



# Cisco Cloud Collaboration

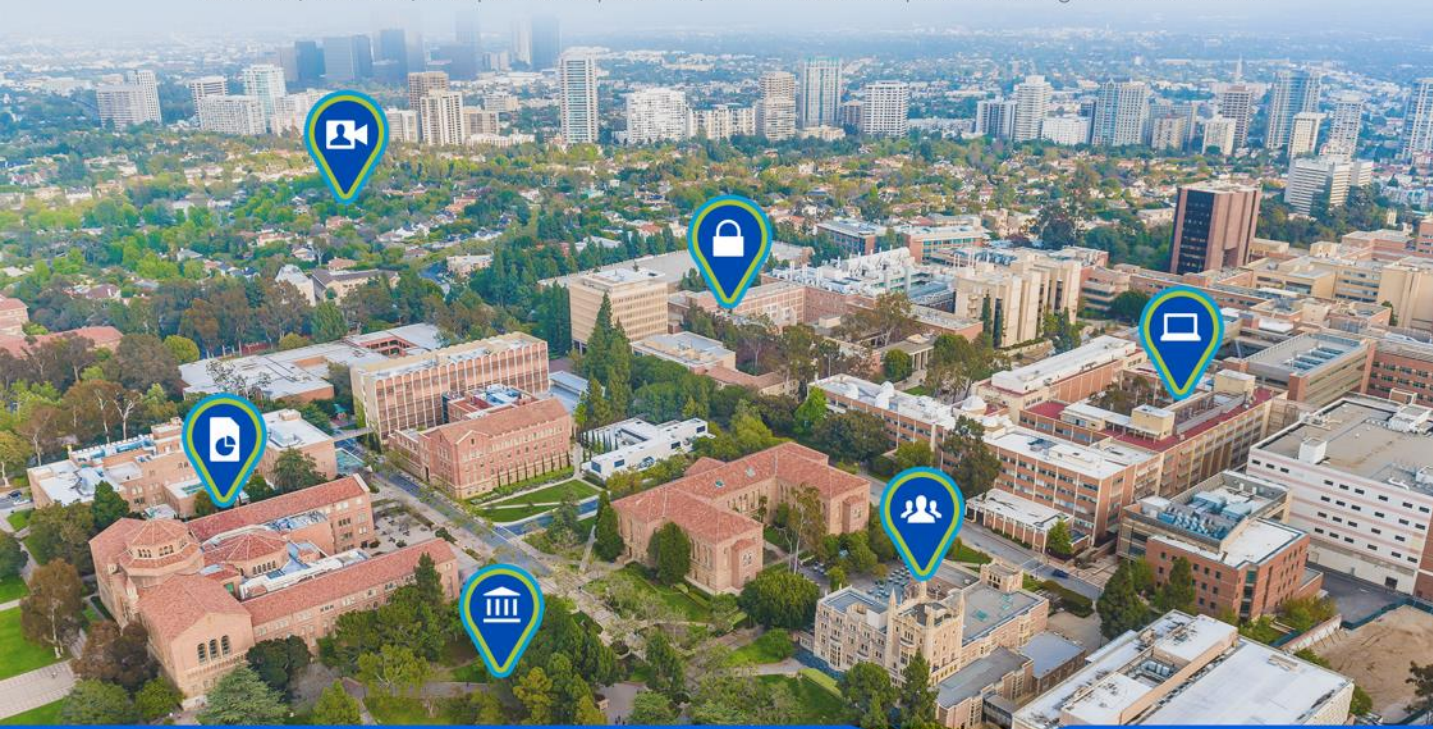
next generation meetings experience





# Cisco Digital Education Platform

Our platform transforms campuses and enables digital learning and collaborative research by integrating solutions, services, and partner capabilities, all in a safe and productive digital environment.



## Connected Classrooms

- Online Courses
- Blended Courses
- Mobility

## Virtual Classrooms

- Flipped Learning
- Secure Collaboration
- Global Learning

## Connected Research

- Secure Research Computing
- Outside Experts
- Virtual Field Trips

## Connected Campus

- Connected Vehicles
- Smart Parking
- Connected Stadiums
- Smart Lighting

## Smart Workspaces

- Intelligent Facilities
- Location Services
- Administration

## Secure Campus

- Campus Safety
- Cybersecurity

Partners

Cisco One

DNA for Education

Services

Enterprise  
Licensing Agreements

# Digital Learning

Students can learn anytime, anywhere on any device, and learn in the ways they want to learn





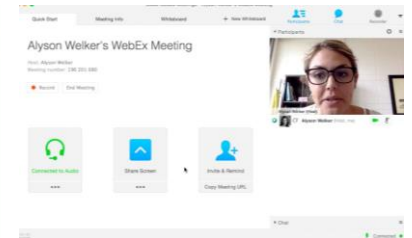
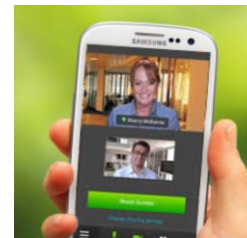
# Break Classroom Boundaries

- extend the classroom
- leverage community experts
- engage students in new ways
- develop new programs



# Hybrid Courses

- Professor kicks off session
- Students join from web link
- Sharing from classroom to remote and vice versa
- Record & capture for later playback
- Mobile attendees participate



# Build Community Connection Opportunities

- pre scheduled, ad-hoc or spark spaces
- FAFSA questions? Choosing your courses? Need a guest speaker?
- high quality, stable, business-class voice & video
- free access for external participants
- innovate the experience



# Education Use Cases: Cisco Collaboration Apps

## Rich set of WebEx and Spark Use Cases for Education



- Classroom group projects
- Homework Helper
- Tutoring
- College prep online
- Virtual learning & field trips
- Class assessments
- ADA Capture



- STEAM learning
- Teacher-student office hours
- Teacher-parent conferences
- Student-student study groups
- Professional development
- Teacher mentorship (recording)
- Teacher recruiting/retention
- Lesson planning
- Flipped learning
- Doctoral candidate check-ins
- Industry mentoring
- Emergency Response
- LMS and Bot integration

