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# Avaya Video-Enabled Learning Solutions for Education

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# Agenda

- **Industry and Education Technology Trends**

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- Avaya Video-Enabled Learning Solution

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- Why Avaya?

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- Summary

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# Industry and Technology Trends

Tough economy, student achievement, student engagement, retention rates, and graduation rates

## Economy and Budgets



## Student Achievement



## Hybrid/Blended, Virtual, Online Learning, Flipped Classroom



## Mobile Learning, 1:1, BYOD



## Cloud



## Video, Virtual World and Communities



## Video Market Trends

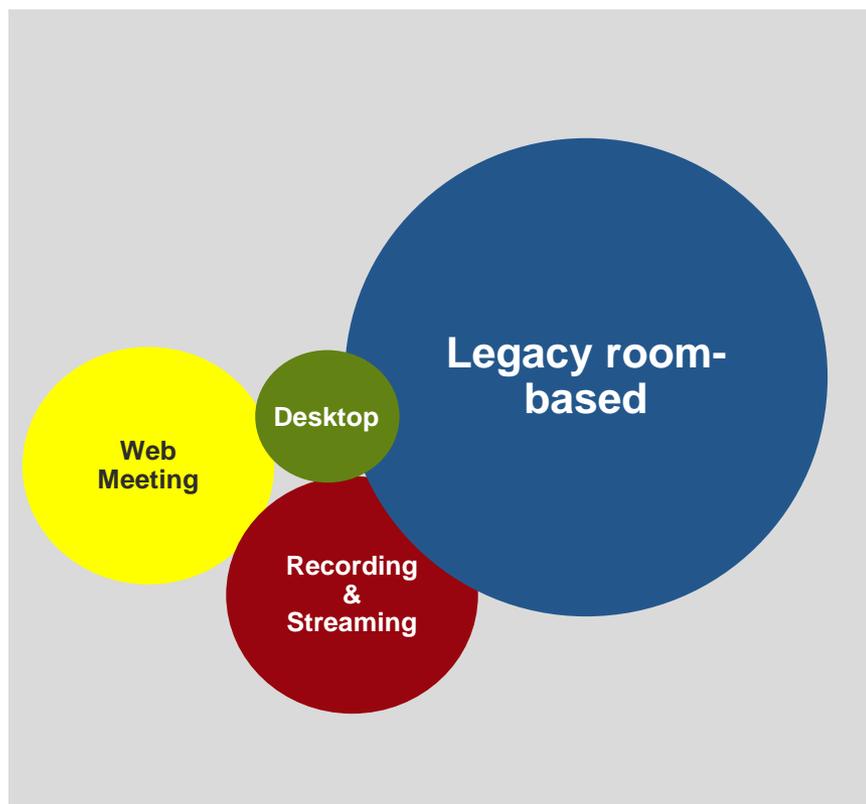
- ▶ Video soft clients growing at **340%** through 2015  
Source: Gartner 2011
- ▶ Desktop video growing at **13.6%** - 2015  
Source: Wainhouse, 2011
- ▶ Conference room video growing at **5.5%** through 2015  
Source: Wainhouse, 2011
- ▶ Video Related Services grow **15.5%** 2015  
Source: Gartner, 2011

**BYOD**

**Desktop video is driving the significant growth due to video soft clients and the need to be mobile**

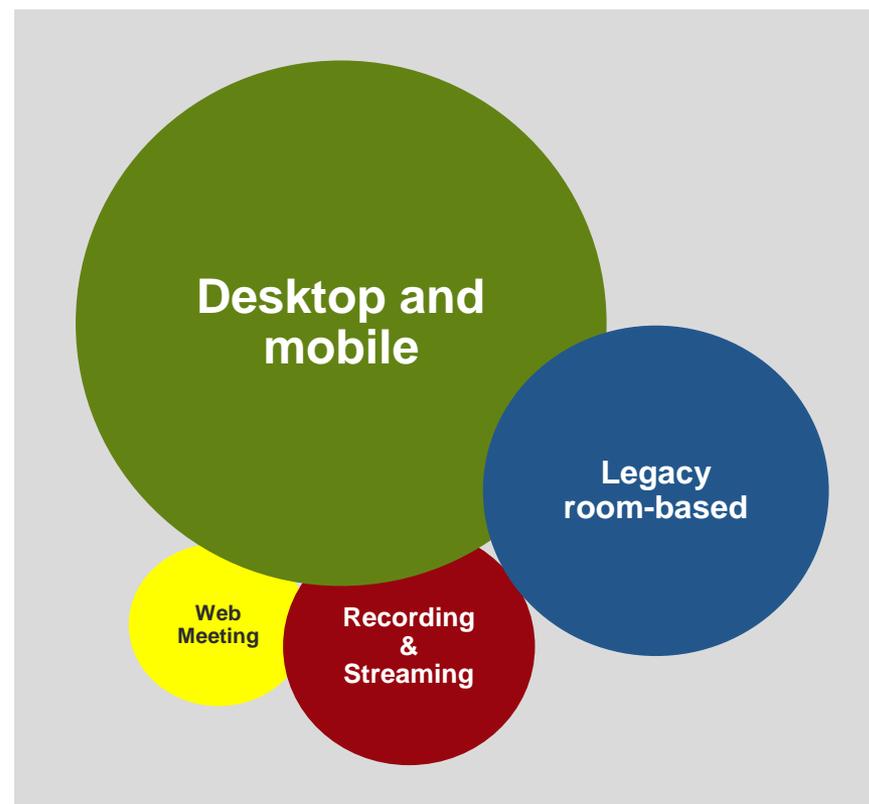
# Desktop and Mobile-enabled Video Expands Learning Opportunities

