

Jabra GN

scansource®



ScanSource and Jabra Present:

# Work Anywhere

Collaboration solutions that enable you  
to work—no matter where you are





In the U.S.,  
**4.7 million**  
employees work  
from home at least  
**half the week.\***

\*Global Workplace Analytics



Defining Work from Anywhere	2
Today's evolving workplace	3
Considerations when choosing UC products	4
Prospecting for leads	9
Overcoming hesitations and objections	10
Key takeaways	12
Resources to help	13

# Work from Anywhere

Work isn't somewhere you go, it's something you do. Increasing numbers of knowledge workers no longer consider the office desk to be their primary workspace.<sup>1</sup> So however (or wherever) your customers need to work, there's a Jabra product that can help them get the most out of their day.

Enable your customers to work from anywhere with intelligent, industry-leading audio and video solutions to boost collaboration. Jabra engineers professional-grade, plug-and-play solutions that enable your customers to get the most from their meetings. Stay relevant and competitive by understanding your customers' work modes and developing the right mix of solutions for them.

Telecommuting is no longer a choice for many workers. **In fact, Upwork predicts 73% of all teams will have remote workers by 2028.**

And Gartner predicts that by 2030, **the demand for remote workers will increase by 30%.<sup>2</sup>**



<sup>1</sup> Jabra Knowledge Worker Survey, 2018 & 2019, Kantar TNS  
<sup>2</sup> GoRemote Flipping Book





# Today's evolving workplace

With the demand for flexible working environments increasing and advancements in technology supporting the shift, more and more companies are offering employees the option to work from home. According to Global Workplace Analytics, regular work-at-home has grown 173% since 2005:



**11% faster** than the rest of the workforce (which grew 15%)



**Nearly 47x faster** than the self-employed population.<sup>1</sup>

Recent developments have led companies to shift to an entirely remote team. Kate North, VP of Workplace Strategy for Colliers International—whose perspective comes from 20 years of experience in workplace design and strategy—says: “Organizational, technological, and cultural change takes time, but suddenly, my clients are finding themselves in the deep end of the work-from-home readiness pool.”

<sup>1</sup> Global Workplace Analytics' analysis of 2018 ACS data

# Considerations when choosing UC products

## Employees' work environment:

Employees work in different ways and in varying capacities throughout the workplace—from smaller operations to global corporations. Regardless of where you work, it's important to have the best communications devices available to keep business going.

In looking at all the ways we work, it's been determined that remote collaboration takes place in three distinct ways:

- ✓ Meet Anywhere
- ✓ Work From Your Smartphone
- ✓ Work From Home

## IT purchaser/facilities team:

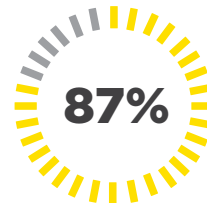
Having easy-to-use, business-grade communications and collaboration equipment is of paramount importance, as it relates to efficiency, security, and how easily deployment is to repeat in multiple locations. Remember to consider:

- ✓ Simple to start and use—No cable clutter, missing dongles, and most importantly, no hassles
- ✓ Always working—Purchase reliable and consistent technology across spaces
- ✓ Painless connections—Easy to make a call or join a meeting from room or PC
- ✓ Deployable at scale—Easy to install, manage, and repeat
- ✓ Minimal burden on IT—Minimal training and support calls
- ✓ Easy to support—Centralized diagnostics and analytics
- ✓ Maximizing real estate—Most efficient use of space
- ✓ Room density and security—When choosing headsets, DECT security and office layout matter
- ✓ User needs met—Dependable products, familiar experience, and flexibility increase UC adoption

ScanSource and Jabra offer a leading range of audio and video solutions designed to enhance communications. Jabra's solutions seamlessly integrate with all leading platforms, suit any work style, and deliver exceptional user experiences that boost productivity. Let's take a closer look at the product solutions needed to Meet Anywhere, Work From Your Smartphone and Work From Home.

