



Avaya Video Collaboration Solution for IP Office
Desktop, Mobile and HD Room System Video Collaboration

Offer Definition



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Overview

The *Avaya Video Collaboration Solution for IP Office* is designed specifically for small and midsize enterprise customers who want to take advantage of the benefits desktop, mobile and room-based video collaboration can provide to their business. The Solution integrates Avaya IP Office – our flagship real-time collaboration solution – with Radvision Scopia video conferencing technology to help customers drive greater productivity, improve customer service, and control costs.

The solution creates a “virtual conference room” that enables anytime, anywhere video collaboration via virtually any device. It’s affordable, simple to deploy and use, and offers comprehensive video collaboration capabilities.

The Avaya Video Collaboration Solution for IP Office is a compelling solution element to bring to the SME segment for the following reasons:

- Fills a gap in the SME market for video collaboration; brings high-quality video to the SME in an easy to deploy/use and affordable package
- Is a unique solution offering to Avaya: no other competitor has a comparable offer at a similar price point
- There is a growing trend among SMEs to strengthen collaboration among their mobile and remote employees.
- Delivers affordability and ease-of-use, key value proposition elements for the SME
- Brings high quality video collaboration to the SME, far exceeding consumer-based offerings
- Expands Avaya’s and our partners’ unified communications capabilities; provides channel partners with a more compelling UC offering

The Solution helps partners differentiate themselves from competitors through comprehensive, affordable, easy to use video collaboration for SMEs.

Availability

- Generally Available: June 14, 2013
- Partners authorized to sell and implement both IP Office *and* Scopia are eligible to sell the Solution.

Market Analysis

To-date, SMEs have not readily adopted video collaboration primarily due to the cost and complexity of available solutions. For SMEs to consider purchasing video collaboration, the solution needs to be simple (easy to implement, manage and use), offer enterprise-ready capabilities, and offered at a much lower price point compared with traditional room-based video solutions.

While there are lower-priced alternatives in the marketplace – such as Skype and Apple’s Facetime products – they are not generally considered to be ready for a business environment, as they lack a number of key features and do not provide the level of quality that makes video collaboration productive and scalable (for more information see the Competitive Analysis section below).

That said, SMEs are looking to enable video in their enterprises. According to a recent Wainhouse report:

- 46% of SMEs said their 2013 IT spending plans include adding mobile video clients
- 66% said they plan to spend the same or more on video in 2013
- 35% say remote collaboration is key budget driver

According to Gartner, Video Conferencing among SMEs is gaining importance:

- 28% of enterprises said video collaboration was among their top 3 priorities for 2013
- Across the SME segment, up to half said they expect to deploy video conferencing on-premise
- 59% said their IT spending will focus on improving external collaboration with customers

Compelling reasons to bring Solution to market:

- Desktop video devices will grow at a rate of 13.6% per year through 2015 (Wainhouse)
- Soft Client-based video is growing at a rate of 340% to the end of this year (Gartner)
- Video-related Services is growing at 15.5% (Gartner)

Finally, many customers consider video collaboration to be an element of a wider unified communications strategy for their business, not as a standalone purchase decision. The *Avaya Video Collaboration Solution for IP Office* is offered as an element of the customer's complete unified communications strategy, one that is affordably-priced, comprehensive and will not stretch the SME's IT resources to the breaking point.

Value Proposition

Marketing Statements:

- **Comprehensive video collaboration for SMEs**
 - Desktop, mobile and HD room system
 - Full interoperability with room systems and mobile/desktop devices
 - Rich data collaboration capabilities
- **Simple to Use and Deploy**
 - All-in-one clients and infrastructure
 - Easily invite anyone to collaborate via video
 - Works anywhere, on virtually any network
- **Highly Affordable SME-ready Video Collaboration**
 - Enable the most participants at low-end
 - Complete integrated solution, no extras required
 - Free clients apps, unlimited time/usage, efficient
 - HD room system delivers exceptional value

Value Proposition (by audience):

Line of Business/ Owner:

- Sophisticated collaboration capabilities that drive cost-savings and productivity improvements, and help enhance your image to customers, partners and suppliers through a unique, affordable and easy to implement and use solution.
- Unlike consumer-based video products, provides a richer unified communications experience – it's much more than just video conferencing – that will help differentiate your business from your competitors with secure, high-quality and flexible collaboration capabilities.

