



Enabling Meeting Spaces for Hybrid Work

June 2023



AGENDA

- INTRODUCTIONS
- OUR EXPERTISE
- HYBRID WORK
- DESIGNING FOR HYBRID MEETING SPACES
- TEAMS ROOM DEVICE CONSIDERATIONS
- MANAGING TEAMS ROOMS

TEAM INTRODUCTION



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AVI Systems & Magenium

- Magenium is a Microsoft focused Professional Services firm
 - Teams, Viva, SharePoint, Exchange, OneDrive, Security, Azure
- 2018 AVI Systems acquired Magenium
 - AVI Systems & Magenium recognized the convergence of technology and meeting spaces
- We are the largest Global AV Provider serving 50 countries and 164 cities, 28 United States locations



We enable people to work together as a team, in conference rooms, or as remote contributors.

We focus on user experiences that delight and enable more consumption of Microsoft products.



OUR MICROSOFT EXPERTISE

Modern Communications



- Microsoft Voice deployments since 2009 (Teams Voice deployments since 2018)
- Enterprise-level global voice deployments including Direct Routing
- Governance, adoption, & change management services
- Teams Contact Center deployments
- Surface Hub reseller & integrator

Security & Networking



- Endpoint management modernization
- Cloud & Endpoint security assessments
- Network Assessments

Hybrid Work/Meetings



- 22,000+ successful Microsoft Teams Room deployments since 2019
- Kitted Teams meeting rooms
- Custom Teams meeting rooms (e.g. board rooms, training rooms, cafes etc.)
- Teams Rooms managed services leveraging MS Managed Room Portal

Our Microsoft Expertise



- Inaugural MRPP program members
- Inaugural Elite Engineering program members
- **Meetings & Meetings Rooms Advanced Specialization**
- Microsoft Teams Room Depth Program
- M365 **Fast Track** program members
- 5 Solution Partner Designations

Microsoft Communications Tenure



- 15+ Years of MSFT communications experience (LCS, OCS, Lync, Skype, TEAMS)



The New World of Hybrid Work



Microsoft Teams Rooms



Inclusive

Foster inclusive and interactive meetings for everyone, regardless of where they are

Easy

Deliver consistent Teams experiences designed to make collaboration easy and hassle-free

Flexible

Turn any shared space into a Teams room with a wide selection of devices to fit every need

Secure

Keep devices secured, reliable and up to date with rich management capabilities and powerful analytics

Designing for Hybrid Meeting Spaces

What is Hybrid Optimized?

The Traditional Table Challenge:



Signature Room



Traditional Room

SMALL ROOM





SMALL FLEX SPACE



Signature Room



Traditional Room

MEDIUM ROOM



What is Hybrid Optimized?

Intelligent cameras improve meeting equity



Wider displays (21:9) improve sightlines



Surface Hub improves co-creation and collaboration



Uniquely shaped tables improve face-to-face experiences

Spatial audio helps remote attendees be heard naturally



SIGNATURE TEAMS ROOM

AVI Systems/Magenium can deploy all rooms layouts and archetypes, including custom!

