

AudioCodes Devices for Microsoft Teams



AudioCodes offers industry-leading solutions made to securely integrate the ever-evolving features offered by Microsoft into communication solutions.

We deliver an unmatched portfolio of products, applications, professional services and SaaS solutions, with maximum flexibility to keep you working with the most up-to-date devices without needing to purchase them.

➤ **3**
Decades of Operations

➤ **66**
Of Top 100 Service Providers

➤ **50**
Of Fortune 100 Use AudioCodes Technology

➤ **1000+**
Employees Worldwide

➤ **400+**
Technical Experts Worldwide

➤ Customer in
120+
Countries

AudioCodes' Successful Journey with Microsoft



2006



- Products
 - Gateways
 - SBCs
- Services
 - Remote support



Lync

- Products
 - Management App (OVOC)
 - Certified IP Phones
 - SBA
 - SPS
- Services
 - Implementation services
 - Hardware replacement services
 - Deployment Services



Skype for Business

- Products & Solutions
 - Call Recording
 - Certified IP Phones
 - IVR
 - Fax to mail
 - CloudBond 365
 - CCE
- Services
 - Complete set of professional services



Teams

- Products & Solutions
 - Direct Routing
 - Room Systems
 - Native Teams Devices
 - AudioCodes Live Teams
 - AudioCodes Live Cloud
 - AudioCodes Live Express
 - Operator Connect
 - Voca for Teams
 - Meeting Insights
 - Teams SBA
- Services
 - Managed Services
 - Professional services



Leading voice partner in the Microsoft UC ecosystem

First partner to offer Microsoft Teams Direct Routing

The one & only cloud native SBC on Azure for highly scalable services

The only Partner to offer end to end Products & Services for Microsoft Teams

2022

AudioCodes & Microsoft | 4 Reasons Why



Education
for Microsoft Customers
& Prospects

Incentives
for Microsoft Sales & End
Customers

Enablement
For Microsoft Partners &
End Customers

Positive
Outcomes



ac audiocodes

Microsoft



The Most Comprehensive Teams Voice Portfolio



Direct Routing & Operator Connect
Connecting Voice Services



Analog & PBX Integration
Connecting Legacy Voice



Teams Phones
Entry level to Executive



Teams Meetings
Personal, Huddle, MTR



Device & User Management
To Simplify IT Operations



Meeting Insights
To Improve Meeting Outcomes



Conversational IVR / CIC
To Enhance the Calling Experience



Compliance Recording
To Record all interactions, certified for Teams



Voice-Enable Chatbots
To connect any bot framework to voice

Subscription Services
To Simplify & Accelerate Teams Voice Adoption

Meeting Room Solutions for Microsoft Teams

Optimize the Meeting Experience
for all participants



The Hybrid Workplace Is Here To Stay



HYBRID WORK TREND:

73% of employees
want flexible
remote work
options to stay

Decision-makers and employees want the
best of both worlds.

Flexibility and hybrid work will define the
future of meetings.

75%

of CEOs

predict that video-assisted meetings will eventually
replace traditional conference calling

67.5%

of IT decision-makers

buy combined calling and meeting licenses

44.9%

of IT decision-makers

have seen an increase in video use

AudioCodes devices are ideal for any size or type of room



The Hybrid Workplace Is Here for Good

Let AudioCodes experts help you plan your room for a perfect experience

- **AudioCodes offers certified audio and video devices to accommodate just about any room and any need:**
 - Starting from 2 users up to 25 users
 - From basic audio to audio and sharing
 - From single TV and a single camera to dual TV and dual camera

- **Designed for hybrid workspace in mind – to enable all participants to have equal and easy collaboration between users in the physical rooms and all remote participants**



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

- AudioCodes offers certified audio and video devices to accommodate just about any room and any need
- Supports multiple screen configurations
- Simplified deployment with integrated and all-in-one form factors
- Built for Android and Windows platforms