IT Manager:

- Innovative and highly-affordable approach to delivering richer collaboration capabilities to your business.
- Easy to implement and manage – unlike traditional (and expensive) room-based video conferencing systems – and unique in its ability to easily and securely enable communications outside your firewall
- Bring productivity-enhancing and cost savings benefits to your business without over-burdening your IT staff.

End Users:

- Unique and simple-to-use collaboration solution that will improve your ability to securely connect with your colleagues, as well as your customers and vendors (beyond your firewall).
- Highly-flexible – collaborate with virtually anyone, anywhere, via just about any device – laptop, PC, tablet, smart phone – with HD video and content sharing, so you stay productive and accessible.
- Sophisticated video collaboration beyond the boardroom via a simple click-and-go desktop and mobile interface.

Avaya Authorized Partners:

- Broaden the UC capabilities you offer to SMEs with an integrated IP Office video solution.
- Priced for SMEs, is quick and easy to implement and use, and provides clearly superior quality compared with consumer-based offerings (such as Skype)
- Rivals larger room-based systems in terms of functionality, at a fraction of the price and complexity
- Increase your UC offerings (and your average constructs) to your SME customers with an integrated video collaboration solution for IP Office.

Solution Description

The Avaya Video Collaboration Solution for IP Office provides desktop and mobile video collaboration for small and midsize enterprises, integrating exclusively with Avaya IP Office (Release 8.1 or later). (Important note: the Avaya XT Server for IP Office and the Avaya XT Endpoint with Embedded Server for IP Office register specifically to IP Office; the component products will not integrate with any Avaya solution other than IP Office R8.1 or later.)

The Avaya Video Collaboration Solution for IP Office includes the software for remote video clients to participate in a multi-party video collaboration session (a customer-provided PC/Server is required to host the software). In addition, the solution provides traditional room-based video endpoints that can be used from executive desktops or conference rooms.

This provides a complete solution to allow video collaboration with internal and external participants – from associates working at their desks, to those located in common areas (such as conference rooms), to remote workers joining the meeting from an airport or at home via smart phone or tablet. The Solution delivers a simple and flexible way for users to stay in touch and remain nimble as a business.

The Avaya Video Collaboration Solution for IP Office consists of:

Avaya XT Embedded Server for IP Office

Material Code	Product Name	Price (NPL)	Package Components
55211-00021	Avaya XT Embedded Server for IP Office	\$5,500	- Scopia MCU8 Server - Cable and Power Kit - Embedded MCU 8 720p 30fps license option (plus local end point if the optional camera is added); MCU is upgradable to 1080p30 with proper license) - 12 MBPS License option - Scopia XT Desktop Software - 2nd LAN License option for FW solution
55211-00821	Non-encrypted version		

Avaya XT Endpoint with Embedded Server for IP Office

Material Code	Product Name	Price (NPL)	Package Components
55211-00020	Avaya XT Endpoint with Embedded Server for IP Office	\$8,500	- Scopia codec - 720p60 5X zoom PTZ camera - 3 Way microphone pod, Remote control - Cable and Power Kit - Embedded MCU 9 license @ 720p30 (upgradable to 1080p30) - 12 mbps license option - Scopia XT Desktop Software - 2 nd LAN License option for FW solution
55211-00820	Non-encrypted version		

Options and Accessories

Material Code	Product Name	Price (NPL)	Package Components
55111-00015	SCOPIA Premium Camera Accessory	\$4,700	- 1080p60/720p60 10X Zoom PTZ Camera - Camera Power Supply - Camera Remote Control - Cables for XT series Note: server basic license can only support up to 5x zoom and 720p; to enable 1080p support purchase 1080p upgrade. Two cameras can be cascaded, connecting the second one to a DVI input instead of PC
55111-00007	Scopia 3-way Microphone Accessory	\$650	Accessory 3-way Microphone POD Two microphones can be cascaded.
55211-00023	Scopia XT Camera Switch	\$500	Connect up to 4 premium cameras or generic HDMI inputs to your Endpoint. (Orderable July, 2013)
55111-00937	Full HD 1080p upgrade – Option	\$2,000	Enables up to 1080p60 resolution for meeting participants
55211-00922	Camera Zoom Upgrade –Option	\$1,400	Enable 40x Zoom (10x Optical and 4x Digital)
55111-00917	SCOPIA Control – Option	\$499	License allowing SCOPIA Control App to connect and control the SCOPIA Video Endpoint
55111-00933	USB Recording	\$1,000	Record conference on your USB key/disk (Orderable July 2013)