# Cisco Collaboration Cloud

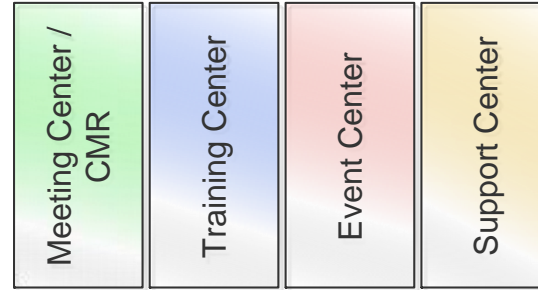
## Secure, Global Meetings





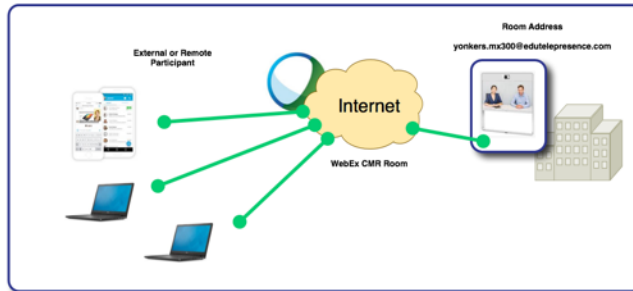
# WebEx Education Offer

- Enterprise Edition
- Audio Options – PSTN capabilities
- Spark for All Faculty & Staff



Web link for PCs and Mobiles  
<https://cmr-us.webex.com/join/aromero.yonkerspublicschools>

SIP Dial in for Video  
[aromero.yonkerspublicschools@cmr-us.webex.com](mailto:aromero.yonkerspublicschools@cmr-us.webex.com)



# WebEx Cloud Conferencing



The image illustrates the WebEx Cloud Conferencing ecosystem. On the left, a large desktop window displays a 'Statistical Analysis' presentation with a line graph showing data from 2011 to 2014. A participant's video feed is visible on the right side of the window. In the foreground, a large, stylized WebEx logo is positioned. To the right, a tablet and a smartphone display the same presentation content, demonstrating mobile access. Further right, a smaller desktop window shows a presentation titled 'Best practices of leading world-class organizations' with a five-pronged approach to leadership best practices. Below this, a 'StarBright' logo is visible. At the bottom right, a 'Recorder' window shows a recording status of '00:00:00'.

Statistical Analysis

Best practices of leading world-class organizations

A five-pronged approach to leadership best practices:

- 1 Thought leadership
- 2 Organizational transformation
- 3 Corporate change
- 4 Personal leadership development
- 5 New and evolving strategies

StarBright

Recorder

# Meeting Center Personal Room

Enter Room



## Victor Kim's Personal Meeting Room



● Locked | [site.webex.com/meet/vkim](https://site.webex.com/meet/vkim) [Copy URL](#)

The host is currently in a meeting. Please stand by or contact the host to open access to the room.

Enter Room



Joining with a video conferencing device or application

[vkim@site.webex.com](mailto:vkim@site.webex.com) [Launch desktop application](#)

