CRESTRON®

Visit us at **Booth 1800**

infocomm

UC Solutions for Every Space

Instructor: **Eric Roache**

Changing Modern Workplace

Mobile and social

45% use social tools at work

4x as many devices per user

Diverse and global

5 generations together in the workforce

72% of workers will be working remotely by 2020

Team-based and collaborative

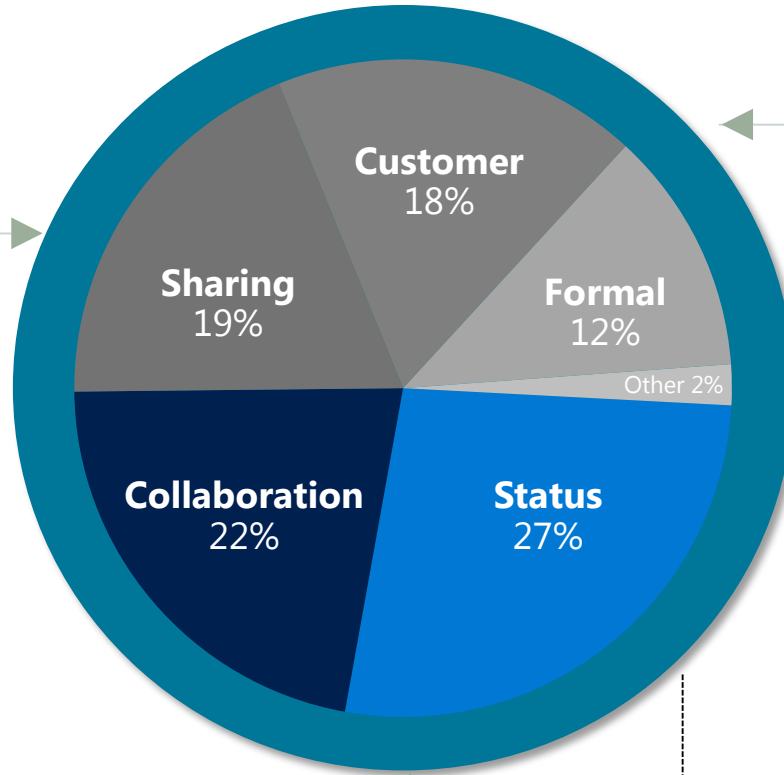2x as many teams

80% of employee time is spent collaborating

Meeting Attendees Need Better Tools

In a commissioned report, Microsoft learned more about the challenges employees face today

STRESSES OF TODAY'S MEETINGS

- Longer than planned
- Attendees multi-tasking
- Attendees unprepared
- Late attendees
- Not on time
- Hard to schedule everyone
- Too many meetings

MULTIPLE TOOLS NEEDED

Pie chart:
- Customer 18%
- Sharing 19%
- Formal 12%
- Other 2%
- Status 27%
- Collaboration 22%

ACROSS ALL MEETING TYPES:

60% are unsatisfied with their current meetings

57% find meetings unproductive

MORE MODERN

MEETINGS NEEDED

~50% of meetings are status or collaborative

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Crestron Flex - Overview

Crestron Flex: Simple. Secure. Scalable. Consistent.

Native support for most popular third-party UC applications

Microsoft Teams   Skype for Business   zoom   Open UC

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Skype® for Business and Microsoft Teams™ Software

What do companies today need ?

