

AIRTEL – ZOOM

Unified conferencing

Get the Airtel Advantage



Introducing – ZOOM

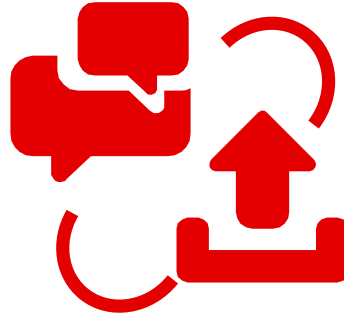


ZOOM UC **Services**



Meetings

Video, Audio, and Web
Conferencing,



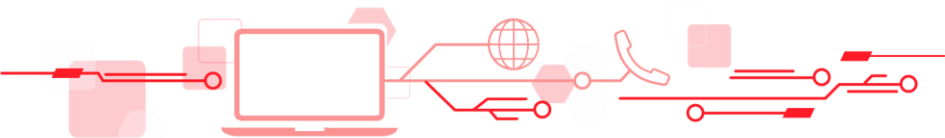
Chat and calling

Cross-Platform
Messaging & File Sharing,
calling



Video Webinar

Live Video Streaming
Up to 10000 Viewers





About Zoom

Enterprise UC solution

Leader Placement

Gartner Magic Quadrant for Meeting Solutions 2017

Figure 1. Magic Quadrant for Meeting Solutions



20 Billion+ Annual Meeting Minutes

90%+ of the Top US Universities (5900 universities)

150% YoY User Growth

NPS (Net promoter score)score of ZOOM-72 vs industry average of 17, (source wain house)

WHY ZOOM | TOP RATED PLATFORM



Gartner

peerinsights™

4.7/5

730+ Reviews



4.5/5

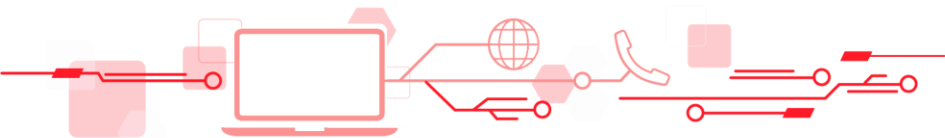
2700+ Reviews



8.8/10

330+ Reviews

Zoom Net Promoter Score (NPS) of **72** (Source: Wootric)

