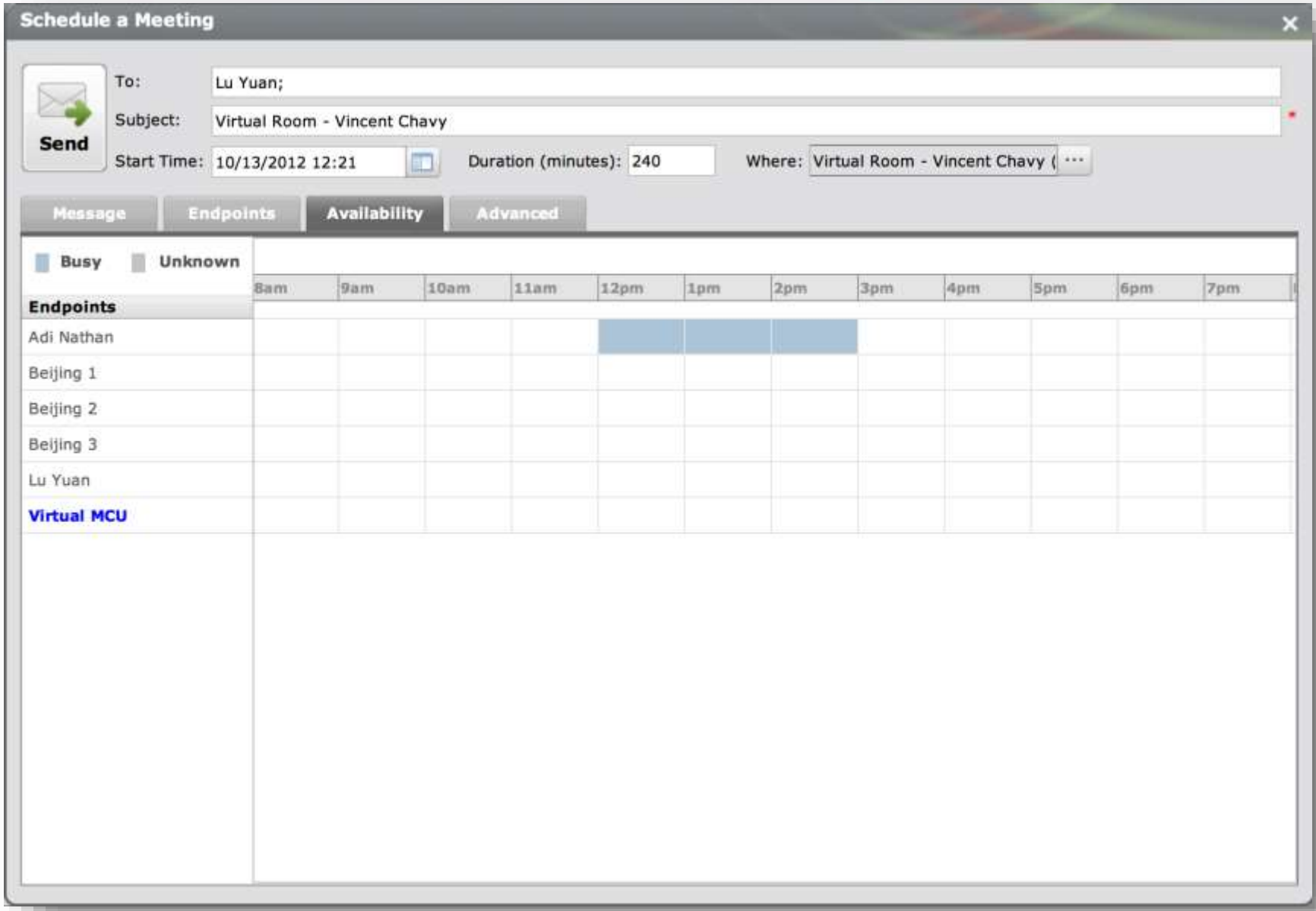