⊘ A solution built around the total Microsoft® platform

- A total solution across the company
- From rooms to desktop down to mobile
- Purpose built solutions for meeting rooms
  - Clean looking systems
  - Easy to deploy and manage enterprise wide
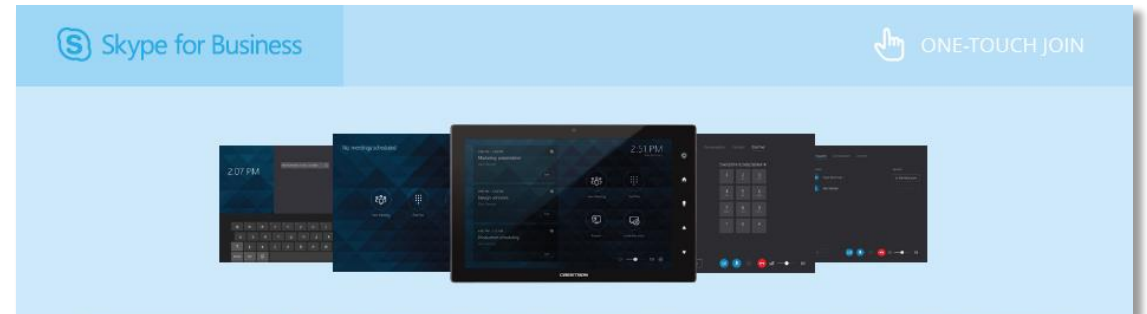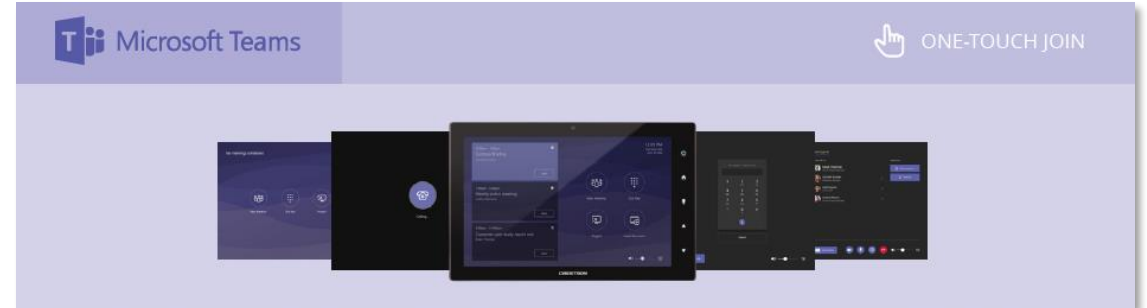
CRESTRON®

Skype® for Business

- Skype® for Business enables messaging, conferencing, online meetings, and collaboration as part of Office 365® software.

- With Crestron you can natively run Skype® for Business in meeting rooms of every shape and size: conference spaces, boardrooms, multipurpose spaces, and auditoriums.

Microsoft Teams™

- Hub for teamwork in Office 365® software.

- Integrates all the people, content, and tools work teams need to be more engaged and effective.

- Whether your organisation is using an on-premises implementation of Microsoft Teams, running a hybrid deployment of Skype® for Business and Microsoft Teams™, or fully committed to IC and Microsoft Teams™ within Office 365®, Crestron's open solutions are ready to support you.

Zoom Rooms™ Software

- Crestron UC and collaboration devices run Zoom Rooms™ software natively

- You get best-in-class AV presentation, room scheduling, video conferencing, chat, webinars and room control capabilities in your boardroom, conference, huddle, and training rooms, as well as executive offices and classrooms.

Open UC

- De-couples applications from hardware – switch instantly

- No penalty of expensive hardware changes or additional charges

- Run applications that best support your business needs, today and tomorrow

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Why Wireless Presentation

- Many of the latest laptops and smart device no longer have wired ports

- The proliferation of open meeting spaces and huddle spaces also drives the need for wireless presentation

- AirMedia® 2.0 wireless presentation meets that need, and frees people to sit or stand anywhere in the space and present

- Allows connection of a laptop or smart device, regardless of operating system

- No need for dongles, wires or other clutter

CRESTRON®

AirMedia® 2.0 Wireless Presentation Features

- Lowest latency and bandwidth

- Smooth video display

- Mirroring with iOS®, Mac®, Android™, and Windows®, operating systems without Bonjour® software.

- Cloud provisioning and management

- All the advantages of a network based appliance

  - 802.1x network access control

  - Active Directory® Credential Management user authentication

  - AES-128 content encryption

  - SSH, SSL, TLS and HTTPS

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Crestron Flex: Simple. Secure. Scalable. Consistent.

Crestron Flex
P100 Series

Desk phone

Crestron Flex
M100 Series

Tabletop conferencing system

Crestron Flex
B100 Series

Wall-mount smart soundbar

Crestron Flex
C100 Series

Flexible, integrated UC kit

Crestron Flex: Simple. Secure. Scalable. Consistent.