For internal [site] users, dial 123456



Joining by phone  [Join by browser](#) **NEW!**

1-877-668-4448 US Toll-free

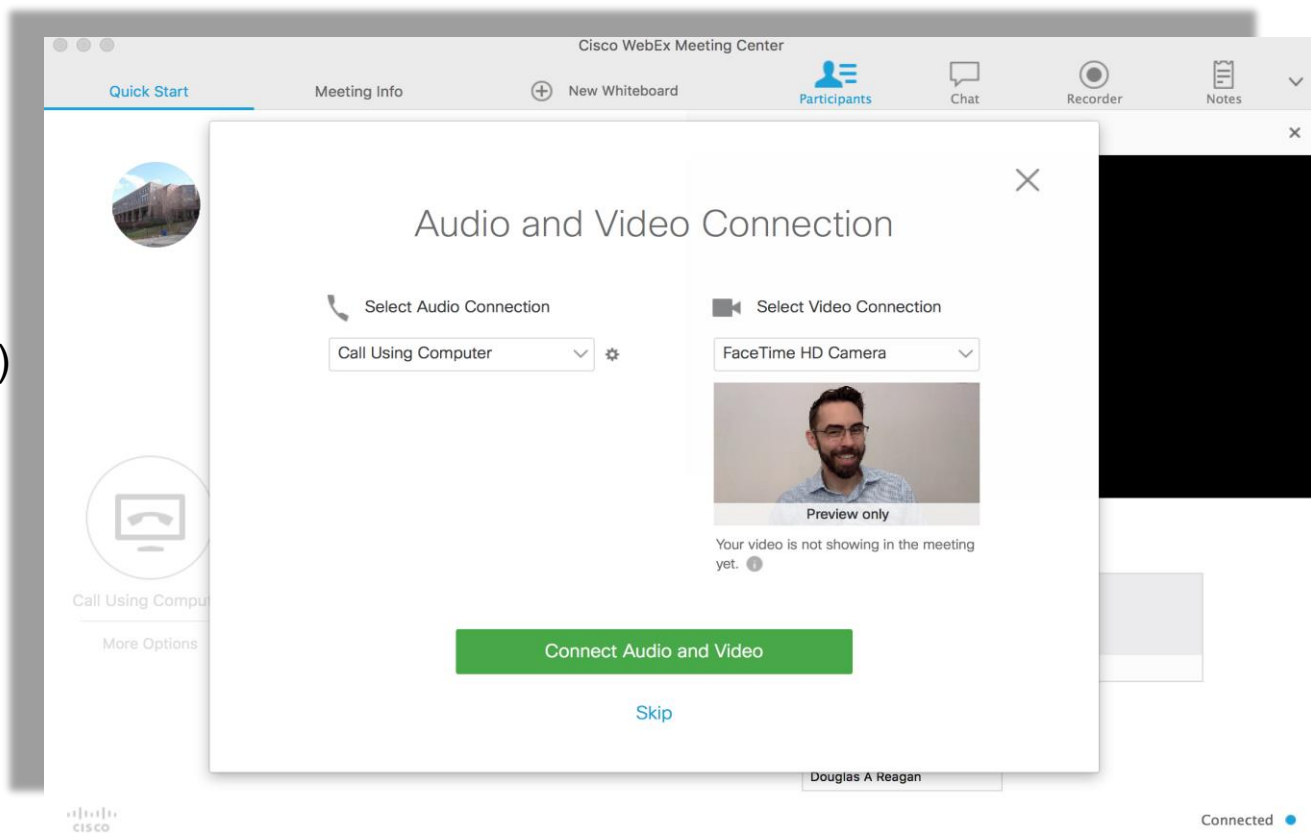
1-415-655-0000 US Toll

Access code: 386 473 370

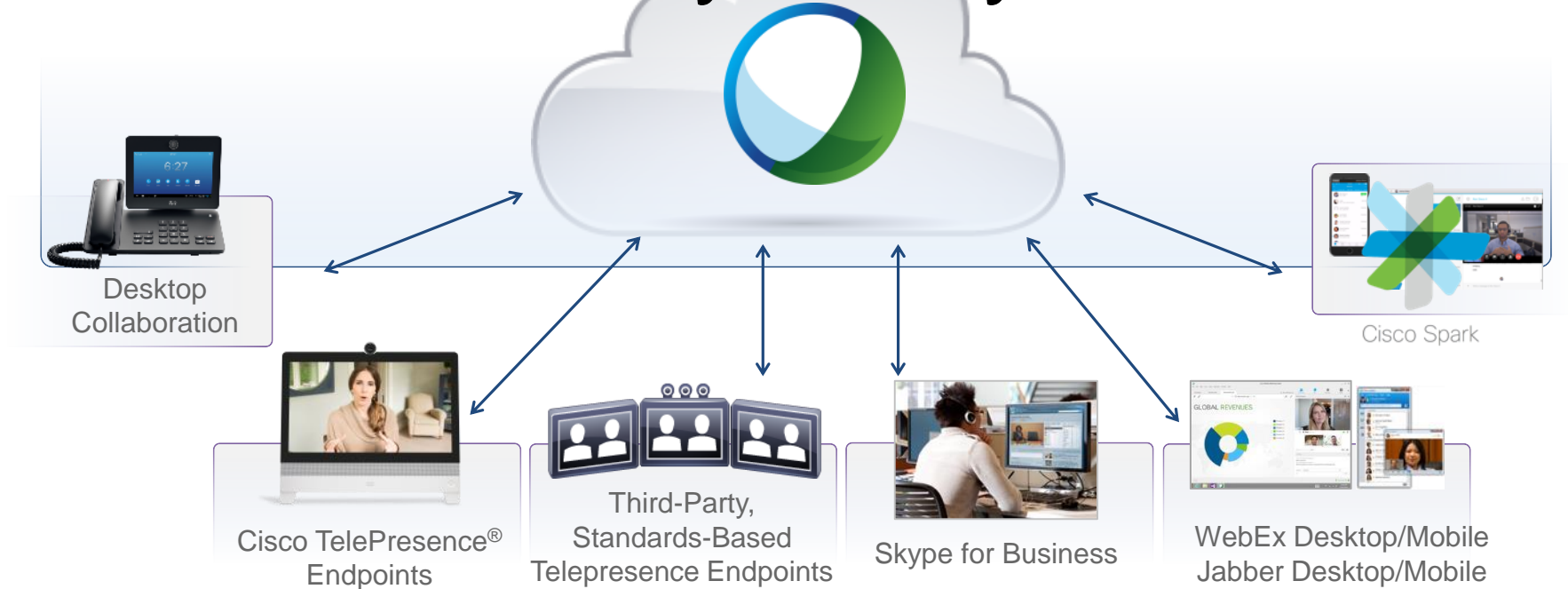
[Global call-in numbers](#) | [Toll-free calling restrictions](#)

# Current Slate of Improvements

- IP Dial
- Auto A/V Options
- Browser Join
- Auto Call Back (mobile)



# Any to Any



global, secure, consistent... 21 years...



# WebEx Training Center At-a-Glance

- Unmatched interactivity
- High-definition video
- Multimedia content sharing and third-party closed captioning
- Hassle-free integrated audio
- Breakout sessions and hands-on labs
- Quick-response tools
- Support for mobile devices\*
- Robust testing and reporting

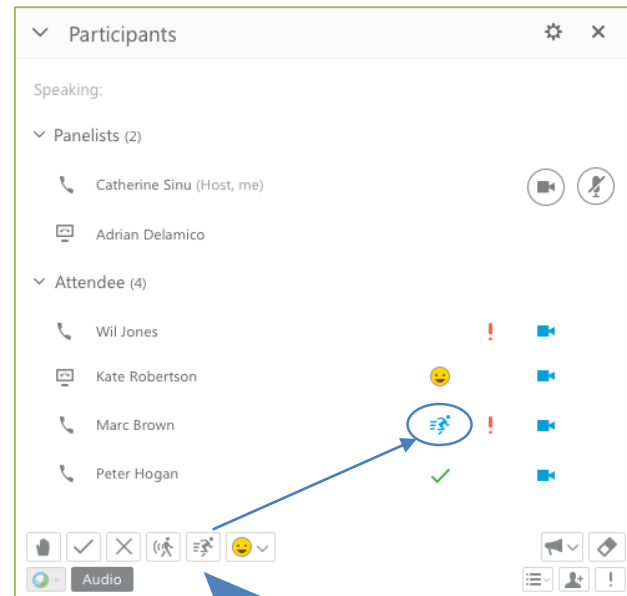


\*Supported on Android and iOS.

# Quick-Response Tools

## Real-time Feedback and Communications with Trainees

- Hand raising
- Automatic ordering of raised hands (visible only to panelists)
- Yes/No or Agree/Disagree
- Indicate to instructor to go faster or go slower
- Emoticons
- Count of Yes/No answers

