



Bringing it all together

# Cisco WebEx™ Solutions

Collaboration that's simple, straightforward and complete





Realize the potential of fully managed  
**collaboration services**



## Why BT Conferencing?

Our services take the pressure off your organization before, during and after you introduce collaboration services into your environment. Once your services are identified, a dedicated team of professionals is immediately there to help smooth the transition and reduce any burdens over time. The core team is made up of these key roles: project manager, service manager, account manager, and relationship marketing manager. Working together as a dedicated team, these experts will guide both your organization's implementation team and end-users through the launch and post-launch process by offering:

- End-user adoption and ongoing education
- Reporting and analysis
- Financial analysis and management
- Disaster recovery and risk management
- Technical

# Cisco WebEx™ Solutions

WebEx™ Enterprise Edition is a comprehensive package of real-time web collaboration services that allows your company to increase your reach, accelerate the speed of your current business processes and reduce costs. It fulfills the real-time communication needs of today's global business organizations. Use all of the centers to maximize scalability and efficiency within your organization, or allow our sales consultants to help you decide which ones best meet your needs.

## Meeting Center

Bring remote workers, partners and customers together to review the latest plans. Conduct regular meetings between geographically scattered staff members. Hold lively creative sessions with your marketing and advertising teams. Make Meeting Center available to every department and watch productivity soar.

## Event Center

Stage online events with all the power and punch of in-person productions at far less cost. Market your products and services by conducting webinars to generate leads. Train your employees, customers, and channel partners. Hold timely product launches. Inform shareholders of your latest financial results. Use Event Center to deliver online events for any purpose and keep your audiences coming back for more.

## Support Center

Invite customers into support sessions, then view and control their desktops remotely and in real time. Upload files to install patches and updates or download files for in-depth analysis. Ask subject matter experts to join calls instantly to help troubleshoot. Support Center makes it easy and it will measurably improve your productivity and customer satisfaction.

## Training Center

Reduce live and on-demand delivery costs with the industry's most interactive online classroom. Make every class a success with Training Center. Drive product adoption by offering your customers easy access to web-based training. Educate your channel partners and field reps regularly, so they always have current information. Train global employees to advance their skills or push revenue-generating initiatives to market faster. Whatever your training goals, Training Center will help you provide an exceptional training experience.



# Comparison of Centers

	Meeting Center	Event Center	WebEx Support Center	WebEx Training Center
Best for	Presenting information, sharing applications, and collaborating on projects on a daily basis	Large-scale, online events, such as product launches and earnings calls	Diagnosing problems, transferring files, and resolving issues for remote customers	Interactive instructor-led training
Benefits	<ul style="list-style-type: none"> <li>Deliver dynamic and interactive presentations</li> <li>Collaborate in real-time</li> <li>Demonstrate products and services to anyone, anytime</li> <li>Make decisions faster, and spend less money doing so</li> </ul>	<ul style="list-style-type: none"> <li>Quickly and flexibly reach audience with important communications</li> <li>Easily repeat successful events and re-purpose prior events for scalability</li> </ul>	<ul style="list-style-type: none"> <li>Reduce on-site visits without impacting customer satisfaction</li> <li>Increase Technical Support Rep productivity</li> <li>Decrease time to resolution</li> <li>Decrease customer downtime</li> <li>Increase customer satisfaction</li> <li>Decrease support costs</li> </ul>	<ul style="list-style-type: none"> <li>Slash the time and effort needed to deliver training</li> <li>Maximize time of existing training personnel</li> <li>Accelerate knowledge transfer throughout organization</li> <li>Provide interactive instructor-led learning without the cost of travel and venues</li> <li>Reach more people, more frequently</li> </ul>
Types of Meetings	<ul style="list-style-type: none"> <li>Collaborative sessions</li> <li>Internal/external meetings</li> <li>Product demos</li> <li>Weekly status updates</li> </ul>	<ul style="list-style-type: none"> <li>Web seminars</li> <li>Marketing events/ Conferences</li> <li>Product launches</li> <li>Employee communications</li> </ul>	<ul style="list-style-type: none"> <li>Technical support via the Internet</li> </ul>	<ul style="list-style-type: none"> <li>Employee training</li> <li>Partner training</li> <li>Customer training</li> </ul>
Capabilities	<ul style="list-style-type: none"> <li>Presentation/Document Share</li> <li>Application/Desktop Share</li> <li>Web Browser/Web Content Share</li> <li>Instant and Planned Polling</li> <li>Chat</li> <li>Video</li> <li>Whiteboard</li> <li>Integrated audio conferencing</li> <li>Record, edit and playback</li> <li>File Transfer</li> </ul>	<ul style="list-style-type: none"> <li>Presentation/Document Share</li> <li>Application/Desktop Share</li> <li>Web Browser/ Web Content Share</li> <li>Instant and Planned Polling</li> <li>Chat</li> <li>Threaded Q&amp;A</li> <li>Video</li> <li>Whiteboard</li> <li>Integrated audio conferencing</li> <li>Record, edit and playback</li> <li>File Transfer</li> <li>Customize Registration and Reports</li> <li>Lead source tracking and lead scoring</li> <li>Automated Email Management System</li> <li>Multiple Presenters and Panelists</li> <li>Private Prep Room and</li> <li>Virtual Lobby</li> <li>Recording</li> </ul>	<ul style="list-style-type: none"> <li>Desktop/Application View and Control</li> <li>Chat</li> <li>Video</li> <li>Record, edit and playback</li> <li>File Transfer</li> <li>Inbound support (Click to Connect) and outbound support from a web browser</li> <li>WebACD queuing, routing and distribution to the most qualified agent</li> <li>Advanced TSR productivity tools such as two-way file transfer, log on to client's desktop as an administrator, and collect system information with one click</li> <li>Invite and Transfer to available TSR or to a queue</li> <li>Manager Dashboard to monitor all sessions and agent activity at both the queue and TSR level</li> </ul>	<ul style="list-style-type: none"> <li>Presentation/Document Share</li> <li>Application/Desktop Share</li> <li>Web Browser/ Web Content Share</li> <li>Instant and Planned Polling</li> <li>Chat</li> <li>Video</li> <li>Whiteboard</li> <li>Integrated audio conferencing</li> <li>Record, edit and playback</li> <li>File Transfer</li> <li>Class Registration &amp; Scheduling</li> <li>Real-time Testing &amp; Grading</li> <li>Automated attendance and assessment tracking and reporting</li> <li>Instant Feedback tools</li> <li>Breakout Sessions and Hands-On Lab</li> <li>Integrates with leading Learning Management System</li> </ul>

