



# Jabra and BlueParrott in Public Sector

Keys to building your business







Why sell Jabra and BlueParrott into Public Sector





# Jabra and BlueParrott – Public Sector



## Federal

- Executive
- Judicial
- Legislative



## State/Local

- State Depts
- County Govt
- City Services
- Govt-owned utilities
- First Response



## Education

- K-12
- Higher Ed
- Tech Schools



## NPO/NFP

- 501(c) status
- Religious
- Charitable
- Credit Unions



## Healthcare

- Healthcare Systems
- Medical Research
- University Systems



# WHY SELL INTO PUBLIC SECTOR

Public sector demand for audio solutions ranges from traditional office, call center, and bring your own device (BYOD) applications that have similar requirements to the private sector, to sectors such as military and first responders who have more specialized requirements for ruggedness and security.





# WHY SELL INTO PUBLIC SECTOR

- In the US, more than 22 million Americans are government workers.
- 64.4% of government employees in the US work at the local level.
- 12.6% of government jobs in the US are at the federal level.
- 23.1% of government jobs in the US are at the state level.
- State, local, and education (SLED) agencies spend over \$1.5 trillion annually, three times more than the federal government.





# STATE & LOCAL

## Towns, Cities, Counties

- Many first responders in police and fire departments are employed by local governments.
- As of 2018, there were around 1,216,600 firefighters serving in 27,228 fire departments nationwide and responding to emergencies from 58,150 fire stations. Of those firefighters, 31% or **346,150** were career firefighters and 69% or **788,250** were volunteers.





# STATE & LOCAL

## Towns, Cities, Counties

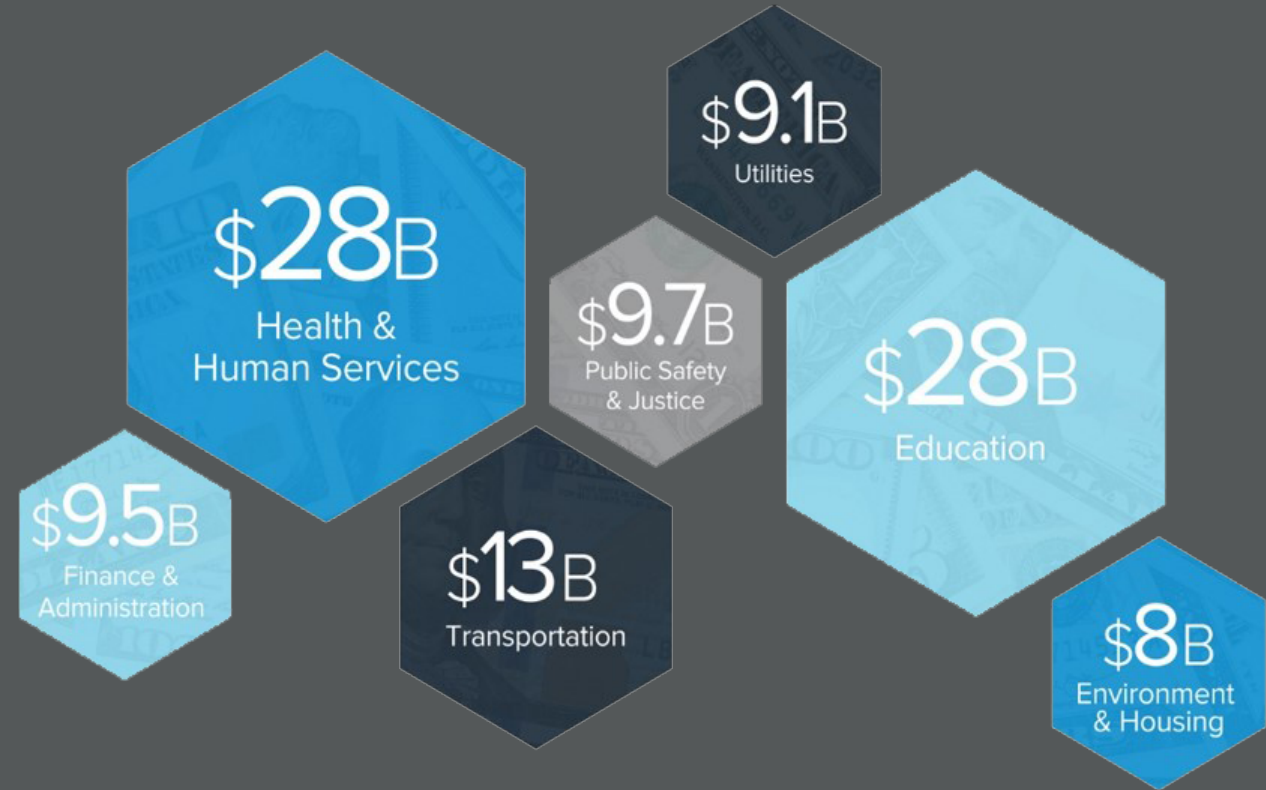
- There are over 18,000 federal, state, and local law enforcement agencies around the United States, and it is estimated that there are between **750,000** and **850,000** sworn officers. If you count nonsworn personnel who work for police departments, you get over one million people employed in some aspect of law enforcement.



# IT & TELECOM SPEND

## Their IT and Telecom spend vary by segment

- Telecommunications represent 9% of City, 13% of County and 11% of State IT spending
- Health and Human services rank second behind education in terms of overall IT spending

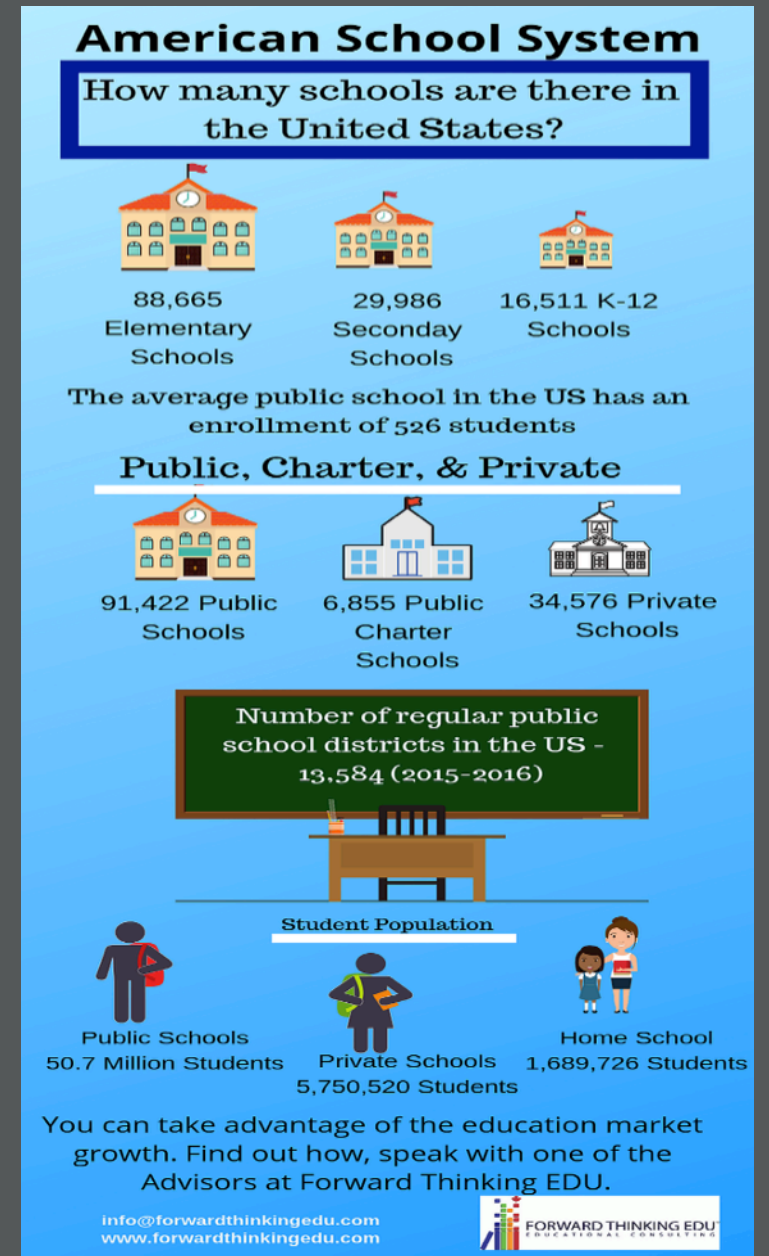




# EDUCATION

## K-12, Colleges, Universities

- Education represents 44% of total state employment, which includes K–12 and state postsecondary colleges and universities.
- Headsets are used as part of in-classroom experiences and are a major requirement for distance learning. In addition to learning applications, schools and universities have a wide range of office workers in administrative and curriculum development roles as well as transportation workers who all need headsets to do their jobs.