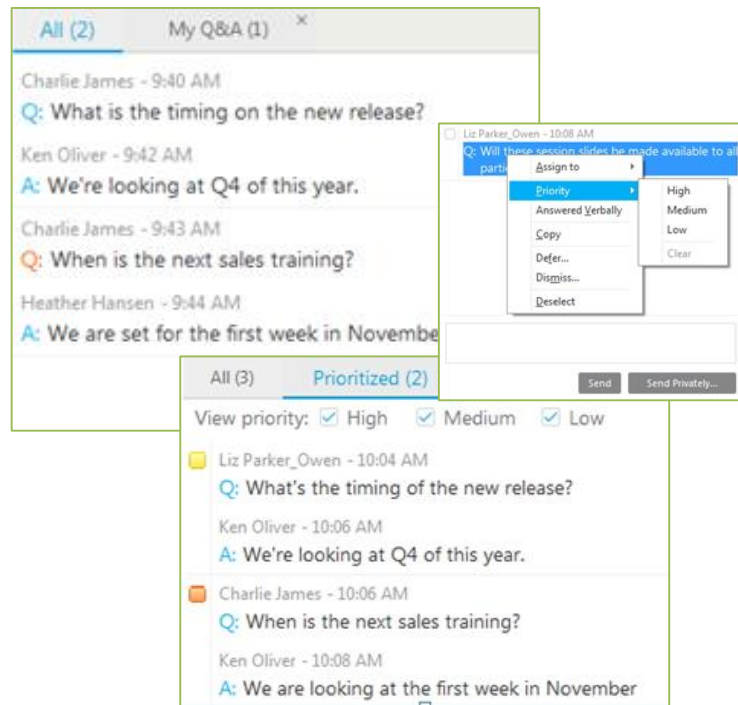


Indicate to the instructor  
to go faster

# Threaded Q&A

## Answer, Track, and Manage Audience Questions During Training

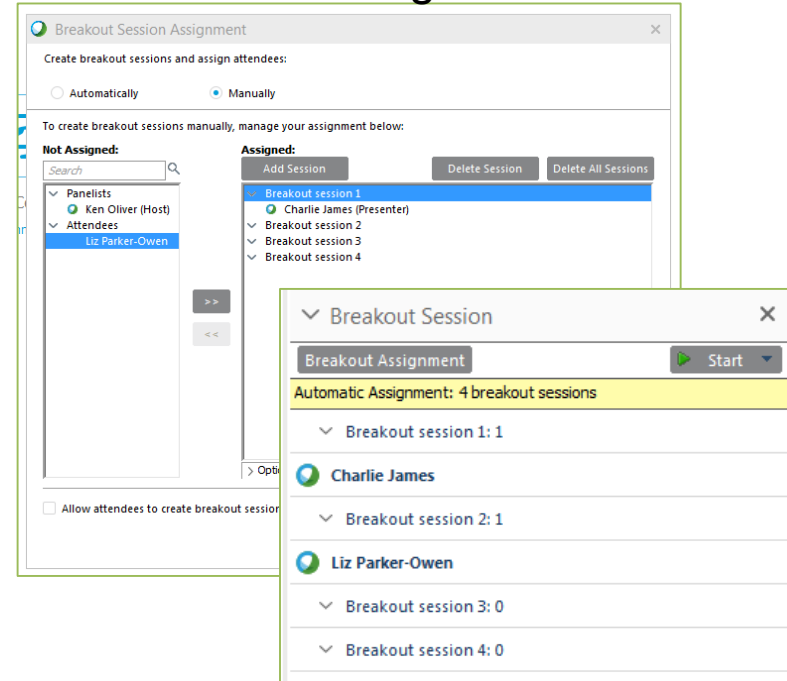
- Question prioritization
- Questions can be asked and answered privately
- Assign question to colleague
- Response options
  - Private
  - Public
  - Defer/dismiss
  - Answered verbally
  - Marked as responded verbally



# Breakout Sessions

Promotes Active Participation and Learning Through Private, Small-Group Collaboration and Brainstorming

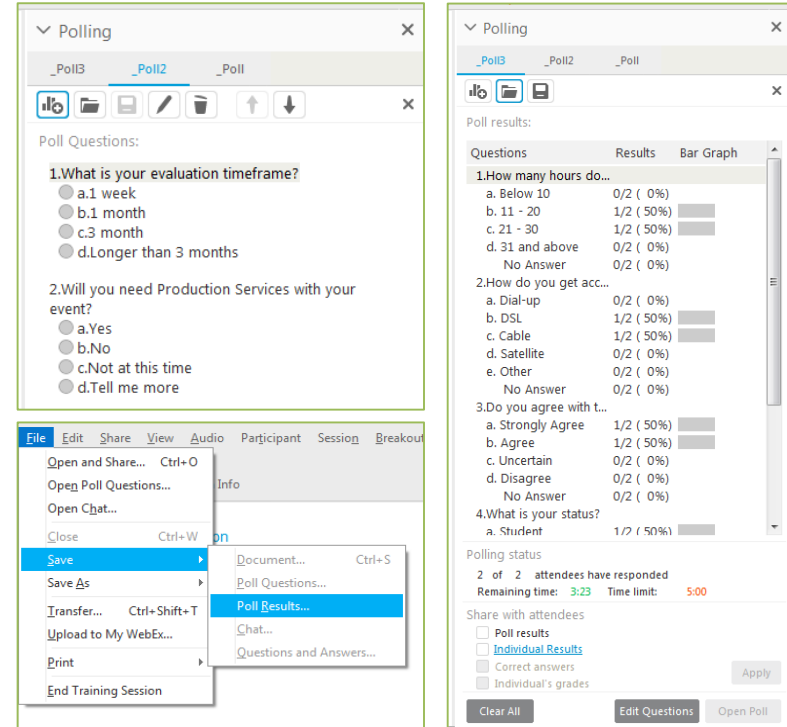
- Share documents, presentations, whiteboards, videos, applications, etc.
- Instructors can “drop into” breakout session to assess progress and facilitate discussion
- Audio sub-conferences
- Predefined, manual, or random assignment of attendees to sessions
- Broadcast messages to all breakout sessions
- Present content from breakout session in the main session



# Polls

## Get Instant Feedback and Opinions and Share Group Views

- Deliver multiple polls in one session
- Question formats: Multiple choice/multiple answer, multiple choice/single answer, short answer
- Instant tabulation
- Show instant reports
- Share poll results
- Save consolidated poll results (.csv, .txt, .html)



The screenshot displays the 'Polling' application interface. The main window shows a list of poll questions with radio button options. The 'File' menu is open, showing options like 'Save', 'Transfer...', 'Print', and 'End Training Session'. The 'Save' option is highlighted, and a sub-menu is visible with options like 'Document...', 'Poll Questions...', 'Poll Results...', 'Chat...', and 'Questions and Answers...'.

**Poll Questions:**

- 1.What is your evaluation timeframe?
  - ☐ a.1 week
  - ☐ b.1 month
  - ☐ c.3 month
  - ☐ d.Longer than 3 months
- 2.Will you need Production Services with your event?
  - ☐ a.Yes
  - ☐ b.No
  - ☐ c.Not at this time
  - ☐ d.Tell me more

**Poll Results:**

Questions	Results	Bar Graph
1.How many hours do...		
a. Below 10	0/2 ( 0%)	
b. 11 - 20	1/2 ( 50%)	
c. 21 - 30	1/2 ( 50%)	
d. 31 and above	0/2 ( 0%)	
No Answer	0/2 ( 0%)	
2.How do you get acc...		
a. Dial-up	0/2 ( 0%)	
b. DSL	1/2 ( 50%)	
c. Cable	1/2 ( 50%)	
d. Satellite	0/2 ( 0%)	
e. Other	0/2 ( 0%)	
No Answer	0/2 ( 0%)	
3.Do you agree with t...		
a. Strongly Agree	1/2 ( 50%)	
b. Agree	1/2 ( 50%)	
c. Uncertain	0/2 ( 0%)	
d. Disagree	0/2 ( 0%)	
No Answer	0/2 ( 0%)	
4.What is your status?		
a. Student	1/2 ( 50%)	

