



Defense ministry chooses VQ Conference Manager to modernize its air-gapped conferencing

Long-term product roadmap and large defense install base give customer confidence to choose VQ Communications.

The Challenge

Upgrade the existing Cisco conferencing service and replace TMS

A national defense ministry and long-standing Cisco Meeting Server (CMS) customer was looking to deliver enhancements to its air-gapped conferencing.

These included:

- ✓ **Security improvements**
Including limited-time meeting spaces and passcode protection
- ✓ **Modernized meeting management for operators**
- ✓ **Conferencing platform observability/analytics**
- ✓ **Software to manage 200+ collaboration devices**
Replacing end-of-life Cisco TMS

The ministry also wanted strong assurances that it was investing in a platform that would continue to evolve as new technologies became available.



CUSTOMER SECTOR

Defense



BUSINESS SOLUTIONS

Cisco TMS replacement
Secure sovereign conferencing
Device management
Comprehensive insights

The VQ Communication Solution

Comprehensive management platform and innovation plans

Cisco brought VQ Communications into its discussions with the customer, to showcase how VQ Conference Manager and Cisco products would meet and exceed the ministry's needs.

VQ Communications' solution included:

- ✓ **VQ Conference Manager platform**
Defense-grade security, including meeting-level protections
- ✓ **Meeting Services**
Modern scheduling and operations software for large-scale meeting management
- ✓ **Metro premium self-service apps**
Self-service user scheduling via Outlook
- ✓ **Device Management and Automation (DMA)**
To manage Cisco collaboration devices at scale, replacing and upgrading TMS functionality
- ✓ **Analytics**
Ready-made dashboards and reports for troubleshooting and strategic service-planning
- ✓ **Professional services**
Deployment assistance and training for a smooth rollout

Innovation commitment

Our product roadmap and regular release cadence underlined to the customer our long-term commitment to innovation in the self-hosted and air-gapped conferencing world.

Widespread use in defense community

Our pitch also gave the customer confidence it would be choosing a proven solution, by illustrating the size of the install base in similar defense organizations.

Outcomes

Extended Cisco platform with enhanced functionality and security

Excited by the VQ Conference Manager roadmap, and assured by the large community of defense customers already using the software, the ministry opted for a multi-year Cisco renewal. This included VQ Conference Manager, as well as a 20% increase of its Cisco footprint to support expanded operations.

By adding VQ Conference Manager to its air-gapped conferencing platform, the defense ministry now enjoys:

- ✓ **Enhanced meeting security**
- ✓ **Greater ease of use** for operators and end users
- ✓ **Streamlined management** of its 200+ Cisco video devices
- ✓ **Full-service observability**
- ✓ **Regular new features**
- ✓ **Long-term commitment** to innovation in self-hosted conferencing

And since VQ Communications is a Cisco SolutionsPlus partner, the customer also enjoyed the simplicity of purchasing VQ Conference Manager and the associated professional services through Cisco, as part of its renewal.