50% of companies think their business model is not sustainable in the future

75% of companies feature a low level of digitization

61% of companies don’t have a sound digitization strategy
Laserteile | Blechteile | Baugruppen

Blechbearbeitung wie gewünscht!


Ihre Vorteile:

- Sahr kurze Lieferzeit - auf Wunsch 1-2 Arbeitstage ab Werk
- Einzelteil- oder Serienfertigung
- Hohe Stückzahlfertigung durch manuelle Fertigung
- Saubere, gradfreie bis grautarme Schnittkanten
- Minimaler Wärmeverzug
- Hohe Maßgenauigkeit (G1-1/2)
“I don’t believe you can build a digitization strategy without collaboration technologies.”

— Chuck Robbins, CEO
Cisco Collaboration Evolution

- **Unify communication foundation**
- **Enhance productivity with cost reduction**
- **Create ubiquitous appeal to ensure adoption**
- **Enable Simple & Seamless Experiences**

**Converge**
Voice, Video, & Data

**Simplify**
Collaboration Infrastructure

**Agility**
Cisco Collaboration Evolution

- Converge Voice, Video, & Data
- Simplify Collaboration Infrastructure
- Unify communication foundation
- Enhance productivity with cost reduction
- Create ubiquitous appeal to ensure adoption
- Deliver the best of both worlds
- Accelerate Innovation with Hybrid
  - Agility
- Enable Simple & Seamless Experiences
- Enhance productivity with cost reduction
  - Converge Voice, Video, & Data
  - Simplify Collaboration Infrastructure
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Cisco Collaboration Evolution

Unify communication foundation
Converge Voice, Video, & Data

Enhance productivity with cost reduction

Create ubiquitous appeal to ensure adoption
Simplify Collaboration Infrastructure

Provide a platform for building custom solutions
Digitize Your Business

Deliver the best of both worlds
Accelerate Innovation with Hybrid

Enable Simple & Seamless Experiences

Agility

Simplify Collaboration Infrastructure

Deliver the best of both worlds
Accelerate Innovation with Hybrid

Provide a platform for building custom solutions
Digitize Your Business

Create ubiquitous appeal to ensure adoption

Enhance productivity with cost reduction
Converge Voice, Video, & Data

Unify communication foundation
What Does It Mean to Be an Agile Organization?

Promote open flow of information
Encourage experimentation
Function as a network

Collaboration is foundational.
### The Way We Work Has Changed

<table>
<thead>
<tr>
<th>Individuals</th>
<th>At a Corporate Desk</th>
<th>Internal Interactions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agile Teams</td>
<td>Work From Anywhere</td>
<td>Ecosystem Collaboration</td>
</tr>
</tbody>
</table>

- **500%** increase in amount of information created by 2020  
  *Social Media Today*

- **90%** of organizations will offer mobility to workers by 2020  
  *Frost & Sullivan*

- **35%** increase in innovation and creativity with collaboration outside the organization  
  *PGi*
There are many tools out there…

technology silos    employee frustration    productivity impact
Cisco Spark

The industry’s most advanced collaboration suite
Spark Collaboration Platform

Common Management

- Message
- Meeting
- Call

Open Platform

- Application Integration APIs
- Partner Services Interconnect
- Spark Hybrid Services Cloud + Prem
Team Collaboration
Spark – User Interface

Download at www.ciscospark.com
Rethink Meetings

Intensity

- Video Meeting
- Voice Meeting
- Furious Chat
- Sporadic Chat

Time
Escalation to a live meeting

- Video Meeting
- Voice Meeting
- Furious Chat
- Sporadic Chat
Join the meeting with one button to push
Spark Board
Spark Board

A tablet designed for teamwork
1. Presentation device

Spark Board 55”  iPad 9.7”
2.

