



POLY ROOM SOLUTIONS FOR MICROSOFT TEAMS

Customer Presentation



MICROSOFT TEAMS IS GROWING FAST AS COLLABORATION TOOL IN THE MEETING ROOM AS WELL AS ON PERSONAL DEVICES

01

Microsoft Teams is the fastest growing business app in Microsoft history

Microsoft, 2019

02

Huddle rooms are growing faster than ever

Frost & Sullivan, 2019

03

75% of Microsoft Office 365 commercial users are planning to adopt Microsoft Teams by 2022

Frost & Sullivan, 2019

THE CHALLENGE: HOW TO DEPLOY MICROSOFT TEAMS ROOMS...



**Consistently
and quickly**



**In a scalable way
across all room sizes**



**Delivering the best
user experience**

THE IMPACT

Factors that slow down deployment

THE IMPACT ON IT



**Different challenges in
deploying a room system**
in small rooms and in large rooms



**Preventing user “accidents”
from happening**



**Maintaining consistent
room experience across
organization**

THE IMPACT ON USERS



Users don’t like to control devices,
such as controlling the camera to zoom in to
an active speaker, or muting when there is a
background noise

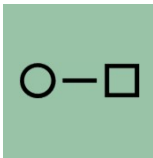


**Long monotonous video meetings
can be tiring and disengaging**

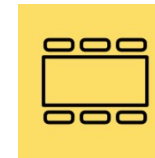


**Bad audio quality makes the
meeting experience unbearable**

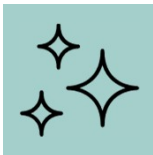
BUT WHAT IF
YOU COULD
HAVE A ROOM
SOLUTION...



**Which is easy to
install and maintain**



**Works great for any
room size**



**Without cable clutter
on the desk or floor**



**With best audio and
video users will love**

INTRODUCING POLY ROOM SOLUTION FOR MICROSOFT TEAMS

POLY POWER MEETS MICROSOFT TEAMS

Superior audio and video and utmost simplicity for better meetings



KEEP THE ROOM FREE FROM CABLE CLUTTERS

Single cabling between the compute appliance behind the monitor and the touch controller on the conference table



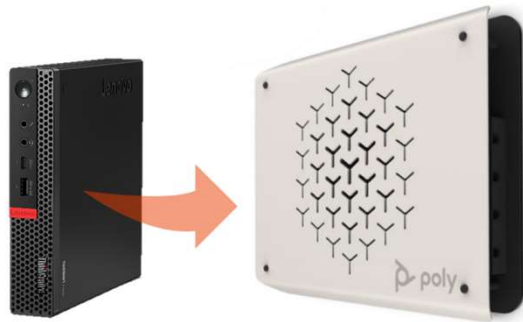
HOW DO WE KEEP THE ROOM CLUTTER-FREE?



Poly GC8 touch controller

8-inch USB touch controller with integrated HDMI ingest and USB input

Content PC and speakerphone connect to GC8, retaining single USB cable connection going back to the compute appliance in front of room for reduced clutter and cable piping need



Tuck away the compute appliance and cables in the cabinet or behind the monitor

Keep the compute appliance and cables connecting to it hidden somewhere safe and away from users



Long fiber optic USB cable

Generous 10m (32.8ft) USB cable (25m, 40m optional) makes installing the system in any room a breeze

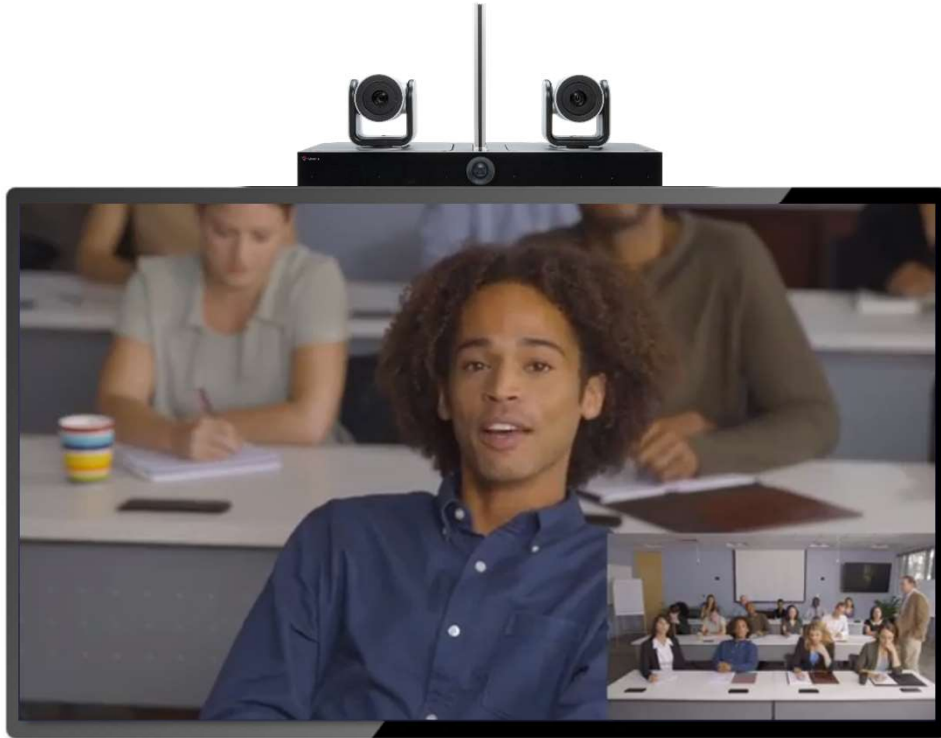
KEEP YOUR ATTENTION ON MEETINGS, NOT ON TECHNOLOGY

Camera tracking and NoiseBlock technology allows you to focus on meetings and still keeps the meeting experience dynamic and engaging