RXV100

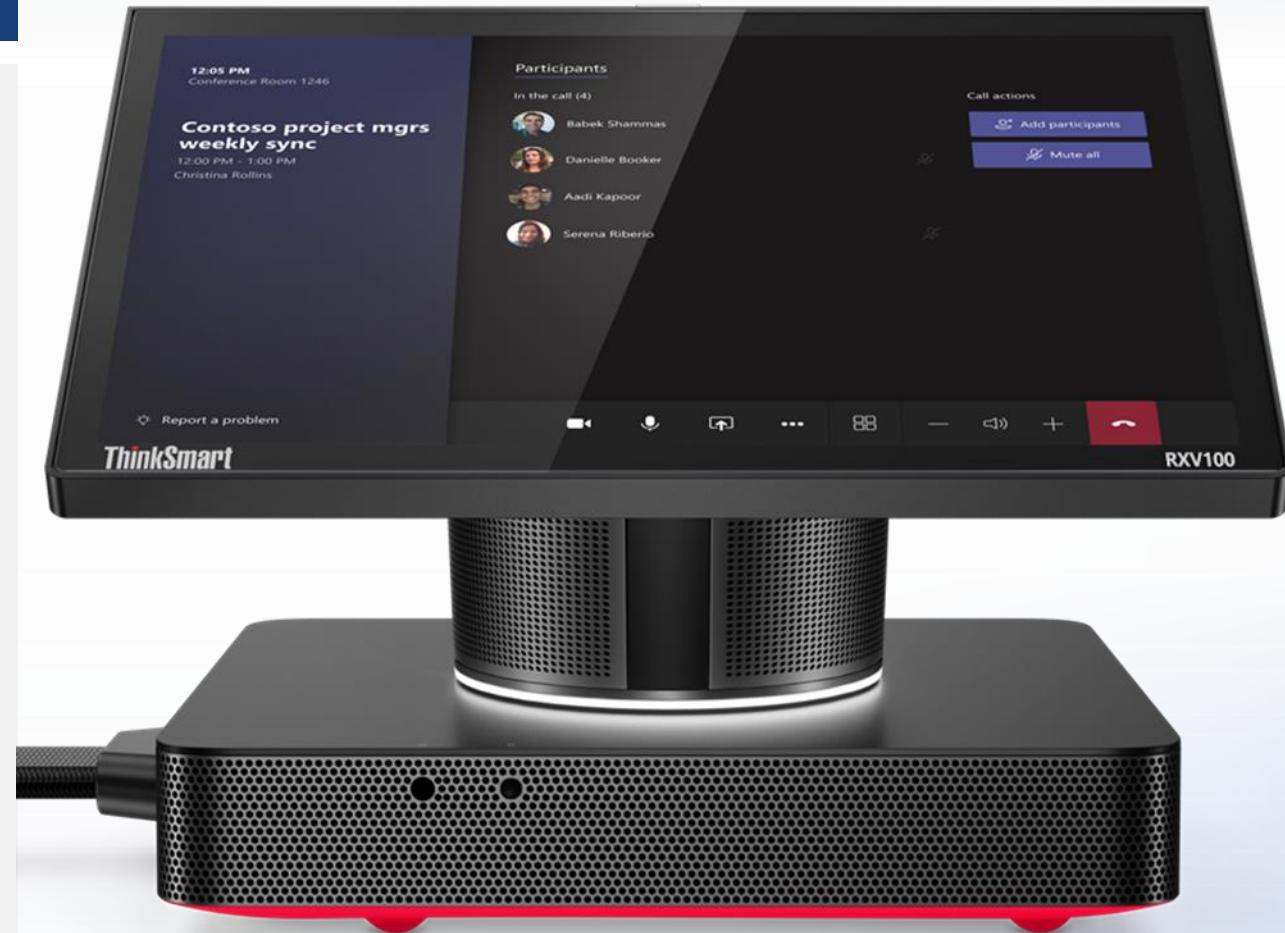
Room Experience Hub

Superior video and audio quality that turns any large space into a smart meeting room.

- Exceptional 1080p Ultra-HD video support for optional Camera
- Excellent audio quality
- Certified for Microsoft Teams
- Complete lifecycle management

The RXV Suite is based on the Lenovo ThinkSmart Hub, with an integrated audio device:

- 4x premium-tuned speakers
- 4x omnidirectional mics for 360 coverage
- Touch control: 10.1" touch screen



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AudioCodes RXV100 Room Bundles



RXV100-B05 Bundle

Fits small to midsize rooms

- RXV100 for Microsoft Teams
- Hub only
- Suitable for audio-only rooms



RXV100-B40 Bundle

Fits medium to large rooms

- RXV100 for Microsoft Teams
- RXVCam50L
- RX50 as an audio peripheral



RXV100-B20 Bundle

Fits small to midsize rooms

- RXV100 for Microsoft Teams
- RXVCam50M



RXV100-B40 Bundle + ACC mics

Fits medium to large rooms

- RXV100 for Microsoft Teams
- RXVCam50L
- RX50 as an audio peripheral Satellite microphones



RXVCam50L/M

Powerful video cameras with excellent image clarity designed for any sized meeting room or conference room.



- Vivid image quality
- 4K resolution for an exceptional video conferencing experience
- Smart zoom and face detection technology
- Auto framing feature to automatically adjust the camera's ePTZ (electronic pan, tilt, and zoom) so that every meeting participant can be clearly seen
- **Two models to fit your specific needs:**
 - RXVCam50L (for large meeting rooms with a narrow field of view)
 - RXVCam50M (for small to medium rooms with a wide field of view)



RXV81 VIDEO BAR*

A standalone MTR video bar with integrated A/V designed to work with any monitor in huddle rooms and small shared rooms, as well as in managers' and executives' personal offices.



- **Participants:** 5-6 (2 options)
- **Room depth:** 3m
- **Video features:** Full HD with 110° field of view, EPTZ with 5x zoom
- **Built-in integrated audio:** 6 mics with 4.5m pickup for mid-size rooms and a 10W speaker
- Bluetooth Remote Control
- Dual band Wi-Fi
- Supports a touch screen or non-touchscreen display (not included)



* Pending Certification

RXV81RC



RXV80

VIDEO
BAR

The stylish exterior and fast setup are specifically designed for huddle rooms and small shared rooms, as well as for managers' and executives' personal offices.



- Participants: 5-6 (2 options)
- Room depth: 3m
- Video Features: Full HD with 110° field of view, EPTZ
- Built-in integrated 4 mics with 4.5m pickup for mid-size rooms
- Bluetooth Remote Control
- Supports a touch screen or non-touchscreen display (not included)



Optional audio device: RX15

- **Option 1** | below TV
- **Option 2** | on table (requires cable extender)

RXV81RC



Available Now: AudioCodes Devices for Microsoft Teams Rooms



	RXV100	RXV81	RXV80	RX15
Focus/Huddle Room  2-7 Seats		<ul style="list-style-type: none">• RXV81 Standalone	<ul style="list-style-type: none">• RXV80 Standalone• RXV80 + RX15	<ul style="list-style-type: none">• RX15 standalone• RX15 + RXVCam10• RX15 + RXVCam50M
Mid Size Meeting Room  8-10 Seats	<ul style="list-style-type: none">• RXV100 for + RXVCam50M• RXV100 + RXVCam50L + RX50 as an audio peripheral	<ul style="list-style-type: none">• RXV81 Standalone	<ul style="list-style-type: none">• RXV80 + RX15	<ul style="list-style-type: none">• RX15 + RXVCam50M
Large Size Meeting Room  11-15 Seats	<ul style="list-style-type: none">• RXV100 + RXVCam50L + RX50 as an audio peripheral + accessory expansion microphones			

What's Coming Next? AudioCodes Devices for Microsoft Teams Rooms



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RX PAD

November 2022



RXV200

January 2023



RX Panel

March 2023



New PTZ AI Camera

April 2023



MTR for Android
Room Controller

MTR for Android
Room Compute

MTR for Android Room Panel
Android 12

PTZ with x12 optical zoom

2nd wide-angle sensor for
open room view

Ability to send x2 un-encoded
video streams to RXV200

What's Coming Next? AudioCodes Devices for Microsoft Teams Rooms



ac audiocodes

RXV200 Bundles – MTR for Android

RX PAD



**MTR for Android
Room Controller**

RXV200



**MTR for Android
Room Compute**

RXV81



Peripheral A/V Bar
x5 ePTZ
110° field of view

RXVCam50L/M



4K Camera High Quality CMOS
x10 digital zoom
100° field of view

RXVCam10



Full HD Personal Camera
83° field of view

RX15 / RX50



RX15 – Small Rooms
2.3m pickup
RX50 – Large Rooms
6m pickup or 8m with dual satellite mics

Personal Devices for Microsoft Teams

Optimize the User Experience



Native Teams Phones

The AudioCodes Edge



Entry Level / Common Area
C435HD



Mid-Range / Manager / Admin
C455HD (+ Expansion Module)



Phone with dedicated buttons & USB headset port for ease of use & quality calling experience

Touch screen and dedicated buttons plus Touch Screen Expansion Option for easy, rapid call handling

High Resolution Touch Screen with dedicated buttons for easy access to key features

Native Teams Phones with Centralised Management and HD Audio Quality

WiFi and Bluetooth Support

C470HD

Full touch, feature-rich, executive high-end business phone for Microsoft Teams.