**Today**



**Traditional Video Conferencing**

**Expanded Access, More Personalized, More Mobile**



**Video Collaboration**

# Video in Education by Pedagogical Purpose

## Instructional Activities

- Live Distance Instruction
- Face-to-Face Instruction
- External Content Access
- Access to Field Experts

## Real-Time & On Demand (Blended) Activities

- Collaborative Learning
- Learner-to-Learner
- Student Research
- Research Collaboration between Faculty

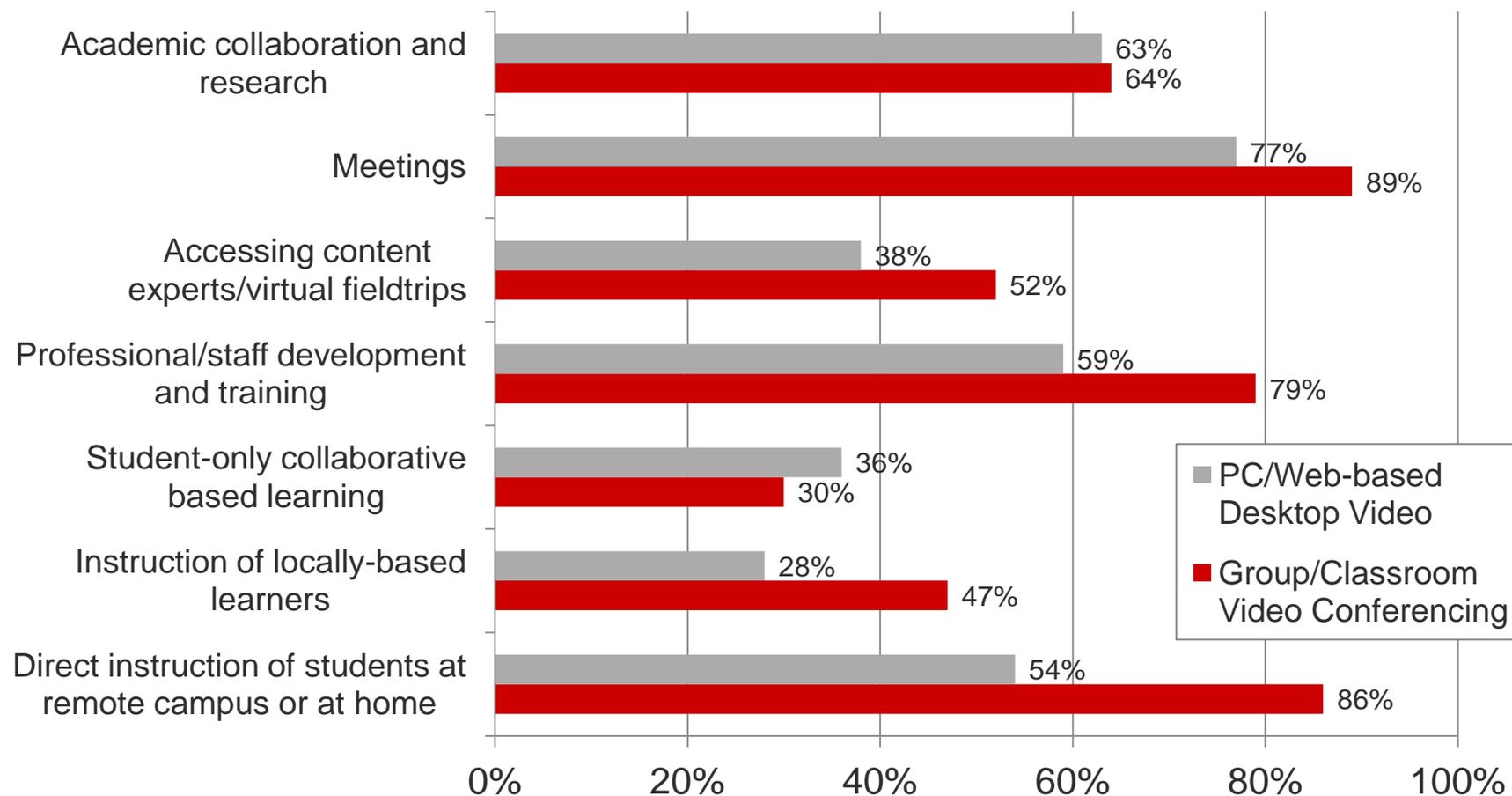
## Administrative Activities

- Meetings
- Collaboration
- Professional Development
- Emergency response
- Inclement weather

Source: Wainhouse Research "Matching Distance Education and e-Learning Technologies to Pedagogical Goals, April 2011, WR-EDU-WP11-01