# #1 Meet Anywhere

Enable your customers to work from anywhere, because anywhere can work. Are you aware that 87% of people in the workforce work on distributed teams—domestically or internationally? As work environments shift to a “work from anywhere” mentality, many employees find working remotely to be quite productive. In fact, Jabra discovered that 86% of workers are more productive when working remotely.<sup>1</sup>

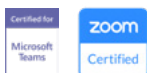


In fact, two-thirds of managers report that employees who work from home increase their overall productivity.<sup>2</sup>

When you partner with ScanSource and Jabra, we'll help you provide complete solutions that allows your customers to have the technologies they need to continue their business operations as usual, while maintaining productivity.

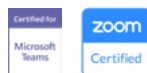


**We recommend the following Jabra enterprise-grade video conferencing camera and portable speakerphones to ensure that you're able to meet customer demand for collaboration and productivity:**



## Jabra PanaCast Video Camera

- A small, 4-ounce portable solution—great for home, office, or on the go
- Inclusive meetings with 180° Panoramic-4K video
- Intelligent video optimization with real-time video stitching technology
- Plug-and-play right out of the box
- Compatible with all leading video and audio conferencing solutions



## Speak 750

- Portable speakerphone, excellent choice for wherever you meet
- Full duplex audio allows everyone to speak and be heard simultaneously
- Up to 11 hours of battery life
- Connect instantly; simple plug-and-play connectivity with your laptop, smartphone, and tablet
- Compatible with all leading Unified Communications platforms
- Comes in both UC and Microsoft Teams variants



## Speak 710

- Portable, professional speakerphone for anywhere you need to work
- Up to 100 feet of wireless range and 15 hours of battery life
- Omni-directional microphone and HD voice
- Intuitive plug-and-play connectivity
- Compatible with all leading communications platforms
- Designed for in-room coverage for up to six people

<sup>1</sup> Jabra Future of Tech blog

<sup>2</sup> Fundera Working from Home Statistics

# #2 Work From Your Smartphone



64% of headsets used in a work setting are non-professional-grade devices<sup>1</sup>, which reduce call quality and degrade experiences. But your customers need to stay connected wherever they are, because it's important to never miss a call. Thanks to smartphones, customers can take their work with them wherever they go—which is why staying connected to a UC platform has never been easier.



Roughly **62%** of employees between ages 22-65 work remotely at least occasionally.<sup>2</sup>



**40%** work on teams where part of the team is full-time remote.<sup>3</sup>

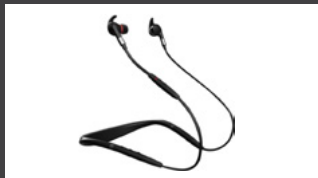


remote workers plan to stay remote rest of their career.<sup>4</sup>



Road warriors and C-level executives alike need to stay connected with reliable, professional headsets that help them block out distractions and focus on the work at hand. Our recommendations include the Jabra Evolve 75e/65e/65t professional-grade headsets for these busy professionals.

## Evolve 75e | In-ear headphones



- 3-microphone technology
- Active Noise Cancellation (ANC)
- Integrated busylight and up to 14 hours of battery life
- One-touch access to Siri® and Google Assistant™



## Evolve 65t | True wireless earbuds



- 4-microphone technology
- Up to 15 hours of battery life
- Dual Bluetooth connectivity
- One-touch access to Alexa, Siri®, and Google Assistant™
- Comes with pocket-friendly charging case



## Evolve 65e | In-ear headphones



- 4-microphone technology
- Lightweight, around-the-neck design with snug-fitting earbuds
- Integrated busylight and up to 13 hours of battery life
- Customizable sound



<sup>1</sup> Jabra Knowledge Worker Survey 2019 – Kantar

<sup>2</sup> State of Remote Work 2019 - Owl Lab

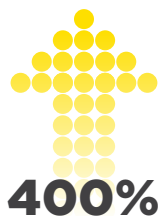
<sup>3</sup> State of Remote Work 2019 - Buffer