Executive



Admin



Office Employee

Feature

Hands Free	✓
USB Headset Support	✓
HD Voice Quality	✓
Touch Screen	✓
Bluetooth/Wi-Fi	✓
MSFT Teams Certified	✓
PoE (Power Over Ethernet)	✓
Better Together (Bluetooth based)	✓
Advanced Features - Call Park, Delegate	✓
Wall Mountable	

* MSFT features are available based on your license



Watch
470HD Video

Easy to sanitize

Small footprint with a big high quality screen

Most used big feature keys are fixed on the lower part of the home screen for max ergonomic usage

Big acoustic chamber to deliver wide frequency clear sound

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C455HD

High-end business phone with a large color touch screen for a seamless Microsoft Teams experience



Executive



Office Employee

Feature

Hands Free	✓
USB Headset Support	✓
HD Voice Quality	✓
Touch Screen	✓
Bluetooth/Wi-Fi	✓
MSFT Teams Certified	✓
PoE (Power Over Ethernet)	✓
Better Together (Bluetooth based)	✓
Advanced Features - Call Park, Delegate	✓
Wall Mountable	✓



C455HD

With
Expansion Module

High-end business phone with a large color touch screen for a seamless Microsoft Teams experience and an expansion module.



Admin

Feature

- Hands Free
- USB Headset Support
- HD Voice Quality
- Touch Screen
- Bluetooth/Wi-Fi
- MSFT Teams Certified
- PoE (Power Over Ethernet)
- Better Together (Bluetooth based)
- Advanced Features - Call Park, Delegate
- Wall Mountable



* MSFT features are available based on your license

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Ability to get up to 60 contacts

Color touch screen expansion module

Unique touch experience



Watch C455HD Video

C435HD

A native Microsoft Teams entry-level/common area phone.



Office Employee



Common Area Users

Feature

Hands Free	✓
USB Headset Support	✓
HD Voice Quality	✓
Touch Screen	✓
Bluetooth/Wi-Fi	✓
MSFT Teams Certified	✓
PoE (Power Over Ethernet)	✓
Better Together (Bluetooth based)	
Advanced Features - Call Park, Delegate	
Wall Mountable	✓



RXVCam10

Personal
Camera

Exceptional clarity for productive workplace collaboration.



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Superb image quality

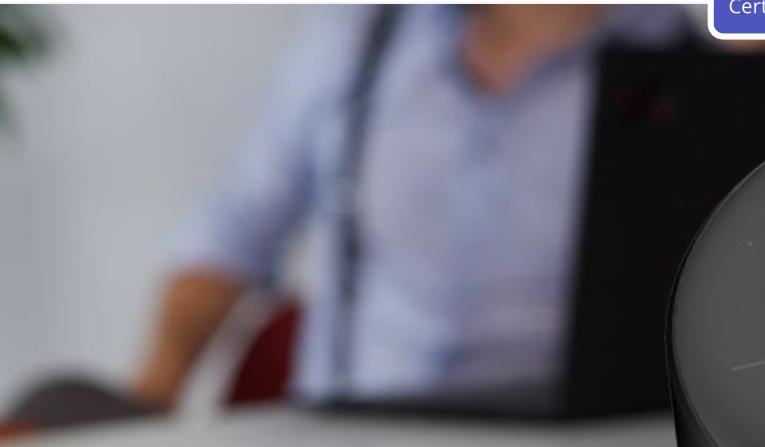
Suitable for all lighting conditions

**1080p Full HD video at 30fps
Full HD PoE**

3x digital zoom and privacy shutter

RX15 Speakerphone

Exceptional sound quality for personal offices and meeting rooms.



audio codes

Great for establishing ad-hoc meetings in small spaces

6 element microphone array

Ideal for hybrid work – no need to wear headset all day

Easy-to-use, streamlined design

Excellent audio quality

What's Coming Next? AudioCodes Personal Devices for Microsoft Teams



C430HD

February 2023

**Entry Level
Common Area Phone**

Android 12

4.3 inch touch screen

**Dedicated buttons for key
features**



AudioCodes Room Experience Suite

Meeting Insights

Meeting productivity solution offering transcription capabilities, in-meeting voice assistant, speakers tracking and automatic meeting recording distribution



Devices

Comprehensive portfolio of devices for delivering excellent voice and video quality in small, medium and large meeting spaces



One Voice Operation Center

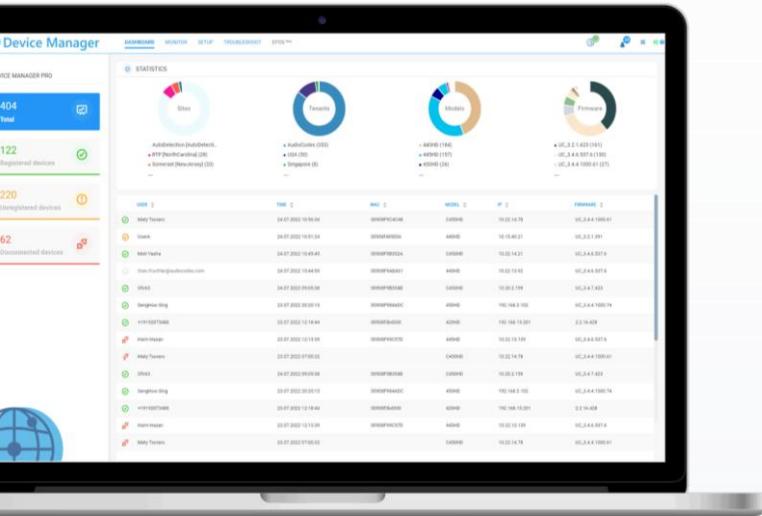
Powerful centralized management framework for guaranteeing meeting experience and availability, while controlling expenses



Device Management Is the Key to Success



Web-based lifecycle management and monitoring for cloud or premises-based VoIP deployments



Monitor, manage and control your devices



Measure your devices' voice quality



Get alarms/notifications if devices are disconnected from the network



Perform remote locking or restart a device



Easily deploy and upgrade the devices' software from a centralized location



OVOC can run on a public cloud (Azure, AWS) or on-premises, while the managed devices can be located either in the office or at home.