**Polling status**

2 of 2 attendees have responded

Remaining time: 3:23 Time limit: 5:00

Share with attendees

- ☐ Poll results
- ☐ Individual Results
- ☐ Correct answers
- ☐ Individual's grades

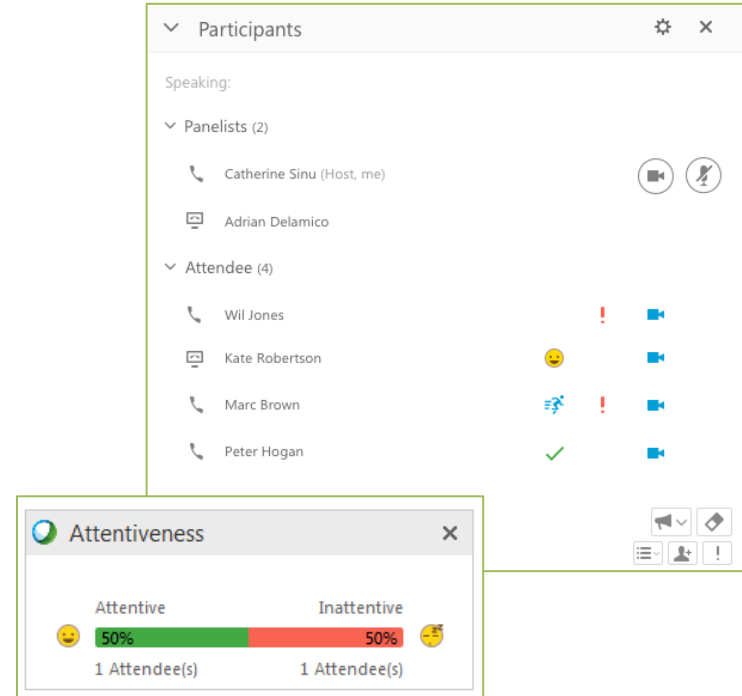
Buttons: Clear All, Edit Questions, Open Poll



# Visual Attention Indicator

Gauge Class Attentiveness and Refocus the Course When Necessary

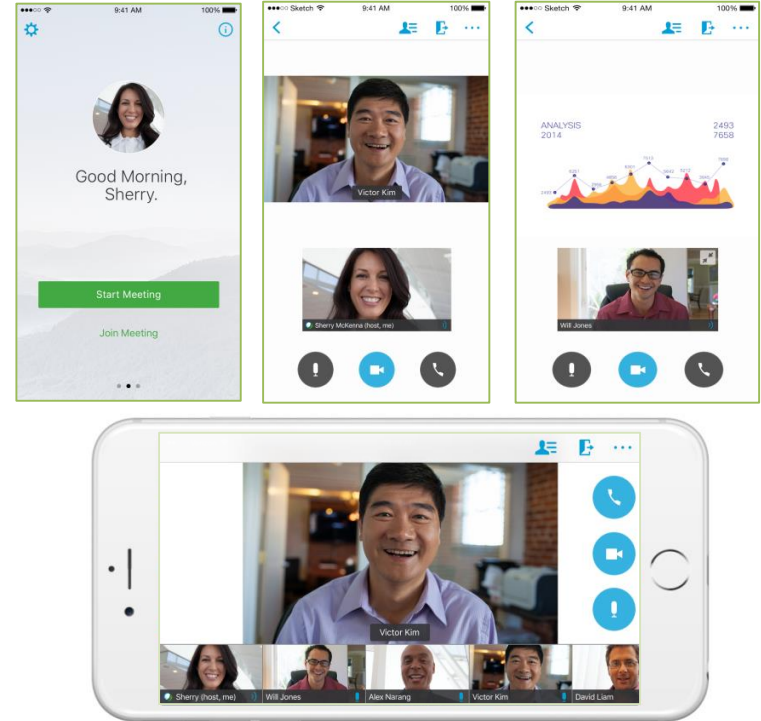
- Individual attention indicator (!) next to name based on active window
- Global attentiveness meter for the class
- Data available under reports



# Mobile Support

Keep Engaged on Any Device

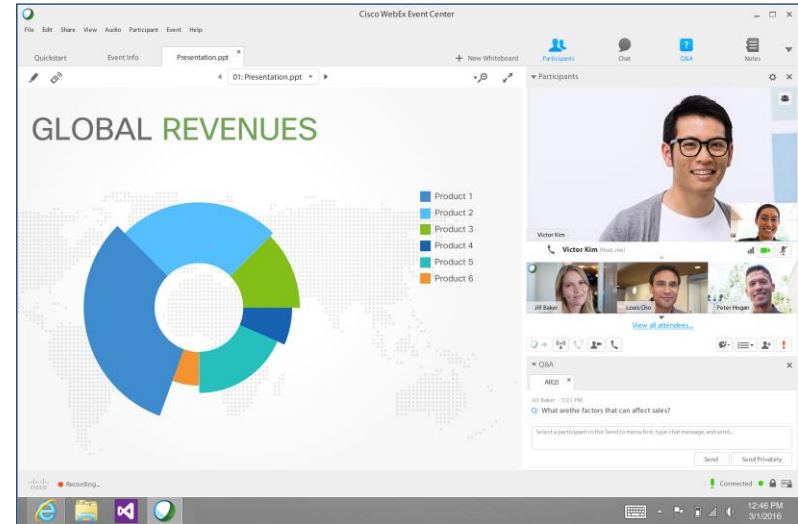
- Supported on Android, iPhone, iPad
- Join WebEx® training-session meetings
- View content, chat, participate in Q&A, and see who is in the meeting
- Share two-way video
- Polling participation available in iOS



\*Features may vary between devices.

# Cisco WebEx Event Center at a Glance

- Single solution for managing and delivering online events
- Customized email management
- Automated registration and lead scoring
- Highly interactive experience
  - PowerPoint and application sharing
  - High-quality video\*
  - Polling, chat, Q&A
- Flexible, integrated audio
- Supports up to 3000 participants\*
- Provides mobile support across Android, iPhone, and iPad devices
- Includes e-commerce



\* Up to 500 participants for high-quality, video-enabled sessions.

# Registration Management

- Fully customizable registration form
- Can include survey questions to score leads
- Ability to add lead source to registration link for tracking

The image displays two side-by-side screenshots of a software interface for managing registration forms.

