

# 7 things you need to think about to enable your Cisco Meeting Server

Choosing your video conferencing management platform

1

Choose a management platform that can grow from small to very large

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Choose a collaborative solution that will meet your future needs

3

Choose a management platform that will accelerate your CMS rollout

4

Choose a management platform that can reduce your operating costs

5

Choose a management platform that will deliver, measure and demonstrate ROI

6

Choose a management platform that's proven at enterprise scale

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Choose a dynamic company with excellent, responsive customer support

# 1 Choose a management platform that can grow from small to very large

A video conference system that can sustainably meet growing demand requires automation and full self-service

- ✓ Self-service puts users in control of their video conferencing, with each user having their own, dedicated, always-available, Virtual Meeting Room/Space
- ✓ Automated LDAP/Active Directory imports keep your user list up-to-date, freeing your operators and administrators to focus on customer service



# 2 Choose a collaborative solution that will meet your future needs

The tools you choose for the next stage of your video conferencing journey will become integral to your organisation's day-to-day operation

Successful services grow, so you need tools capable of coming with you on the journey in the short, medium and long term. (After all, changing tools later will affect large numbers of people, so will be expensive and disruptive)

- ✓ To grow sustainably, your video conferencing service will need a management platform that enables automation, user self-service and the ability to measure and demonstrate ROI
- ✓ VQ Conference Manager has proven itself on this type of growth journey, with services that started small now delivering over 20 million minutes of calls per month and supporting more than 25,000 global users

## 3 Choose a management platform that will accelerate your CMS rollout

VQ Conference Manager helps you deploy Cisco Meeting Server faster

- ✓ Ready-made graphical user interface means your administrators don't need to write their own tools to use the CMS API
- ✓ Predefined Space templates enable administrators to define most call types quickly, straight out-of-the-box. This includes PIN management and security, making it easier to deploy CMS in real-world environments

## 4 Choose a management platform that can reduce your operating costs

VQ Conference Manager helps you reduce the cost of operating large video conferencing services

- ✓ The always-available, Virtual Meeting Room/Space-based service delivery model (also known as self-service) requires a significantly smaller operational team compared to managed systems, where calls are scheduled and managed by the operations team
- ✓ Automated LDAP/Active Directory provisioning of users and their Virtual Meeting Rooms/Spaces keeps the state of the service synchronized with your employers/users as individuals join, move roles or leave



# 5 Choose a management platform that will deliver, measure and demonstrate ROI

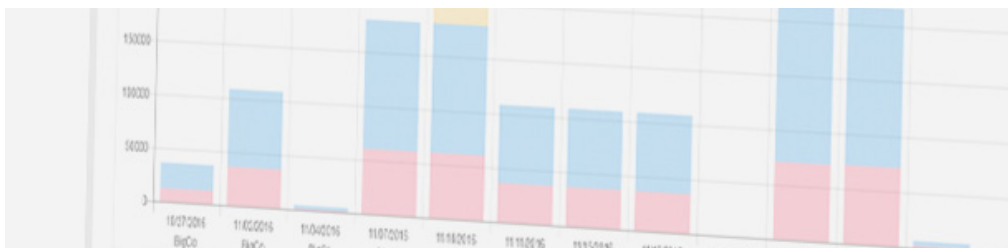
Encourage people to use your service by ensuring it's consistent and reliable. Then measure and demonstrate ROI. VQ Conference Manager enables both

- ✓ Predetermine all call settings based on a user's role. This delivers predictable in-call experiences that make people trust your service, use it more and advocate it to others
- ✓ Customisable reports enable you to demonstrate ROI, plan for the future and support business cases for further investment in real-world environments

# 6 Choose a management platform that's proven at enterprise scale

You can't afford to take risks: you need your enterprise video conference solution to work every time. That's why you need a proven, low-risk management platform

- ✓ VQ Conference Manager is now in its third generation on the Cisco Meeting Server platform (formerly Acano)
- ✓ Across the VQ Conference Manager install-base, annualised call minutes are expected to exceed one billion per year by the end of 2017
- ✓ VQ Conference Manager underpins all sizes of deployment, from small to very large: 60,000-user systems are entering service, while a range of established systems host between 20,000 and 35,000 users, with one delivering over 20 million minutes of calls per month
- ✓ Services hosted by VQ Conference Manager consistently deliver growth and ROI



# 7 Choose a dynamic company with excellent, responsive customer support

Are you attracted by innovation, agility and great customer service? Do you want to work with a company that has a loyal base of customers?

- ✓ VQ Communications focuses on delivering a high-quality product and excellent, responsive customer service
- ✓ We innovate quickly and assuredly, meaning we get new capabilities into the hands of our customers much faster than a large organisation, without compromising on quality
- ✓ We're vendor-agnostic, so our customers aren't tied to a single vendor
- ✓ Our customer base has grown substantially over the years; we have an installed base of several hundred systems. One of the reasons for our customers' loyalty is our track record of going the extra mile when things get difficult

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