One Voice Operations Center (OVOC) - Device Manager



audiocodes DASHBOARD SETUP MONITOR TROUBLESHOOT

DEVICE MANAGER PRO

541 Total

62 Registered devices

450 Unregistered devices

9 Disconnected devices

SITES

AutoDetection (54)

Auto (54)

Sort (54)

Welcome Tomer Schechner

Device Manager

DASHBOARD MONITOR SETUP TROUBLESHOOT EPOS BETA

Generate Configuration Network Topology

Cisco IP Phones with MPP firmware (6821, 7800 series, 8800 series)

Polycom SIP phones (Vvx series 100, 200, 300, 400, 500, 600 etc.)

Yealink (T20 series, T30 series, T40 series, T50 series)

Microsoft SIP Gateway



Device Manager

DASHBOARD MONITOR SETUP TROUBLESHOOT EPOS BETA

Generate Configuration Network Topology

U Urif RXV80

Version TEAMS_1.17.101

Status Registered

Last Status Update Time 28.11.2021 11:24:28

Site AutoDetection

Collect logs

Update software

Restart

Refresh details

DASHBOAR Devices Status Alarms

SUMMARY NETWORK INFO VERSION INFO ALARMS

Status Registered

Device Type C470HD

Hardware Description C470HD, Integrated BT, 2 GB RAM, Band WiFi

Network Connection Method

BT Connection

Site AutoDetection

Tenant IL

Template Name

PERIPHERALS SUMMARY NETWORK INFO VERSION INFO ALARMS ACTIONS LIST ADVANCED

Audio Device

Dolby Huddle Room satellite microphone

Health Status

Connected

Display

GCM 1 LG TV

Health Status

Connected

RCU

RC-RXV80

Health Status

Connected

Device Manager – monitor the RXV100



Device Manager

DASHBOARD MONITOR SETUP TROUBLESHOOT EPOS New

Generate Configuration Network Topology

5

ac audiocodes RXV100

SakuraiAutoMeeting RXV100

Version 1.1.12.0
Status Registered
IP Address 172.17.131.17
Last Status Update Time 15.08.2022 14:32:40
Site AutoDetection

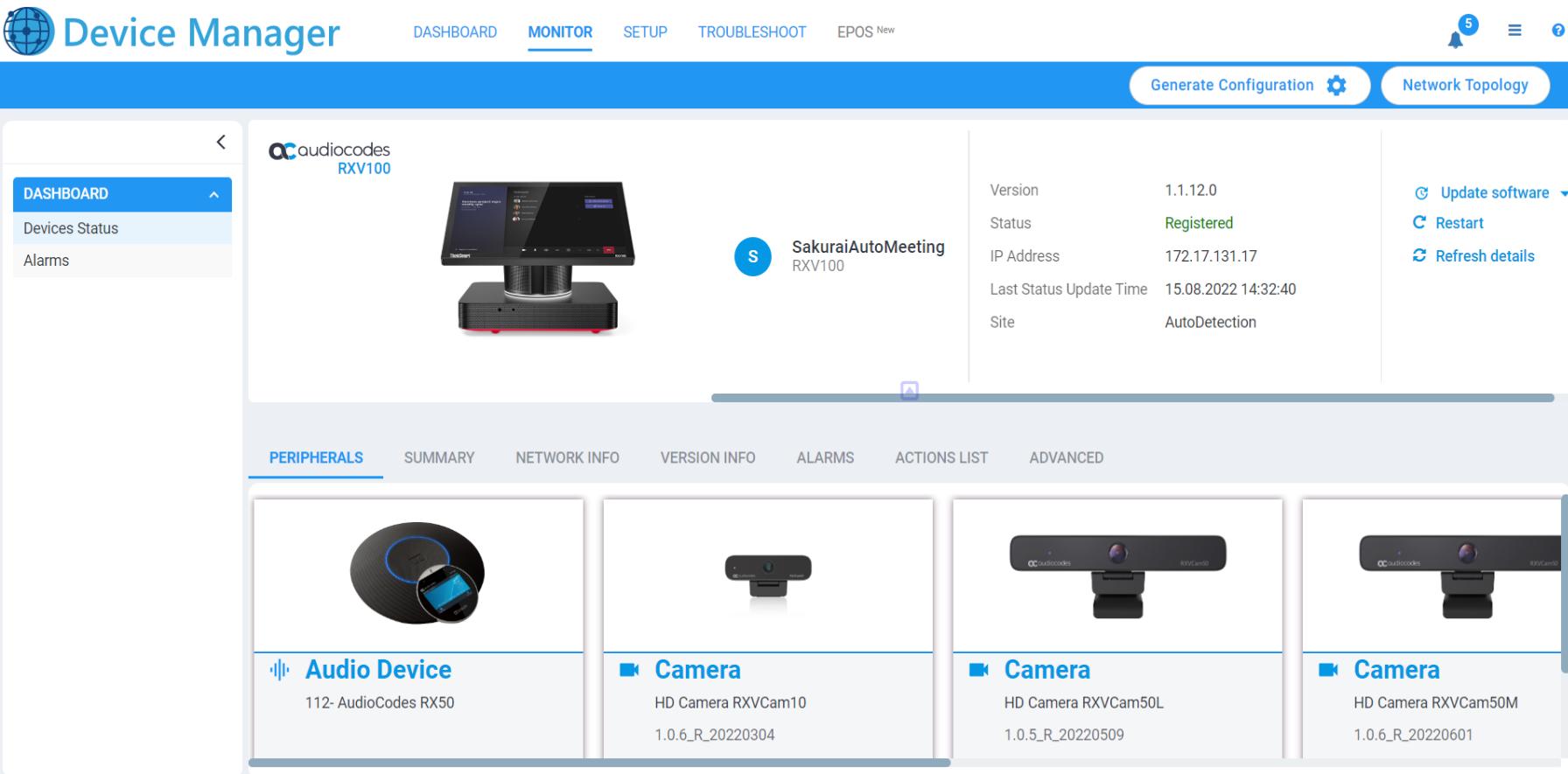
Update software ▾
Restart Refresh details

PERIPHERALS SUMMARY NETWORK INFO VERSION INFO ALARMS ACTIONS LIST ADVANCED

Audio Device HD Camera RXVCam10 1.0.6_R_20220304

HD Camera RXVCam50L 1.0.5_R_20220509

HD Camera RXVCam50M 1.0.6_R_20220601



RXV100 Monitor and Management

- Room ID info & Registration status
- RXV100 Hub info – SN, HW, Mem, Win version, MTR version
- Info of connected peripherals – Camera, RX50
- Display the selected main audio device

Note: the RXV100 is delivered with the OVOC device manager agent built in (App-Suite)

AudioCodes Live

Devices-as-a-Service



Audio Codes Live Devices-as-a-Service



Focus on growing your company and let us make sure your devices are running smoothly.