The left window, titled "Customize Registration Questions", allows users to select questions for a registration form. It includes a "Standard Questions" section with a list of questions and checkboxes to include or exclude them. The questions are:

- ☒ First name
- ☒ Last name
- ☒ Email address
- ☒ Phone number
- ☒ Company
- ☒ Title
- ☒ Number of employees
- ☒ Would you like to receive information about future seminars?
- ☒ Address 1
- ☒ Address 2
- ☒ City
- ☒ State/province
- ☒ ZIP/postal code
- ☒ Country/region

Below the list, there are buttons for "Text Box", "Check Boxes", "Option Buttons", "Drop-Down List", and "My Registration Questions".

The right window, titled "Add Drop-Down List", is used to create a new drop-down list. It includes a "Type" dropdown menu set to "Drop-Down List", a "Label for drop-down list box" field, and a "Default choice" dropdown menu set to "None". The "Score" column shows the score for each choice. The choices are:

- Choice 1: Within 3 months (Score: 10)
- Choice 2: Within 6 months (Score: 7)
- Choice 3: Within 1 year (Score: 4)
- Choice 4: (empty)
- Choice 5: (empty)
- Choice 6: (empty)
- Choice 7: (empty)
- Choice 8: (empty)
- Choice 9: (empty)

At the bottom of the right window, there is an "Add" button and a "Close" button.

# Automated Email Management

- Generate email invitations (text or HTML)
- Create preset reminders
- Send automatic follow-up emails

Email Messages:

Email format: ☐ Plain Text ☒ HTML ☒ Include iCalendar Attachments

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Invitation emails: [Attendees](#) | [Panelists](#)

Registration emails: ☒ Pending ☒ Approved ☒ Rejected | [Event In Progress](#)

Event updated emails: [All Approved Registrants](#) | [All Attendees](#) | [All Panelists](#)

Reminder emails: ☐ [1st Reminder](#) ☐ [2nd Reminder](#)

Follow-up emails: ☐ [Thank You for Attending](#) ☐ [Absentee Follow-Up Email](#)

August	26	2014	3	30	am	<input checked="" type="radio"/> pm
August	26	2014	3	30	am	<input checked="" type="radio"/> pm
August	26	2014	4	30	am	<input checked="" type="radio"/> pm
August	26	2014	4	30	am	<input checked="" type="radio"/> pm




# Registration Reporting

- Get real-time registration reports
- Track which programs are directing attendees to your event (through source ID)
- Track registration and lead score
- Deliver leads into the sales funnel for follow-up and event ROI calculation
- Import report into CRM system

Email	Registered	Registration Status	Source ID	Registration Date	Registration ID	Registration Score
<a href="mailto:kjh@tahm.com">kjh@tahm.com</a>	Yes	Approved	WebLink	October 1, 2007 Pacific ST	978627	3
<a href="mailto:sedef.ozcana@sbcglobal.com">sedef.ozcana@sbcglobal.com</a>	Yes	Approved	WebLink	October 1, 2007 Pacific ST	235860	5
<a href="mailto:lizzy@vym.com">lizzy@vym.com</a>	Yes	Approved	WebLink	October 1, 2007 Pacific ST	586486	7
<a href="mailto:jevlo@vym.com">jevlo@vym.com</a>	Yes	Approved	email2	October 1, 2007 Pacific ST	623872	9
<a href="mailto:markj@yahoo.com">markj@yahoo.com</a>	Yes	Approved	BannerAd	October 1, 2007 Pacific ST	229576	10
<a href="mailto:JasonD@Bank.com">JasonD@Bank.com</a>	Yes	Approved	BannerAd	October 1, 2007 Pacific ST	159991	12
<a href="mailto:kellybrown@gmail.com">kellybrown@gmail.com</a>	Yes	Approved	BannerAd	October 1, 2007 Pacific ST	865392	13
<a href="mailto:lora.vizz@partnails.com">lora.vizz@partnails.com</a>	Yes	Approved	BannerAd	October 1, 2007 Pacific ST	470256	15
<a href="mailto:saabaon@gmail.com">saabaon@gmail.com</a>	Yes	Approved	email1	October 1, 2007 Pacific ST	424394	15
<a href="mailto:Anws@pat.ca">Anws@pat.ca</a>	Yes	Approved	email1	October 1, 2007 Pacific ST	163703	20
<a href="mailto:Rodsafi@grhis.com">Rodsafi@grhis.com</a>	Yes	Approved	email1	October 1, 2007 Pacific ST	140940	22
<a href="mailto:sara@bank.com">sara@bank.com</a>	Yes	Approved	email1	October 1, 2007 Pacific ST	529576	26
<a href="mailto:chris@webx.com">chris@webx.com</a>	Yes	Approved	email1	October 1, 2007 Pacific ST	479354	27
<a href="mailto:smoed@hat.com">smoed@hat.com</a>	Yes	Approved	email2	October 1, 2007 Pacific ST	229576	30
<a href="mailto:julssdfas@kstone.com">julssdfas@kstone.com</a>	Yes	Approved	email2	October 1, 2007 Pacific ST	176827	30
<a href="mailto:cheryimofe@graphic.com">cheryimofe@graphic.com</a>	Yes	Approved	email2	October 1, 2007 Pacific ST	483814	30

# Post-Event Recording

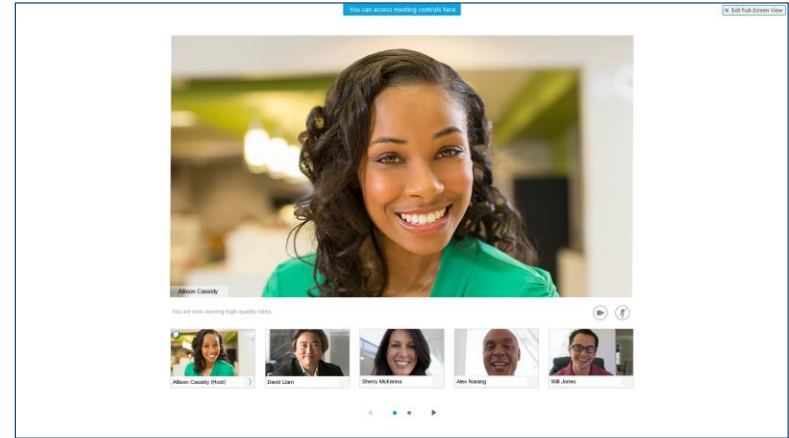
- Send a link to recorded content after the event (registration and survey-enabled)
- Maintain an archive of recorded events