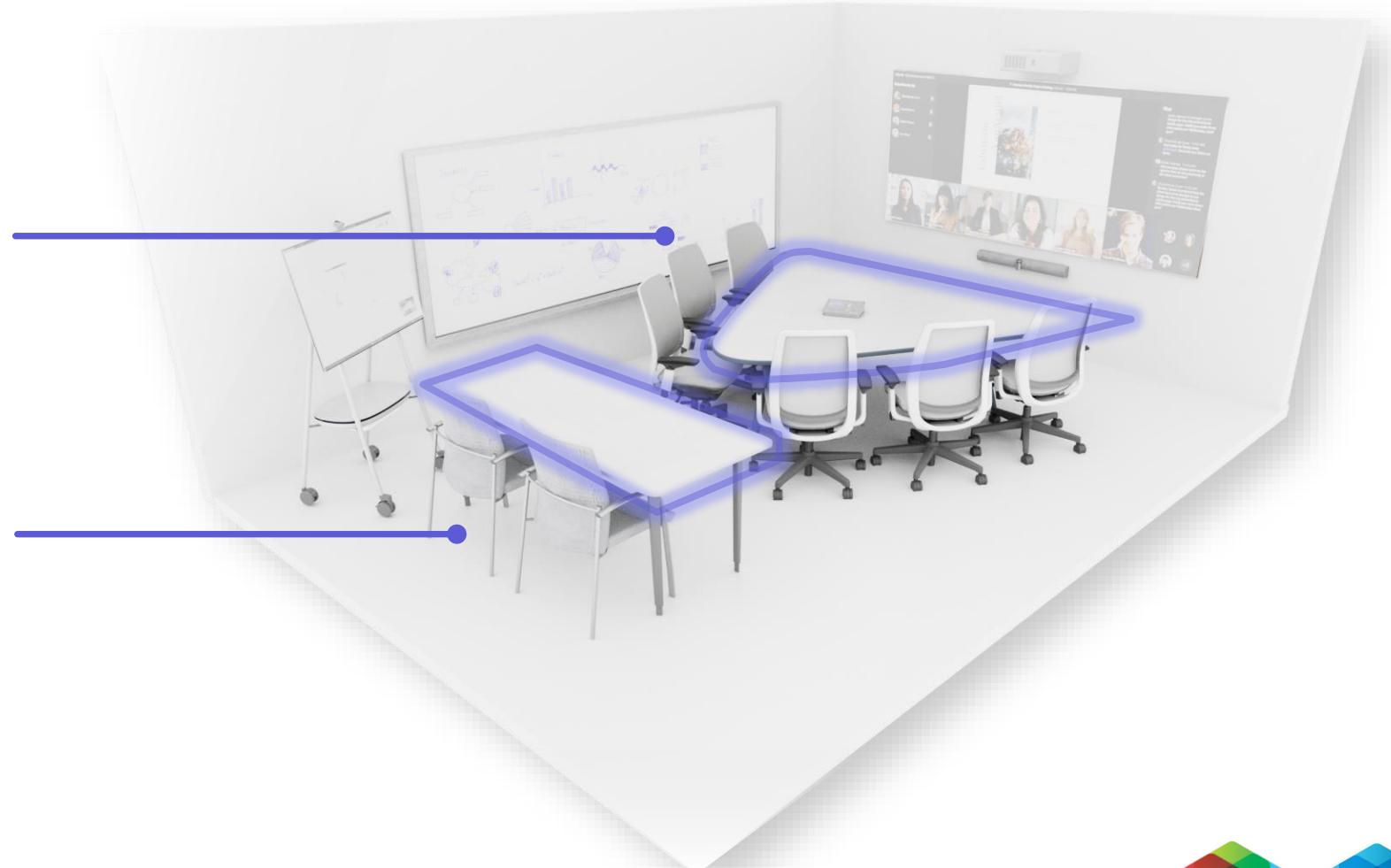


Optimized for hybrid

Furniture experiences

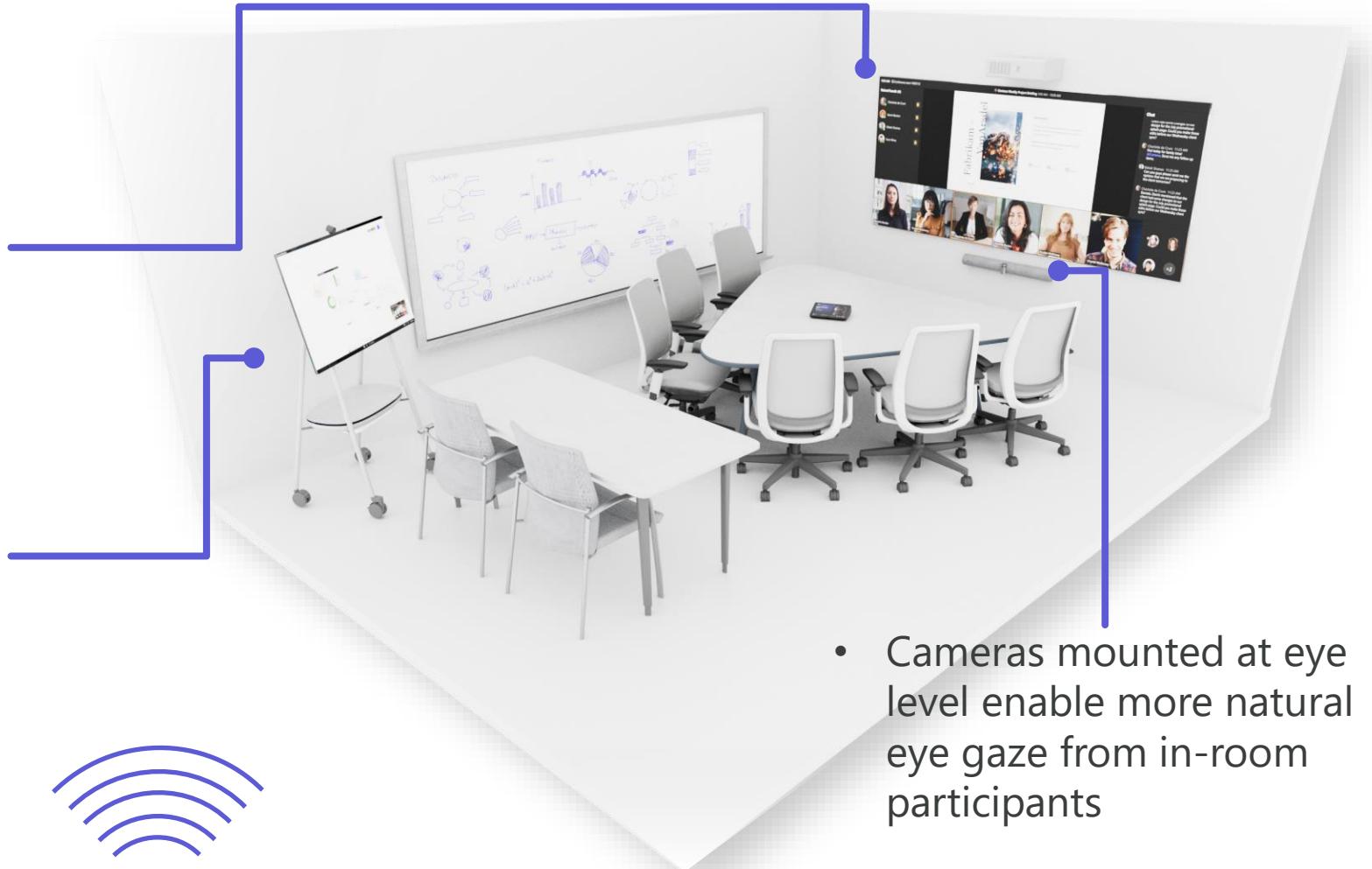
Uniquely shaped tables provide remote participants to be seen face-to-face on a horizontal plane, allowing people in the room to look left to right just like they would if people were sitting across from them in the room.

Offset seating opens the room for collaboration and co-creation.



Hardware experiences

- Intelligent cameras that support close-up views of individuals in the room
- Wider front of room displays, or projection allows for a better front row experience
- Surface Hubs to encourage co-creation and collaboration for both in-room and remote participants
- Spatial audio helps remote attendees be heard more naturally