# FEDERAL GOVERNMENT

Federal IT budgets vary dramatically by agency.

- The federal government spends close to **\$96 billion** on IT.
- The military represents the largest opportunity.
- There are close to **1.4 million people** serving in the US armed forces.

**Table 16–2. FY 2018 IT SPENDING BY AGENCY**  
(In Millions of dollars)

Agency	2018	Percent of Total
Department of Defense*	42,521	44.4%
Department of Health and Human Services	13,833	14.5%
Department of Homeland Security	6,833	7.1%
Department of the Treasury	4,259	4.5%
Department of Veterans Affairs	4,151	4.3%
Department of Transportation	3,425	3.6%
Department of Agriculture	2,958	3.1%
Department of Justice	2,852	3.0%
Department of Commerce	2,560	2.7%
Department of Energy	2,023	2.1%
Department of State	1,864	1.9%
Social Security Administration	1,651	1.7%
National Aeronautics and Space Administration	1,549	1.6%
Department of the Interior	1,185	1.2%
Department of Education	745	0.8%
Department of Labor	703	0.7%
General Services Administration	691	0.7%
U.S. Army Corps of Engineers	451	0.5%
Department of Housing and Urban Development	351	0.4%
Environmental Protection Agency	328	0.3%
Nuclear Regulatory Commission	159	0.2%
United States Agency for International Development	141	0.1%
Office of Personnel Management	141	0.1%
National Science Foundation	115	0.1%
National Archives and Records Administration	101	0.1%
Small Business Administration	100	0.1%
<b>Total</b>	<b>95,688.00</b>	<b>100.0%</b>

\*Represents the total (unclassified and classified) topline estimates as of May 8, 2017.





# Public Sector Buying Seasons

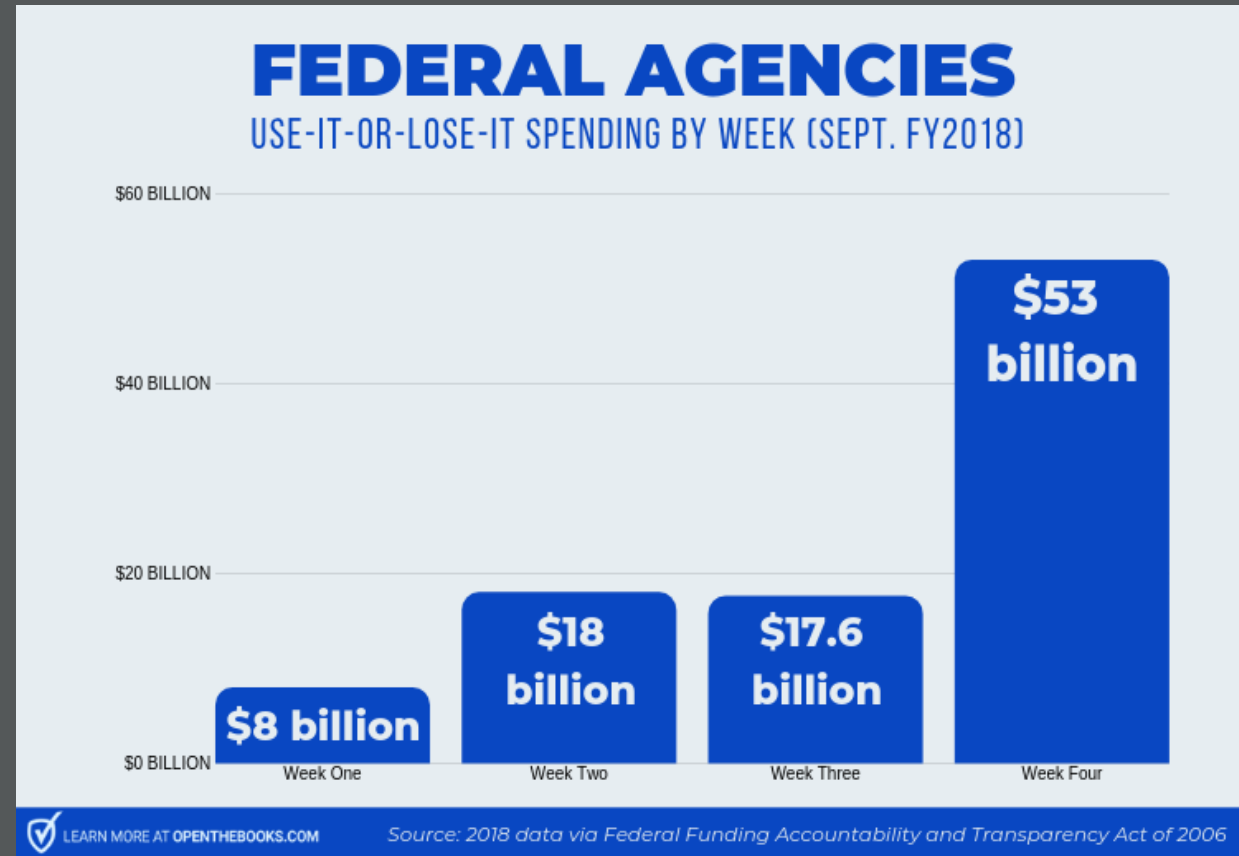
**Jabra** GN  
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**blueparrott** GN  
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# FEDERAL BUYING SEASON

The federal fiscal calendar starts October 1 and ends September 30.

Federal agencies spend an average of 4.9 times more in **the last week of their fiscal** year than in a typical week during the rest of the year.





# STATE & LOCAL BUYING SEASON

SLED agencies set their own fiscal year schedules, and their spending patterns often align with their unique start and end dates.



# EDUCATION CONTRACTING – BUYING SEASON



- The K–12 buying cycle for the new year begins in August/September and runs through the end of June the following year.
- Spring sales to K–12 schools should be reserved for products with whole school implementation that will be used for the coming school year.



# ACTIONS YOU CAN DO TODAY

- Reach out to your local agencies for opportunities that can be purchased under P-Card
- Network with your local contacts as **Referrals** will open doors
- Request of letter of supply from Jabra if you haven't already done so





## The Jabra and BlueParrott Value Proposition in Public Sector





“

Public sector clients rely on high-quality audio solutions to achieve their mission. They tend to buy in volume and seek to standardize, requiring the breadth of portfolio offered by Jabra and BlueParrott.

”

**Right fit  
products**

**Large-volume  
contracts**

# THE JABRA DIFFERENCE



## CLARITY

- 150-year heritage of medical-grade audio technology development and innovation to enhance conversations
- Advanced background-noise-canceling technology
- Noise-canceling microphones

## COMPLIANCE

- All of Jabra's wireless headsets are digitally encrypted.
- TAA and Section 508 compliance
- (AES) 128-bit encryption (DSAA2)
- Military AES 256-bit keys
- HIPAA Compliant