Event Recordings						
Search: <input type="text"/>		<input type="button" value="Search"/>				
<a href="#">English</a> - <a href="#">San Francisco Time</a>		Total: 151 recordings			Page: <a href="#">1</a> <a href="#">2</a> <a href="#">3</a> <a href="#">4</a> <a href="#">5</a> <a href="#">6</a> <a href="#">7</a> <a href="#">8</a> <a href="#">9</a> <a href="#">10</a> <a href="#">Next</a>	
Topic	Panelist	Date	Size	Duration	Format	
<a href="#">What's Preventing You from Putting the Voice of the Customer to Work?</a> Most businesses realize the value of the voice of the Customer. Today, hundreds of organizations reg...	Robin Walker, Customer Experience and Loyalty, XYZ Corporation	August 26, 2014	5.9 MB	9 minutes	ARF	
<a href="#">Skills Management: Lessons Learned From the Real World</a> Staying in business today depends on making the most of what you have. Only by understanding the ski...	Kristen Wallace, Solutions Consultant Company A	August 21, 2014	9.7 KB	15 minutes	ARF	
 <a href="#">A customer's view on finding the right Hosted Email provider</a> Email is critical to company-wide collaboration, and IT leaders are no longer willing to compromise ...	Amelia Davis, Director of IT, Building #18	August 19, 2014	14.4 KB	46 minutes	ARF	

# High-Quality Video

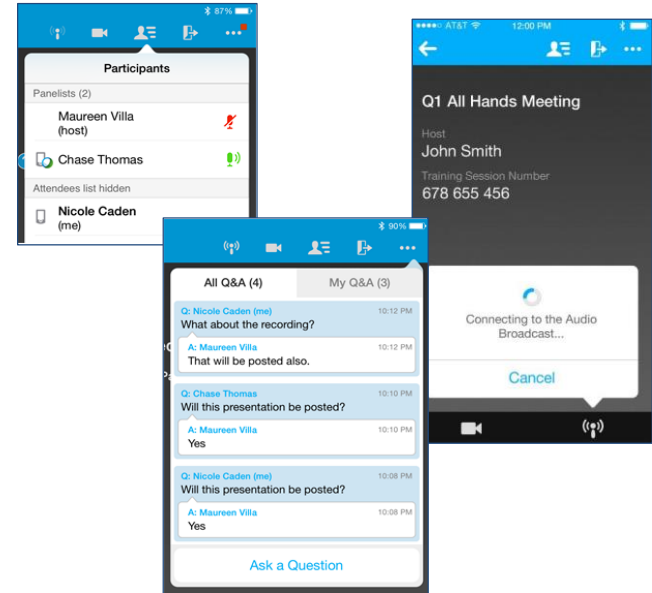
Engage audiences with videos of presenter and panelists

- High-quality resolution: 360p
- Displays up to five video thumbnails of panelists
- Ability to lock in on presenter
- Self-adjusting video quality
- Display flexibility: Webcam or video cam
- Mobile support on Android and iOS devices



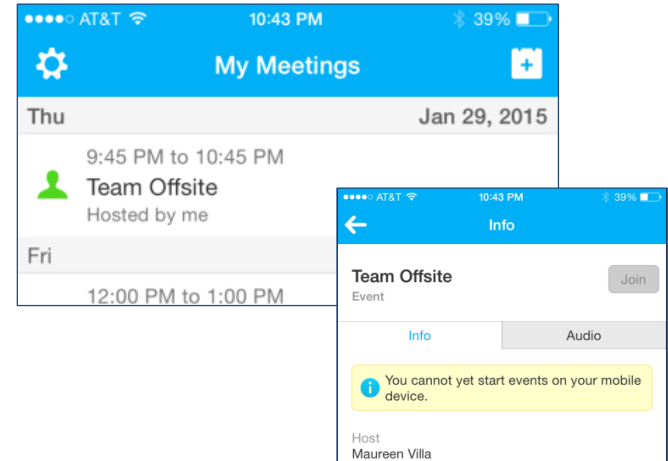
# Mobile Participation – Android and iOS

- Panelists and attendees can join from mobile devices, but cannot be the host
- Mobile panelists can be made presenters (share-enabled tablets)
- Use the Q&A to ask and answer questions
- Supported audio: Cisco WebEx® telephony, TSP telephony, audio broadcast, Cisco WebEx VoIP
- Unsupported audio: TSP VoIP, MP audio
- Registration starts in the mobile browser, then launches the app to join the meeting
- Requires Cisco WebEx Business Suite (WBS) 29.10, or later to support mobile devices



# Mobile Support Best Practices

- Cisco WebEx® Event Center sessions must be scheduled and hosted from the desktop
- Events will appear in the meeting list, but cannot be started from mobile devices
- Practice sessions are not supported for panelists joining on mobile devices
- During a practice session, mobile panelists are considered “outside” that session and cannot hear and view content or video or send chat messages



A practice session is in progress

You cannot join a practice session on your mobile device.

# Cisco WebEx Event Services

## Webcasting

- Broadcast live web events, announcements, and presentations

## Online Environments

- Persistent online environment for repeat use

## WebEx Events

- Experienced production team to provide flawless event execution





# Cisco Spark



## Message



Persistent and  
secure chat  
Document  
sharing



## Meeting



Full featured  
Conferencing  
Webex  
Web & Video  
Conferencing



## Call



Register Cisco  
Phones and  
Video  
Endpoints  
directly with  
the Cloud



## Spark Hybrid Services



Connect Cloud to  
on-prem for  
Telephony &  
Calendaring



## Spark Open API's



Consume all  
Collaboration  
services  
through API's  
for application  
integration

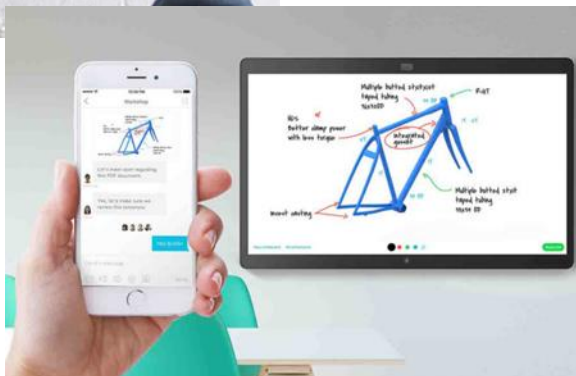
# Spark connects Every Pocket



# Spark Board



4k camera, 86' FOV  
4k screen for VC, Content, Whiteboarding  
“the physical manifestation of Spark”  
share whiteboards to Spark rooms  
join Spark Meet or WebEx CMR sessions  
SIP dial, registers to Spark cloud  
built for the collaborating non-tech user