<sup>4</sup> State of Remote Work 2018 Report: What It's Like to be a Remote Worker in 2018 - Buffer



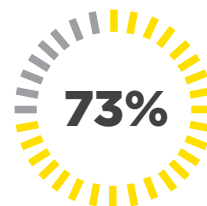
# #3 Work From Home

When working at home, staying connected is important. According to **Global Workplace Analytics**, as of April 1, 2020, over half of U.S. employees (75 million workers) held jobs and had responsibilities that could be performed, at least in part, from home.



Kate Lister, president of Global Workplace Analytics, has been studying remote work trends and providing workplace strategy advice to employers for more than a decade, forecasts 25M to 30M U.S. employees will regularly work from home (WFH) within the next two years, a 400% increase from the current 5M WFH half-time or more employees. This fast-moving trend will require many types of reliable and collaborative technology solutions.

According to a **Fundera** “28 Surprising Working From Home Statistics” article, “one study estimates by that 2028, 73% of all departments will have remote workers.” And fewer distractions allow for workers to focus on the task at hand, often completing it quicker than if they were sitting in a cubicle<sup>1</sup>.



Jabra's Evolve2 85/65/40 professional-grade headsets allow employees to focus on their work. Depending on wearing preference, there are both wireless and corded options that work with all leading communications platforms. [Jabra's compatibility guide](#) makes it easy to determine which headset is right for each user, based on the audio device it will need to work with.



We'd recommend any of the 3 Evolve2 options, all of which come in a UC and Microsoft variant, have a 360° integrated busylight, include soft memory foam ear cushions, and are Microsoft Teams certified!



**Evolve2 85**

**Engineered to keep you focused!**

- Bluetooth® 5.0 with dual connectivity and a 3.5mm jack
- Active Noise Cancellation with a wireless range of up to 100 ft.
- Battery life up to 37 hours
- Over-the-ear wearing style with a discrete hidden boom arm
- Available in Black or Beige/Gold



**Evolve2 65**

**Engineered to keep you agile!**

- Work from anywhere with superior wireless audio performance
- Bluetooth® 5.0 with dual connectivity
- On-ear wearing style with a wireless range of up to 100 ft.
- 6 microphones on outside of ear cup and 4 on the boom
- Available in Black or Beige/Gold



**Evolve2 40**

**Engineered to keep you on task!**

- Exceptional audio, outstanding noise isolation, and superior comfort
- Improved Passive Noise cancellation
- 30mm speakers
- Motion sensor integrated to detect use



<sup>1</sup> Fundera Working From Home Statistics



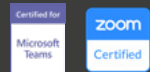
## Speak 710/750

Sound quality on computers is typically poor due to many factors, including operating systems competing for bandwidth, jitter, packet loss, and a multitude of other reasons. When using your computer's audio, concentration can also get easily broken during meetings with annoying calendar reminders and new email notifications. Eliminate these distractions with the Jabra Speak 710/750 speakerphones that allow for crystal-clear communications. Portable and easy to use at home, the Speak provides uninterrupted, clear, and rich audio so you can hear and be heard.



### Speak 750

- Portable speakerphone, excellent choice for wherever you meet
- Full duplex audio allows everyone to speak and be heard simultaneously
- Up to 11 hours of battery life
- Connect instantly; simple plug-and-play connectivity with your laptop, smartphone, and tablet
- Compatible with all leading Unified Communications platforms
- Comes in both UC and Microsoft Teams variants



### Speak 710

- Portable, professional speakerphone for anywhere you need to work
- Up to 100 feet of wireless range and 15 hours of battery life
- Omni-directional microphone and HD voice
- Intuitive plug-and-play connectivity
- Compatible with all leading communications platforms
- Designed for in-room coverage for up to six people



# Prospecting for Leads

Now that you've learned a little more about the various Jabra use cases for audio and video conferencing, you can easily begin prospecting to increase adoption of these outstanding devices within with your existing database.