The technology is evolving rapidly, so you can get the most up-to-date devices with AudioCodes Live Devices-as-a-Service.



Full management, updates and support from AudioCodes experts.



Advanced Hardware Replacement so you can quickly replace a malfunctioning device.



Ongoing health checks to make sure you won't miss a call.



We do the Telephony

So you can Focus on the rest

Live Devices-as-a-Service



Assessment
persona device mapping



Deployment (remote assistance)
Device templates, security and network



Remote
maintenance/support



Easy device
upgrades



Ongoing day-to-day
health checks



Advanced Hardware
Replacement



End user training when deploying a new
version with new capabilities

3 Year
Subscription
Service on
**a pay-to-use
model**

live Attractive Pricing



AudioCodes Live Phone pricing for
TEAMS-C470HD-DBW is **\$9.50**

A green starburst-shaped graphic containing the text "\$342" in large white numbers. Below it, in smaller white text, is "End of 3 years".

Note : Logistics cost is not included in the monthly pricing



Contacts & Resources



For anything AudioCodes

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Teams Much?

For Phone & Meeting Room Product Strategy & Roadmap Queries

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Resources

[Website – Room Experience Suite \(RX\) - Meeting Room Solutions](#)

[Website – IP Phones](#)

[Website – Live for Microsoft Teams](#)

[Blog – 5 Reasons to Choose AudioCodes Devices for Microsoft Teams](#)

[Device Selection Guide for Microsoft Teams](#)

[Video – Phones Certified for Microsoft Teams \(Native\)](#)

[Video – C470HD Teams Phone](#)



The logo consists of the lowercase letters "ac" in a bold, dark blue font. To the right of "ac", the word "augocodes" is written in a bold, dark blue font. The letter "a" has a small blue circle at its top center. The letter "g" has a small blue dot at its top center. The letter "o" has a small blue circle at its top center. The letter "c" has a small blue circle at its top center.

augocodes



Azure Explore Products Solutions Pricing Partners Resources

Search

Docs Support Contact Sales Azure Explore Products Solutions Pricing Partners Resources

Search

Search

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AudioCodes Routing Manager MARKETPLACE

<https://azuremarketplace.microsoft.com/en-us/marketplace/apps/audiocodes.audiocodesamsolution>
State of the art centralized voice network routing and policy management



AudioCodes Device Manager Express MARKETPLACE

<https://azuremarketplace.microsoft.com/en-us/marketplace/apps/audiocodes.ipmanager>
AudioCodes Device Manager enables administrators to offer a reliable IP-phone service



AudioCodes Meeting Insights MARKETPLACE

<https://azuremarketplace.microsoft.com/en-us/marketplace/apps/audiocodes.meetinginsights>
Meeting Insights Continuous Enterprise Productivity powered by Voice.AI



AudioCodes One Voice Operations Center MARKETPLACE

<https://azuremarketplace.microsoft.com/en-us/marketplace/apps/audiocodes.audcovoc>
Centralized lifecycle management and monitoring for cloud or premises-based VoIP deployments



AudioCodes User Management Pack 365 MARKETPLACE

<https://azuremarketplace.microsoft.com/en-us/marketplace/apps/audiocodes.audiocodesump>
User Management Pack™ 365 is a software application that simplifies user lifecycle management



AudioCodes Direct Routing for Microsoft Teams MARKETPLACE

https://azuremarketplace.microsoft.com/en-us/marketplace/apps/audiocodes.live_essentials_on_azure
AudioCodes Live Essentials is a Microsoft Teams Direct Routing as a Service on Azure



AudioCodes Routing Manager - Only One Router VM MARKETPLACE

<https://azuremarketplace.microsoft.com/en-us/marketplace/apps/audiocodes.audiocodesamforazure>
State of the art centralized voice network routing and policy management

Search

audiocodes

Web Solutions Documentation Marketplace Azure Updates Blog

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SmartTAP 360® Enterprise Interactions Recording MARKETPLACE

https://azuremarketplace.microsoft.com/en-us/marketplace/apps/audiocodes.smarttap_siprec
SmartTAP 360® SIPrec solution for recording Enterprise PBX calls using AudioCodes SBC and Gateways



Mediant VE Session Border Controller (SBC) MARKETPLACE

https://azuremarketplace.microsoft.com/en-us/marketplace/apps/audiocodes.mediant_ve_sbc
Direct SIP connectivity to enable voice services in Microsoft Teams or Skype for Business



Mediant CE Session Border Controller (SBC) MARKETPLACE

https://azuremarketplace.microsoft.com/en-us/marketplace/apps/audiocodes.mediant_ce_sbc
Direct SIP connectivity to enable voice services in Microsoft Teams or Skype for Business



VoiceAi Connect Enterprise MARKETPLACE

<https://azuremarketplace.microsoft.com/en-us/marketplace/apps/audiocodes.vaic-e>
An easy way to integrate telephony services with bots and virtual agents developed on the Microsoft



Voca Conversational IVR for Teams MARKETPLACE

https://azuremarketplace.microsoft.com/en-us/marketplace/apps/audiocodes.voca_teams_app
Voca is an agile Conversational IVR application designed built for the Microsoft Teams voice system



SmartTAP 360® Live MARKETPLACE

https://azuremarketplace.microsoft.com/en-us/marketplace/apps/audiocodes.smarttap_teams_compliance
SmartTAP 360® Live - Enterprise Interactions Recording & Capturing Solution for Microsoft Teams



AudioCodes Routing Manager - Only One Router VM MARKETPLACE

<https://azuremarketplace.microsoft.com/en-us/marketplace/apps/audiocodes.audiocodesarmforazure>
State of the art centralized voice network routing and policy management



Available on
**Microsoft Azure
Marketplace**



Available on
Microsoft AppSource



Next Steps with Catalyst

The Microsoft Catalyst IDEA framework is designed to help your business realize business transformation and has accelerators that can be leveraged in part or in total, work with your Microsoft representative to determine the right components for you.

Proposed next workshops

An **Envisioning Workshop** is designed to co-create innovative business scenarios that serve as the blueprint for the next steps for digital transformation.