Digital whiteboard
3. Telepresence Endpoint
## Tablet hardware

<table>
<thead>
<tr>
<th>Feature</th>
<th>Specification</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Screen</strong></td>
<td>Edge LED LCD – 55” or 70” 4K, 300 nits</td>
</tr>
<tr>
<td><strong>Touch</strong></td>
<td>Capacitive touch&lt;br&gt;Protective glass with optical bonding&lt;br&gt;2 point multi touch</td>
</tr>
<tr>
<td><strong>Camera</strong></td>
<td>Fixed lens high end – 4K p60</td>
</tr>
<tr>
<td><strong>Audio</strong></td>
<td>12-element mic array (with intelligent beam forming for voice tracking)&lt;br&gt;Integrated voice optimized speakers</td>
</tr>
<tr>
<td><strong>I/O</strong></td>
<td>HDMI input&lt;br&gt;Home button&lt;br&gt;Digital whiteboarding pen</td>
</tr>
<tr>
<td><strong>Screen</strong></td>
<td>2x Nvidia TX1</td>
</tr>
<tr>
<td><strong>Network</strong></td>
<td>Ethernet (RJ-45) 100/1000 Mbit&lt;br&gt;WiFi 802.11 abgn + ac (2.4/5GHz)&lt;br&gt;Bluetooth Ready</td>
</tr>
</tbody>
</table>
Cisco Spark Hybrid
Extend value of existing solutions by seamlessly connecting them to Cloud services, Maximize the unique attributes and capabilities of each when combined together.

Cisco Spark – Hybrid Call Services

Hybrid Services

Message  Meeting  Call

Unified Communications Manager (UCM)
HCS Delivered Services
Business Edition Series
Cisco Spark – Hybrid Media Node

Remote Attendees

Spark

Hybrid Media Node
On-Prem

On-premises Attendees

15. – 16. marec 2017 | Cisco Connect | Portorož, Slovenija
Cisco Spark – Hybrid Security

Key Management Server

Content Server

Client 1

Client 2
The Platform Allows You to Be the Innovator

Open APIs & SDKs to integrate, extend, and customize Cisco Spark experiences

Tropo Platform
Open APIs for embedding voice and SMS services to enhance business processes

Connect people, services and business processes like never before
Extend and Connect Cisco Spark
From Simple Native Integrations to Custom Development

<table>
<thead>
<tr>
<th>Business Users</th>
<th>3rd Party Built Solution Integrations</th>
<th>Workflow Connector Tools</th>
<th>Full Development</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spark Depot Integrations</td>
<td>Packaged Solutions</td>
<td>Light Development</td>
<td>Custom Full Development</td>
</tr>
</tbody>
</table>

![Diagram showing various integration options]
SIGNA Case Study

Signa Group
Vienna, Austria
Point-to-point-connection with Cisco Spark

experts can be switched on (remote support)

expertise available at all times, wherever you are

Employee satisfaction increases

more than 20% reduction of travel costs

more than 40% reduction of average ticket turnaround times

more than 90% reduction of time to fix compared to on-site travel
New Ways to Buy
Spark Named-User Model

- Available in select Geos, SMB focused
- Available in most Geos

**Cloud Calling**

**C1**
Everything in M1, and:
- Cloud Calling*
  - Business-class voice and video
  - Mobility
  - Voice Messaging

**M1**
- Business-class Messaging
- 1:1 and 3-party video calling with screen sharing
- Join Spark and SIP-based meetings

**C2**
Everything in M2, and:
- Cloud Calling*
  - Business-class voice and video
  - Mobility
  - Voice Messaging
  - Cloud Calling

**M2**
- Host 25-party meetings with screen sharing with other Spark users

**C3**
Everything in M3, and:
- Cloud Calling*
  - Business-class voice and video
  - Mobility
  - Voice Messaging
  - Business-class voice and video

**M3**
- Host WebEx-powered meetings with screen sharing and with external participants
- Personal Meeting Room
- Scheduled Meetings

*Excludes PSTN Services. Sourced via Media Provider partners.