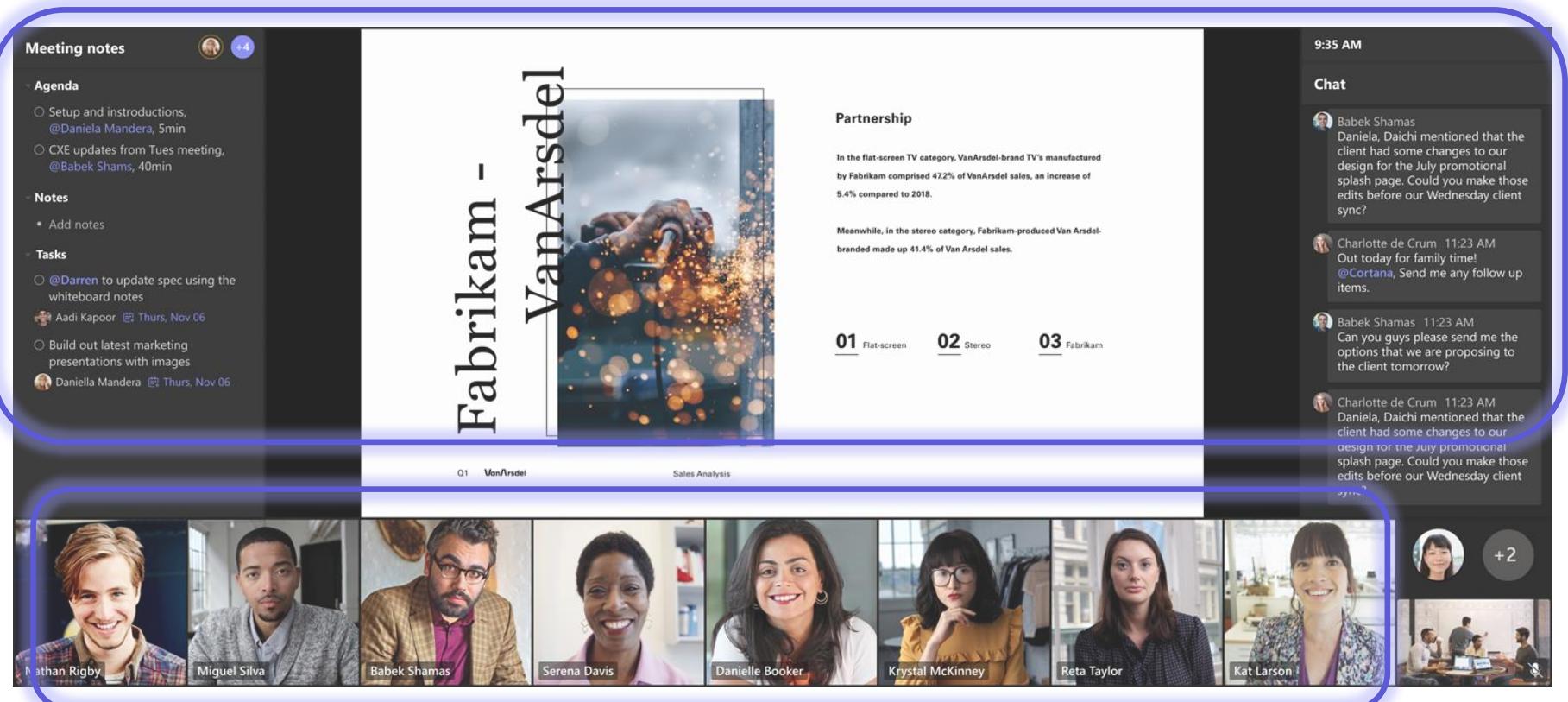


- Cameras mounted at eye level enable more natural eye gaze from in-room participants