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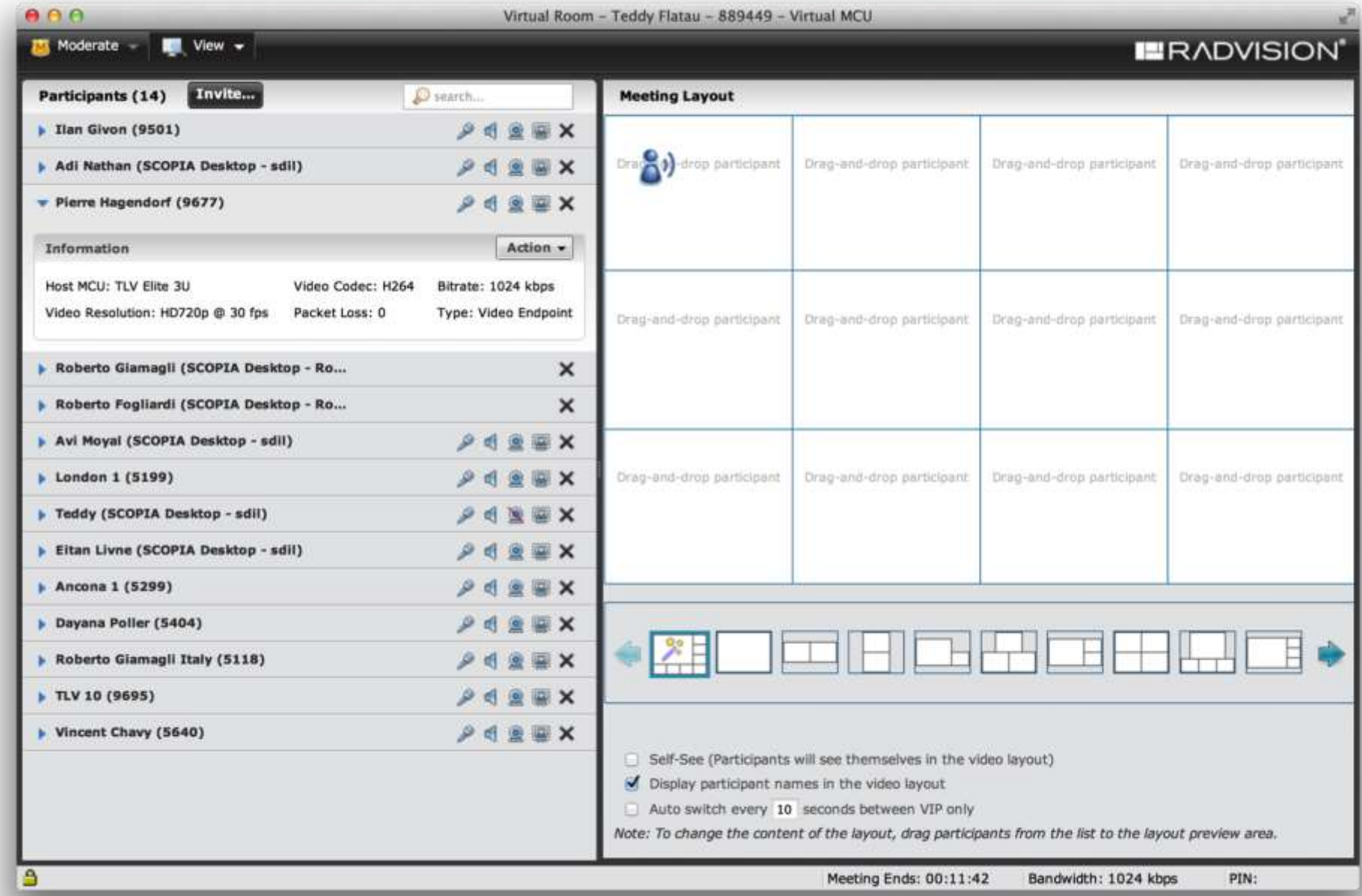