Features and Benefits

Feature	Benefit
Integration with Avaya IP Office	<ul style="list-style-type: none"> Brings the considerable benefits of video collaboration to the best real-time collaboration solution available Solution is easily integrated with IP Office for quick set-up and ease of use
Intuitive user interface	<ul style="list-style-type: none"> Users are able to quickly and easily start using video conferencing to enhance productivity
Embedded Firewall Traversal	<ul style="list-style-type: none"> Connect from anywhere – at home, on the road – while ensuring network security
Simplified deployment	<ul style="list-style-type: none"> Quick, easy implementations; customers are up and running fast without over-taxing limited IT resources
Unlimited free Desktop and Mobile Clients	<ul style="list-style-type: none"> Anyone can join a video call, no matter where they are located PC, Mac, iOS, Android; smart phones, tablets
Supports HD Voice, Video and Data via H.239	<ul style="list-style-type: none"> Allows for high quality HD video and audio, as well as the ability to share presentations (<i>Note: receiving content on mobile devices is not currently supported; the feature will be added in the near future via firmware update.</i>)

Internet Optimized Media Handling	<ul style="list-style-type: none"> • Ensure high quality video over any device
Native support for room-based systems (Radvision, Cisco, Lifesize, Polycom)	<ul style="list-style-type: none"> • Easily and cost-effectively connect to existing room-based systems
Record meetings on USB key/disk	<ul style="list-style-type: none"> • Keep everyone informed
Integrates with Microsoft Outlook	<ul style="list-style-type: none"> • Utilize existing Outlook directory to quickly and easily start a video conference
Scalable Video Coding (SVC)	<ul style="list-style-type: none"> • Ensures high quality video over any device
Flexible screen layouts	<ul style="list-style-type: none"> • Enable the best viewing experience to accommodate multiple participants, presentations
Webcasting	<ul style="list-style-type: none"> • Extend meetings to thousands of viewers; unlimited viewing with multicast streaming

Selling Strategies

The *Avaya Video Collaboration Solution for IP Office* is targeted at the Small and Medium-size Enterprise (a small business is defined as an organization with 10 to 250 employees; a medium-size business is one with 250 to 1,000 employees).

In general, sales associates should target SME and Mid Market businesses that place a high value on sophisticated communications, utilizing their infrastructure to improve employee productivity, serve customers with higher quality and deliver efficiencies to their business to better manage costs.

Aftermarket sales are also encouraged: the Solution provides partners with an opportunity to revisit with existing Avaya IP Office customers (prior to R8.1) to add video collaboration capabilities to their UC deployment. The Video Collaboration Solution only integrates with IP Office 8.1 or later.

Customer Profiles

Partners should look to customers/prospects that fall into two key types:

- **Nimble, flexible enterprises:** Look for businesses – whether small or midsize – that are highly nimble and flexible. They may or may not have a bricks-and-mortar facility, and are likely to have a significant number of associates who are highly mobile or work from remote (home) locations. These customers/prospects value the ability to quickly connect with associates and others outside their organization using a range of media and device types.
- **Traditional midsize enterprises:** These customers most likely have a traditional bricks and mortar facility with fewer remote and mobile employees. Yet they still want the ability to meet with associates and customers, and are more likely to have the need for a room-based system (in executive conference rooms, for example) rather than mobile or desktop clients.

The *Avaya Video Collaboration Solution for IP Office* delivers capabilities to suit both of these customer profiles. Overall, Avaya’s ability to offer sophisticated video collaboration technology at a very affordable price for SMEs (rather than more expensive and complex room-based systems) is fairly unique in the market, and is considered a market game-changing demographic for Video Collaboration Solutions.