Optimized for hybrid

Software experiences

Chat and meeting content can be seen by all



Remote attendees appear life size and at eye level

Spatial audio helps remote attendees be heard more naturally

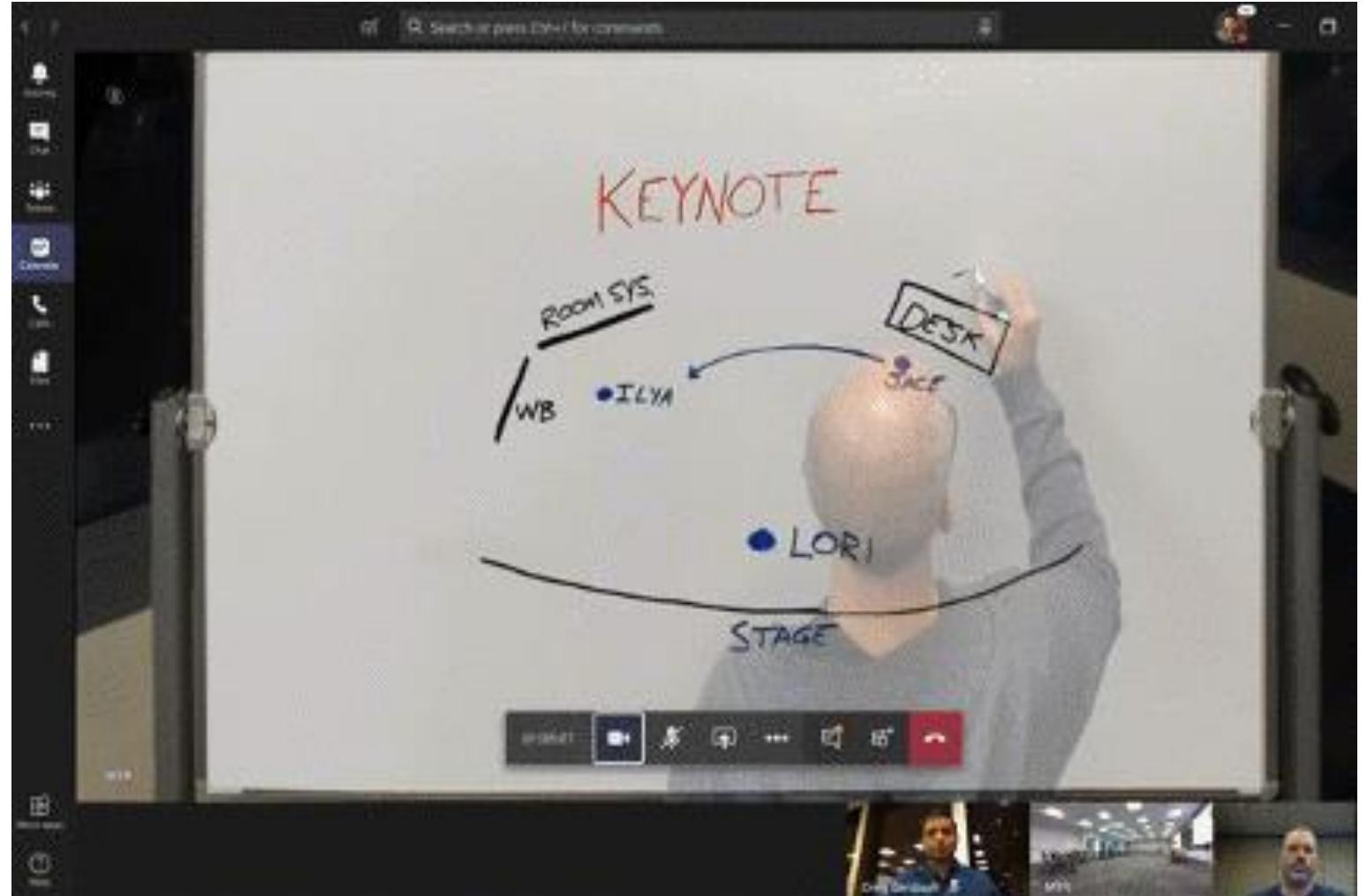


[Link to video demo](#)

Optimized for hybrid Co-creation experiences



Remote attendees can see in-the-room whiteboards. In high-end rooms, Surface Hub lets remote attendees actively participate in collaboration.



MICROSOFT EXPERIENCE CENTER



SIGNATURE TEAMS MEETING ROOMS

See the latest from Microsoft,
the way they intended it to be
seen and used.