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Topologies & Integrations

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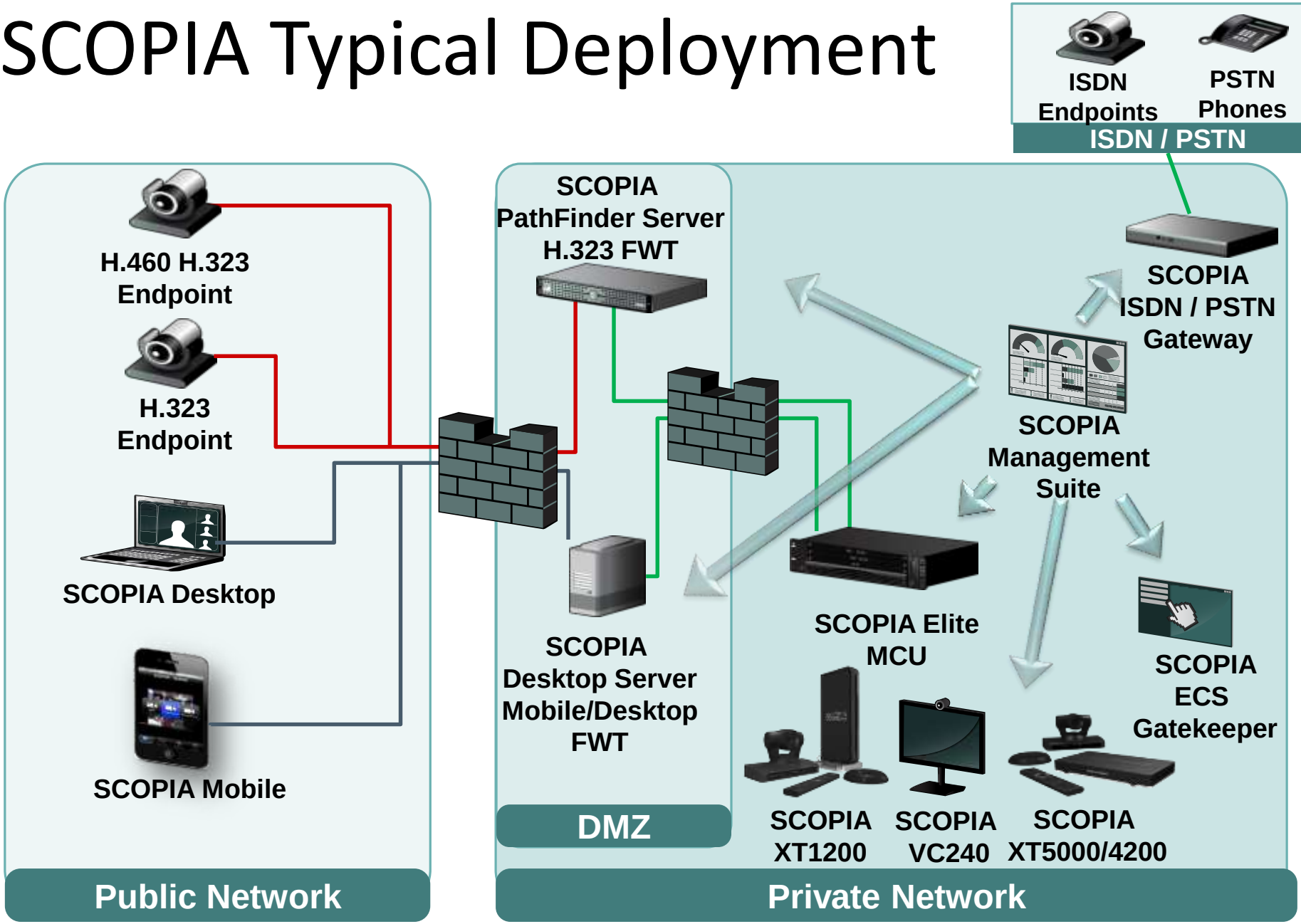
SCOPIA Typical Deployment