## SUPPORT

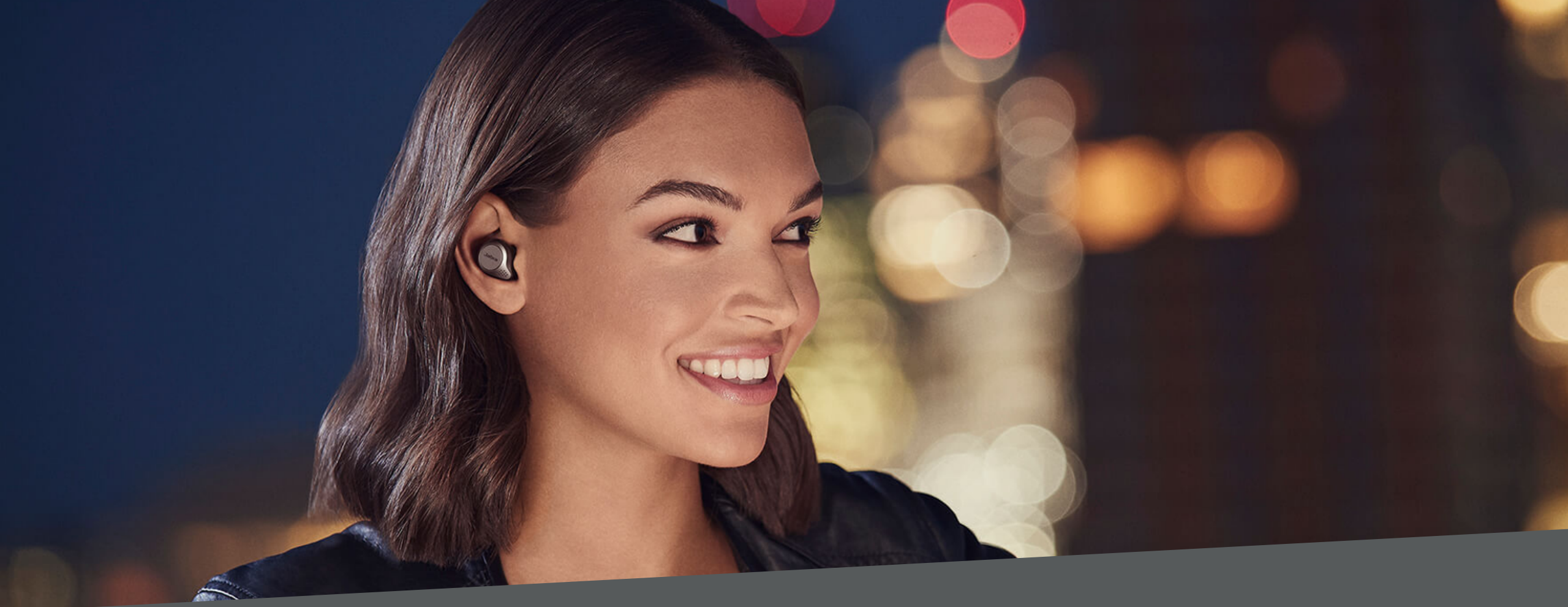
- Compatible with all major communications platforms, including Unified Communications (UC) and push-to-talk
- Sound environmental testing
- Density studies



# THE JABRA DIFFERENCE

- Complete line of TAA/508 compliant products
- Trusted security - all of Jabra's wireless headsets are digitally encrypted
- Dedicated Public Sector Team with over 25 years experience selling into the government
- Jabra products are listed on most government contracts; SEWP, GSA, Army Chess, State contracts, GSA, NASPO, USU Communities, etc.
- The Engage franchise meets the highest level of security with Secure DECT level C and 256-bit AES DECT encryption
- Sampling program
- Optional pre-install, deployment and onsite support
- Lifetime Technical Support





Find the Opportunity





# ASK THE RIGHT QUESTIONS

## How noisy is your environment?

**Ambient noise impacts conversation quality, which is a major contributor to constituent and employee satisfaction.**

- Our solutions utilize advanced noise canceling technology. BlueParrott has up to 96% noise cancelling capability depending on the device
- Embedded busy light lets people around know you're on an active call
- We offer density studies to help organizations determine their noise cancellation needs.

## What phone system do you use? Many Public Sector organizations use legacy systems.

- Jabra solutions are compatible with a broad set of desk phones, softphones, contact center applications and mobile phones.

# ASK THE RIGHT QUESTIONS

## What type of settings do the employees work in? Office, Call Center, Field, home?

- Jabra has a complete portfolio of headsets and speakerphones that are corded or wireless, DECT or Bluetooth
- Probe on the use of Call Centers, number of first responders and general office usage
- Emphasize compatibility with a wide range of devices for distance learning and first responders

## How many of your workers are mobile?

- Jabra has multiple devices designed for superior calls on the move
- Probe on the need for rugged, durable solutions and leverage BlueParrott for their needs
- Many BlueParrott products have Push-to-talk integration capabilities



# ASK THE RIGHT QUESTIONS

## What security concerns exist for the organization?

- Jabra Engage franchise has the markets high level of security with Secure DECT level C, 256-bit AES encryption and patented pairing

## What other systems or devices do your employees need to connect to?

- Jabra devices are certified for Microsoft Skype for Business and Microsoft TEAMS and other softphones
- BlueParrott connects to a many different devices such as smartphones, Tablets, Bluetooth enabled laptops, and Bluetooth enabled scanners

## Do your employees need to conduct collaborative meetings to connect with remote offices and team members?

- Jabra PanaCast offers the ability to improve collaboration meetings by adding an intelligent video collaboration solution that enhances meetings.



Increase Your Revenue and Hit Your Goals

**Jabra** GN  
.....

**blueparrott** GN  
.....



# JABRA HELPS YOU INCREASE YOUR REVENUE

Closing Public Sector business with Jabra has never been easier!

## Special Government pricing

- **Up-front 10% discount** at your Distributor for Public Sector deals under \$10,000
- **Special 15% Deal Registration** discount on Public Sector opportunities of \$10,000 or more! \* (Based on approval)



**Jabra GN**

Closing Public Sector business with Jabra has never been easier!  
**No bid required. 10% loaded discount.**

The Jabra Public Sector team is dedicated to helping you increase your margins and wallet share of existing Government, Healthcare and Educational accounts, by providing you with:

- A complete line of TAA/508 compliant products
- A wide variety of Jabra products that are listed on most government contracts such as GSA, Army, Navy, and more
- Product sampling program
- Lifetime technical support
- Trusted security - all of Jabra's wireless headset are digitally encrypted
- Expertise from GN Group - pioneers in sound, from sports headphones to hearing aids
- Now with **additional 4%** for new deal registration on public sector opportunities

**Contact us to start taking your share of \$150 million Public Sector headset market today.**

**Shelly Morris** 844.842.0002 smorris@jabra.com  
AK, AZ, CA, CO, HI, IL, IN, MD, MI, MN, NY, ND, NE, NV, OH, OR, SD, UT, VA, WI

**Michael Kennedy** 878.322.4733 mkennedy@jabra.com  
AL, DC, FL, GA, HI, MD, NC, SC, VA, WA

**Brian Young** 878.322.4763 byoung@jabra.com  
DE, IL, IN, NY, CA, HI, OH, OK, TN, TX, WA

The Jabra Public Sector team is dedicated to helping you increase your margins and wallet share of existing Government, Healthcare and Educational accounts, by providing you with:

# LET US HELP YOU HIT YOUR GOALS

## Key takeaways:

- The Public Sector market is huge
- Time is ticking for budget spend
- Jabra is here to support your Public Sector business
- Jabra has special discounts to help you close Public Sector business:
  - 10% discount (via disty) for Public Sector is a great discussion starter.
  - 15% Deal registration until 12/31/20
- You don't need to be the expert, ask a few key questions, then engage the Public Sector team





# Jabra Public Sector Contacts

**Jabra** GN  
.....

**blueparrott** GN  
.....






## Jabra and BlueParrott Call Center Solutions















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# JABRA ACCESSORIES

- Full range of options to meet budgetary requirements
- Noise cancellation available on a wide range of solutions



Call Center

 <p><b>Jabra Biz</b> 1500/ 2300/ 2400 II</p>	 <p><b>Jabra Pro</b> 930/935</p>	 <p><b>Jabra Engage</b> 65/75</p>	 <p><b>Jabra Engage 50</b></p>
<p><b>Corded headset developed for contact centers and agents</b></p> <ul style="list-style-type: none"><li>• Great sound, All-day comfort and a tough build</li><li>• World-class sound with ultra noise cancellation</li><li>• 360 flexible spinboom arm</li><li>• 20% lighter than competing headset</li></ul>	<p><b>Professional wireless headset with DECT or Bluetooth®</b></p> <ul style="list-style-type: none"><li>• Simple, intuitive and high quality</li><li>• Up to 12 hours talk time</li><li>• DECT (Pro 930) or Bluetooth® (Pro 935) wireless headset</li><li>• Noise cancelling microphone</li></ul>	<p><b>Engineered to give more power to your conversations</b></p> <ul style="list-style-type: none"><li>• Up to 490ft wireless range and all day battery life</li><li>• Advanced noise-cancelling microphone</li><li>• Integrated Busylight</li></ul>	<p><b>Engineered to be the world's best professional digital corded headset</b></p> <ul style="list-style-type: none"><li>• Digital sound for the clearest customer calls</li><li>• Reduce interruptions and enhance agents' focus</li><li>• Rich call analytics to improve customer call experience</li></ul>
<b>Mobility</b>			
At office desk	Corridor warrior	Corridor warrior	At office desk
<b>Office Environment</b>			
Open office	Open office	Single office	At office desk
<b>Connectivity</b>			
 or 	Dependent on variant   	 +      75 only	