# Use Cases

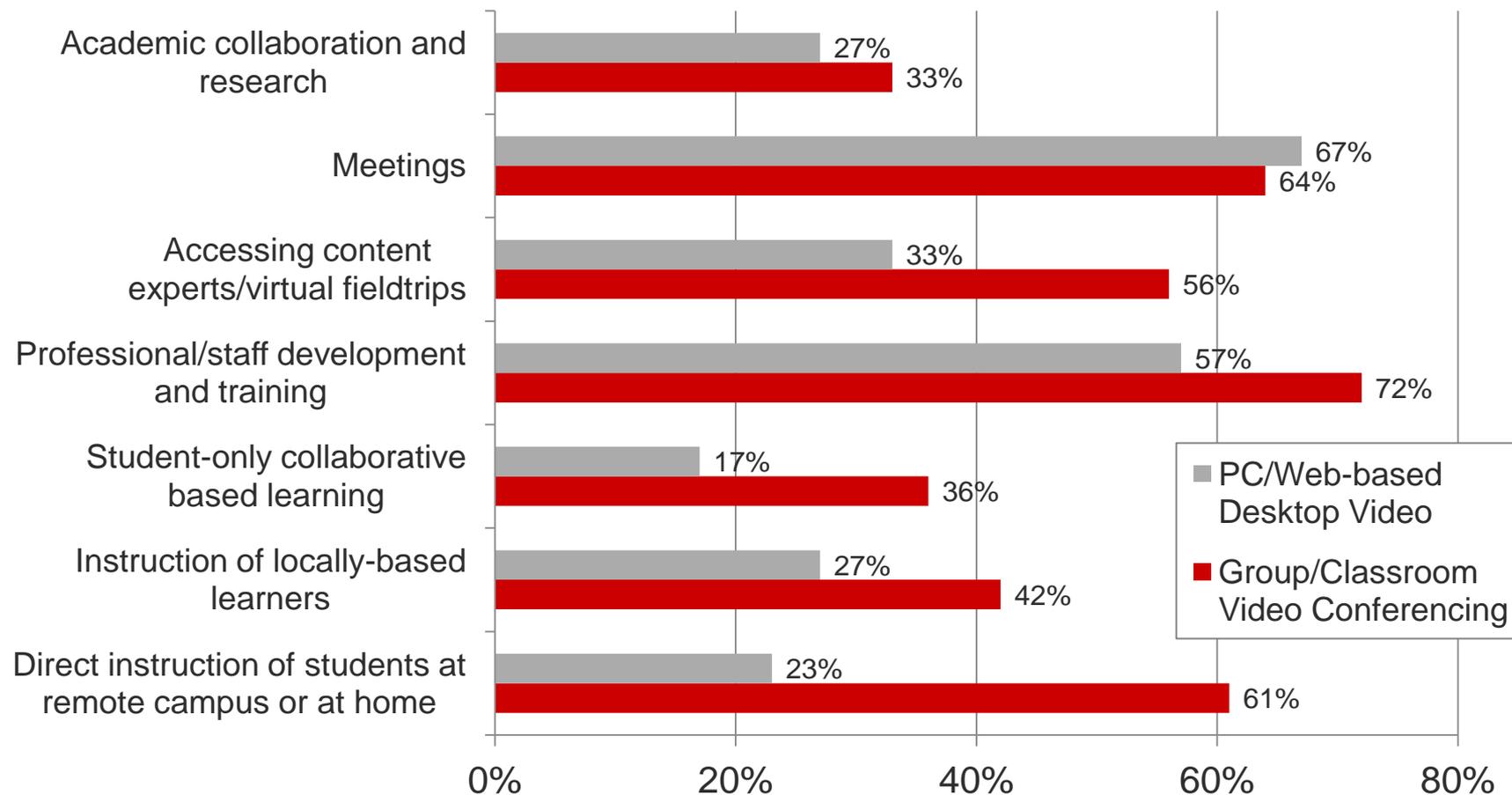
## Higher Education



Source: Distance Education and e-Learning Metrics Survey 2011, Wainhouse Research, RE-EDU-SURV11

# Use Cases

## K-12, Primary/Secondary Education



Source: Distance Education and e-Learning Metrics Survey 2011, Wainhouse Research, RE-EDU-SURV11

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# Collaboration

Enhanced communications that eliminates device and media dependencies and enables users to collaborate using their own set of tools from anywhere to harness the collective intelligence of all users to drive innovation

## Right People



- ▶ Any Device
- ▶ Any Location
- ▶ Any Modality
- ▶ Any Network
- ▶ Contact Driven

## Right Information



- ▶ Relevant, Instant Access
- ▶ Visual: Human Element
- ▶ Contextual Analytics
- ▶ Any Source, Any Format
- ▶ Filtered, Prioritized
- ▶ Portable, Accessible

## Right Time



- ▶ Available Anytime
- ▶ Circumstance Appropriate
- ▶ Work Assignment Driven
- ▶ Workflow Integrated

# Avaya Video-Enabled Learning Solutions

- ✓ Advanced collaboration capabilities
- ✓ Best video performance in real world environments
- ✓ Simple to use
- ✓ Lowest TCO
- ✓ World class service and support