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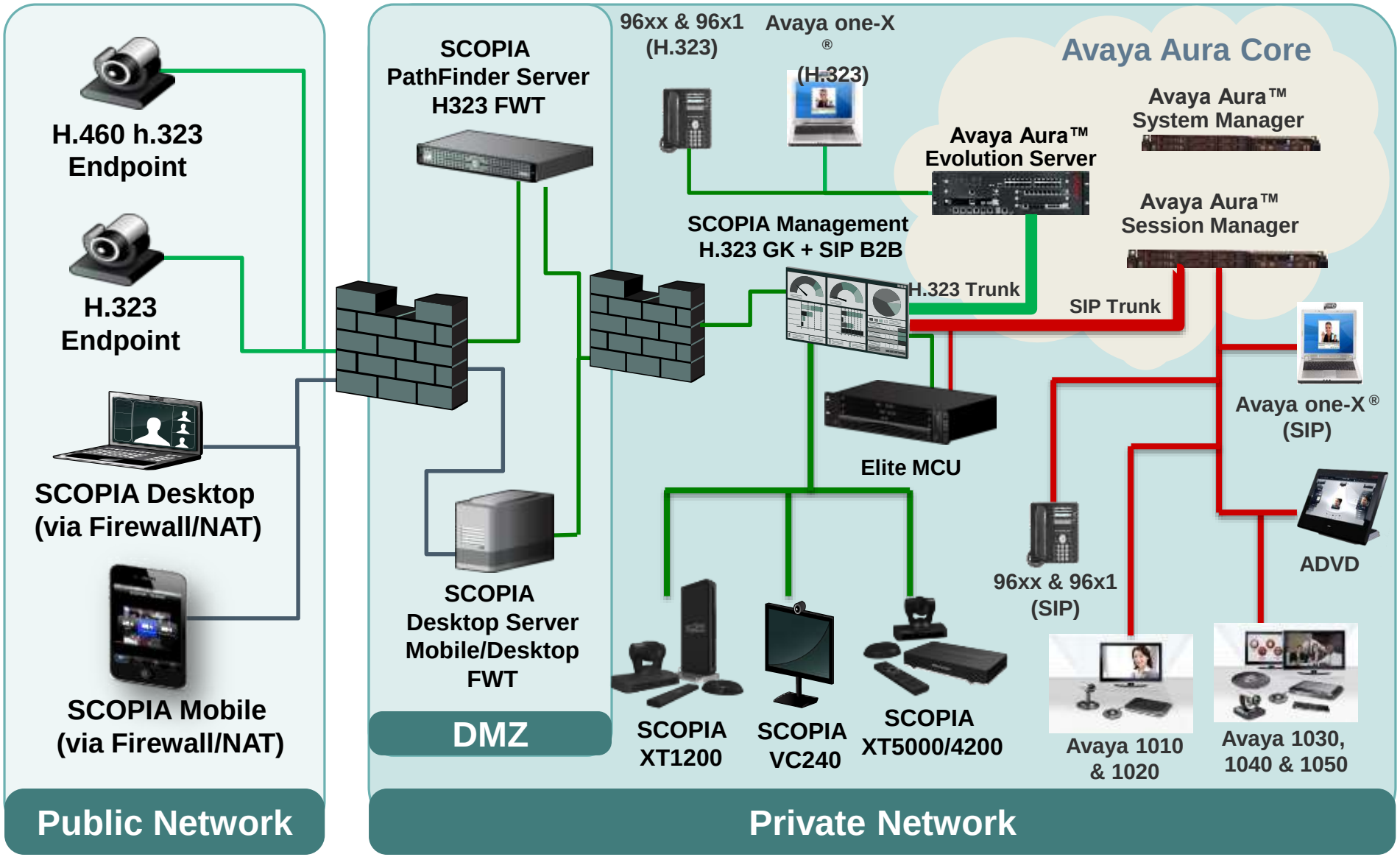
SCOPIA & Aura Core 6.2