A **Business Value Assessment** (BVA) is a structured collaborative exercise aimed at quantifying the economic impact of improving specific performance measures of the client leveraging Microsoft Dynamics 365.

A **Solution Assessment** brings stakeholders together to review current business objectives, current processes, and technology. It summarizes how the organization will achieve its digital transformation goals with a customized solution roadmap.

Business transformation starts with an I.D.E.A.



Inspire

Imagine a future state solution for your business



Design

Discover what's possible by aligning technology investments to business goals



Empower

Empower others in your organization to see the value



Achieve

Achieve business outcomes and improved customer experiences

Envisioning Workshop

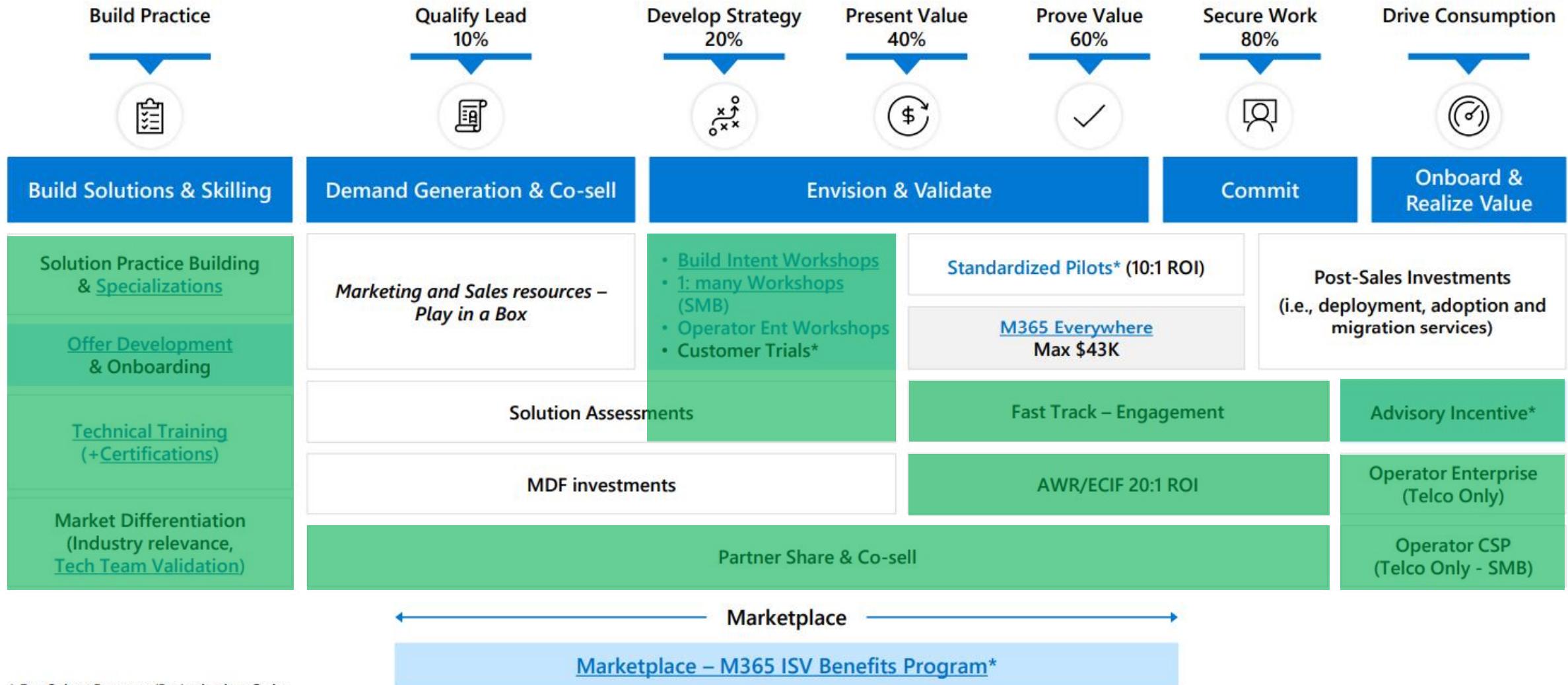
*Business Value and Solution Assessment
*Demo & Video Services

Solutions Demonstration*
*Demo & Video Services

Deal Crafting



Partner Win Formula – Modern Work & Surface



* For Select Partners/By Invitation Only

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Buyer Journey - Microsoft Catalyst



Inspire

Imagine a future state solution for your business



Awareness



Design

Discover what's possible by aligning technology investments to business goals



Consideration



Empower

Empower others in your organization to see the value



Purchase



Achieve

Achieve business outcomes and improved customer experiences



Retention



Advocacy

Plan

Pilot

Production



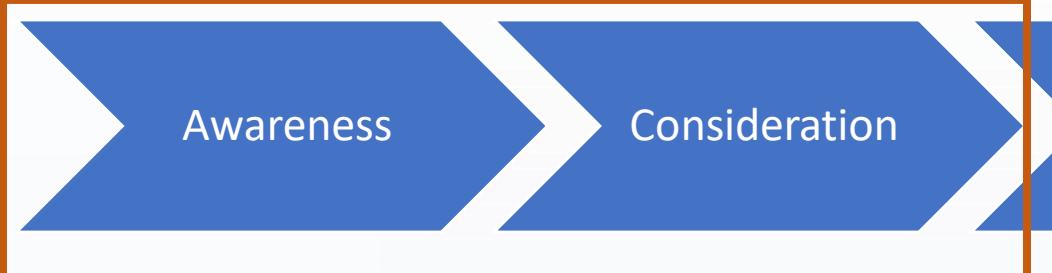
Transform | Microsoft 365 & Security for Partners Products Practices Workshops Readiness Events

Microsoft Cloud Accelerators for Microsoft 365

Microsoft 365 creates tremendous opportunities for Microsoft partners by offering a complete, intelligent, secure solution that helps you translate customer needs into solutions that enable customer success.

Microsoft Cloud Accelerators provide a set of pre-made workshops that enable partners to accelerate the customer journey, including a rapid deployment program to address your customers' current needs for business continuity. Leveraging these accelerators enables you to facilitate more productive customer conversations, help your customers envision the possibilities, and more efficiently realize customer opportunities.

MCAP



Plan

Pilot

Production

Accelerate the customer journey

Leverage programs and content to help you engage customers throughout the customer lifecycle.