# Features Comparison

Feature	Meeting Center	Event Center	WebEx Training Center	WebEx Support Center
<b>Advanced file transfer</b> - Transfer files to and from a customer's system to apply patches and updates during the session or retrieve customer data files for in-depth analysis. No complicated process. Just drag and drop.				•
<b>Annotation</b> - On-screen whiteboarding used to brainstorm and share ideas.	•	•	•	•
<b>APIs and standards support</b> - Extend your information technology investments and ensure interoperability.	•	•	•	•
<b>Attention display indicator</b> - Get a visual alert when an attendee uses other applications during a presentation.		•		
<b>Automated email management</b> - Send out invites, confirmations, reminders, and follow-up emails automatically.		•	•	
<b>Auto play presentation</b> - Turn downtime into selling time. Engage, inform, and influence prospects before the call begins by customizing a corporate overview presentation.	•	•	•	
<b>Basic File Transfer</b> - Allows hosts to transfer files through an easy-to-use interface within a meeting to all attendees.	•	•	•	•
<b>Breakout sessions</b> - Promote active learning by conducting multiple, simultaneous small group, collaborative activities. Trainers can "walk around the room" and see how each group is doing.			•	
<b>Call escalation</b> - Bring subject-matter experts in instantly when needed.				•
<b>Chat</b> - Increase interaction and gather feedback instantly from your audience.	•	•	•	•
<b>Cross platform support</b> - Meet with anyone without worrying about what operating system they use. WebEx offers unmatched support for Windows, Mac, Linux, and Solaris.	•	•	•	•
<b>Customized meetings</b> - Create custom meeting types to address the specific business or industry needs.	•	•	•	
<b>Document, application and desktop sharing</b> - Share and control documents, applications, and desktops remotely in real time without uploading files to a server.	•	•	•	•
<b>Firewall friendly</b> - Work through most firewalls without opening additional ports. WebEx Support Center operates through standard http and https ports.	•	•	•	•
<b>Floating TSR control panel</b> - Access all session controls during desktop or application sharing without obstructing view or switching screens.	•	•	•	•
<b>Hands-on lab</b> - Connect remote learners with remote computers, applications, and simulations before, during, or after live training sessions to reinforce learning with hands-on activities.			•	
<b>Integrated telephony</b> - Keep conversation flowing with integrated audio. Choose toll or toll-free teleconferencing with call-in or call-back options.	•			
<b>Integrates with Lotus Notes</b> - Initiate meetings instantly from Lotus Notes and various Instant Messaging solutions.	•	•	•	
<b>Integrates with Microsoft Office applications</b> - Initiate meetings instantly from MS Office™, MS Outlook™, and various Instant Messaging solutions.	•	•	•	
<b>Lead tracking and scoring</b> - Identify your highest quality and most cost-effective lead sources.		•		
<b>Log onto customer desktop as administrator</b> - Sign on to a customer's machine as an administrator to access and install new applications and perform other activities that require administrative privileges.				•
<b>Multimedia content</b> - Incorporate PowerPoint, Flash™ animations, audio and video into your meeting.	•	•	•	