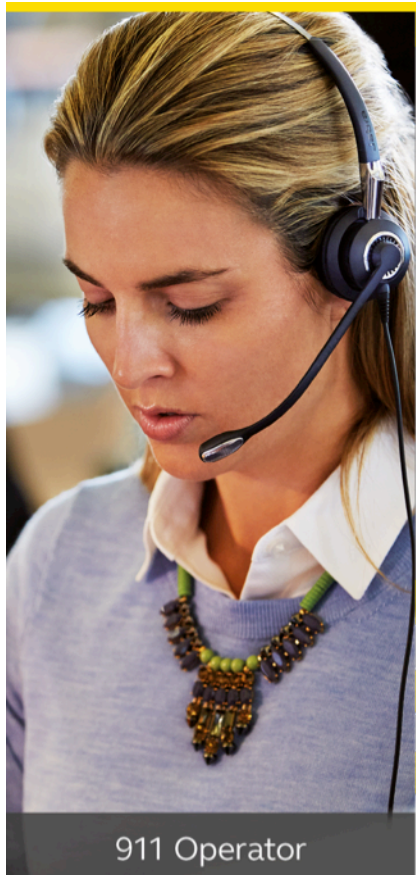
# Jabra and BlueParrott 911/Emergency Services Solutions

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# JABRA 911 OPERATOR/CALL CENTER SOLUTIONS

- Full range of options to meet budgetary requirements
- Noise cancellation available on a wide range of solutions








911 Operator

Jabra solution			
 <p><b>Jabra Biz 2300</b></p>	 <p><b>Jabra Biz 2400II</b></p>	 <p><b>Jabra Pro 930/935</b></p>	 <p><b>Jabra Engage 65/75</b></p>
<b>Professional wireless headset with DECT or Bluetooth® designed for maximum performance</b> <ul style="list-style-type: none"> <li>• Simple, intuitive and high quality, all-in-one wireless solution with up to 12 hours talk time</li> <li>• Great value DECT (Pro 930) or Bluetooth® (Pro 935) wireless headset</li> <li>• Noise cancelling microphone</li> </ul>	<b>Premium performance contact center headset</b> <ul style="list-style-type: none"> <li>• Crystal clear sound</li> <li>• All-day comfort with soft leatherette ear cushions</li> <li>• 360 degrees rotatable boom arm</li> </ul>	<b>Professional wireless headset with DECT or Bluetooth®</b> <ul style="list-style-type: none"> <li>• Simple, intuitive and high quality</li> <li>• Up to 12 hours talk time</li> <li>• DECT (Pro 930) or Bluetooth® (Pro 935) wireless headset</li> <li>• Noise cancelling microphone</li> </ul>	<b>Engineered to give more power to your conversations</b> <ul style="list-style-type: none"> <li>• Up to 490ft wireless range and all day battery life</li> <li>• Advanced noise-cancelling microphone</li> <li>• Integrated Busylight</li> </ul>
Application			
6-wire wired Jabra option		Wireless	
Cord options			
10, 15 or 25 foot coil		Not Coded	
Adapters			
<ul style="list-style-type: none"> <li>• SHS1890 PTT Headset Adapter</li> <li>• P-10 Adapter</li> </ul>			






# JABRA FIRST RESPONDER SOLUTIONS

- Full range of options to meet budgetary requirements
- Noise cancellation available on a wide range of solutions

	Jabra solution							
		BlueParrott B450-XT		BlueParrott B350-XT		BlueParrott C400-XT		BlueParrott C300-XT
	Engineered for superior calls in high-noise environments		Engineered for superior calls in high-noise environments		Engineered for superior calls in high-noise environments		Professional. Powerful. Discreet.	
	<ul style="list-style-type: none"><li>• Advanced noise-canceling microphone and HD Voice</li><li>• Long wireless range and all-day battery</li><li>• NFC and AD2P</li></ul>		<ul style="list-style-type: none"><li>• Wideband audio &amp; Xtreme Noise suppression</li><li>• Wireless freedom and Security</li><li>• Multipoint pairing and audio streaming</li></ul>		<ul style="list-style-type: none"><li>• 96% noise cancellation</li><li>• Multiple wearing styles</li><li>• Up to 24 hours talk time/500 hours standby time</li></ul>		<ul style="list-style-type: none"><li>• 80% noise cancellation</li><li>• Over 10 hours of talk time</li><li>• Superior conversation quality in a lightweight design</li><li>• <b>Microsoft Teams</b> certified variant also available</li></ul>	
Application								
Dispatcher								
Push-To-Talk								

# JABRA FIRST RESPONDER SOLUTIONS

- Full range of options to meet budgetary requirements
- Noise cancellation available on a wide range of solutions

 Dispatcher	Jabra solution	
	 <b>Jabra Engage 50</b>	 <b>Jabra Engage 65/75</b>
	Engineered to be the world's best professional digital corded headset <ul style="list-style-type: none"><li>• Digital sound for the clearest customer calls</li><li>• Reduce interruptions and enhance agents' focus</li><li>• Rich call analytics to improve customer call experience</li></ul>	Engineered to give more power to your conversations <ul style="list-style-type: none"><li>• Up to 490ft wireless range and all day battery life</li><li>• Advanced noise-cancelling microphone</li><li>• Integrated Busylight</li></ul>
	Mobility	
	At office desk	Wireless
	Office Environment	
	At office desk	Single Office
	Connectivity	
		





## Jabra and BlueParrott Higher Education Solutions

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# CONSTITUENT SATISFACTION IN HIGHER EDUCATION

**Jabra and BlueParrott provide a full range** of solutions for educators and students, including office, transportation, and headsets for classroom and distance learning where durability, compatibility and excellent sound quality create satisfied constituents.


















# CONSTITUENT SATISFACTION IN HIGHER EDUCATION

Administration

	Jabra solution			
	 <b>Jabra Engage Series</b>	 <b>Jabra Evolve Series</b>	 <b>Jabra Speak Family</b>	 <b>Jabra PanaCast</b>
	<b>A range of headsets to boost customer satisfaction.</b> <ul style="list-style-type: none"><li>• Industry-leading wireless performance and density.</li><li>• Advanced noise-cancelling microphone</li><li>• Integrated Busylight</li></ul>	<b>Engineered to keep you focused. The best headset for concentration and collaboration</b> <ul style="list-style-type: none"><li>• 3-microphone call technology</li><li>• Comfortable noise-isolating design</li><li>• Up to 37 hours wireless battery life</li><li>• Works with all leading UC platforms</li><li>• Evolve2 Teams Certified version available</li></ul>	<b>Premium speakerphone, designed for collaboration &amp; optimized for small meeting rooms</b> <ul style="list-style-type: none"><li>• Hear and be heard when it matters</li><li>• Works with all leading UC platforms</li><li>• Plug-and-play for instant collaboration</li><li>• Certified for Microsoft Teams (750)</li></ul>	<b>Engineered to be the world's first intelligent 180° Panoramic-4K plug-and-play video solution*</b> <ul style="list-style-type: none"><li>• Drive collaboration and productivity</li><li>• Enhance your huddle room</li><li>• Maximize your real estate</li><li>• Minimize IT support with simple deployment</li></ul>
	Mobility			
	Corridor warrior	Corridor warrior	Around the office	N/A
	Office Environment			
	Open office	Open office	Open office	Meeting Room
Connectivity				
Administration				