Several different forms, one consistent user experience

- Less strain on support resources
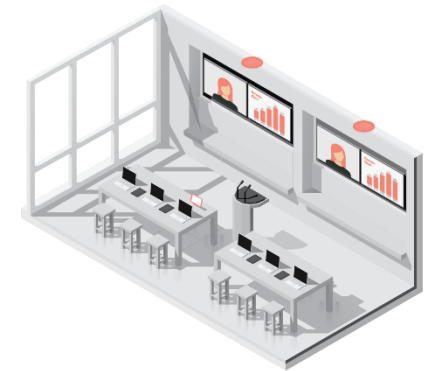

8:00 AM
The day begins

9:15 AM
Emergency meeting

10:00 AM
Team meeting

12:00 PM
Global meeting

3:30 PM
Training session

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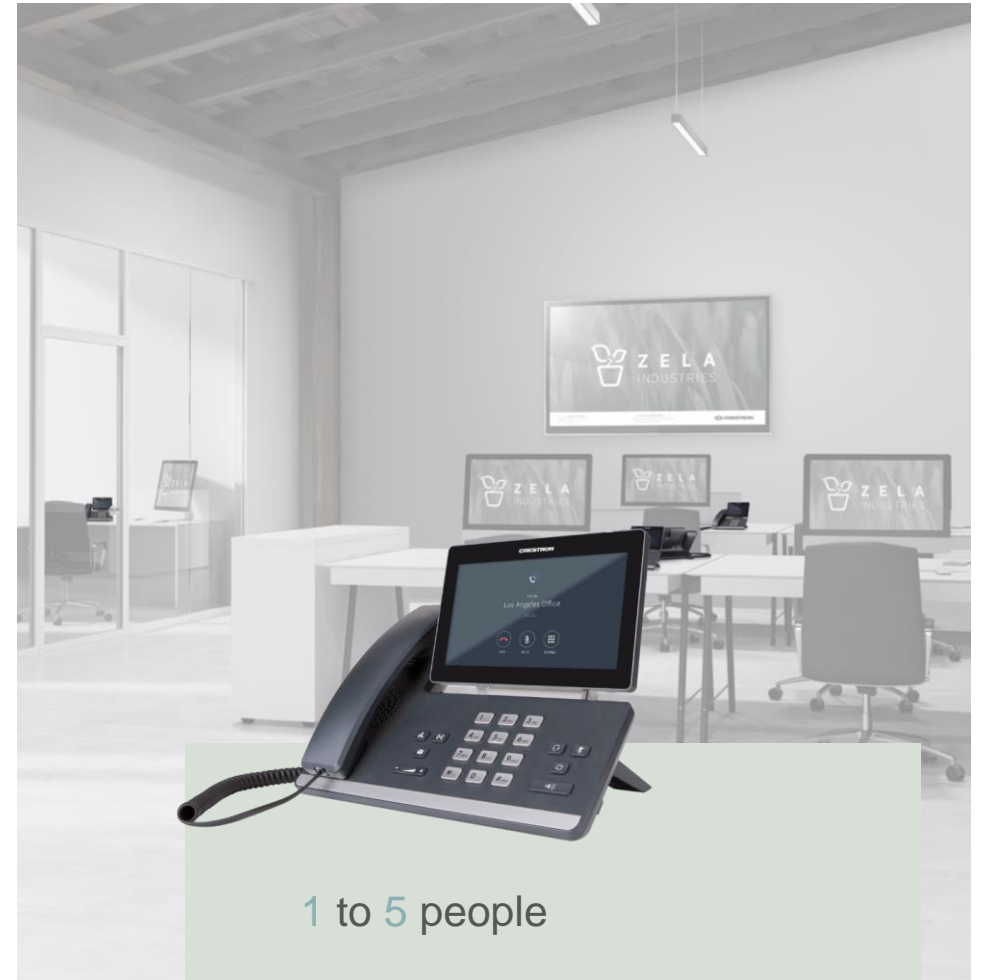# All the Systems Look the Same – Crestron Flex P100

