

Express Install for Microsoft Teams Rooms



Express Install is the turnkey path to Microsoft Teams Rooms for SMB and mid-market organizations. By eliminating traditional deployment hurdles, it enables businesses to transform focus & small spaces into high-performing collaboration hubs in approximately 90 minutes—bringing speed, reliability, and scalability to every rollout.

Express Install for Microsoft Teams Rooms components



PANACAST 40 VBS
FOR SMALL ROOMS



PANACAST 50 VBS
FOR MEDIUM ROOMS



SALAMANDER ACADIA
TABLETOP STAND



43"-65" VESA
MOUNT DISPLAYS

KEY BENEFITS FOR CUSTOMERS

- + **Average savings of 30-45% on overall room costs**
Cut deployment times in half - approximately 90 minutes.
- + **Significantly reduces infrastructure impact**
One-person setup with no need for wall drilling or complex wiring.
- + **Every Room is now a Teams Room**
Get the same one-touch join experience and full Teams features and capabilities.
- + **Enhanced security**
Built on Microsoft's MDEP standard for trusted device management and protection.

KEY BENEFITS FOR PARTNERS

- + **Win Faster**
Close deals with faster with turnkey Teams Rooms installations.
- + **Expand Reach**
Serve SMB and mid-market customers at scale.
- + **Differentiate Your Offering**
Jabra PanaCast 40 VBS & PanaCast 50 VBS are certified for Microsoft Teams and one of the first video bars to be built on MDEP.



Roy Sherry
Principal Technical Program Manager
The Hive



Watch the video to learn how Microsoft is using Express Install to do more with less.

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Questions to ask your customers

Room Readiness & Infrastructure

- “Do you have small or focus rooms that aren’t currently equipped for video meetings?”
- “Are you looking for a solution that doesn’t require ceiling cable runs or wall-mounted displays?”
- “Would a plug-and-play setup with minimal room modification be valuable to your team?”

Deployment Speed & Resources

- “How quickly are you looking to deploy Teams Rooms across your locations?”
- “Do you have internal AV or IT resources available for room installations?”
- “Would a simplified install process help you scale faster or reduce deployment costs?”

Customer Profile Fit

- “Are you currently using BYOD setups in any of your meeting spaces?”
- “Are you supporting remote or hybrid workers who need reliable room-based collaboration?”
- “Do you have multiple locations or satellite offices that need a consistent meeting experience?”

Lifecycle & Scalability

- “How often do you refresh or repurpose meeting spaces?”
- “Would a repeatable, standardized deployment model help your IT team or partners?”



Objection	How to overcome it
“We don’t have AV resources or the budget for a full AV build.”	Totally get it—many teams don’t have AV resources or the budget for a full build. That’s why Express Install exists. With Jabra & Salamander, you will be ready to go in approximately 90 minutes, without draining resources or budget.
“We don’t want to modify our rooms.”	You won’t have to. Express Install avoids ceiling cable runs and wall mounts. No construction, no rewiring—just a clean deployment that works with your existing space.
“We’re already using BYOD setups.”	Express Install is a great upgrade path from BYOD. It delivers a consistent, secure Teams Rooms experience with minimal effort and better meeting quality.
“We need to deploy across multiple locations.”	That’s where Express Install shines. It’s built to scale—whether it’s five rooms or fifty, you get consistency without complexity.



Contact your Jabra Sales rep to lock in savings now.