TEAMS LIVE EVENT BROADCAST ROOM

Conduct large-scale internal
(or external) announcements,
do it with professional
cameras, lighting, and
microphones.

AZURE DIGITAL TWIN

Learn about IOT and how we
use Azure to closely monitor
the health of our living wall.



CUTTING EDGE TECH

All the latest gear from
vendors like Biamp, Crestron,
Logitech, Neat, Poly, and
more.

Teams Room Device Considerations

Devices to meet the needs of any size or type of room

Creating hybrid and on-location meeting experiences



Small



Medium



Large



Medium (Hybrid)

- Wide array of certified audio and video devices to accommodate any room and any need
- Supports multiple screen configurations
- Simplified deployment with integrated A/V and touch board form factors

- Mobile collaboration with Surface Hub 2S mobile stands and APC™ Charge Mobile Battery*
- Built for Android and Windows platforms
- Signature Microsoft Teams Rooms introduce innovation in space configuration and room design standards

Microsoft Teams Rooms devices

Devices to meet the needs of **any size or type of room**

Modular

Individual connected devices



✓ Meet and Present

✓ Meet and Present + Co-create

Available on



Window



Android

Integrated

Combined audio and video functions with separate displays



✓ Meet and Co-Create



Available on



Window



Android

Board

Complete audio, video, and display in a single unit



Available on



Window



Android



Surface Hub



MANAGING TEAMS ROOMS

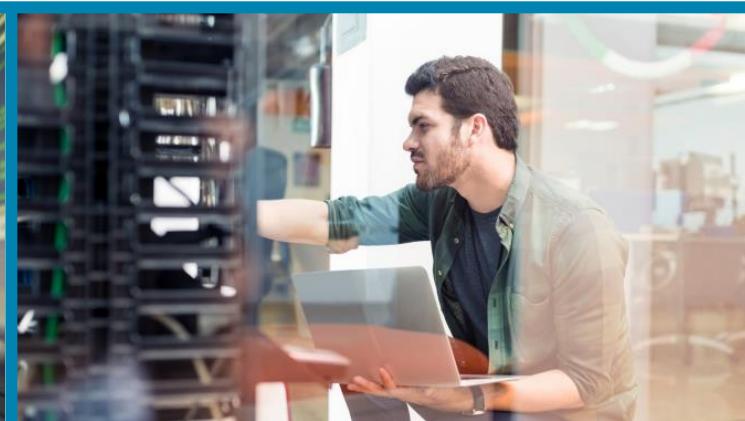
MTR PRO ADVANCED SERVICES

Supporting Your Microsoft Teams Room Experience

Proactive
Monitoring &
Management



Remote &
Onsite Support



Controlled
Software &
Security
Management



Reporting &
Enhanced
Services



TEAMS ROOMS MANAGED SERVICES



- Frees up the bandwidth of your IT staff
- Ensures rooms are kept up to date, secure, and functioning as intended
- Grants instant visibility into your rooms' dispositions with Proactive Monitoring solution
- Provides high confidence that critical rooms (board rooms, large conference rooms, etc.) work when they need to
- Makes your job easier as an IT leader

Why Partner with Magenium?



- As meeting room technology has evolved, AVI Systems / Magenium is uniquely positioned to be your vendor of choice because we are technology focused first, and hardware second.
- We have Solution Architects that maintain knowledge and expertise on the latest technological advances in this space
 - The technology changes so rapidly that we work with your IT teams to keep you current on all the latest feature releases and updates
 - Escalation paths to the Microsoft Teams and Teams Room Product Groups
 - Expertise in Interop and Migrations from other meeting platforms to Microsoft Teams Meetings
- We provide full integration to your O365 environment / A division of Microsoft engineers on staff with a deep expertise in Microsoft Teams and other Microsoft workloads (in addition to your traditional AV engineers and technicians)

Thank You

Microsoft Solutions Partner
500+ Customers
6x Crain's Best Places to Work