Here are a few questions to help you start the conversations:

- Have you transitioned or begun transitioning your employees to become remote workers?
- What UC platform are you currently using?
- Are employees using soft phones or mobile devices?
- What are you doing in terms of conferencing? What collaboration or conferencing platform(s) are you currently using?
- How often are your employees participating in video conference calls or web seminars?
- Would you like to enhance your UC investment and boost productivity with a video conferencing camera?
- On average, how many people attend your meetings? How is the audio on those meetings?
- Are your road warriors and work-from-home employees using business-grade or consumer-grade headsets?
- If you have an existing camera in conference rooms, does it capture everyone in the room?
- Do you have huddle spaces that need to be set up for video?
- Do the cameras on your employees' computers display clean and crisp visuals?
- Do you need easy-to-use, plug-and-play devices to keep IT calls and tickets to a minimum?



Providing an easy-to-use Jabra video and audio solution can give your customers a better collaboration experience—and allow you to be their total audio and video solutions provider.

# Overcoming hesitations and objections

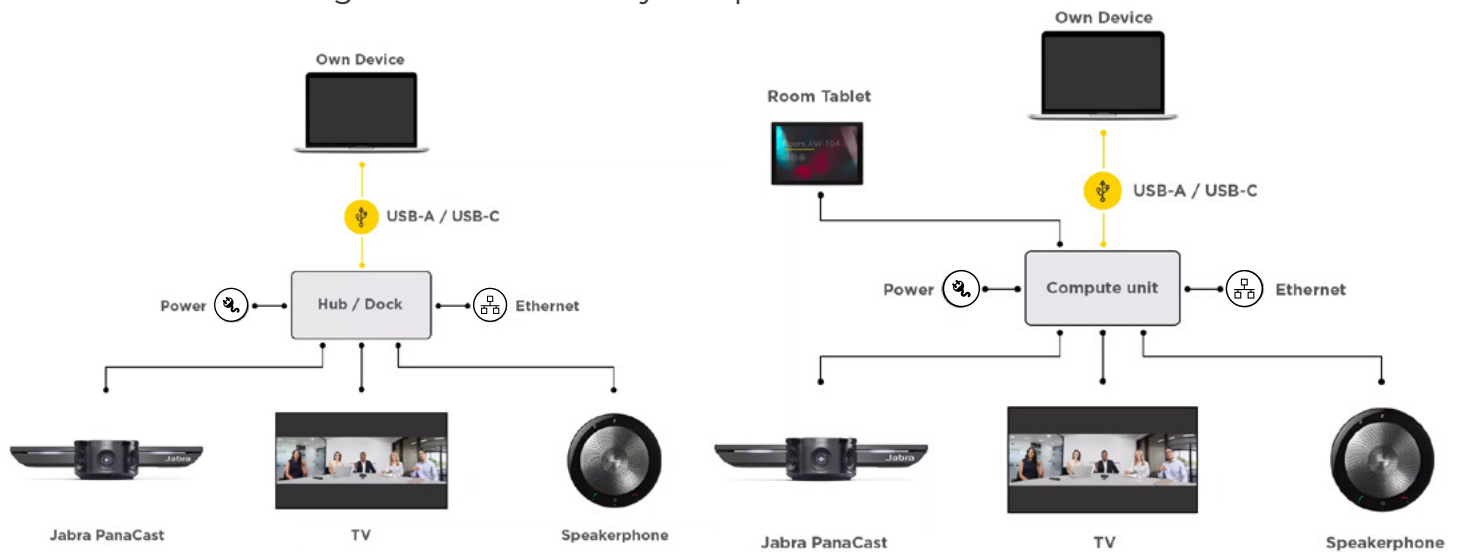


## Video takes too much time to set up.

When the Jabra PanaCast is paired with the Speak 710 using the Jabra Hub, the plug-and-play solution brings any room to life with panoramic-4K video and crystal-clear audio—so no time is wasted and collaboration is easier.