LAN

Crestron Flex P100 Series

Advanced desk phone that integrates seamlessly with existing infrastructure

- Connects to network with latest security standards

- Exceptional HD sound quality for crystal-clear speech

- Full-featured keypad and high-resolution 7" color touch screen

- Place or receive call using handset or speaker

- Zero-touch provisioning and centralized management from Crestron XiO Cloud™ Service
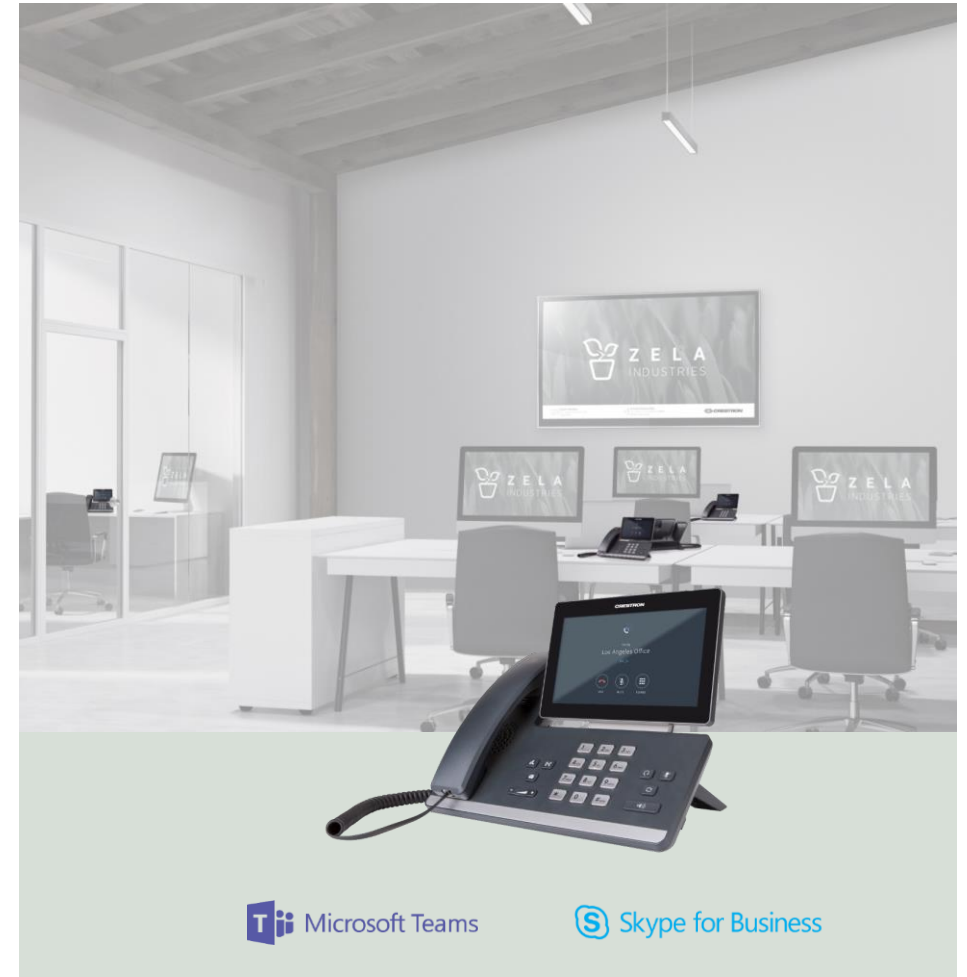
1 to 5 people

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Crestron Flex P100 Series

Natively supports

- Microsoft Teams™

- Skype® for Business

Ideal room types

- Phone booth

- Workstation

- Hoteling / Hot desking

- Reception

- Executive offices

Microsoft Teams   Skype for Business

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All the Systems Look the Same – Crestron Flex M100