# Spark Room Kits



5k camera system  
4K content share  
speaker tracking  
controlled wirelessly thru Spark



quad-5k camera system  
dual content for local meetings  
built for larger rooms

# Spark connects Every Room

## Huddle Space



SX10

## Small to Medium Rooms



MX200



MX300



SX20



reddot design award

## Medium to Large Rooms



SX80



MX700 Dual



MX800



MX800 Dual

## Immersive



IX5000

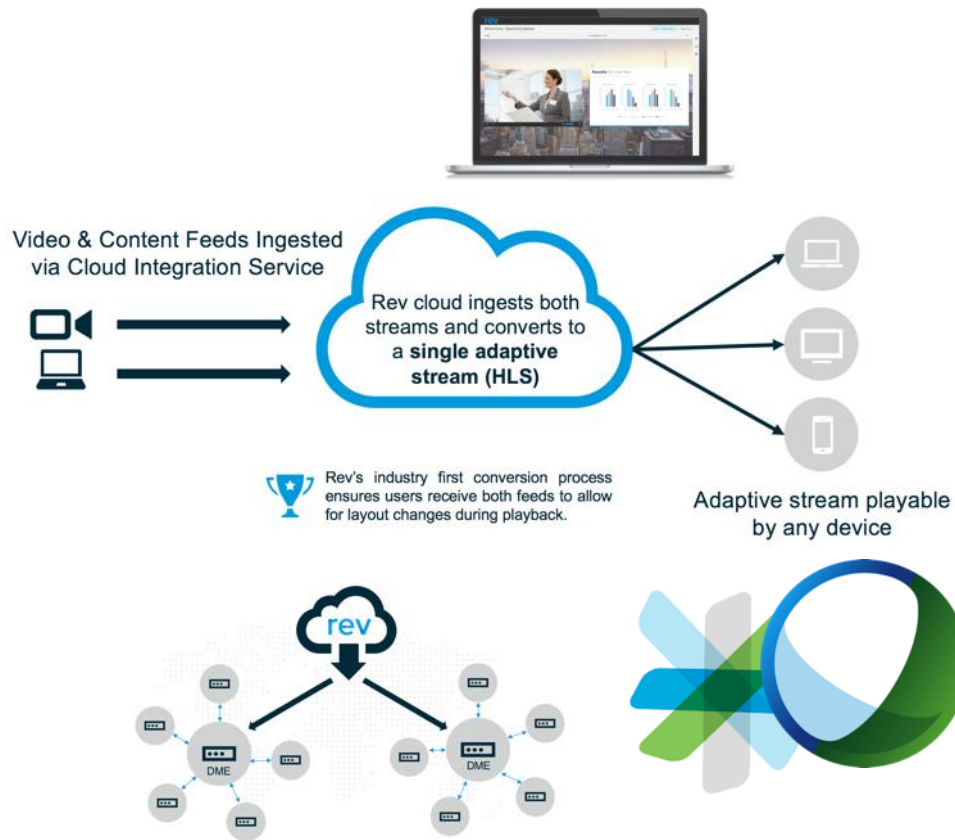
# vBrick Rev & Spark & WebEx

vBrick has built integrations for WebEx leveraging Wx APIs

recordings can be pulled into the vBrick system for archive/classification/CDN

vBrick has also built a Record Bot for Cisco Spark

Record Bot can be pulled in for capture in Spark Meet sessions on-demand



# CirQLive & WebEx

CirQLive offers LTI LMS integrations from WebEx to LTI compliant systems

Instructors can schedule live as well as launch impromptu through the LMS interface

Recordings, reporting details are brought into the LMS experience

Students have access to sessions for their courses only

Names and email/ID flow through from LMS/CirQ to WebEx



The CirQLive logo, featuring the word 'CirQ' in a bold, dark grey sans-serif font, followed by 'Live' in a stylized, orange script font. The 'Q' in 'CirQ' is orange and has a unique shape with a dot.

# Why Cisco?



1

25+ year commitment to education

2

Comprehensive portfolio of solutions to capture value of the Internet of Things

3

Integrated, validated, and secure architectures

4

Industry leading expertise and global ecosystem of education partners

5

Cisco Capital finance programs that enable schools to defray investment costs (CSR)



6

Cisco spends about \$1.5B in R&D per quarter  
collaboration is the “darling” and the path forward...

Cisco Systems Research and Development Expense (Quarterly):

1.508B for Jan. 31, 2017

View 4,000+ financial data types

Search

Add

Browse...

Cisco Systems Research and Development Expense (Quarterly) Chart

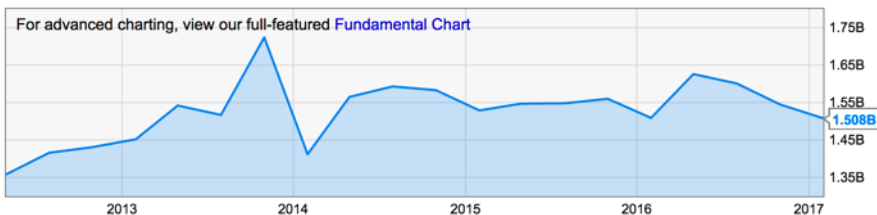
[View Full Chart](#)

1d 5d 1m 3m 6m YTD 1y 5y 10y Max

Export Data

Save Image

Print Image



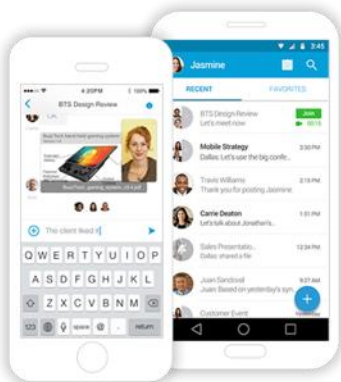
Cisco Systems Historical Research and Development Expense (Quarterly) Data



Rowan Trollope has almost completely re-shaped  
the collaboration BU @ Cisco... and he's not done...

7

# Seamless Experience



Create a project & start  
the stream of communication



Continue the conversation,  
with the power of face to face



Take your conversations wherever you go.  
Transparently escalate to the best experience.

Pervasive, Seamless, Connected

Simple, Secure, Interoperable