Feature	Meeting Center	Event Center	WebEx Training Center	WebEx Support Center
<b>Multiple language capabilities</b> - Interface offered in English, Simplified Chinese, Traditional Chinese, French, Spanish, Korean, Swedish, German and Japanese.	•	•	•	•
<b>Multiple panelists</b> - Bring in speakers from different locations without paying for travel expenses.		•	•	
<b>On Demand module</b> - Get everything you need to create, manage, deliver and access on-demand training. View sessions from the viewer-friendly player, with intelligent search capabilities, detailed tracking, file transfer capabilities, and integrated testing.			•	
<b>One-Click meeting access</b> - Start a meeting and invite attendees instantly from your desktop.	•	•	•	
<b>Panelist entrance and prep room</b> - Let panelists enter crowded events through a backstage door. Make a private practice room available for last-minute rehearsal out of attendees' view. Provide speakers with audio for practice sessions in the preparation room.		•		
<b>Persistent reboot</b> - Allow a customer to join the same session even after a reboot.				•
<b>Personalized email templates</b> - Increase attendance by creating attractive HTML or text e-mails using our templates.	•	•	•	
<b>Polls</b> - Increase interaction and gather feedback instantly from your audience.	•	•	•	
<b>Power Panels™</b> - Deliver full-screen views for your attendees while you use floatable controls to manage meeting activity privately behind the scenes.	•	•	•	•
<b>PowerPoint notes panel</b> - Allows presenter to privately view MS PowerPoint notes as a panel while sharing presentation.	•	•	•	
<b>Q&amp;A</b> - Increase interaction and gather feedback instantly from your audience		•	•	
<b>Record, edit and playback</b> - Record meetings and applications for future reference, training, or demonstrations. Download recordings to your computer or store them on a server.	•	•	•	•
<b>Registration and reporting</b> - Customize event registration, track answers to qualifying questions, and upload to CRM systems for fast sales follow-up.	•	•	•	
<b>Remote printing</b> - Redirect printouts from a customer's printer to a local printer for offline analysis.				•
<b>Reporting and analysis</b> - Generate detailed management reports in real time to improve your business processes.	•	•	•	•
<b>Scale to fit</b> - View the customer's desktop without scrolling to speed the support process.	•	•	•	•
<b>Surveys</b> - Survey customers at the end of sessions and use data for information gathering and action.		•	•	•
<b>System information</b> - Collect system information with one click. Print and save system information for future reference.				•
<b>Testing and grading</b> - Assess comprehension, track individual performances, and share correct answers within a session. Leverage web-based libraries for pre and post-session training.			•	
<b>Two-way desktop and application control/view</b> - View or control a customer's desktop or applications or let a customer view or control your desktop or applications.	•	•	•	•
<b>Video and Video conferencing</b> - Give your attendees a real-time visual reference. Simulate face-to-face meeting with participants from multiple locations with multi-point video.	•		•	•
<b>Cisco WebEx™ Collaboration Cloud Performance</b> - Conduct multi-point interactive meetings worldwide without latency or interruptions. Hold even your most confidential meetings with complete confidence.	•	•	•	•
<b>Virtual Auditorium</b> - Avoid venue, travel, and hotel expenses. Reach large audiences through your browser. Touch more prospects more often and reduce per-lead costs.		•		



### For more information please contact:

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### Offices worldwide

BT Conferencing is a leading global provider of audio, video and web conferencing and collaboration services. Since its inception more than 20 years ago, the company has outperformed the conferencing industry in terms of year-on-year growth and now provides collaboration services to 21 of the Fortune 100. On the strength of its extensive global portfolio, BT Conferencing has become the number 1 conferencing provider in the UK and Europe, with current reach into more than 75 countries. Based in the USA, EMEA and Asia Pacific, BT Conferencing specializes in the delivery of reliable, robust and innovative conferencing and collaborative solutions and product hardware to some of the largest companies in the world. The company offers tailor-made solutions to customers, whether they are major global businesses or small SMEs. As businesses juggle the demands of increasing productivity, demonstrating environmental awareness and improving the work-life balance of their employees, conferencing and collaboration services provide a cost-effective and time-saving solution.



### Additional information

#### Microsoft Windows:

Windows 98 and higher, 400MHz processor with 256 MB RAM, 56K Internet connection. IE 6.0 and higher, Mozilla 1.7 or higher, Firefox 1.5 or higher, Netscape 8.1 or higher.

#### Other platforms supported:

Mac OSX 10.3, 10.4, 10.5 and 10.6, Linux 4.0, Solaris 9 and 10.

#### WebEx interfaces available in the following languages:

English Simplified Chinese, Traditional Chinese, French, Spanish, Italian, Portuguese, Korean, Swedish, German and Japanese.