LAN

Crestron Flex M100 Series

All-in-one tabletop console – the core of modern meeting spaces

- Present, call, and collaborate — all-in-one tabletop console

- Easy to provision and manage from Crestron XiO Cloud™ software

- Securely connects to network

- Supports wireless presentation with built-in AirMedia® 2.0 technology

- Full open SIP conference phone with room scheduling and one-touch joins

- Supports wireless presentation

- Onscreen room availability and meeting details

- Built-in occupancy sensor for usage data and automation

- Exceptional microphone and speaker quality

4 to 20 people

CRESTRON®

Crestron Flex M100 Series

Natively supports

- Microsoft Teams™
- Skype® for Business
- Zoom™ Software
- Open UC

Ideal room types

- Huddle rooms
- Conference room
- Executive office

All Systems Use the Same Components Behind the Scenes

- 4K Camera for HD image

- No motors required for PTZ

- Auto cropping / zooming

Incredible HD Camera

All Systems Use the Same Components Behind the Scenes

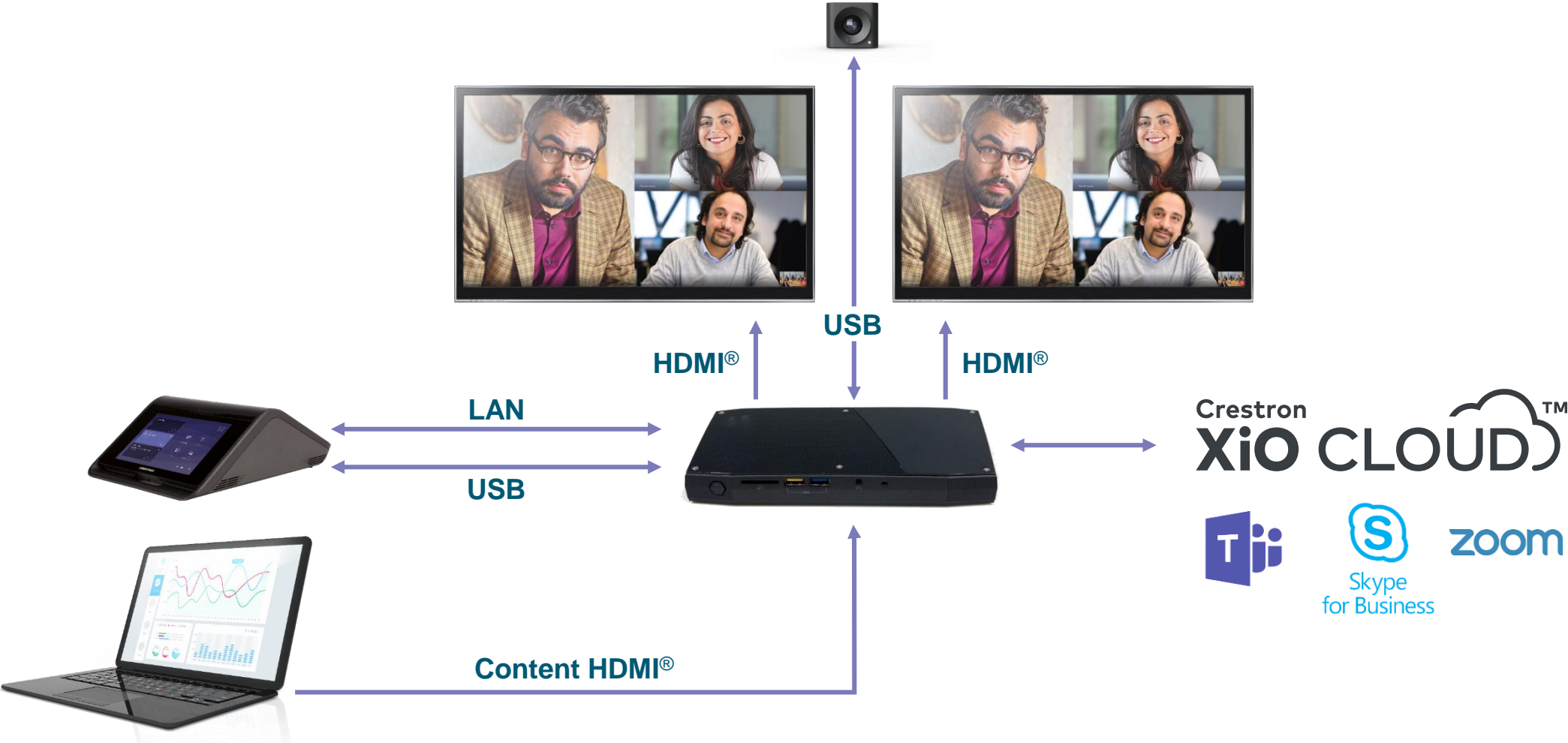## It starts with what we call the UC Engine

- Mounts behind the display for simple installation

- Runs Skype® for Business, Microsoft Teams™, and Zoom™ natively

- One touch meeting join

- Supports single and dual screen

- Appliance Grade PC Running Windows 10 Embedded

- Provisioned through Crestron XiO Cloud™ Software

UC Engine

4"

½"

6"

Microsoft Teams   Skype for Business   zoom

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All the Systems Look the Same – Crestron Flex M150

USB

HDMI®

HDMI®

LAN

USB

Content HDMI®

Crestron XiO CLOUD™

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All the Systems Look the Same – Crestron Flex B100 Series

