



"Microsoft and RADVISION bring customers an interoperable UC solution that allows users to merge their choice of HD video conferencing and telepresence systems with the simplicity of UC at the desktop."

- *Warren Barkley, General Manager of the Lync Partner and Customer Group at Microsoft*

Website: www.radvision.com

Country or Region: Global

Industry: Telepresence & Video Conferencing

Partner Profile: RADVISION is a leading technology and end-to-end solution provider for unified visual communications.

The SCOPIA Video Gateway for Microsoft Lync allows people to use their telepresence systems from Cisco/Tandberg, Logitech/LifeSize and Polycom, as well as any standards-based video conferencing system within the Lync UC environment.

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BUSINESS NEEDS

New unified communications solutions from Microsoft promise to bring conferencing to desktop and mobile users; both driving the need for new levels of scalability and device support.

Businesses are asking for unified communications solutions that support their current investments in standards-based video conferencing while giving them the flexibility to adopt these emerging solutions. RADVISION offers the most comprehensive and powerful platform for unified visual communications in the market today including integration with Microsoft Lync.

SOLUTION

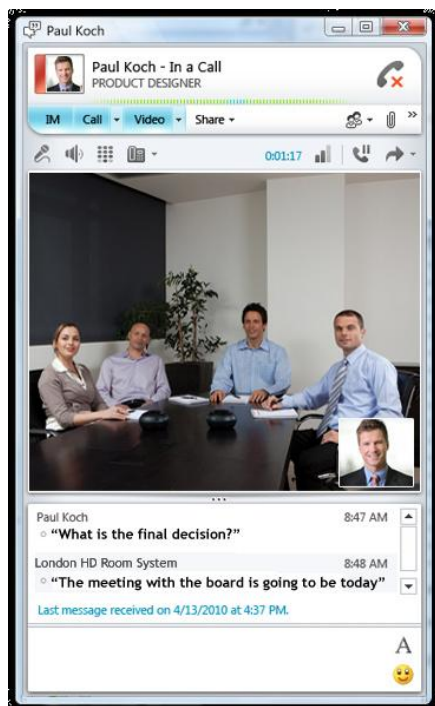
RADVISION's SCOPIA Video Gateway for Microsoft Lync provides a cost-effective and easily deployable solution as it does not require large-scale software or firmware upgrades to existing telepresence and video conferencing systems when used with Microsoft Lync.

The SCOPIA Video Gateway extends the reach of Lync providing connectivity and interoperability with standards-based video conferencing and telepresence systems. The SCOPIA Video Gateway allows customers to realize the benefits of Lync in conjunction with their existing deployments of room-based video conferencing systems and new visual communication solutions such as telepresence and video on mobile devices.

BENEFITS

Extends Microsoft Lync to Video Conferencing Systems

The SCOPIA Video Gateway for Microsoft Lync provides Lync users the ability to seamlessly connect to any standards-based HD video conferencing system, telepresence system or infrastructure device. Through the SCOPIA Video Gateway, users can merge their choice of conferencing systems with the simplicity of Lync at the desktop.



Microsoft Lync User Connected to Video Conferencing Room System

HD Video Communications with Lync's Familiar Interface

Lync users can enjoy exceptional high definition audio and video while communicating with room-based video conferencing systems without compromising their familiar Lync experience. Robust Lync security is also maintained through TLS and SRTP.

Investment Protection

Users realize the benefits and simplicity of Lync at the desktop in conjunction with their current investments in video conferencing systems and infrastructure. IT managers can have confidence that their existing systems and new investments in video communications will interoperate within the Lync UC environment.

"Many Microsoft UC customers want to integrate Lync's desktop video with their existing video room systems and infrastructure. RADVISION's SCOPIA Video Gateway allows the existing installed base of video conferencing systems to work with Lync as-is, without requiring modifications or upgrades. The gateway method can save an organization a considerable amount of time and money by easily connecting the systems and infrastructure already deployed to the new Lync environment."

- Andrew W. Davis, Senior Analyst & Partner at Wainhouse Research

Scalable and Affordable Architecture

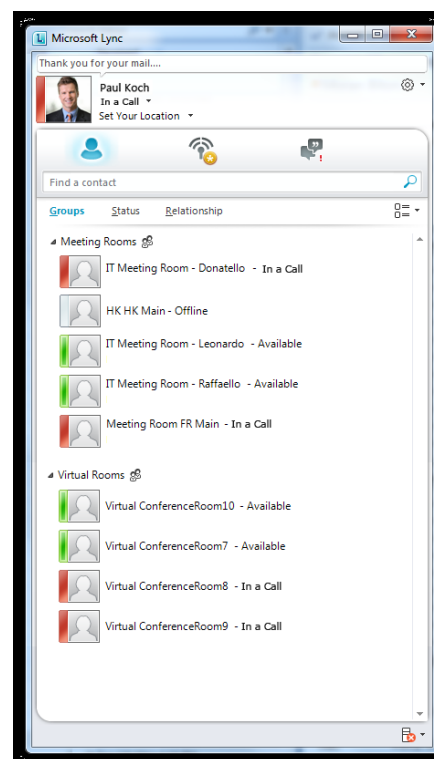
The SCOPIA Video Gateway is based on a new architecture designed for cost effective and high-scale deployment. The Video Gateway is designed to grow with your requirements from a small workgroup deployment to an entire enterprise with unlimited scalability including dynamic resource allocation.



RADVISION SCOPIA Video Gateway for Microsoft Lync

Universal Endpoint Presence

Presence is displayed in the Lync contact list for any H.323 device, not just Lync enabled devices allowing users to make smart and efficient communication choices directly from Lync.



Presence Reflection for Video Conferencing Systems and Infrastructure

"In effect, the Gateway allows any standards-based video conferencing room or telepresence solution to be compatible with Lync, expanding users' choice and flexibility of which video systems they can use within their Lync UC environment."

- Roberto Giamagli, General Manager, Video Business Unit for RADVISION