Microsoft Cloud Accelerators process flow



What's new

Microsoft 365 Partner Accelerators have been renamed to the Microsoft Cloud Accelerator program to encompass workshops across Azure, Microsoft Dynamics, and Microsoft 365.

Updated Cloud Accelerator website capabilities include:

- New and updated workshops focused on driving customer intent
- Partner Center integration promote co-selling opportunities
- Streamlined partner onboarding and payment processes
- Optimized customer approval processing
- Updated program dashboards and web experience

Employee Experience Workshop

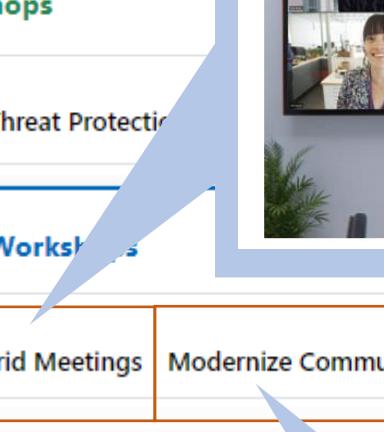
Microsoft Viva Microsoft Viva Insights

Security Workshops

Securing Identities Threat Protection

Modern Work Workshops

Endpoint Mgmt **Hybrid Meetings** Modernize Communications



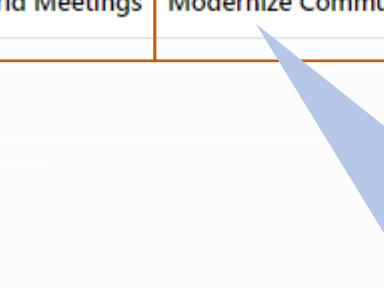

Hybrid Meetings Workshop

Help customers define business priorities that drive hybrid work through "Art of the Possible" experiences, use-case design, and deep-dive planning. The Hybrid Meetings Workshop includes a new modular design that enables you to have targeted conversations tailored to your customers' specific business needs. With the refreshed delivery framework, new product content, and immersive experiences, you can deliver a concise engagement in person or virtually.

Workshop deliverables include:

- Evaluating current meetings and meeting rooms capabilities
- The "Art of the Possible" for Teams Meetings and Meeting Rooms, a combination of presentations and immersive experiences demonstrating Microsoft Teams Meetings capabilities
- Directions for transforming meetings and meetings rooms across your customer's entire organization
- A customized report with actionable recommendations to ensure your customer's organization can stay connected, collaborate seamlessly, and simplify work, in a secure and compliant way
- Optional Virtual Visit workshop module for healthcare organizations and institutions to show how they can enable virtual visits with Microsoft Teams

Teams Apps & Solutions Transition to Cloud



Modernize Communications Workshop

Help customers experience Microsoft Teams Phone capabilities and calling scenarios through this in-person or virtual workshop. This partner-led engagement showcases Teams Phone capabilities through "Art of the Possible" immersive experiences, use-cases, and deep-dive planning, resulting in actionable recommendations. This refreshed workshop takes a modular approach, allowing for the delivery of a customized engagement.

Workshop deliverables include:

- An evaluation of your customer's current telephony and PBX needs
- Environmental and workload analysis, including current infrastructure and telephony estate
- The "Art of the Possible" for Teams Phone – a combination of presentations and immersive experiences that will educate and excite your customers about Teams Phone capabilities and identify migration strategies
- End-to-end Teams Phone experience demonstration showcasing the viability of Microsoft Teams as your customers' telephony solution
- Guidance about how to transition various user profiles into a modern collaboration and communication environment
- Services showcase featuring versatile offerings across Operator Connect, Direct Routing, and Microsoft Calling Plans
- Third-party showcase featuring a rich portfolio of applications and devices that can complement the Teams Phone experience
- Customized, actionable recommendations customers can follow to enable and adopt Microsoft Teams Phone



Select the **modules** discussed during the Hybrid Meeting Workshop:



Core



Assess

- Pre-engagement Kick-Off
- Hybrid Meetings Overview



Art of the Possible

- Art of the Possible Kick-Off
- What's New in Hybrid Meetings
- Hybrid Work
- Better Meetings with Teams
- Hosting Virtual Events with Teams



Build the Plan

- Build the Plan Kick-Off
- Rooms and Device Strategy
- Network Readiness
- Adoption and Change Management
- Environment and Site Analysis
- Use Case and Scenario Discovery
- Reports and Recommendations



Optional



Meetings

- Optional Modules include:
- Meeting Apps
 - Audio Conferencing with Teams



Virtual Events

- Optional Modules include:
- Live Events and Advanced Production
 - Webinars



Devices

- Optional Modules include:
- Microsoft Teams Rooms
 - Surface Hub
 - Cloud Video Interop
 - Personal Devices
 - Teams Panels



Foundations

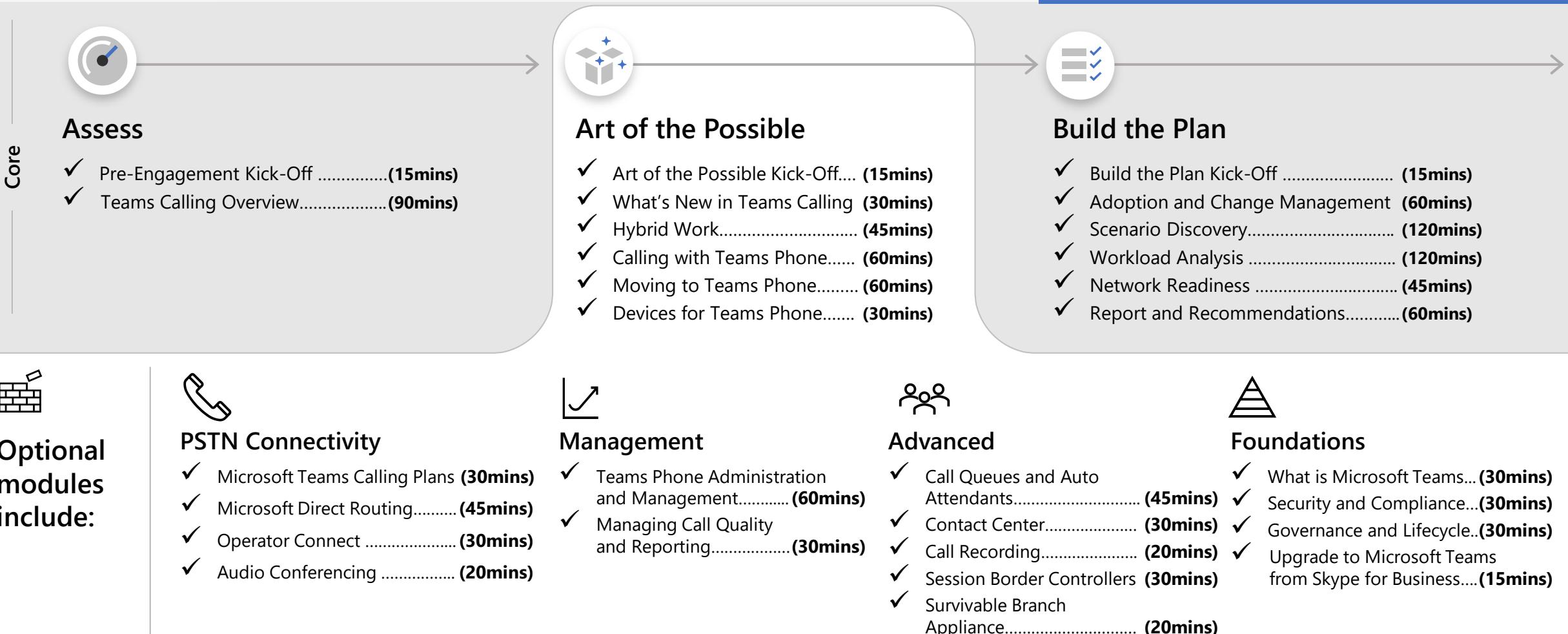
- Optional Modules include:
- What is Microsoft Teams
 - Security and Compliance
 - Governance and Lifecycle
 - Upgrade to Microsoft Teams from Skype for Business