USB

HDMI® HDMI®

LAN

Content
HDBaseT®

HDMI®

POWER HDMI LINK HDMI IN AUDIO IN AUDIO SEL HDMI ANALOG RESET

Crestron
XiO CLOUD™
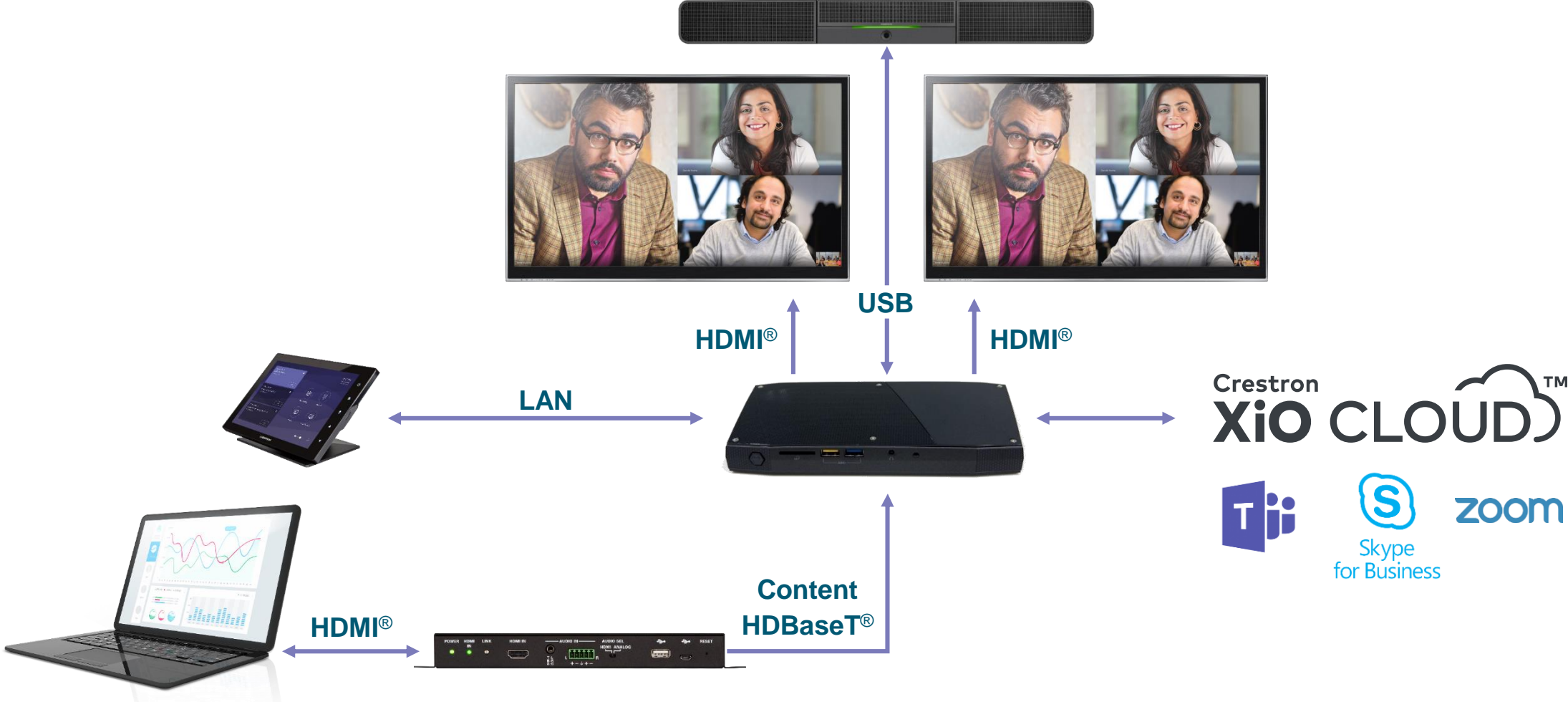
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Crestron Flex B100 Series

Front of room solution in a wall-mount soundbar form factor

- Present, call, and collaborate

- Easy to provision and manage from Crestron XiO Cloud™

- Securely connects to network

- One-touch joins

- Onscreen room availability and meeting details

- Built-in occupancy sensor for usage data and automation

- Exceptional microphone and speaker quality

4 to 20 people

CRESTRON®

Crestron Flex B100 Series

Natively supports

- Microsoft Teams™
- Skype® for Business
- Zoom™ (Q1 2019)

Ideal room types

- Conference room (small, medium, large)
- Executive offices

Microsoft Teams   Skype for Business   zoom

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Crestron Flex B100 Series

Far field microphone beam array with 20' pickup

Speakers

Speakers

4K camera with auto-cropping

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All the Systems Look the Same – Crestron Flex C100 Series