AVAYA Aura 6.2 – The use cases

- Meet-me on Elite MCU
- P2P calls with any AVAYA A/V Device

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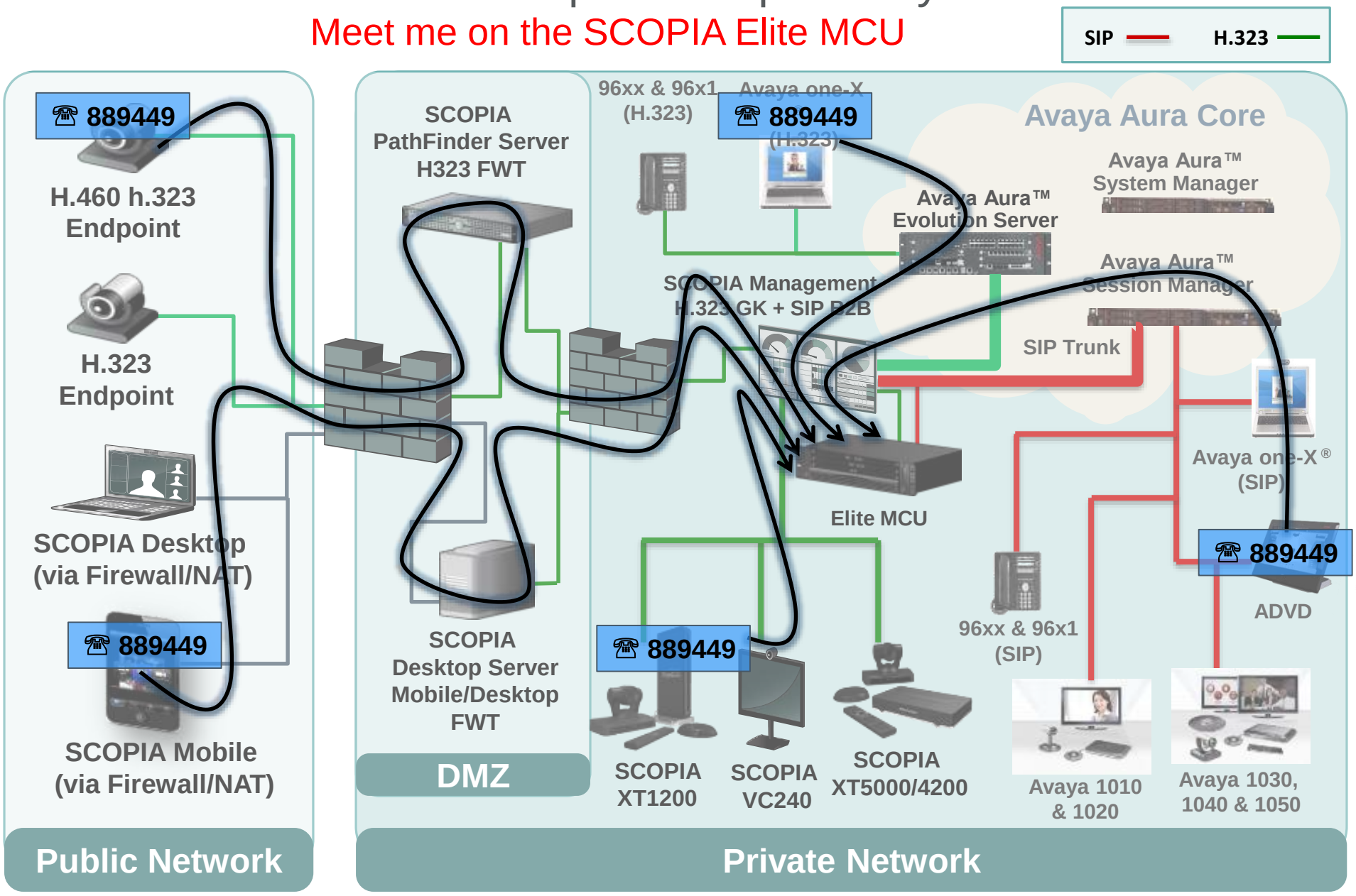
Aura 6.2 & Scopia Interoperability