# CONSTITUENT SATISFACTION IN HIGHER EDUCATION

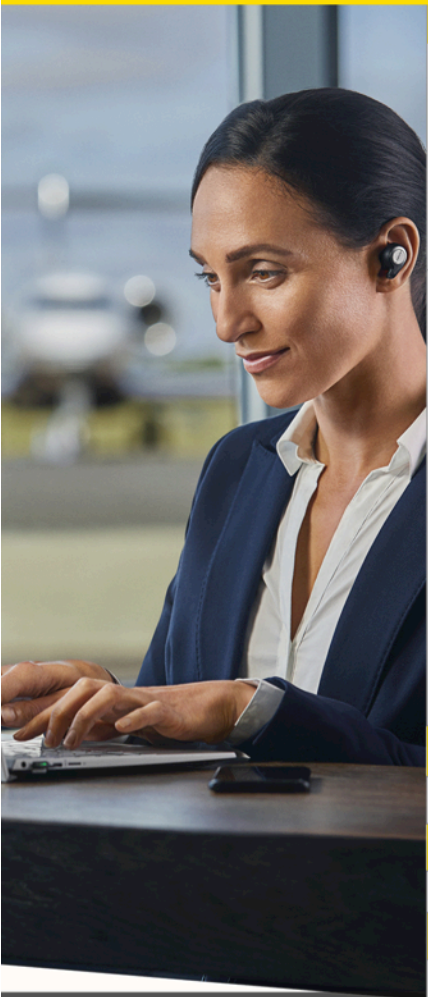










Cell Center

 <div>Call Center</div>	 <div>Jabra Biz 1500/ 2300/ 2400 II</div>	 <div>Jabra Pro 930/935</div>	 <div>Jabra Engage 65/75</div>	 <div>Jabra Engage 50</div>
	<b>Corded headset developed for contact centers and agents</b> <ul style="list-style-type: none"><li>• Great sound, All-day comfort and a tough build</li><li>• World-class sound with ultra noise cancellation</li><li>• 360 flexible spinboom arm</li><li>• 20% lighter than competing headset</li></ul>	<b>Professional wireless headset with DECT or Bluetooth®</b> <ul style="list-style-type: none"><li>• Simple, intuitive and high quality</li><li>• Up to 12 hours talk time</li><li>• DECT (Pro 930) or Bluetooth® (Pro 935) wireless headset</li><li>• Noise cancelling microphone</li></ul>	<b>Engineered to give more power to your conversations</b> <ul style="list-style-type: none"><li>• Up to 490ft wireless range and all day battery life</li><li>• Advanced noise-cancelling microphone</li><li>• Integrated Busylight</li></ul>	<b>Engineered to be the world's best professional digital corded headset</b> <ul style="list-style-type: none"><li>• Digital sound for the clearest customer calls</li><li>• Reduce interruptions and enhance agents' focus</li><li>• Rich call analytics to improve customer call experience</li></ul>
	<b>Mobility</b>			
	At office desk	Corridor warrior	Corridor warrior	At office desk
	<b>Office Environment</b>			
	Open office	Open office	Single office	At office desk
	<b>Connectivity</b>			
	 or 	Dependent on variant   	 +      75 only	



# CONSTITUENT SATISFACTION IN HIGHER EDUCATION

## Virtual eLearning Faculty

	Jabra solution				
	 <b>Jabra Biz Series</b>	 <b>Jabra Pro 930/935</b>	 <b>Jabra Engage 65/75</b>	 <b>Jabra PanaCast</b>	 <b>Jabra Evolve Series</b>
	<b>Make your team more efficient with corded headsets</b> <ul style="list-style-type: none"> <li>Noise canceling microphone for truly professional sound</li> <li>Advanced build</li> <li>Ultimate comfort</li> <li>Integrated Busylight</li> </ul>	<b>Professional wireless headset with DECT or Bluetooth®</b> <ul style="list-style-type: none"> <li>Simple, intuitive and high quality</li> <li>Up to 12 hours talk time</li> <li>DECT (Pro 930) or Bluetooth® (Pro 935) wireless headset</li> <li>Noise cancelling microphone</li> </ul>	<b>Engineered to give more power to your conversations</b> <ul style="list-style-type: none"> <li>Up to 490ft wireless range and all day battery life</li> <li>Advanced noise-cancelling microphone</li> <li>Integrated Busylight</li> </ul>	<b>Engineered to be the world's first intelligent 180° Panoramic-4K plug-and-play video solution*</b> <ul style="list-style-type: none"> <li>Drive collaboration and productivity</li> <li>Enhance your huddle room</li> <li>Maximize your real estate</li> <li>Minimize IT support with simple deployment</li> </ul>	<b>Engineered to keep you focused. The best headset for concentration and collaboration</b> <ul style="list-style-type: none"> <li>3-microphone call technology</li> <li>Comfortable noise-isolating design</li> <li>Up to 37 hours wireless battery life</li> <li>Works with all leading UC platforms</li> <li>Evolve2 Teams Certified version available</li> </ul>
	Mobility				
	At work desk	Corridor warrior	Corridor warrior	N/A	Corridor warrior
	Office Environment				
	Shared environments	Open office	Single office	Meeting Room	Open office
	Connectivity				
	Smartphone only Biz 2400 II USB BT 				

Virtual eLearning




Jabra GN

blueparrott GN




# CONSTITUENT SATISFACTION IN HIGHER EDUCATION

Virtual eLearning Students

 <p>Students</p>	Jabra solution		
		Jabra Evolve 20	
	<b>Professional entry level headset</b> <ul style="list-style-type: none"><li>• Built for comfort with foam ear cushions</li><li>• Premium noise cancellation</li><li>• Tough build</li></ul>		<b>Jabra Evolve 20SE</b>
	<b>Professional headset with easy call management and great sound for calls and music</b> <ul style="list-style-type: none"><li>• Made for voice calls and music</li><li>• Passive noise cancellation</li><li>• Easy call management using control unit</li></ul>		
	<b>Engineered to deliver professional UC-certified sound on the go</b> <ul style="list-style-type: none"><li>• Convenient design</li><li>• Professional sound</li><li>• 13 hours battery</li></ul>		<b>Jabra Evolve 65e</b>
	Mobility		
	At work desk	At work desk	On the Move
Office Environment			
Classroom	Classroom	Classroom or Home	
Connectivity			
			








# CONSTITUENT SATISFACTION IN HIGHER EDUCATION

Virtual eLearning Students

 <p>Students</p>	Jabra solution					
		Jabra Elite 65t		Jabra Elite 75t		Jabra Elite 85h
	<b>Professional entry level headset</b> <ul style="list-style-type: none"><li>• Built for comfort with foam ear cushions</li><li>• Premium noise cancellation</li><li>• Tough build</li></ul>		<b>Conversations as great as music</b> <ul style="list-style-type: none"><li>• Compact comfort</li><li>• Great calls, anywhere</li><li>• More power, more freedom</li><li>• Your music your way</li><li>• Durability, guaranteed</li><li>• Voice assistant enabled</li></ul>		<b>Sound that automatically adapts</b> <ul style="list-style-type: none"><li>• Block unwanted background noise</li><li>• Exceptional music clarity</li><li>• Power through your day</li><li>• Unmatched call quality</li><li>• Certified rain-resistant durability</li><li>• One-touch access to your voice assistant</li></ul>	
	<b>Mobility</b>					
	At Home/On the Move					
	<b>Learning Environment</b>					
	At Home/On the Move					
<b>Connectivity</b>						
						

# CONSTITUENT SATISFACTION IN HIGHER EDUCATION








Information Technology

	Jabra solution		
	 <b>Jabra Evolve Series</b>	 <b>Jabra Engage 75 Convertible</b>	 <b>Jabra Evolve 65/75e</b>
	Engineered to keep you focused. The best headset for concentration and collaboration <ul style="list-style-type: none"><li>• 3-microphone call technology</li><li>• Comfortable noise-isolating design</li><li>• Up to 37 hours wireless battery life</li><li>• Works with all leading UC platforms</li><li>• Evolve2 Teams Certified version available</li></ul>	Engineered to give more power to your conversations <ul style="list-style-type: none"><li>• Up to 330ft wireless range</li><li>• Advanced noise-cancelling microphone</li><li>• Connect up to 5 devices</li></ul>	The world's first professional UC-certified wireless earbuds <ul style="list-style-type: none"><li>• Reduce noise and interruptions with superior ANC</li><li>• Dual Bluetooth connectivity</li></ul>
	Mobility		
	Corridor warrior	Around the office	On the go
	Office Environment		
	Open office	Open office	Shared Environments
	Connectivity		
			
Information Technology			




# CONSTITUENT SATISFACTION IN HIGHER EDUCATION

Information Technology continued









	Jabra solution		
	 <b>Jabra Stealth UC</b>	 <b>BlueParrott C300-XT</b>	 <b>Jabra PanaCast</b>
	<b>Comfortable Bluetooth® mono headset with up to 6 hours of talk time for use in the office or on the go</b> <ul style="list-style-type: none"><li>• Easily connect with NFC-enabled smartphones</li><li>• Activate Siri® or Google Now™ directly from the headset</li><li>• Enjoy clear calls with high-definition sound</li></ul>	<b>Professional. Powerful. Discreet.</b> <ul style="list-style-type: none"><li>• 80% noise cancellation</li><li>• Over 10 hours of talk time</li><li>• Superior conversation quality in a lightweight design</li><li>• <b>Microsoft Teams</b> certified variant also available</li></ul>	<b>Engineered to be the world's first intelligent 180° Panoramic-4K plug-and-play video solution*</b> <ul style="list-style-type: none"><li>• Drive collaboration and productivity</li><li>• Enhance your huddle room</li><li>• Maximize your real estate</li><li>• Minimize IT support with simple deployment</li></ul>
	Mobility		
	Corridor warrior	Corridor warrior	N/A
	Office Environment		
	Open office	Open office	Meeting Room
	Connectivity		
Information Technology			