# The Avaya Difference

- 1 VIDEO, SIMPLE AS A PHONE CALL
- 2 BEST PERFORMANCE OUTSIDE CORPORATE NETWORK
- 3 COMPREHENSIVE SOLUTION – OUT OF THE BOX
- 4 MULTI-VENDOR VIDEO INTEROPERABILITY
- 5 FLEXIBLE PURCHASE AND DEPLOYMENT CHOICES
- 6 GLOBAL AVAYA PROFESSIONAL SERVICES

# Avaya Radvision Portfolio

- ▶ Highest quality room system, desktop and mobile solution
- ▶ The most flexible and affordable telepresence system
- ▶ Simple, affordable solutions for all size businesses.
- ▶ Comprehensive management application
- ▶ Open standards: Interoperable with most vendor systems



# Desktop and Mobile Solution Benefits

- ▶ Invite anyone to your meeting
  - No firewall or licensing hassles
- ▶ Real productivity
  - Share documents
  - Catch up without interrupting
  - Excellent meeting controls
  - Integrates with enterprise
- ▶ Great performance
  - Optimized for use over public networks



# The Market's Highest Quality Room System

- ▶ Amazing user experience
- ▶ Best video performance
- ▶ Faster, better performance for international calls
- ▶ Intuitive iPad control
- ▶ Quiet, streamlined industrial design



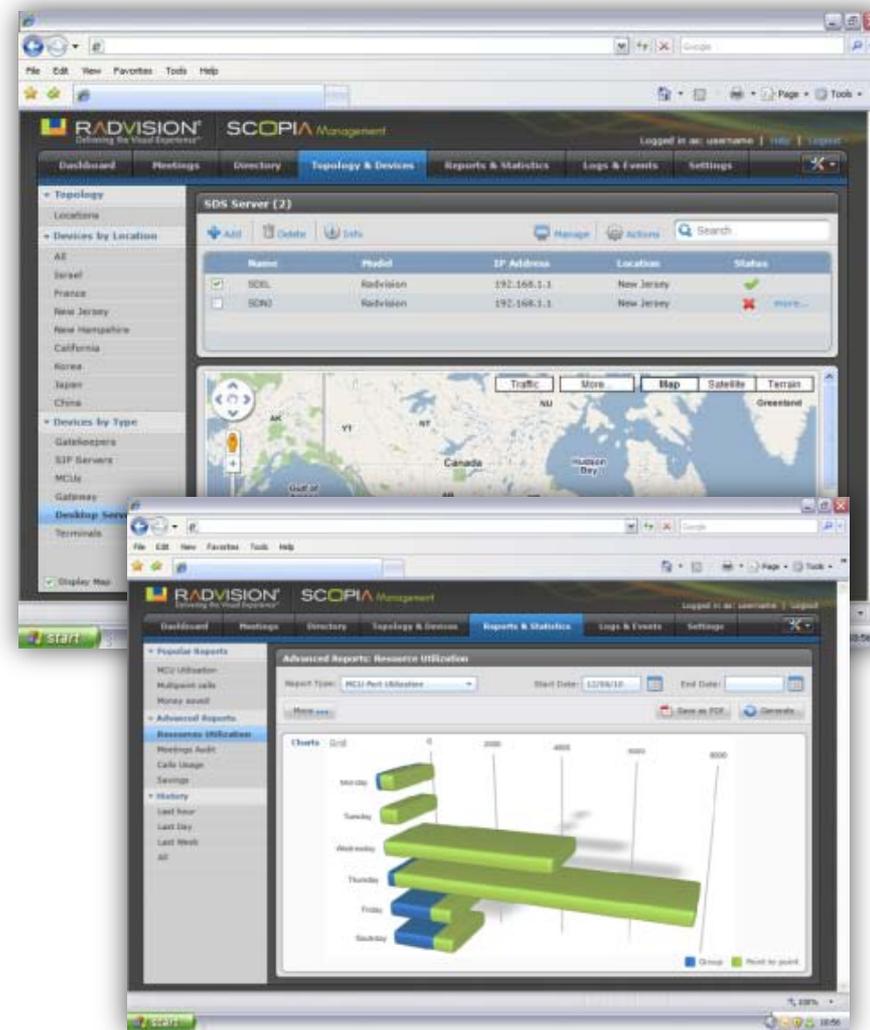
# The Most Flexible & Affordable Telepresence



- ▶ Adapts to any design
- ▶ No restrictive room sizes
- ▶ 1/3 cost of competition
- ▶ Highest interoperability

# Comprehensive Management Application

- ▶ All-inclusive solution
- ▶ Broad 3<sup>rd</sup> party client support
- ▶ Patented MCU virtualization
  - Virtual rooms
- ▶ Extensive enterprise integration