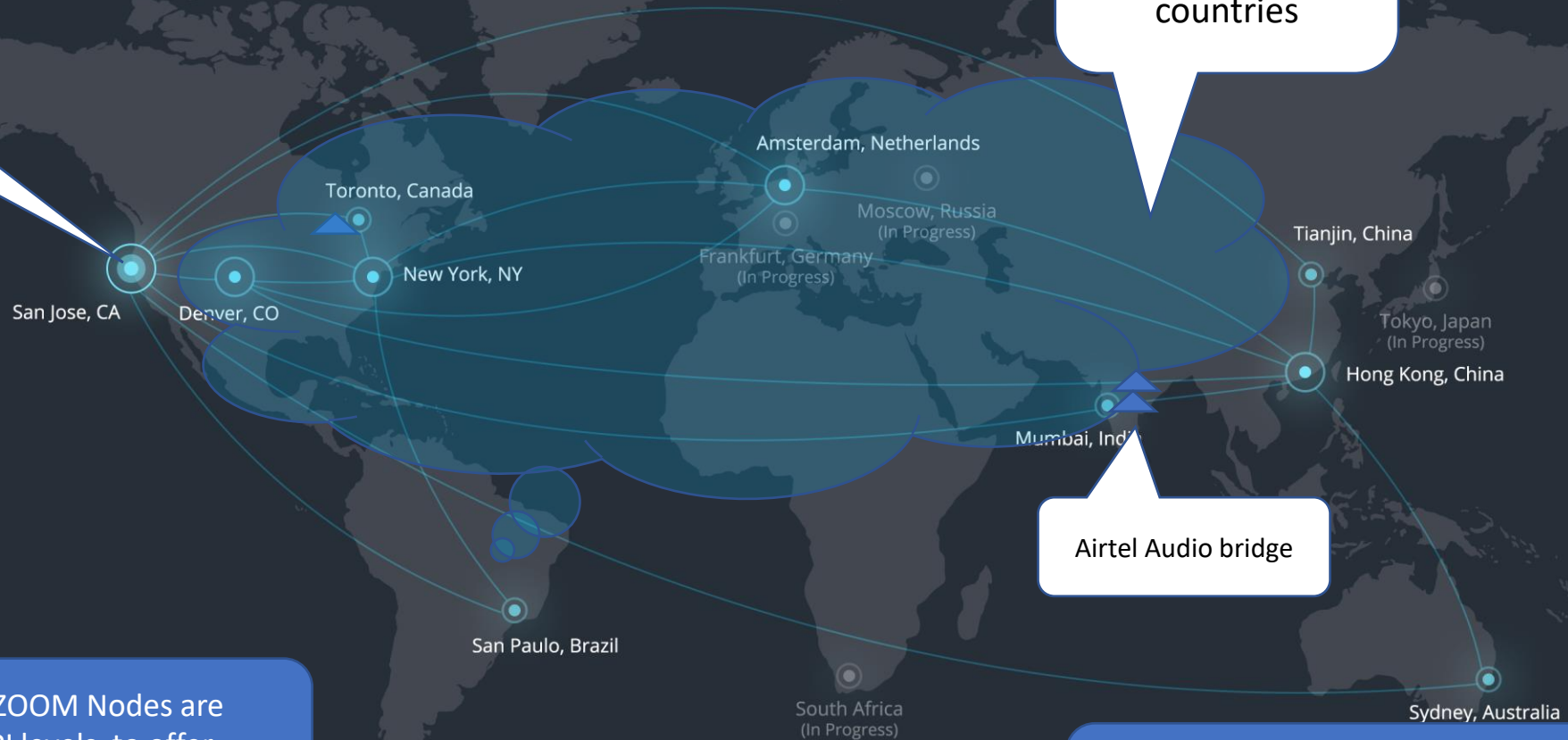


AIRTEL- ZOOM UC | Services

Airtel and ZOOM integrated global cloud architecture

ZOOM
Global
foot print

Airtel global voice
cloud DID/ITFS
across 120
countries

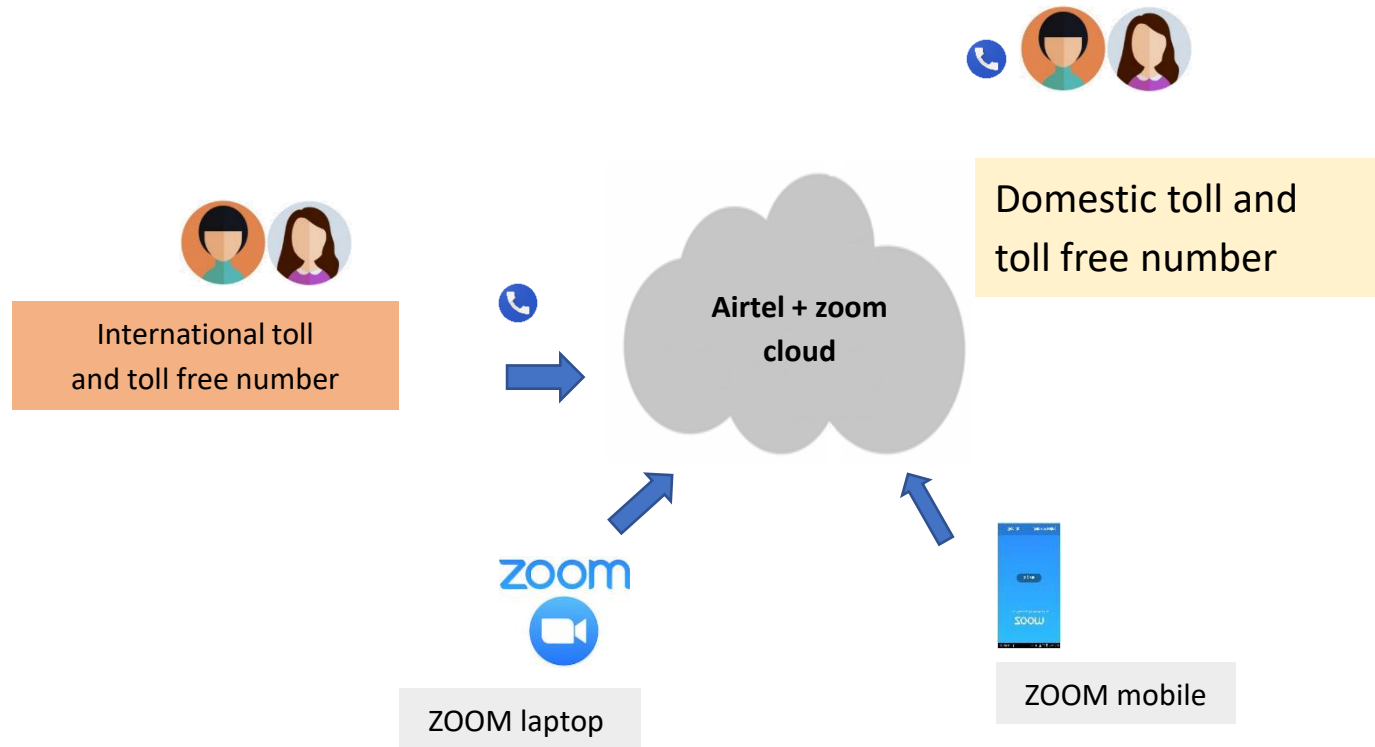


Airtel ACS, and ZOOM Nodes are
integrated at API levels to offer
integrated services in the market

Airtel Audio bridge

Airtel will use Global VOICE(ITFS and DID)
to offer PSTN integration for ZOOM
Unified conferencing

airtel ZOOM-Integrated Services



Typical Invite.- integrated services

No responses have been received for this meeting.

Send Update	To...	Rama K; Vishal Koul;	
	Subject	ashutosh zadoo's Zoom Meeting	
	Location	https://zoom.us/j/181107345	
	Start time	Tue 9/18/2018	9:00 PM
	End time	Tue 9/18/2018	10:00 PM

☐ All day event

Hi there,

ashutosh zadoo is inviting you to a scheduled Zoom meeting.

Time: Sep 18, 2018 9:00 PM Mumbai, Kolkata, New Delhi

Join from PC, Mac, Linux, iOS or Android: <https://zoom.us/j/181107345>

Or Telephone:

Dial:

+91 114 444 2222

+91 804 444 2222

+1 646 998 0600

Conference code: 40492423

Or an H.323/SIP room system:

H.323:

162.255.37.11 (US West)

162.255.37.11 (US East)

ZOOM invite

PSTN Audio
invite

WORLD CLASS FEATURES

01 | Instant meetings is now possible

No need to pre-book a bridge

02 | A single invite is all you need to send

Instantly share invites with pre-filled meeting details including integrated PSTN Details

03 | Effective group collaboration

Group messaging & presence | Option for breakout rooms for small team huddles within a group

04 | Recordings available at ease

MP4 or M4A cloud recording or local recording | No need to raise a request for recording or wait for call recorded links/CD.