# CONSTITUENT SATISFACTION IN HIGHER EDUCATION

Transportation & Maintenance Workers








Bus Drivers & Maintenance Workers

Jabra Solution			
	BlueParrott C400-XT		BlueParrott B450-XT
	BlueParrott B550-XT		BlueParrott C300-XT
<b>Engineered for superior calls in high-noise environments</b> <ul style="list-style-type: none"><li>• 96% noise cancellation</li><li>• Multiple wearing styles</li><li>• Up to 24 hours talk time/500 hours standby time</li></ul>	<b>Engineered for superior calls in high-noise environments</b> <ul style="list-style-type: none"><li>• Advanced noise-canceling microphone and HD Voice</li><li>• Long wireless range and all-day battery</li><li>• NFC and AD2P</li></ul>	<b>The world's first 100% voice-controlled headset.</b> <ul style="list-style-type: none"><li>• Voice controlled calls</li><li>• Hands-free control headset functions</li><li>• 24 hours of talk time and 400 hours of standby</li><li>• Customizable Parrott Button™ - Push-to-Talk capable through supported apps</li></ul>	<b>Professional. Powerful. Discreet.</b> <ul style="list-style-type: none"><li>• 80% noise cancellation</li><li>• Over 10 hours of talk time</li><li>• Superior conversation quality in a lightweight design</li><li>• <b>Microsoft Teams</b> certified variant also available</li></ul>
Mobility			
On-the-go	On-the-go	On-the-go	Corridor warrior
Office Environment			
Shared environments	Shared environments	Shared environments	Open office
Connectivity			
			

# PUBLIC SAFETY

All wireless Jabra and BlueParrott solutions are digitally encrypted to secure Public Sector conversations, and to help insure constituent privacy.

For public safety workers, we offer military grade security to keep calls clear and secure. We meet or exceeded the following standards:

 Dispatcher	Jabra solution	
		Jabra Engage 50
	Engineered to be the world's best professional digital corded headset	
	<ul style="list-style-type: none"><li>• Digital sound for the clearest customer calls</li><li>• Reduce interruptions and enhance agents' focus</li><li>• Rich call analytics to improve customer call experience</li></ul>	
		Jabra Engage 65/75
	Engineered to give more power to your conversations	
	<ul style="list-style-type: none"><li>• Up to 490ft wireless range and all day battery life</li><li>• Advanced noise-cancelling microphone</li><li>• Integrated Busylight</li></ul>	
Mobility		
At office desk		Wireless
Office Environment		
At office desk		Single Office
Connectivity		
		

- Digital Enhanced Cordless Telecommunications (DECT) security
- DECT Standard Authentication Algorithm (DSAA)
- Advanced Encryption Standard (AES) 128-bit encryption (DSAA2)
- Military AES 256-bit keys



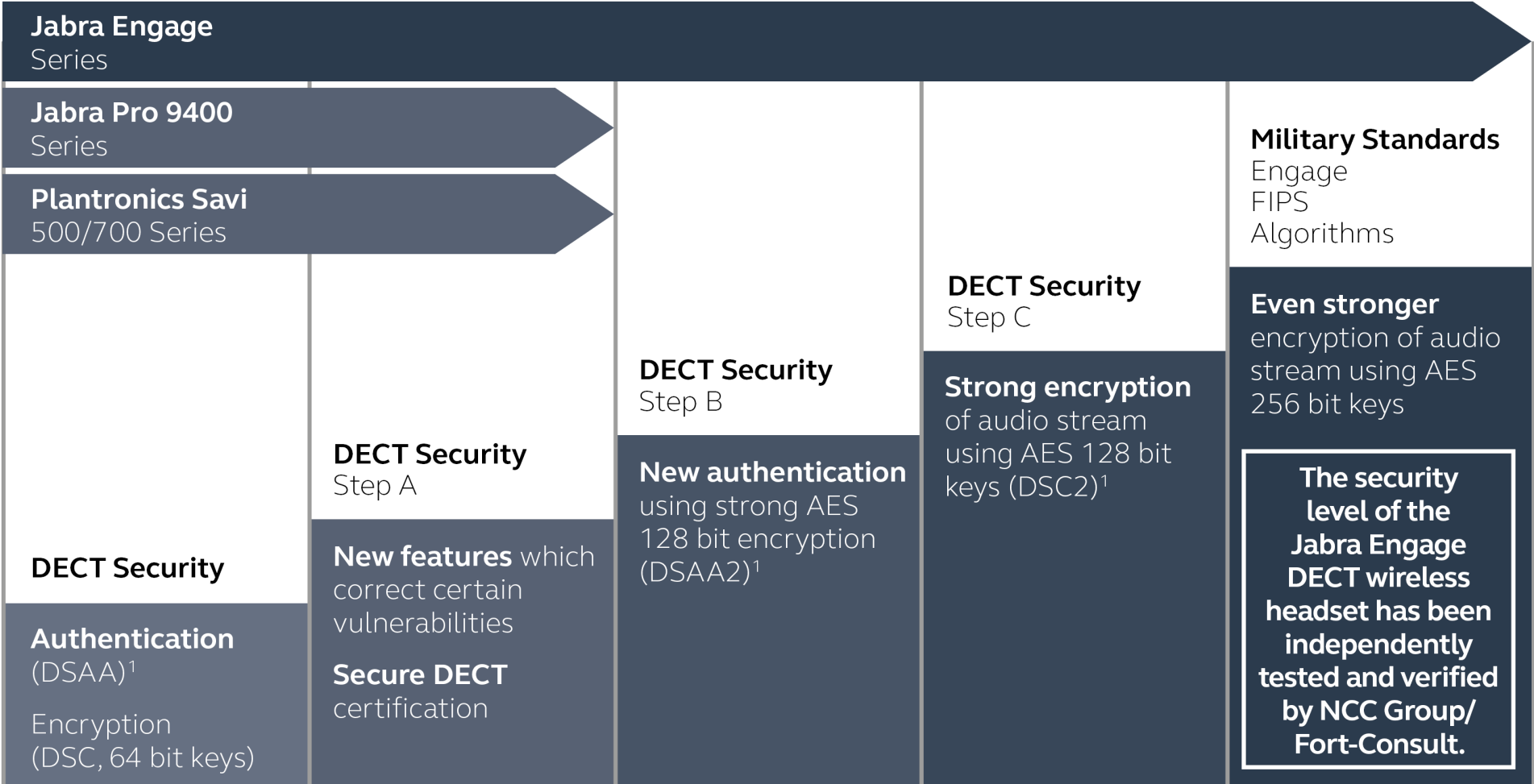


## Jabra and BlueParrott Federal, State and Local Government

This slide is a separator slide and should not be included in any final presentations. When preparing a presentation for a client, REMOVE this slide as well as all other separator and product slides that don't pertain to your specific Public Sector vertical.












# FEDERAL, STATE AND LOCAL GOVERNMENT

DECT and FIPS security



# FEDERAL, STATE AND LOCAL GOVERNMENT


Executives

	Jabra solution				
	 <b>Jabra Engage 65/75</b>	 <b>Jabra Evolve 75e</b>	 <b>Jabra Speak Family</b>	 <b>Jabra PanaCast</b>	 <b>Jabra Evolve2 Series</b>
	<b>Engineered to give more power to your conversations</b> <ul style="list-style-type: none"><li>• Up to 490ft wireless range and all day battery life</li><li>• Advanced noise-cancelling microphone</li><li>• Integrated Busylight</li></ul>	<b>The power of Evolve, engineered for earbuds.</b> <ul style="list-style-type: none"><li>• Professional sound. The way you want to wear it</li><li>• Powerful at work. Fully concentrate, whatever the noise around you</li><li>• Calls and music that lasts as long as you need it. All day lon</li></ul>	<b>Premium speakerphone, designed for collaboration &amp; optimized for small meeting rooms</b> <ul style="list-style-type: none"><li>• Hear and be heard when it matters</li><li>• Works with all leading UC platforms</li><li>• Plug-and-play for instant collaboration</li><li>• Certified for Microsoft Teams (750)</li></ul>	<b>Engineered to be the world's first intelligent 180° Panoramic-4K plug-and-play video solution*</b> <ul style="list-style-type: none"><li>• Drive collaboration and productivity</li><li>• Enhance your huddle room</li><li>• Maximize your real estate</li><li>• Minimize IT support with simple deployment</li></ul>	<b>Engineered to keep you focused. The best headset for concentration and collaboration</b> <ul style="list-style-type: none"><li>• 3-microphone call technology</li><li>• Comfortable noise-isolating design</li><li>• Up to 37 hours wireless battery life</li><li>• Works with all leading UC platforms</li><li>• Evolve2 Teams Certified version available</li></ul>
	Mobility				
	Corridor warrior	At the desk	Around the office	N/A	Corridor warrior
	Office Environment				
	Open office	Shared Environments	Single office	Meeting Room	Open office
	Connectivity				
	 75 only				