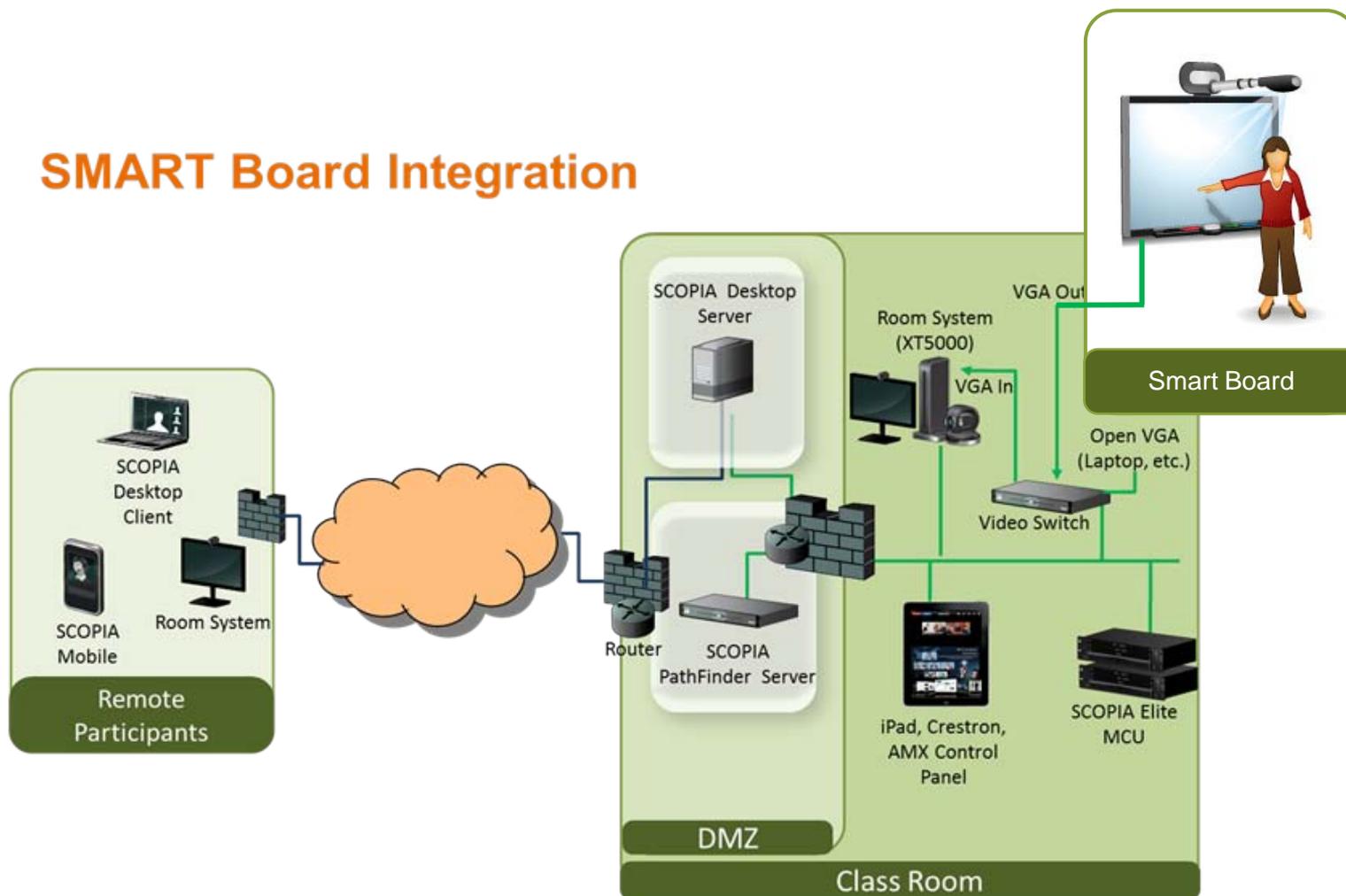
# Unified Communications (UC) Integration

- ▶ Core UC integration:
  - Investment protection
  - Interoperability
- ▶ Support for:
  - Avaya Aura® Solutions
  - Microsoft Lync
  - IBM Sametime
  - ALU MyTeamwork