Selling Focus

The *Avaya Video Collaboration Solution for IP Office* represents a relatively new approach to providing video collaboration to SMEs. Customers will likely be familiar with traditional room-based systems (expensive, complex) or more consumer type products such as Skype and Facetime (and their lack of enterprise-class features).

As a result, customers will need to be educated on the shift in how video collaboration technology can be delivered, including the Avaya Solution’s simplified implementation process, ease of use, and relatively low purchase cost. Show them how the technology can work in their business versus explaining it. Use cases

that leverage your knowledge of their business and the challenges they face are important. Highlight the quality and ease of initiating a conference.

Selling Approach

There are three main differentiators partners should emphasize when proposing the Video Collaboration Solution, along with an IP Office solution sell.

- **Comprehensive Video Collaboration**
 - Offers desktop, mobile and HD room-system capabilities in a single solution offering
 - Interoperates fully with room-based systems from other competitors
 - Offers rich data collaboration capabilities (sharing presentations, annotating documents, chat)

- **Simple to Use and Deploy**
 - Offers all-in-one SW clients and infrastructure
 - Makes it easy to invite anyone – including participants who are outside your customer's firewall
 - Works anywhere and on virtually any network

- **Highly Affordable Solution**
 - It's a complete, integrated solution
 - Offers free applications interfaces, unlimited usage, and is an efficient way to collaborate with colleagues, partners, and customers
 - HD room system provides exceptional value

Competitive Assessment

The Video Collaboration Solution for IP Office offers world-class video collaboration, and is extremely well-differentiated from competitive products in the marketplace today. The Solution positions Avaya and our authorized partners at the forefront of affordable, easy to use and manage video collaboration for small and midsize enterprises.

Customers have four primary competing choices for video collaboration. The following highlights several of the key talking points to note about each of the competing solution areas:

Consumer Video

- Lacks enterprise features
- No or limited data
- No room system capability
- Video chat, closed solution
- Little or no security

Enterprise Video

- Expensive \$35k to \$100k
- A la carte capabilities
- Complicated, needs lots of IT
- Multiple systems
- Inconsistent device support

Web Conferencing

- Limited video (checkbox)
- No room system capability
- Closed, not interoperable
- Recurring fees
- Inconsistent device support

Hosted Solutions

- Ongoing monthly fees
- Focused on multi-party collaboration for room systems
- Room systems are capital expense, not included

The table below compares Avaya with several key video conferencing competitors offers.

Features	Avaya	Cisco Tanberg	Polycom	Lifesize
PC/Mac Desktop Client	Included	Extra	Extra	Extra
BYOD Mobile Client (iOS, Android; Smartphone, Tablet)	Included	Extra	Extra	Extra
Remote Firewall Traversal	Included	Extra	Extra	Extra
Clients Supported in Meeting	8 or 9 HD	4 SD	4 HD / 6SD	4 HD
Dual HD room system capability (resolution/frame rate w/video & content)	1080p60 / 1080p60	1080p30 / 1080p15	1080p60 / 1080p30	1080p30 / 720p5
H.264 High Profile / H.264 SVC	Included (P2P only)	N/A	Included	N/A
Room System Camera Zoom	5 x /10x* (* add'l license required)	4x / 12x* (*different hardware model required)	12x	10x
iPad Room System Control	Included	N/A	Extra	N/A
Price: Multi-participant server, desktop/mobile clients, HD room system, PTZ camera, firewall traversal	\$	\$\$	\$\$\$	\$\$

In addition, a number of key solution elements help differentiate Avaya:

- HD Quality:** The *Avaya XT Endpoint with Embedded Video Server for IP Office* is unique in that it provides dual high-definition feeds, allowing for both the video feed and content sharing (such as a pre-recorded video) to be viewed in HD quality
- Apple iPad device compatibility:** The *Video Collaboration Solution for IP Office* enables the use of the Apple iPad device to control conference calls and have up to 9 sites presented on the screen simultaneously.
- Multi-party HD video and data collaboration:** The *Avaya XT Server for IP Office* provides the ability to host a video conference call with full multi-party HD video and data for up to 8 participants, including a combination of room systems and desktop users inside and outside the enterprise.
- Video participation for anyone, virtually anywhere:** With the IP Office SIP client and *Avaya XT Server for IP Office*, *Avaya Flare* and *Scopia* desktops can be quickly and easily installed on an unlimited number of devices, allowing participation from virtually anywhere – even for users outside the enterprise (such as customers, vendors and prospects) without requiring registration or user-specific licenses.
- Extend video beyond the enterprise, securely:** The included Embedded Firewall Traversal technology securely extends video to participants outside your network for participants working at home or on the road. Competitors do not provide built-in firewall traversal and charge separately for the functionality.
- Extensive interoperability:** The *Avaya XT Server and XT Endpoint for IP Office* deliver unmatched interoperability with tele-presence systems from Cisco Tandberg, Logitech/Lifesize and Polycom, as well as with any standards-based video conferencing system for full video, audio, and content sharing capabilities.

Certification Requirements

Sales Enablement:

Avaya partners who wish to sell the Avaya Video Collaboration Solution for IP Office must be authorized to sell BOTH Avaya IP Office and Radvision Scopia product. "Right to sell" this solution is obtained by having two (2) associates certify by passing the APSS Radvision Scopia® Solution Assessment and two (2) associates certify by passing the Selling IP Office Assessment.

- **Existing Scopia APSS (Avaya Professional Sales Specialist) Curriculum:**

The curriculum offers 4.0 hours of learning with a required 1.0 hour assessment:

- **Video Conferencing Fundamentals for Sales** – 0.5 hours, on-demand (2X000500)
- **Selling RV Video Solution** – 2.0 hours, web-based (2U00190W)
- **RV Sales Pitch and Demo** – 0.25 hours, on-demand (2U000100)
- **RV Services Offering** – 0.25 hours, on-demand (2U000110)
- **Selling Radvision Scopia 8.0 Level 1** – 0.50 hours, on-demand (2U000800)
- **Selling Radvision Scopia 8.0 Level 2** – 0.50 hours, on-demand (2U000700)
- **APSS Scopia Solution Assessment** – 1.0 hours, web-based (2U00190A)

- **Existing Small Medium Enterprise Communications APSS Curriculum:**

This curriculum offers 2.0 hours of learning with a required 1.0 hour assessment:

- **Selling IP Office** – 2.0 hours, web-based (2S00005W)
- **Selling IP Office Assessment** – 1.0 hour, web-based (2S00005A)

Demo Kit:

The Radvision Scopia Demo Kit 1A ("lite") must be purchased as part of certification. Price is \$3,600 plus 1st year maintenance. The Demo Kit is purchased through your Avaya authorized Distributor.

Avaya partners who wish to sell the Avaya Video Collaboration Solution for IP Office must be authorized to sell both Avaya IP Office and Radvision Scopia products

NEW! Install and Maintain:

Avaya Learning's Virtual Campus SMB Implementation and Support building includes all IP Office Learning components: AIPS and ACSS Self Directed Content (SDC), Ask the Mentor (AtM) sessions, and Practice Lab Workshop (PLW). Avaya Video Collaboration Solution for IP Office content is located on the Supplemental floor, bookable through the licenses listed below.

- **AIPS - Avaya IP Office (AIPS - 4000) Curriculum**
 - SMB Implementation Collaborative Learning License, 10S00001E
- **ACSS - SME Communications (ACSS - 3000) Curriculum**
 - SMB Support collaborative Learning License, 0S00010E