DYNAMIC VIDEO EXPERIENCE

Intelligently and automatically tracks active speaker(s)



**EagleEye Director II with
Intelligent speaker tracking**

(With 12x optical zoom and entire room view
in Picture-in-Picture)



Poly Studio with Poly MeetingAI

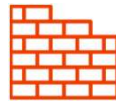
(Split screen conversation mode shown)

BEST-IN-CLASS AUDIO



Poly's signature audio

with crisp, room-filling sound made possible by an innovative acoustic chamber design



NoiseBlockAI

blocks out unwanted noise and distractions, made possible by innovative machine learning algorithms



Acoustic Fence

captures only the voices within a defined zone in open workspaces
(Available on Poly Studio)

SIMPLY CONNECT TO
ROOM CONTROL AND
INSTALLED AUDIO



INSTALLED AUDIO/DSP INTEGRATION

Poly G85-T with EagleEye Director II works directly with installed audio/DSP

Connect to room DSP and ceiling microphones for:

- Boardroom
- Classrooms, lecture halls, and other meeting spaces



Microsoft Teams-certified & Poly tested* DSPs:

- Shure Microflex Advance MX910A + IntelliMix P300
- Biamp with Pairé ceiling mic (coming soon)

***tested with EagleEye Director II in Teams Rooms configuration**

ROOM AUTOMATION, CONTROL, AND AV INTEGRATION WITH EXTRON



Extron



- ROOM AUTOMATION
- ROOM CONTROL
- ROOM SCHEDULING
- USB CAMERA CONTROL
- VIDEO SIGNAL CONVERSION
- CABLE MANAGEMENT
- BYOD USE CASE

Access Extron room control features through Poly GC8 touch interface

THREE CONFIGURATIONS TO CHOOSE FROM

Comfortably covers from small to large rooms

POLY G10-T

Base kit, connect existing
USB peripherals



Package includes:

- Poly GC8
- Lenovo ThinkSmart Edition Tiny
- PC Wall/VESA mount kit
- 10m fiber optic USB cable

POLY G40-T

For small to medium rooms
With All-In-One video bar



Package includes:

- Poly GC8
- Lenovo ThinkSmart Edition Tiny
- PC Wall/VESA mount kit
- 10m fiber optic USB cable
- Poly Studio

POLY G85-T

For medium to large rooms
Add audio (Trio or DSP)



Package includes:

- Poly GC8
- Lenovo ThinkSmart Edition Tiny
- PC Wall/VESA mount kit
- 10m fiber optic USB cable
- EagleEye Director II

FEATURE COMPARISONS

Model	Poly G10-T	Poly G40-T	Poly G85-T
Recommended room size	Small to large (dependent on USB peripherals)	Small to medium	Medium to large
Touch controller	Poly GC8 (8")	Poly GC8 (8")	Poly GC8 (8")
Compute Appliance	Lenovo ThinkSmart Edition Tiny	Lenovo ThinkSmart Edition Tiny	Lenovo ThinkSmart Edition Tiny
Camera	Bring your own	Poly Studio	Poly EagleEye Director II
Camera specs	Bring your own	120° wide angle Group framing/speaker tracking 5x EPTZ	65° FOV (H) (Pan 100/-100°) Speaker tracking (33ft/10m) 12x MPTZ
Mic/speaker	Bring your own	Poly Studio (front of room)	Sold separately Trio C60/8800/8500 or Poly- tested DSP solution
Audio pickup range	N/A	12 ft (3.6m) Optional extension mic	N/A
Other included items	PC Wall/VESA mount kit 10m fiber optic USB cable	PC Wall/VESA mount kit 10m fiber optic USB cable	PC Wall/VESA mount kit 10m fiber optic USB cable

POLY VIDEO SOLUTIONS FOR MICROSOFT TEAMS

POLY STUDIO X30, POLY STUDIO X50

All-in-one form factor, Android-based

- Ideal form factor (All-in-one) and cost for huddle spaces
- Designed for huddle and small rooms
- Best used with a touch display



Huddle room

**Small
conference room**

WFH

G10-T, G40-T, G85-T

Microsoft Teams Rooms

- Support different room sizes through the choice of USB devices
- Dedicated tabletop console with calendar access
- Richer capability
- Room AV integration



**Small
conference room**

**Medium
conference room**

**Large
conference room**



THANK YOU

APPENDIX

ADDITIONAL POLY CERTIFIED USB PERIPHERALS FOR MICROSOFT TEAMS ROOMS

Existing Poly peripherals supported by MTR

POLY EAGLEEYE CUBE

Advanced HD Camera with intelligent group framing/speaker tracking



- 4K sensor with 5x EPTZ
- 120° FOV

POLY TRIO 8800/8500

For existing Trio customers*



- **Poly Trio 8800** with 20-foot (6m) mic pickup range
- **Poly Trio 8500** with 14-foot (3.2m) mic pickup range

POLY EAGLEEYE IV USB

Premium HD Camera with 12x optical zoom



- Camera control via remote
- Pan, tilt, 12x zoom

*Trio C60 is recommended for all new purchases



EXTRON ROOM CONTROL INTEGRATION (EXAMPLE WITH G40-T)

- Poly G40-T room solution
- Integrate with AV room system through Extron
- Extron software installed on Poly G-Series compute, and accessible from GC8 (single point of control)