05 | Your confidentiality is well preserved

Multi layer security: Secure Socket Layer (SSL) encryption | AES 256 bits encryption

06 | Join on Call facility

Join the conference on call with seamless PSTN integration on airtel bridge

07 | Screen share in a click

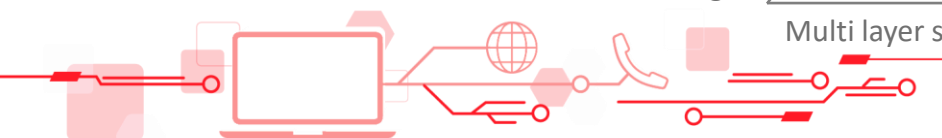
Screen share any iPad/iPhone app

08 | Brand your conference

Company branding, vanity URL and custom emails all possible

09 | No compromise on quality

HD Video and HD audio for video collaboration



Pricing & Plans: SMB packs

Airtel Unified Conferencing plans

ACS_999	UCS Pro 100	UCS_Pro 25 plus
Audio conferencing only	ZOOM Pro 100	ZOOM Pro 25+ACS
<ul style="list-style-type: none">• Unlimited Audio conferencing• Local dial in across 20 cities.• Room size of 20 participants.• Android and IOS APP for scheduling, conference control, call management,	<ul style="list-style-type: none">• Unlimited VOIP, video, web conferencing, presence, messaging, recording• Room Size of 100 participants• All zoom pro features page 2• ZOOM DID calling or India calling at 0.5 paisa /minute, add other countries on pay per use model	<ul style="list-style-type: none">• Unlimited VOIP, video, web conferencing,, presence, messaging.• Unlimited airtel audio conferencing(PSTN)• Single number dial from 20 cities in india.• DID calling from US and UK• room size of 25 participants• integrated with ZOOM PRO 25 (page 2)
Rs 11988/annum/id (Rs 999/id/month)	Rs 10500/annum/id (Rs875/id/month)	Rs 17988/annum/id (Rs 1499/id/month)

About zoom

ZOOM is a global leader in Meeting solution with 7.5 lacs customers and 20bn meeting minutes being used globally.

ZOOM pro features

Video Conferencing Features

HD video

HD voice

Active speaker view

Full screen and gallery view

Simultaneous Screen Share

Virtual Background

Web Conferencing Features

Desktop and application sharing

Personal room or meeting ID

Instant or scheduled meetings

Chrome & Outlook plug-ins

Scheduling w/ Chrome Extensions

MP4 or M4A local recording

Private and group chat

Host controls

Raise hand

Group Collaboration Features

Breakout Rooms

Mac, Windows, Linux, iOS and Android

Group messaging and presence

Screen share any iPad/iPhone app

Co-annotation on shared screen

Keyboard/mouse control

Whiteboarding

Multi-share

Security

Secure Socket Layer (SSL) encryption

AES 256 bits encryption

Additional Features

User management

Admin feature controls

Reporting

Custom Personal Meeting ID

Assign scheduler

1GB of MP4 or M4A cloud recording

Terms and conditions

- *Order to be placed on Bharti airtel limited.*
- *Taxes extra @ 18%*
- *Annual amount to be paid along with first invoice usage will be billed monthly in arrears.*
- *Billing date will start from the date of user account creation(user will get the mail confirmation for account creation*
- ***For free demo** pls write to*