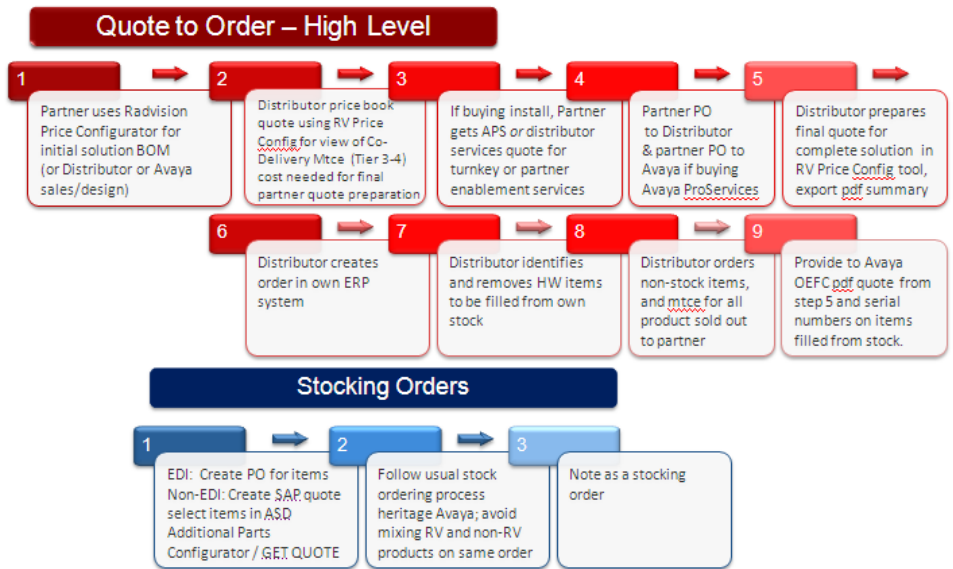
Implementation can only be performed by Radvision-certified partners or distributors.

To learn more about the certification process, please go to the [Avaya Learning Center](#).

Solution Ordering Process:

The Avaya Video Collaboration Solution for IP Office is orderable using the current Radvision ordering processes and tools. **Important Note:** the process requires that orders for Radvision maintenance cannot be included with any other Avaya services, and must include the product serial number.

Initial quote for the Solution may come from the SME quote tools (EZ Quote and EC Voice).



Services

The Avaya Video Collaboration Solution for IP Office will use the existing Radvision service offering and ordering procedures in place with Radvision certified partners and distributors.

The table below includes the direct offers sold only on an exception basis that require Sales Management approval. There is not an option to sell these offers under the wholesale or retail model, where Avaya delivers Tier 1-4 support.

Radvision Direct Maintenance Offers					
All Offers Are Remote Only Support					
Hardware and Software Offers - In Warranty					
Includes Hardware Repair at No Charge					
Offer	Material Code	Category	Entitlement	Notes	Additional Explanation
GOLD Premium	56004-00083	HW/SW	Call Center 8x5, S/W Updates, S/W Upgrades, Remote Diagnostic, Advanced Parts Replacement	Minimum offer required with product sale.	1st year and Base Maintenance Offers for Hardware and Software
Platinum	56004-00084	HW/SW	Call Center 24x7, S/W Updates, S/W Upgrades, Remote Diagnostic, Advanced Parts Replacement		
Hardware and Software Offers - Post Warranty Packages					
Gold Premium PLUS	56004-00093	HW/SW	Call Center 8x5, S/W Updates, S/W Upgrades, Remote Diagnostic, Advanced Parts Replacement		Post Warranty Offers from 2nd Year for Hardware and Software
Platinum Plus	56004-00094	HW/SW	Call Center 24x7, S/W Updates, S/W Upgrades, Remote Diagnostic, Advanced Parts Replacement		
Testing Tools and API Maintenance and Support					
Maintenance for eVIDENT	56306-00001	PL1	Call Center and email support 8x5, S/W Updates, S/W Upgrades, Remote Diagnostic	Should be marked when eVIDENT Manager being ordered	Additional Offers for Specific Applications to be quoted with the Product
Maintenance for VQ MONITOR	56308-00001	SW	Call Center and email support 8x5, S/W Updates, S/W Upgrades, Remote Diagnostic	Should be marked when VQ is being ordered.	
APIs Support Maintenance	56005-00010	API	Remote API support during working hours & documentation package. Updated documentation on the API when new version is released. API support only for iVIEW.	Business hours support US East Coast, London, Hong Kong and Tokyo	
Onsite Support to Be Implemented Broadly at a future date, Initial Requests Considered on an Individual Case Basis					

The following table includes the indirect, or co-delivery, offers that can be sold with the Radvision products by credentialed partners.

