



BT Conferencing US Government Solutions

Your Partner for Custom Conferencing Environments

BT is the ideal partner to deliver complete conferencing solutions

Finding the right AV partner for designing conferencing environments can be challenging. This is why so many customers have chosen BT as their partner of choice for their room integration needs. Our years of industry experience and expertise in the field of custom design, engineering and implementation have resulted in cost-effective development of even the most complex AV integration spaces. Time and again, BT has provided the right solution quickly, professionally and according to expectation, allowing our customers to focus on their core business.

BT AV Collection – the best solution for both simple and complex needs

One AV is a “certified” audio visual room engineered and designed for optimal performance using industry-leading BT Conferencing standards.

BT ‘s Integrated AV Collection provides easy-to-use, reliable and cost-effective conferencing solutions with the following advantages:

Discipline - Success depends on expertise and discipline. With over 10 years of AV integration in the federal market, BT knows what works, how to scale a solution and the level of support required after implementation.

Strict Implementation & Change Control Processes - Our proven engineering, implementation and support processes are based on industry best practices and include tight change control.

Scalable & Replicable - Our certified design utilizes advocated products for optimal performance. This scalable approach is replicable and ensures repeatable success for today’s global market demands.

Experience - Our BT One AV team of highly trained professionals has over 50 years of cumulative AV engineering and design experience and holds more CTS certifications than any other service provider.



BT ‘s Integrated AV Collection Features

- Engineered & designed for optimal performance
- Integration using only advocated products from industry leading manufacturers
- Single/dual display with 46” or 55” options
- Stand, Cart or Wall Mounted options
- Pre-programmed Controller option
- Single “kit” part number for easy ordering that includes codec, display, cart/ stand, cables, connectors, consolidation, staging, shipping... everything you need
- Cheaper alternative to codec manufacturer’s display & cart solution



Why BT Conferencing?

We help you maximize the benefits of video while minimizing the challenges:

Experience

- A leading reseller of Cisco and Polycom unified video communications technology
- Global Gold and Major TelePresence ATP for Cisco
- Cisco WebEx solutions
- Polycom Platinum Certified Reseller
- Polycom Certified Service Provider

Installation

- Thousands of endpoints deployed globally
- Extensive AV Integration experience

Support

- Follow-the-sun 24x7x365 worldwide support from redundant service centers in Denver, Philadelphia and London
- Over 50 Video Service Center Technicians – Tier 1 thru Tier 4
- Global call centers and helpdesk centers
- More than 400 MCUs and 25,000 endpoints maintained by BT Conferencing support programs

Audio and Video Bridging Service

- Telepresence, High Definition and Standard Definition
- IP and ISDN video bridging services
- TIP interoperability services

TelePresence Exchange

- BT's Global Video Exchange (GVE) is network agnostic
- Largest provider of public video conferencing services – supporting over 60,000 video conferences annually
- BT adoption programs for growing customer utilization

Demonstration Facilities

- Located in New York City, Denver and London
- Each facility features Cisco CTS/T Series and Polycom Immersive technology, allowing you to experience a full comparison of leading multi-screen executive room solutions from a single location

Purchasing Options

- BT Conferencing GSA Schedule GS-35F-0160S
Includes AMD Peripherals, BT Services and Support
- Cisco GSA Schedule
- Cisco Capitol Leasing
- Polycom GSA Schedule

Teaming Partner Purchasing Options

- NETCENTS (USAF)
- ESC III
- Networx (Qwest)
- ITES-2H
- SEWP (NASA)
- VA T4 Contract - Harris

More than 10 years of experience providing video conferencing solutions to the Department of Defense, Military and US Government Agencies

Government agencies throughout the world are using visual communications to speed decision-making, provide employees with increased access to experts and information, and ensure real-time public safety response. BT conferencing has more than a decade of experience in successfully providing these same type of conferencing solutions to the US Government and public sector agencies. This includes a long history of delivering easy to-use, cost-effective, secure and reliable video conferencing solutions to the federal government.

BT's Federal account managers, system engineers, network specialists, software engineers and helpdesk personnel lead the industry in knowledge and experience. In addition, BT's custom database Onward, allows us to manage and scale enterprise video communications to deliver a cost-effective advantage for our customers. The BT advantage helps provide our federal customers with reliable management solutions that offer a very easy to schedule video calling web based tool and detailed ROI and CO2 emission data.

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