Add
- Room Registration
  - Connect a room endpoint to the Spark cloud
- Conference Audio
  - Toll Dial-in & Callback
- Additional Centers
  - Event Training

15. – 16. marec 2017 | Cisco Connect | Portorož, Slovenija
Spark Flex Model

Cloud and Premises

Simplifying transitions: Industry-leading on-premises to cloud

Subscription

Easy OpEx purchasing

Flexible Options

Employee Count
Shared Meetings*
Spark Flex – Ultimate Simplicity

Message
- Cisco Spark™ Messaging

Meetings
- Basic
- Advanced
  - Cisco WebEx®
  - Meeting Server

Call
- Cisco Spark Call
- Hosted (HCS)*
  - Cisco® Unified Communications Manager

Cloud, Premises
Cloud, Hosted, Premises
New Flex Shared Meetings adds Flexibility

Employee Count
Pervasive: For All Knowledge Workers

Flex Shared Meetings
Get Started with Shared Devices

Subscription Licensing
Company-Wide Consumption

Employee Count

- Company-wide entitlement for all knowledge workers
- Budget predictability: 20% growth included in price, annual true-forwards
- Optimized entitlements: knowledge workers may be distributed across 3 Message and Meeting packages*
- Single agreement and term with all other Cisco ELAs

Subscription Licensing

Pervasive: For All Knowledge Workers
**Flex Shared Meetings**

- Allow anyone to host a meeting* and use shared devices
- One Shared Meeting subscription required for each concurrent meeting
- Max of 25 Flex Shared Meeting subscriptions for a max of 25 concurrent meetings
- Invite up to 200 participants to a cloud meeting, limited only by hardware for premises meetings
- Choice of cloud (M3) or premises for each subscription

*T&C limit of 250 hosts per Flex Shared Meeting subscription for cloud based meetings
Cisco Spark Video Endpoint Subscriptions

- Low up-front price for device for:
  - Cisco TelePresence® MX700 and MX800
  - Cisco Spark Board
- Monthly subscription includes:
  - Software
  - Technical support and upgrades
  - Cisco Spark™ registration
- Additional EDCN subscription required for hardware support

*T&C limit of 250 hosts per Flex Shared Meeting subscription for cloud based meetings
New Cisco Spark Subscription for Endpoints

**Endpoint**
MX700/MX800
From $22,995

**Subscription**
Cisco Spark™ subscription: $399 per month
EDCN HW support: from $3,449 per year
From $686 per month

**Meetings**
Shared Meetings: $500 per meeting per month
Enterprise-wide From $10.50 per knowledge worker

Enabling transitions to the cloud
Cisco Spark™ Board

Cisco Spark subscription:
$199 per month

EDCN HW support:
$749 per year

Meetings

Shared Meetings:
$500 per meeting per month

Enterprise-wide
From $10.50 per knowledge worker

Cisco Spark Board with Subscription

Enabling transitions to the cloud
## Spark Flex – Subscription Lifecycle

![Spark Flex Lifecycle Diagram]

### Lifecycle Matrix

<table>
<thead>
<tr>
<th>Lifecycle Step</th>
<th>Cisco Spark Flex Plan- Employee Count (EC)</th>
<th>Cisco Spark Flex Plan – Shared Meetings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quote / Order</td>
<td>Review slide for EC</td>
<td>Review slide for Shared Meetings</td>
</tr>
<tr>
<td>Trade In</td>
<td>Valid for Cisco Spark Flex Plan EC</td>
<td>Trade-in not part of Shared Meetings</td>
</tr>
<tr>
<td>Delivery and Provisioning</td>
<td>Specific process for EC</td>
<td>Specific process for Shared Meetings</td>
</tr>
<tr>
<td>Renewal</td>
<td>Applicable</td>
<td>Applicable</td>
</tr>
<tr>
<td>True-Forward</td>
<td>Specific process for EC</td>
<td>Specific process for Shared Meetings</td>
</tr>
</tbody>
</table>
Where to go for more information?

- Cisco Spark Flex Plan: [http://cs.co/ciscosparkflexplan](http://cs.co/ciscosparkflexplan)
- Cisco Spark: [www.ciscospark.com](http://www.ciscospark.com)
- Cisco Spark Hybrid Services: [www.cisco.com/go/sparkhybrid](http://www.cisco.com/go/sparkhybrid)
Conclusion

Simple
Simple subscription and app-centric intuitive experience

Secure
End-to-end encryption of all data and content

Complete
The most complete cloud and premises service

Open
Digitize your business with APIs, integrations, and bots