# FEDERAL, STATE AND LOCAL GOVERNMENT

Administrative



Administrative

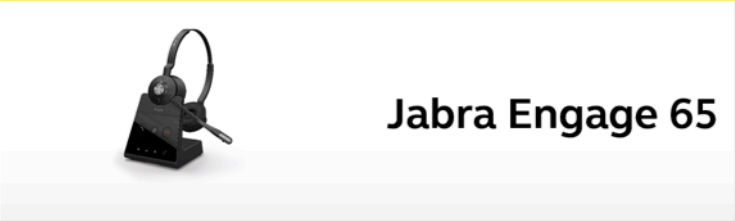
Jabra solution			
	Jabra Evolve2 40		Jabra Evolve 65e
<b>Engineered to keep you on task</b> <ul style="list-style-type: none"><li>• Cancels more noise than ever before</li><li>• Guard your concentration zone with an enhanced busylight</li><li>• Make good calls when it matters</li><li>• UC-certified means UC-satisfied</li></ul>		<b>Engineered to deliver professional UC-certified sound on the go</b> <ul style="list-style-type: none"><li>• Convenient design</li><li>• Professional sound</li><li>• 13 hours battery</li></ul>	
		Jabra Evolve 75	
<b>Certified Skype for Business headset meeting Open Office &amp; Outdoor requirements</b> <ul style="list-style-type: none"><li>• Superior ANC</li><li>• Dual Bluetooth connectivity</li><li>• Up to 15 hours of battery</li></ul>		<b>Engineered to keep you focused. The best headset for concentration and collaboration</b> <ul style="list-style-type: none"><li>• 3-microphone call technology</li><li>• Comfortable noise-isolating design</li><li>• Up to 37 hours wireless battery life</li><li>• Works with all leading UC platforms</li><li>• Evolve2 Teams Certified version available</li></ul>	
Mobility			
At the desk		On the Move	Around the office
Office Environment			
Shared Environments		Shared Environments	Open office
Connectivity			
			
			

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ve continued



## Jabra solution



## Jabra Engage 65

**Engineered to give more power to your conversations**

- Up to 490ft wireless range and all day battery life
- Advanced noise-cancelling microphone
- Connect up to 3 devices

- Up to 490ft wireless range and all day battery life
- Advanced noise-cancelling microphone
- Connect up to 3 devices



## Jabra PanaCast

**Engineered to be the world's first intelligent 180° Panoramic-4K plug-and-play video solution\***

- Drive collaboration and productivity
- Enhance your huddle room
- Maximize your real estate
- Minimize IT support with simple deployment

- Drive collaboration and productivity
- Enhance your huddle room
- Maximize your real estate
- Minimize IT support with simple deployment

## Mobility

### Around the office

N/A
-----

## Office Environment

Open office

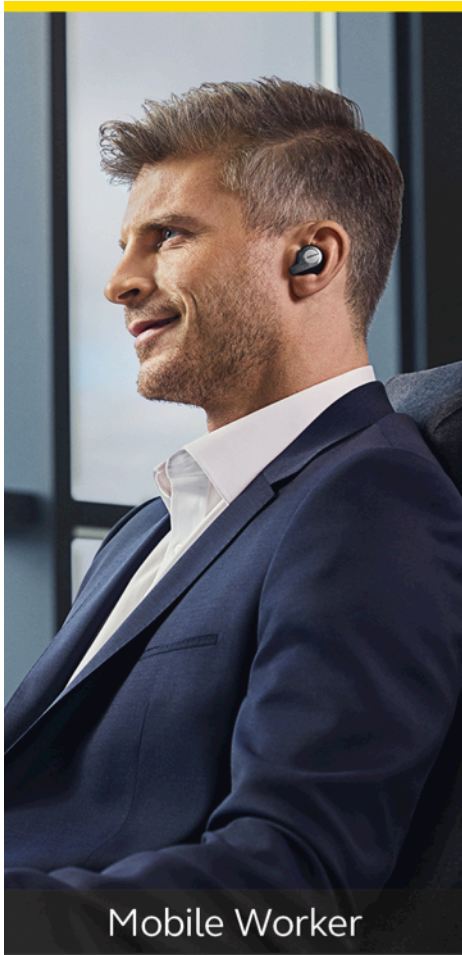
## Meeting Room

## Connectivity











# FEDERAL, STATE AND LOCAL GOVERNMENT

## Mobile Workers




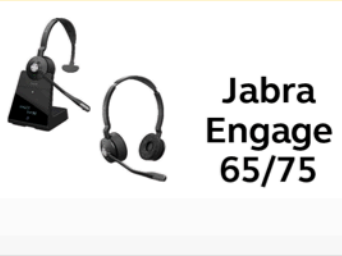







Mobile Worker

Jabra solution			
 <b>Jabra Evolve 65/75e</b>	 <b>Jabra Evolve 65t</b>	 <b>Jabra Stealth UC</b>	 <b>Jabra Speak Family</b>
<b>The world's first professional UC-certified wireless earbuds</b> <ul style="list-style-type: none"><li>• Reduce noise and interruptions with superior ANC</li><li>• Dual Bluetooth connectivity</li></ul>	<b>Engineered to be the world's first professional true wireless earbuds</b> <ul style="list-style-type: none"><li>• 4-microphone professional sound</li><li>• 15 hours battery</li><li>• Blocks out background noise</li></ul>	<b>Comfortable Bluetooth® mono headset with up to 6 hours of talk time for use in the office or on the go</b> <ul style="list-style-type: none"><li>• Easily connect with NFC-enabled smartphones</li><li>• Activate Siri® or Google Now™ directly from the headset</li><li>• Enjoy clear calls with high-definition sound</li></ul>	<b>Premium speakerphone, designed for collaboration &amp; optimized for small meeting rooms</b> <ul style="list-style-type: none"><li>• Hear and be heard when it matters</li><li>• Works with all leading UC platforms</li><li>• Plug-and-play for instant collaboration</li><li>• Certified for Microsoft Teams (750)</li></ul>
Mobility			
On the go	On the go	Corridor warrior	Around the office
Office Environment			
Shared Environments	Shared Environments	Home office	Single office
Connectivity			
			



# FEDERAL, STATE AND LOCAL GOVERNMENT









## Information Technology

	Jabra solution			
	 <b>Jabra Engage 65/75</b>	 <b>Jabra Evolve 75</b>	 <b>Jabra Evolve Series</b>	 <b>Jabra PanaCast</b>
	<b>Engineered to give more power to your conversations</b> <ul style="list-style-type: none"> <li>• Up to 490ft wireless range</li> <li>• Advanced noise-cancelling microphone</li> <li>• Connect up to 5 devices</li> </ul>	<b>Certified Skype for Business headset meeting Open Office &amp; Outdoor requirements</b> <ul style="list-style-type: none"> <li>• Superior ANC</li> <li>• Dual Bluetooth connectivity</li> <li>• Up to 15 hours of battery</li> </ul>	<b>Engineered to keep you focused. The best headset for concentration and collaboration</b> <ul style="list-style-type: none"> <li>• 3-microphone call technology</li> <li>• Comfortable noise-isolating design</li> <li>• Up to 37 hours wireless battery life</li> <li>• Works with all leading UC platforms</li> <li>• Evolve2 Teams Certified version available</li> </ul>	<b>Engineered to be the world's first intelligent 180° Panoramic-4K plug-and-play video solution*</b> <ul style="list-style-type: none"> <li>• Drive collaboration and productivity</li> <li>• Enhance your huddle room</li> <li>• Maximize your real estate</li> <li>• Minimize IT support with simple deployment</li> </ul>
	Mobility			
	Around the office	Around the office	Corridor Warrior	N/A
	Office Environment			
	Open office	Open office	Open office	Meeting Room
	Connectivity			
				