Meet me on the SCOPIA Elite MCU



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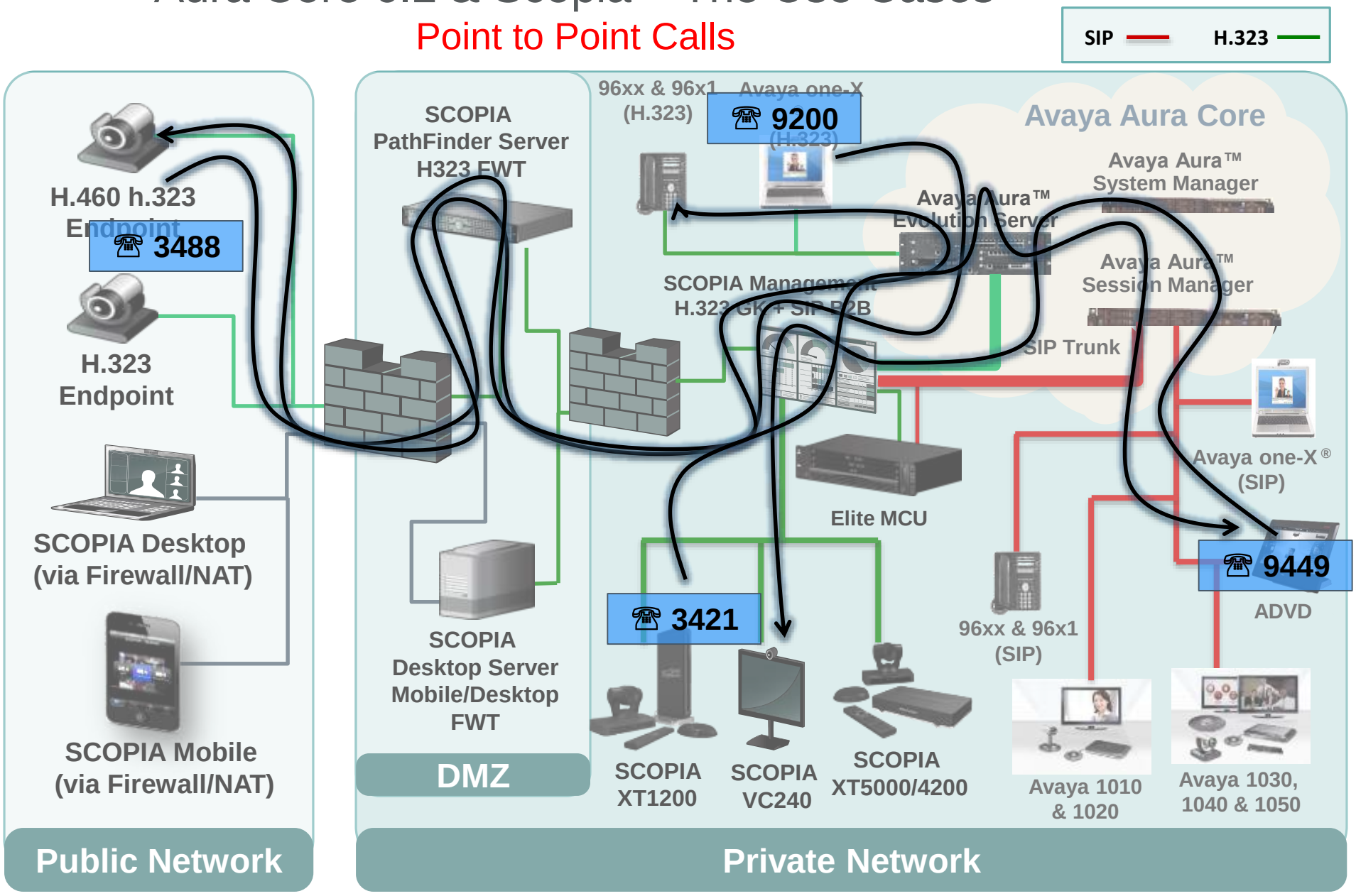
Aura Core 6.2 & Scopia – The Use Cases

Point to Point Calls



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Questions?

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Obrigado!

Bruno Milani