## Video is too complicated to install.

Large, expensive video solutions can be complicated, but not the Jabra PanaCast. Please see the diagram below for easy setup.



## The equipment is too expensive.

For about the cost of a domestic, round-trip airline ticket, you can purchase your very own PanaCast and Speak 710 to utilize during your video conferencing.



## Video is too complicated to manage.

With Jabra's plug-and-play solutions, setup is easy and repeatable. There are no messy cables, no missing dongles, and most importantly, no hassles.



## Isn't the PanaCast the same as all the other video conferencing devices on the market?

Indeed not! The Jabra PanaCast houses three 13-megapixel cameras and uses real-time video stitching technology to create a true 180° field of view that reduces the distance between the camera and the table to zero, without cutting anyone out of the picture. Plus, it's Microsoft Teams certified and compatible with all leading UC platforms.



## Aren't there other items required for video conferencing?

The only other items needed are a computer and a collaboration platform. Jabra PanaCast works with all leading video and audio conferencing solutions, and is certified for use with Microsoft Teams & Zoom—so you can be confident that your customers can connect, whatever equipment they're using.







## Key takeaways

- ✓ Professional-grade headsets are critical and make all the difference when meeting anywhere, working from your smartphone, or working from home.
- ✓ Jabra PanaCast and Speak 710 are compatible with all leading UC platforms and are both plug-and-play for easy setup.
- ✓ Jabra doesn't require any certifications in order to sell PanaCast or Speak. You only need to complete a quick form to become an authorized partner.
- ✓ The portable Jabra Speak 710 provides crystal-clear audio with its high-performing omni-directional microphone and HiFi-grade speaker with up to 15 hours of battery life.

# Resources to help

## ScanSource

ScanSource not only has deep industry expertise that you can leverage to grow your business, but we have dedicated specialists in every technology sector we offer. In an effort to remain your go-to source for unified communications, we'd like to offer assistance not only from your ScanSource Account Manager, but also from our Jabra Business Development Specialist, Dustin Munden. Dustin has a long history with ScanSource and Jabra, and he is here to answer any questions or make UC recommendations for you. Feel free to reach out to him directly or at [Jabra@scansource.com](mailto:Jabra@scansource.com). Additionally, we have some great resources below to assist you.



### Dustin Munden

Jabra Business Development Specialist

[Dustin.Munden@ScanSource.com](mailto:Dustin.Munden@ScanSource.com)

D. 864-286-4318

C. 864-209-0619

- [ScanSource Jabra Not for Resale Program](#)
- [ScanSource Jabra Demo Program](#)
- [ScanSource PanaCast Asset Page](#)
- [ScanSource Jabra Speakerphones](#)
- [Jabra's new Meeting-in-a-box solution](#)
- [ScanSource Jabra Webpage](#)

## Jabra

Jabra understands what it takes to create best-in-class sound solutions. They do it by delivering improved experiences. These are reflected in products that are engineered for your customers—giving them what they need for unsurpassed calls, music, and collaboration.

With Jabra, you know that you're getting exceptional products—they are engineered to be so.

Here are some Jabra resources we hope you will find helpful:

### Jabra Tech Support

1-800-327-2230 | [www.jabra.com/support](http://www.jabra.com/support)

- [Indeed](#) and [Uber](#) Case Studies
- [Jabra Compatibility Guide](#)
- [Meeting Room Solution Builder](#)
- [PanaCast Infographic](#) and [PanaCast/Speak Pairing](#)
- [Webinar Replay on PanaCast](#)
- [Work from Anywhere Infographic](#)
- [Jabra Evolve Headset Series](#)
- [Work From Anywhere](#)
- [Jabra Selling Tips](#)



## Questions?

Reach out to [Jabra@ScanSource.com](mailto:Jabra@ScanSource.com)  
or call 800.944.2432.