Radvision Co-Delivery Maintenance Offers for Avaya Connect Partners					
All Offers Are Remote Only Support					
Hardware Offers - In Warranty					
Includes Hardware Repair at No Charge					
Offer	Material Code	Category	Entitlement	Notes	Additional Explanation
Silver Maintenance	56004-00031	HW	Call Center 8x5 (level 3 & 4 to reseller), Software update & upgrade, Remote diagnostic	For all standalone HW based products	1st year and Base Maintenance Offer for Hardware
Hardware Offers - Post Warranty Packages					
Standard Plus Maintenance	56004-00017	HW	Call Center 8x5 (level 3 & 4 to reseller), SW update, HW Repair Remote diagnostic	For all standalone HW based products	Post Warranty Offers from 2nd Year HW
Silver PLUS Maintenance	56004-00032	HW	Call Center 8x5 (level 3 & 4 to reseller), HW repair, SW update & Upgrade, Remote diagnostic	For all standalone HW based products	
Software and Application Offers					
Standard SW	56004-00037	SW	Call Center 8x5, SW update, Remote diagnostic	NBU standalone applications	Base Maintenance Offers for Software
Application Maintenance	56004-00028	SW	Call Center 8x5, SW update & Upgrade, Remote diagnostic	NBU standalone applications	
Add-On's					
Advanced Replacement Maintenance	56002-00008	HW	Next Business Day H/W <u>Shipment</u>	Advanced part will ship next business day, this does not ensure delivery next business day.	Add on option for <u>Hardware</u> Only
24x7 Call center Maintenance	56004-00006	HW/SW	Extended availability of call center services (level 3 & 4 to reseller)	Not available for Testing Tools and API offers.	Add on option for <u>Hardware</u> and <u>Software</u>

In July, 2013, Avaya will be implementing a new offer structure for the Radvision products called: “**Avaya Video Support Services**”.

With this new offer structure, there will be an option for business partners in the EMEA, APAC and CALA regions to sell a wholesale option, in which Avaya delivers Tier 1-4 support. This option will not be available in the US or Canada; partners should engage distributors that will be providing offers that include Tier 1-2 support backed by Avaya Tier 3-4.

Information on the new services offers is available via the following link:

https://avaya.my.salesforce.com/apex/sp_ViewDetailPage?Id=a3ja000000LTtOAAW

Technical Specifications

Avaya XT Server for IP Office

The Avaya XT Server for IP Office provides desktop and mobile video collaboration for up to 7 participants in a single. *(Installation note: requires Avaya IP Office 8.1 or later.)*

	Desktop	Mobile
HD Video	<ul style="list-style-type: none"> • HD video using H.264 up to 720p • NetSense bandwidth estimation and adaptation for high quality over unmanaged networks 	
Data Collaboration	<ul style="list-style-type: none"> • H.239 with annotation • Room system-compatible data collaboration • Text chat with emoticons to desktop users 	RM – H2 2013
User Controls	<ul style="list-style-type: none"> • Mute/un-mute • Stop/start video • View participants list 	<ul style="list-style-type: none"> • Mute/un-mute • Stop/start video • View participants list
Built-In NAT and Firewall Traversal	<ul style="list-style-type: none"> • Automatic embedded firewall traversal • Automatically handles local and remote NAT private networks 	
Management	<ul style="list-style-type: none"> • View utilization history for capacity planning and investment justification 	
Security	<ul style="list-style-type: none"> • Embedded encryption for up to 4 connected participants² • Access PIN for virtual room access • Key generation and exchange with Public-Key Cryptography (Diffie-Hellman) • H.235 AES 128 Confidentiality for RTP media • H.235 MD5 Authentication • H.235 Authentication and Integrity (H.235v3/Annex D) • Digest Authentication • Microsoft NTLM Authentication and Session Security (SSP) • HTTPS, SSH • Selective enable / disable of IP features 	

Avaya XT Endpoint with Embedded Server for IP Office

The XT Endpoint with Embedded Server for IP Office provides a comprehensive video collaboration solution that includes room-based, desktop and mobile video conferencing for up to 8 participants. *(Installation note: requires Avaya IP Office 8.1 or later.)*