Identify appropriate roles for each phase and modules of the Modernize Communications Workshop to align with your business priorities, and focus on calling scenarios



All 7hr:45mins

Example here includes all Core and Optional Modules





Transform | Microsoft 365 & Security for Partners Products Practices Workshops Readiness Events

Microsoft Cloud Accelerators for Microsoft 365

Microsoft 365 creates tremendous opportunities for Microsoft partners by offering a complete, intelligent, secure solution that helps you translate customer needs into solutions that enable customer success.

Microsoft Cloud Accelerators provide a set of pre-made workshops that enable partners to accelerate the customer journey, including a rapid deployment program to address your customers' current needs for business continuity. Leveraging these accelerators enables you to facilitate more productive customer conversations, help your customers envision the possibilities, and more efficiently realize customer opportunities.

MCAP



Accelerate the customer journey

Leverage programs and content to help you engage customers throughout the customer lifecycle.

Microsoft Cloud Accelerators process flow



What's new

Microsoft 365 Partner Accelerators have been renamed to the Microsoft Cloud Accelerator program to encompass workshops across Azure, Microsoft Dynamics, and Microsoft 365.

Updated Cloud Accelerator website capabilities include:

- New and updated workshops focused on driving customer intent
- Partner Center integration promote co-selling opportunities
- Streamlined partner onboarding and payment processes
- Optimized customer approval processing
- Updated program dashboards and web experience

ECIF

Pilot

Production

Awareness

Consideration

Purchase

Retention

Advocacy

Plan



A Simple Turnkey Solution to FastTrack Microsoft Teams Enterprise Voice

Drive home the value of E5 - As a managed proof of concept, Jump Start is the fastest way to Teams Calling Success. The program provides a complete test drive of end-to-end service, software, and devices to quickly implement 25 new Enterprise Voice users for immediate value and planning assessment.

Go full speed with Microsoft Teams. This starting line is built to put your power users into the driver's seat to experience the full productivity of Teams with escalation and potential PBX coexistence.

As the trusted experts in Enterprise Voice, AudioCodes facilitates a guided discovery of Microsoft Teams Enterprise Voice and Direct Routing Service to ultimately provide a vision, plan and assessment to drive Teams Meetings and Platform.

Our fully managed service is a unified cloud platform with the capability to replace all premise legacy systems. It's easily, scalable, and provides immediate delivery of all new phone system and collaboration features with cloud survivability. All you need to bring is the Microsoft Phone System License with your Microsoft 365 implementation on a secure, stable, and robust network.



Build - Energize - Accelerate

You bring the license we bring everything else - Fully Managed cloud solution with DID Telco Services, Interop and Devices.

PROGRAM INCLUDES



Service Management
Planning & Design Workshop



Direct Routing
AudioCodes Virtual SBC on Azure



IP Phones & Room Devices
5x AudioCodes Eligible Certified Teams Native Devices



Headsets
Up to 10 Open Comm UC bone conducting headsets



DID & SIP Service
25 Unlimited DID Numbers for 30 days



Implementation
Option of 1 SBC Interop with a non-Teams PBX for migration planning

Pay at the pump with End Customer Investment Funding (ECIF)



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A Simple Turnkey Solution to Fast Track Microsoft Teams Hybrid Work

How will we return to work? - As a managed proof of concept, Huddle UP is the fastest way to Teams Meeting Room Success. The program provides a complete pilot of end-to-end service, software, and devices to quickly implement new Hybrid Meeting users for immediate value and planning assessment.

Our brick-and-mortar footprint will change as we adopt more open, flexible workspaces. AudioCodes empowers the best meeting experience and inclusion for remote AND in-person employees. This immersion experience puts your power users into the full synergy and productivity of Microsoft Teams.

As the trusted experts in Modernized Communication and Hybrid Work, AudioCodes facilitates a guided discovery of Microsoft Teams and Direct Routing Service to ultimately provide a vision, plan and assessment to drive the Teams Meetings Platform.

Our fully managed service is built on Azure with the capability to replace all premise legacy systems. It's easily, scalable, and provides immediate delivery of collaboration features with cloud survivability. All you need to bring is the Microsoft Licensing with your Microsoft 365 implementation on a secure, stable, and robust network.



Synergize Your Spaces

You bring the licensing, we cover the rest - Fully Managed Cloud Solution with Room Experience, Telco Interop, and Devices.

PROGRAM INCLUDES



Discovery Management
Planning & Design Workshop



Direct Routing
AudioCodes Virtual SBC or as-a-service on Azure



IP Phones & Room Devices
5x AudioCodes Certified Teams Native Devices and one Conference device



On-site Site Readiness
Environmental survey and installation of AudioCodes Meeting Room



DID & SIP Service
25 Unlimited DID Numbers for 30 days If needed



Project Management
Dedicated team for milestone management

Eligible for funding with End Customer

Investment Funding (ECIF)



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Thank You!