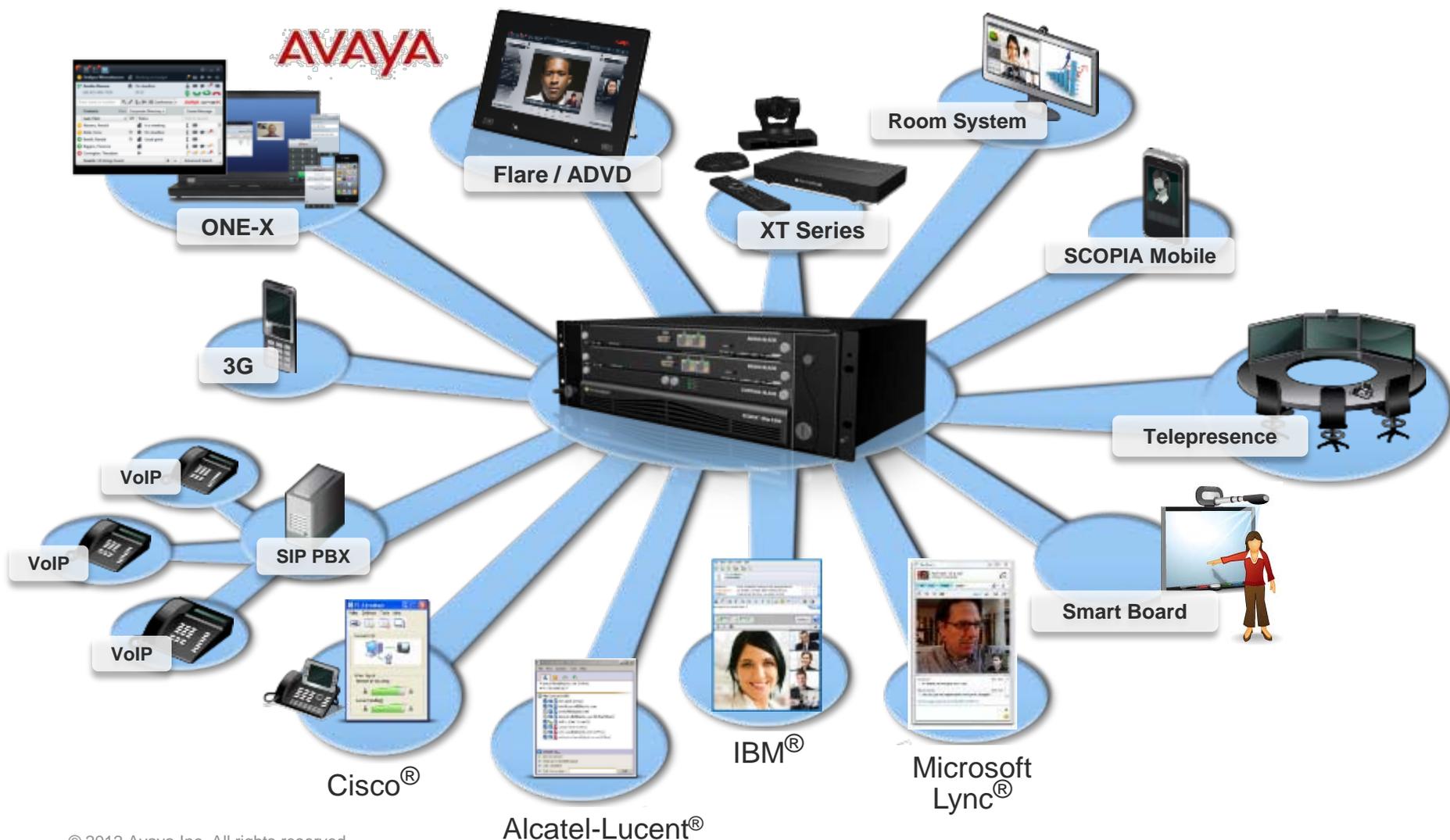


# Avaya Radvision Scopia®

## SMART Board Integration



# Connecting the World of Video



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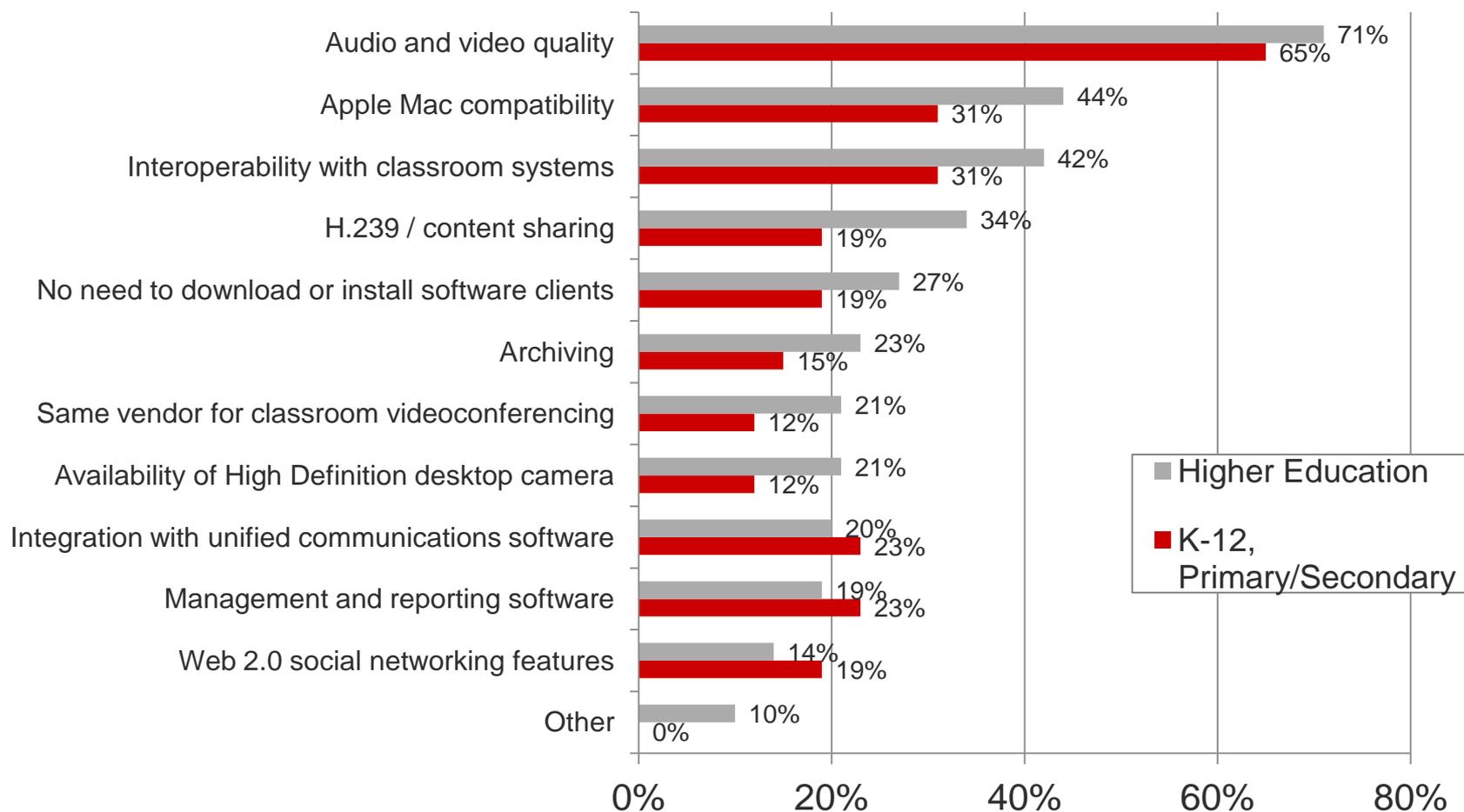
- **Why Avaya?**