Information Technology

# FEDERAL, STATE AND LOCAL GOVERNMENT

## Call Center

 Call Center	Jabra solution			
	 <b>Jabra Biz 2300/ 2400 II</b>	 <b>Jabra Pro 930/935</b>	 <b>Jabra Engage 65</b>	 <b>Jabra Engage 50</b>
	<b>Corded headset developed for contact centers and agents</b> <b>World-class sound with ultra noise cancellation</b> <ul style="list-style-type: none"><li>• 360° flexible spin boom arm</li><li>• 20% lighter than competing headsets</li></ul>	<b>Professional wireless headset with DECT or Bluetooth®</b> <ul style="list-style-type: none"><li>• Simple, intuitive and high quality</li><li>• Up to 12 hours talk time</li><li>• DECT (Pro 930) or Bluetooth® (Pro 935) wireless headset</li><li>• Noise canceling microphone</li></ul>	<b>Engineered to give more power to your conversations</b> <ul style="list-style-type: none"><li>• Up to 490ft wireless range</li><li>• Advanced noise-cancelling microphone</li><li>• Connect up to 3 devices</li></ul>	<b>The intelligent headset for enhanced customer satisfaction</b> <ul style="list-style-type: none"><li>• Digital sound for the clearest customer calls</li><li>• Reduce interruptions and enhance agents' focus</li><li>• Rich call analytics to improve customer call experience</li><li>• Better call control for greater efficiency</li><li>• Designed for softphone environments</li></ul>
	Mobility			
	Around the office	Corridor warrior	Around the office	At the Desk
	Office Environment			
	Open office	Open office	Open office	Open office
	Connectivity			
				



# Jabra and BlueParrott Healthcare Solutions









# HEALTHCARE

Doctors and Nurses



Doctors & Nurses

	<b>Jabra Evolve 30/40</b>		<b>Jabra Evolve 65/75e</b>		<b>Jabra Speak Family</b>
<b>Corded headset with flexible connectivity and great sound for calls and music</b> <ul style="list-style-type: none"><li>• Easy call management</li><li>• Flexible connectivity</li><li>• Plug and Play connectivity</li><li>• 2 year warranty</li></ul>		<b>The world's first professional UC-certified wireless earbuds</b> <ul style="list-style-type: none"><li>• Reduce noise and interruptions with superior ANC</li><li>• Dual Bluetooth connectivity</li></ul>		<b>Premium speakerphone, designed for collaboration &amp; optimized for small meeting rooms</b> <ul style="list-style-type: none"><li>• Hear and be heard when it matters</li><li>• Works with all leading UC platforms</li><li>• Plug-and-play for instant collaboration</li><li>• Certified for Microsoft Teams (750)</li></ul>	
<b>Mobility</b>					
At the desk		On the go		Around the office	
<b>Office Environment</b>					
Open office		Shared Environments		Open office	
<b>Connectivity</b>					
					

# HEALTHCARE

## Doctors and Nurses Cont.



Doctors & Nurses

### Jabra Solution



BlueParrott  
C400-XT

#### Engineered for superior calls in high-noise environments

- 96% noise cancellation
- Multiple wearing styles
- Up to 24 hours talk time/500 hours standby time



BlueParrott  
C300-XT

#### Professional. Powerful. Discreet.

- 80% noise cancellation
- Over 10 hours of talk time
- Superior conversation quality in a lightweight design
- **Microsoft Teams** certified variant also available



Jabra  
PanaCast

#### Engineered to be the world's first intelligent 180° Panoramic-4K plug-and-play video solution\*

- Drive collaboration and productivity
- Enhance your huddle room
- Maximize your real estate
- Minimize IT support with simple deployment

### Mobility

On-the-go

Corridor warrior

N/A

### Office Environment

Shared environments

Open office

Meeting Room

### Connectivity



# HEALTHCARE


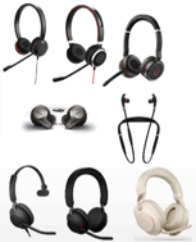






Medical Professionals

	Jabra solution			
	 <b>Jabra Stealth</b>	 <b>Jabra Engage 65/75</b>	 <b>BlueParrott B350-XT</b>	 <b>BlueParrott C400-XT</b>
	<b>The perfect smartphone and UC companion</b> <ul style="list-style-type: none"><li>• Superior noise cancellation</li><li>• Sound enhancement technologies</li><li>• Jabra Connects App</li></ul>	<b>Engineered to give more power to your conversations</b> <ul style="list-style-type: none"><li>• Up to 490ft wireless range and all day battery life</li><li>• Advanced noise-cancelling microphone</li></ul>	<b>Engineered for superior calls in high-noise environments</b> <ul style="list-style-type: none"><li>• Up to 24 hours of talk time</li><li>• Blocks out 96% of background noise</li><li>• VoiceControl™</li></ul>	<b>Engineered for superior calls in high-noise environments</b> <ul style="list-style-type: none"><li>• Industry-leading noise cancellation</li><li>• Blocks out 96% of background noise</li><li>• VoiceControl™</li></ul>
	Mobility			
	Corridor Warrior	Corridor Warrior	On the go	
	Office Environment			
	Single Office	Single Office	N/A	
	Connectivity			
				
	Collaboration/Transcription			




# HEALTHCARE

## Medical Professionals











	Jabra solution			
	 <b>Jabra Evolve Series</b>	 <b>Jabra Engage Series</b>	 <b>Jabra Speak Series</b>	 <b>Jabra PanaCast</b>
	<b>Engineered to keep you focused. The best headset for concentration and collaboration</b> <ul style="list-style-type: none"> <li>• 3-microphone call technology</li> <li>• Comfortable noise-isolating design</li> <li>• Up to 37 hours wireless battery life</li> <li>• Works with all leading UC platforms</li> <li>• Evolve2 Teams Certified version available</li> </ul>	<b>Engineered to be the world's most professional headsets</b> <ul style="list-style-type: none"> <li>• Industry-leading wireless performance and density</li> <li>• Advanced noise canceling microphone</li> <li>• All-day talk time and integrated busy light</li> </ul>	<b>Engineered to make conference calls easy and collaboration simple</b> <ul style="list-style-type: none"> <li>• Crystal-clear sound</li> <li>• USB or Bluetooth® variants</li> </ul>	<b>Engineered to be the world's first intelligent 180° Panoramic-4K plug-and-play video solution*</b> <ul style="list-style-type: none"> <li>• Drive collaboration and productivity</li> <li>• Enhance your huddle room</li> <li>• Maximize your real estate</li> <li>• Minimize IT support with simple deployment</li> </ul>
	Mobility			
	Corridor warrior	At office desk/On the go	Meeting Room	N/A
	Office Environment			
	Open office	Open office	Shared Environments	Meeting Room
	Connectivity			
Telemedicine			Dependent on variant	

# HEALTHCARE

Facilities/Maintenance/Drivers



Facilities/  
Maintenance/Drivers

Jabra solution				
 <b>Blue-Parrott B350-XT</b>	 <b>BlueParrott C400-XT</b>	 <b>BlueParrott C300-XT</b>	 <b>BlueParrott B450-XT</b>	 <b>BlueParrott B550-XT</b>
<b>Engineered for superior calls in high-noise environments</b> <ul style="list-style-type: none"><li>• Up to 24 hours of talk time</li><li>• Blocks out 96% of background noise</li><li>• VoiceControl™</li></ul>	<b>Engineered for superior calls in high-noise environments</b> <ul style="list-style-type: none"><li>• 96% noise cancellation</li><li>• Multiple wearing styles</li><li>• Up to 24 hours talk time/500 hours standby time</li></ul>	<b>Professional. Powerful. Discreet.</b> <ul style="list-style-type: none"><li>• 80% noise cancellation</li><li>• Over 10 hours of talk time</li><li>• Superior conversation quality in a lightweight design</li><li>• <b>Microsoft Teams</b> certified variant also available</li></ul>	<b>Engineered for superior calls in high-noise environments</b> <ul style="list-style-type: none"><li>• World-class sound</li><li>• 24 hours of talk time</li><li>• VoiceControl™</li></ul>	<b>The world's first 100% voice-controlled headset</b> <ul style="list-style-type: none"><li>• Simply talk, to talk</li><li>• IP54-rated and 1 year warranty</li><li>• Block out 96% of background noise</li></ul>
Mobility				
On the go				
Connectivity				
				

# Thank you