	Room	Desktop	Mobile
Communications	<ul style="list-style-type: none"> • IP: H.323, SIP (RFC 3261) • Bit rate: up to 12 Mbps 		
HD Video	<ul style="list-style-type: none"> • 2 simultaneous 720p60 channels (upgradable to 1080p60) • H.263, H.263+, H.263++, H.264; also H.264 High Profile and H.264 SVC in point-to-point calls • Dual video: H.239 (H.323); BFCP (SIP) 	<ul style="list-style-type: none"> • HD video using H.264 up to 720p • NetSense bandwidth estimation and adaptation for high quality over unmanaged networks 	
HD Camera	<ul style="list-style-type: none"> • 720p60 (upgradable to 1080p60) • PAN / Tilt: ± 100° / ± 25° • Zoom: 5x optical (upgradable to 10x optical, 4x digital, 40x total) 	<ul style="list-style-type: none"> • Internal camera or webcam 	<ul style="list-style-type: none"> • Internal camera on mobile device
Audio	<ul style="list-style-type: none"> • Acoustic echo cancellation • Adaptive post filtering • Audio error concealment • Automatic Gain Control (AGC) • Automatic noise suppression 		
Digital Microphone Array Pod	<ul style="list-style-type: none"> • Up to 2 cascaded 360° pods 		
Data Collaboration	<ul style="list-style-type: none"> • H.239 (H.323); BFCP (SIP) 	<ul style="list-style-type: none"> • H.239 with annotation • Room system-compatible 	RM for H2 2013

		data collaboration • Text chat with emoticons to desktop users	
Network Features	<ul style="list-style-type: none"> • IPv4 and IPv6 simultaneous support • QoS support: IP Precedence, IP Type of Service (ToS) • IP adaptive packet management 		
Built-In NAT & Firewall Traversal	<ul style="list-style-type: none"> • Auto NAT discovery HTTP and STUN • H.460.18, H.460.19 	<ul style="list-style-type: none"> • Automatic embedded firewall traversal • Automatically handles local and remote NAT private networks 	
User Interface	<ul style="list-style-type: none"> • 21 language on-screen user interface • Infrared remote control • Optional Scopia Control application for Apple iPad 	<ul style="list-style-type: none"> • Point and click UI 	<ul style="list-style-type: none"> • Touch screen UI
Directory Service and Address Book	<ul style="list-style-type: none"> • LDAP Client (H.350) • Receive global address book from LDAP Server including Scopia Management 		
Management	<ul style="list-style-type: none"> • View utilization history for capacity planning and investment justification 		
Embedded Multi-Point Control Unit	<ul style="list-style-type: none"> • 9 HD Continuous Presence room system participants (8 remote, plus 1 local) • 8 HD Continuous Presence participants with combined Scopia Desktop / Mobile and room systems (7 remote, plus 1 local) • Dial-in / Dial-out capabilities • Automatic Continuous Presence layouts • Video mosaic up to 720p30 (upgradable to 1080p30) 		
Security Features	<ul style="list-style-type: none"> • Embedded encryption supports up to 4 connected participants² • Key generation and exchange with Public-Key Cryptography (Diffie-Hellman) • H.235 AES 128 Confidentiality for RTP media • H.235 MD5 Authentication • H.235 Authentication and Integrity (H.235v3/Annex D) • Digest Authentication • Microsoft NTLM Authentication and Session Security (SSP) • HTTPS, SSH • Selective enable / disable of IP features 		

Note 1: Embedded MCU and related features (Desktop and Mobile) are supported only when the endpoint is registered on IP Office proxy and IP Office Registrar server.

Note 2: Encryption is subject to local regulations and in some countries is restricted or limited. Please consult your Avaya representative for details.

Sales Tools and Customer Collateral

Below are resources to help you market and sell the Avaya Video Collaboration Solution for IP Office.

- [Avaya IP Office eBook](#) – overview of entire IP Office solution, including video collaboration
- **Fact Sheet** – 2-pg customer collateral ([link to be provided](#))
- **Customer Presentation** – PowerPoint presentation on the solution benefits ([link to be provided](#))

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