USB

HDMI®   HDMI®

LAN

Crestron
XiO CLOUD™

Content
HDMI®

USB

Crestron Avia™ DSP

DigitalMedia™,
DM NVX™
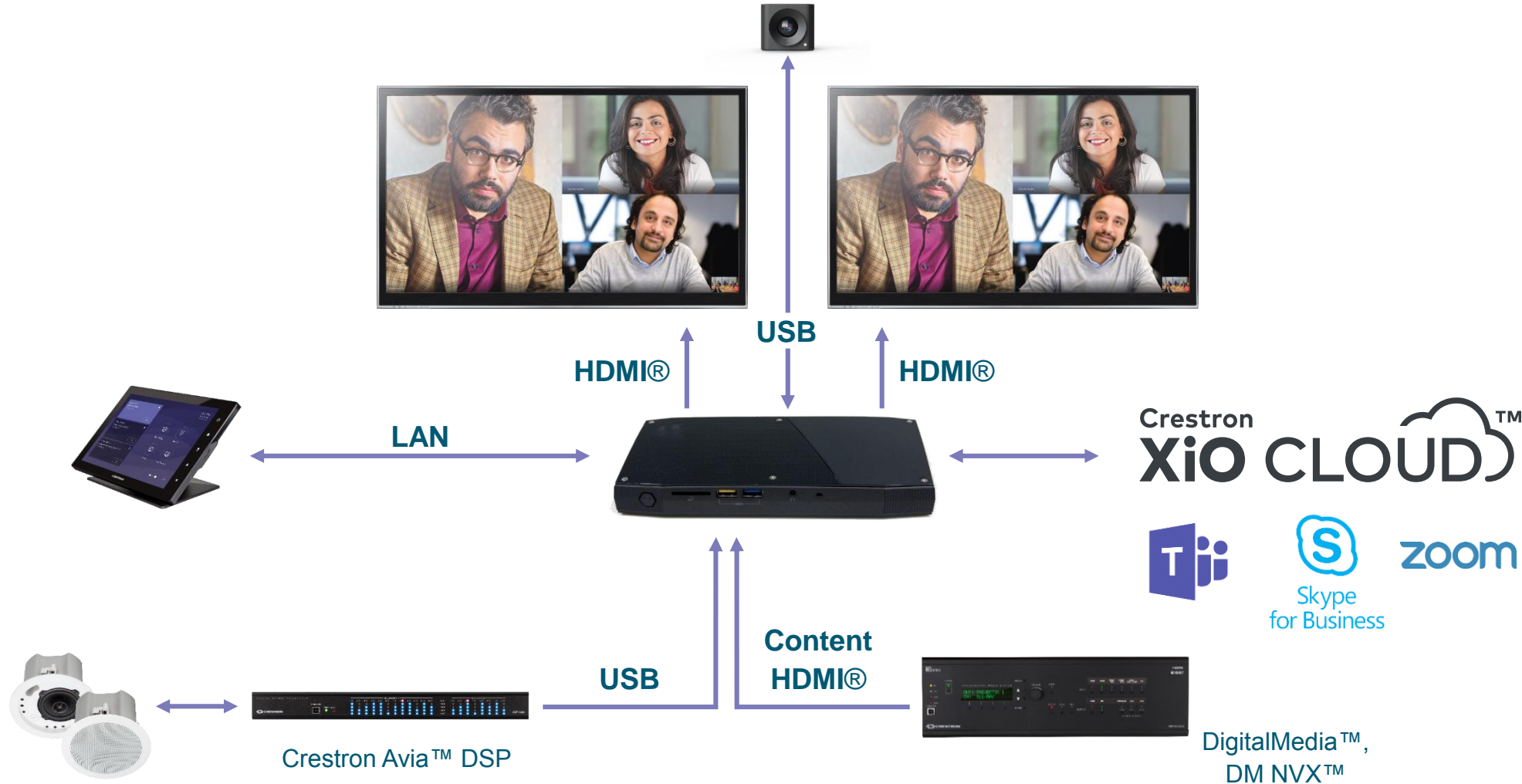
Crestron Flex C100 Series

Everything you need to successfully integrate with your existing room design

- Supports spaces of any size by working with your existing room design

- Easy to provision and manage from Crestron XiO Cloud™

- Securely connects to network

- Present, call, and collaborate

- Room scheduling and one-touch joins

- Onscreen room availability and meeting details

- Seamless connection to integrated systems ensures consistent user experience

Unlimited

CRESTRON

Crestron Flex C100 Series

Natively supports

- Microsoft Teams™
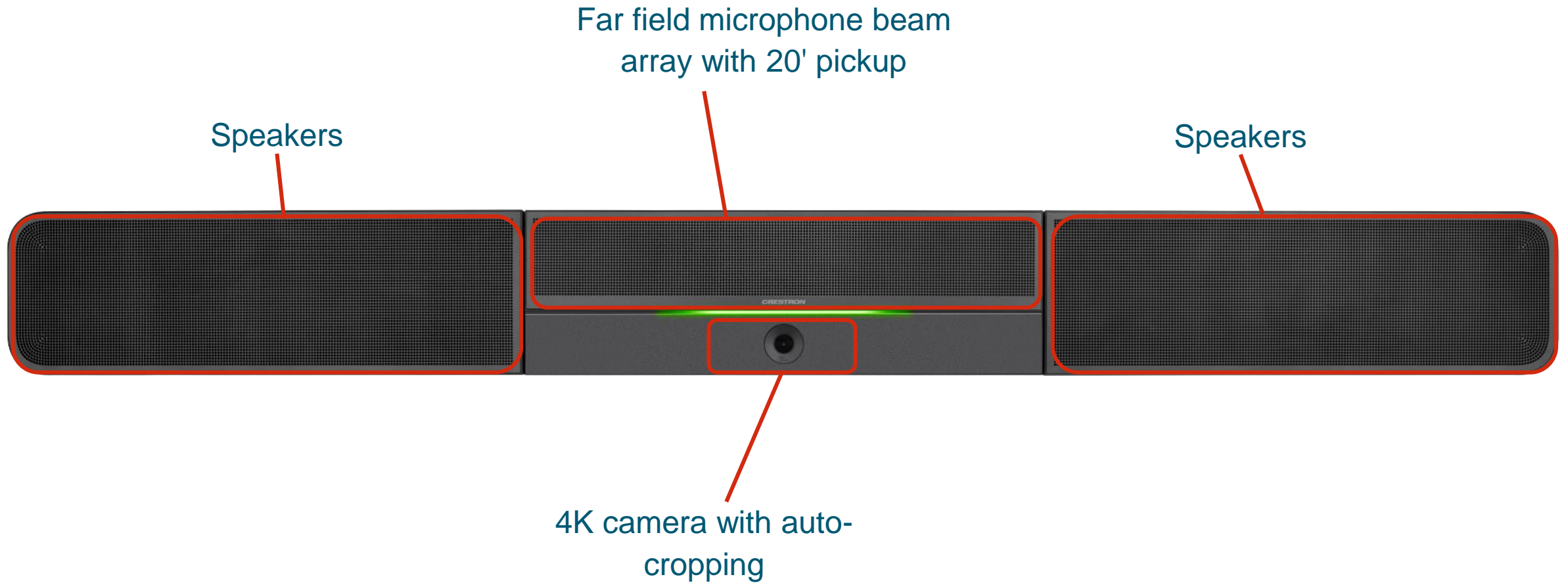- Skype® for Business
- Zoom™