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- Summary

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# Factors in Choosing Desktop Video Conferencing



Source: Distance Education and e-Learning Metrics Survey 2011, Wainhouse Research, RE-EDU-SURV11

# Why Avaya?

Answer: Leading Feature-rich Price-Performance UC-Independent Solution

	Cisco	Polycom	LifeSize	SCOPIA®
Dual 1080p 60fps Room	x	x	x	✓
H.264 High Profile / SVC	x / x	✓ / x	x / x	✓ / ✓
iPad Control of Conference	x	x	x	✓
Embedded Room MCU	4 Sites	4 Sites	8 Sites	9 Sites
Integrated SMB Solution (HD Room, Bridge, Desktop, Mobile)	x	x	x	✓
PC/Mac Desktop Client (Firewall traversal/ <u>free</u> distribution)	x / x	x / x	x / ✓ (messy)	✓ / ✓
A/V/D Mobile Client (iOS, Android, Smartphone, Tablet)	Jabber - iPad WebEx - all	✓	✓ But messy	✓
3rd Party Endpoint Mgmt.	✓	Only PLCM	✓	✓
Telepresence Interop.	Only Cisco	Only PLCM	Only LifeSize	✓
Virtualized MCU Resources	Only Scheduled	Only Scheduled	x	✓ Patented
Microsoft Qualified Gateway	x	x	x	✓

x Not Supported      ✓ Supported

# Avaya Reduces TCO for Education

Feature	Reduces TCO
H.264 High Profile Support for Room Systems	Requires 50% less bandwidth in some cases for same quality.
iPad Control for Room Systems	Intuitive design allows first-time users to run a conference without IT support.
Free Desktop & Mobile Client Distribution	Competing solutions require a license key even for casual and one-time users.
Embedded Firewall Traversal	Most competitors require a separate server for firewall traversal
Flexible MCU Resources	Unlike competing systems, SCOPIA Elite's resource model sends only as much data as the endpoint can use, significantly lowering bandwidth costs
HD Room System Cost	Scopia XT Room Systems typically cost 20% to 35% less than similar systems from competing vendors that typically have less functionality.

# Avaya solution benefits to Education

## Instructional Activities

- Increases use of existing faculty to reach more students
- Learners are engaged with remote content and visual learning
- Support of local learners with content and experts
- Students like it
- Lower cost

## Real-Time & On Demand (Blended) Activities

- Academic collaboration
- Greater mobility for faculty, administrators, and/or learners
- Administrators and faculty can meet without travel
- Ability for students to collaborate with peers anywhere
- Parent/teacher conferences
- Lower cost

## Administrative Activities

- Improve productivity across geographically disperse teams
- Greater mobility for faculty, administrators, and/or learners
- Administrators and faculty can meet without travel
- Delivery of professional development
- Emergency response / inclement weather

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# Video-Enable Learning with Radvision Scopia®

**Complete Portfolio Spanning Telepresence, Classrooms, Desktop to Mobile**

SCÖPIA XT  
MEETING CENTER



SCÖPIA XT  
EXECUTIVE 240



SCÖPIA  
XT 4000/5000



SCÖPIA  
DESKTOP



SCÖPIA  
MOBILE



SCÖPIA  
CONTROL



SCÖPIA  
VIDEO GATEWAY  
FOR MICROSOFT® LYNC™



SCÖPIA  
TIP GATEWAY



SCÖPIA  
ELITE 5000



SCÖPIA  
MANAGEMENT

SCÖPIA  
XT TELEPRESENCE PLATFORM



# Avaya Radvision Scopia® - Delivering Superior Capabilities demanded by Education

Key Factors	Avaya Advantages
<b>Audio Video Quality</b>	High quality, high definition, bridges H.323 and SIP environments
<b>Ease of Use</b>	Great User Experience = Easy for students, faculty and staff to operate
<b>Cost Effective</b>	Market Leading Price, Performance and Scalability
<b>Interoperable</b>	Full Interoperability with Video Conferencing Room Systems and Telepresence
<b>Content Sharing</b>	Room system compatible data collaboration (H.239) with Content 'Slider' to review previously presented content without interrupting the presenter
<b>Mobile, BYOD</b>	Much More Than an Endpoint on Mobile Devices and Desktop Clients... <b>Moderate, Invite, Control</b>

# Summary

- ▶ Major industry transformation
- ▶ More than 5,000 education customers worldwide have deployed communications solutions from Avaya
- ▶ Avaya is ready to meet your video-enabled learning needs today.
  