Pricing & Plans: enterprise and Govt

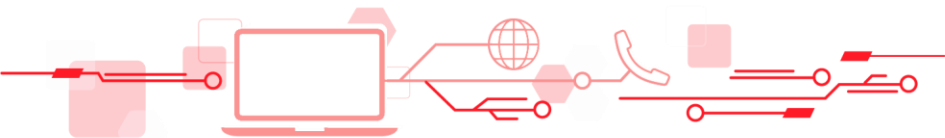
Airtel unified conferencing product plans(annual price)					
Product features	UCS PRO 100	UCS Business 100	UCS PRO 100 Plus	UCS Business 100 Plus	UCS PRO 25 Plus
	Rs 52500(5 ids)	Rs 140280(10id's)	Rs 64764(3 id's)	Rs 239880 (10 id's)	Rs 53964(3 id's)
Audio Conferencing Features					
unlimited VOIP conferencing	✓	✓	✓	✓	✓
unlimited airtel audio(PSTN) conferencing integrated with ZOOM	audio on pay per use	audio on pay per use	unlimited audio (PSTN)india, US and UK.	unlimited audio (PSTN)india, US and UK.	unlimited audio (PSTN)india, US and UK.
Single number dial from 20 cities in india.	audio on pay per use	audio on pay per use	✓	✓	✓
Room capacity	100 participants	100 participants	100 participants	100 participants	25 participants
Video Conferencing Features	✓	✓	✓	✓	✓
HD video and Voice	✓	✓	✓	✓	✓
Active speaker, Full screen and gallery view	✓	✓	✓	✓	✓
Simultaneous Screen Share	✓	✓	✓	✓	✓
Virtual Background	✓	✓	✓	✓	✓
Web Conferencing Features	✓	✓	✓	✓	✓
Desktop and application sharing	✓	✓	✓	✓	✓
Personal room or meeting ID	✓	✓	✓	✓	✓
Instant or scheduled meetings	✓	✓	✓	✓	✓
Chrome & Outlook plug-ins	✓	✓	✓	✓	✓
Scheduling w/ Chrome Extensions	✓	✓	✓	✓	✓
MP4 or M4A local recording	✓	✓	✓	✓	✓
Private and group chat	✓	✓	✓	✓	✓
Host controls	✓	✓	✓	✓	✓
Raise hand	✓	✓	✓	✓	✓

Airtel unified conferencing product plans(contd.)

Product features	UCS PRO 100	UCS Busienss 100	UCS PRO 100 Plus	UCS Business 100 Plus	UCS PRO 25 Plus
Group Collaboration Features	✓	✓	✓	✓	✓
Breakout Rooms	✓	✓	✓	✓	✓
Mac, Windows, Linux, iOS and Android	✓	✓	✓	✓	✓
Group messaging and presence	✓	✓	✓	✓	✓
Screen share any iPad/iPhone app	✓	✓	✓	✓	✓
Co-annotation on shared screen	✓	✓	✓	✓	✓
Keyboard/mouse control	✓	✓	✓	✓	✓
Whiteboarding	✓	✓	✓	✓	✓
Multi-share	✓	✓	✓	✓	✓
Security	✓	✓	✓	✓	✓
Secure Socket Layer (SSL) encryption	✓	✓	✓	✓	✓
AES 256 bits encryption	✓	✓	✓	✓	✓
Additional Features	✓	✓	✓	✓	✓
User management	✓	✓	✓	✓	✓
Admin feature controls	✓	✓	✓	✓	✓
Reporting	✓	✓	✓	✓	✓
Custom Personal Meeting ID	✓	✓	✓	✓	✓
Assign scheduler	✓	✓	✓	✓	✓
1GB of MP4 or M4A cloud recording	✓	✓	✓	✓	✓
Admin dashboard	x	✓	x	✓	x
Vanity URL	x	✓	x	✓	x
Single sign-on	x	✓	x	✓	x
Company branding	x	✓	x	✓	x
Custom emails	x	✓	x	✓	x
Cloud Recording Transcripts	x	✓	x	✓	x
Optional Add-on Plans	x	✓	x	✓	x

Zoom online vs Airtel model

- **INR billing-** Airtel will provide INR billing to customers who wish to buy zoom. Customers do not need need to use the credit cards for buying online.
- **Audio conferencing integrated services:** Airtel audio integrated offering with zoom will provide the local dial in facility on unlimited or pay per use model.
- **Price advantage-** customer will get better discounts compared to online model.
- **Airtel customized product-** availability of ZOOM PRO-25 customized for Indian customers.
- **Support-** Direct L1 and L2 support from Airtel



Best Practice: How to Leverage Zoom