Ideal room types

- Custom spaces
- Conference centers
- Divisible rooms
- Boardrooms
- Auditoriums

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Crestron Programming for Flex Systems

Programming Tools

- **SIMPL Windows**

  - Defined as the UC engine and IP table to a 3-Series® processor

- **VT Pro-e® Software**

- Defined again as a UC engine and loaded to the UC engine

  - The TSW or the Crestron Mercury® unit does not get the project loaded to them

- **Crestron Studio® Software Support**

  - There is Crestron Studio® support for this device

UC Engine

Room Decision Matrix

		Work-station	Private Office	Executive Office																											
Individual		Work-station	Private Office	Executive Office																											
Group			Huddle				Meeting Room						Conference Spaces							Community Spaces											
People Count		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30+
Flex P100 Series		▮	▮	▮	▮	▮																									
Flex M100 Series					▮	▮	▮	▮	▮	▮	▮	▮	▮	▮	▮	▮	▮	With Mic kit													
Flex B100 Series					▮	▮	▮	▮	▮	▮	▮	▮	▮	▮	▮	▮	▮	▮	▮	▮	▮										
Flex C100 Series																															

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Solutions Matrix

	Devices					
	P100 Series		M100 Series		B100 Series	C100 Series
	Phone (P100)	Phone+ (P110)	M Audio (M100)	M Video (M150)	Smart Soundbar	Integrator Kit
Built-in full open SIP phone	✓	✓	✓	✓	✓	✓
One-touch join	✓	✓	✓	✓	✓	✓
Bluetooth audio		✓	✓	✓		
Powered speaker	✓	✓	✓	✓	✓	
Wireless presentation**				✓	✓	✓
Built-in wired presentation (HDMI* in and out)				✓	✓	✓
Crestron XiO Cloud connected	✓	✓	✓	✓		✓
Room scheduling on device			✓	✓	✓	✓
Room scheduling on screen			✓	✓		
Open support for any web collaboration app			✓	✓		
Native support for Microsoft Teams	✓	✓	✓	✓	✓	✓
Native support for Skype for Business	✓	✓	✓	✓	✓	✓
Native support for Zoom Rooms			✓	✓	✓	✓

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Crestron XiO Cloud™
IoT-based platform

Hosted on Microsoft® Azure® IoT platform.

Natively built into Crestron Flex solutions.

- Deploy quickly
  - Reduce installation time by up to 90%
- Manage remotely
  - Update settings and firmware from anywhere via centralized dashboard
- Monitor instantly
  - Resolve events remotely to improve device uptime
- Evolve confidently
  - Make sure your workplace technology supports how people work

Crestron XiO CLOUD™

Microsoft Partner
2018 Partner of the Year
Internet of Things

CRESTRON

Crestron XiO Cloud™ Software

With~~out~~ Crestron XiO Cloud™ Software

1. Dealer orders devices from Crestron
2. ~~Wait for the delivery to arrive~~
3. ~~Receive devices at dealer HQ~~
4. ~~Open each box~~
5. Configure ~~each~~ device~~s~~ (100+ settings) *once*
6. ~~Box device back up~~
7. ~~Repeat steps **4-6** for each device~~
8. ~~Ship devices to~~ install location *receives devices*
9. Send ~~senior~~ member of team onsite
10. Plug in each device
11. Test the room
12. Troubleshoot and reconfigure *once*

Microsoft Azure

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Crestron Flex

Unified Communications & Collaboration Solutions

Visit us at **Booth 1800**

Thanks for coming!

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