- ▶ **THANK YOU!**



# Case Studies



Western Reserve University



University of Houston



REANNZ



Michigan's Regional Educational



FCCN



Illinois Century Network



Central Queensland University



ETH Zurich



Piemonte University



Erasmus University Rotterdam



OBEC



## Problem

- ▶ Distance learning and day-to-day video conferencing between remote sites is mission-critical
- ▶ Needed to be easy to use and support heavy usage
- ▶ Integrate seamlessly with existing video assets and workflows
- ▶ Desktop connectivity and high definition support



## Solution

- ▶ Avaya Radvision Scopia® Multipoint Conferencing Units (MCUs)
- ▶ H.323 Gatekeeper
- ▶ Scopia® Desktop
- ▶ iView™ ManagementSuite

University of Houston – Downtown (UHD) offers baccalaureate degrees in 48 areas and four master's degree programs. Enrollment at the University has surpassed 12,000 students.

## Results

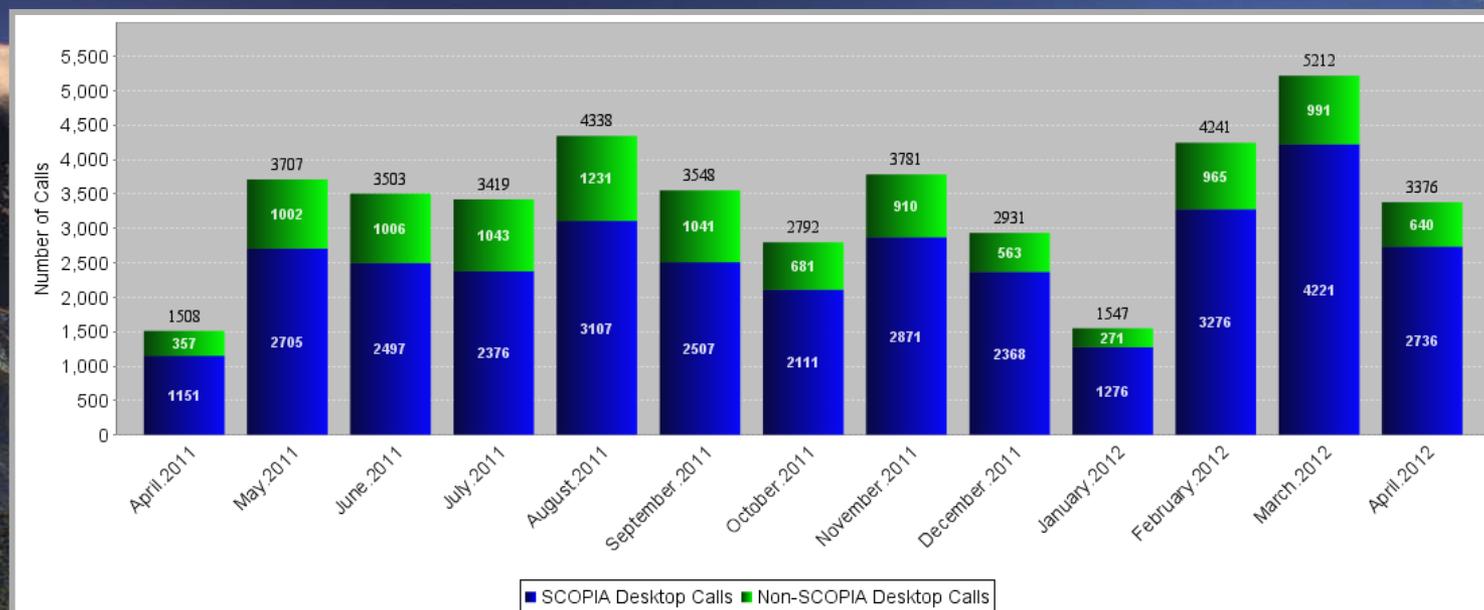
- ▶ Seamless solution that extends advance video capabilities right to the desktop with Radvision infrastructure and Scopia Desktop.
- ▶ Transmit sessions using H.264, High Definition and H.239 without restrictions.

*“The SCOPIA platform proved to be a robust package that encompassed reliable desktop conferencing, built-in firewall traversal and HD support.”*

*Steve Cachia, Manager for Video Network Services, UHD Division of Information Technology*

# REANNZ

## RESEARCH AND EDUCATION ADVANCED NETWORK NEW ZEALAND



# Fundamental Shifts in Education Market

- ▶ The death of the lecture hall



- ▶ **May 2012 issue**  
COVER STORY  
**John L. Hennessy: Risk Taker**
- ▶ Stanford University's president predicts the death of the lecture hall as university education moves online



# True BYOD Experience



# Radvision Scopia®



## Live Demonstration

**AVAYA**

**The Power of We™**