



# Collaboration: Empower, Engage, Innovate

Pedro A. Suarez

Collaboration Sales – Latin America

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## Collaboration

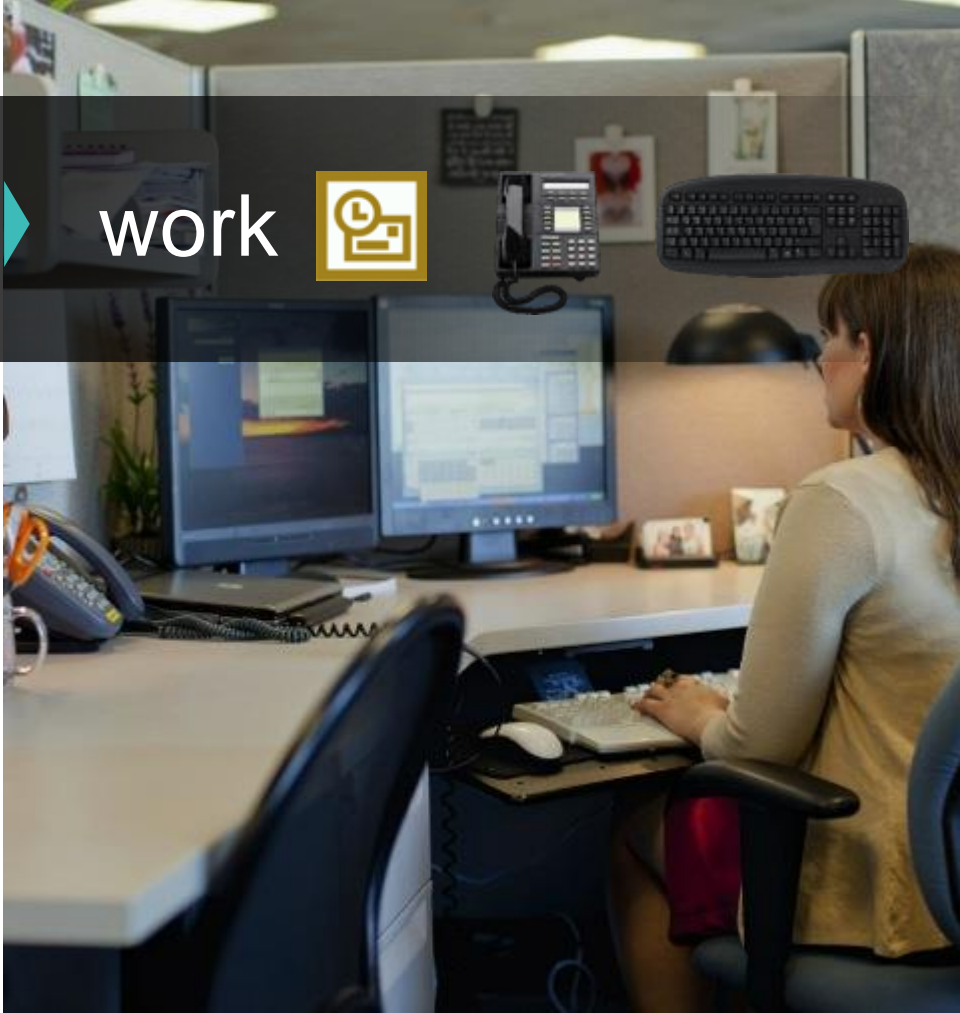
The act of people working together to reach a common goal.



home



work



# Technology Use in the Office: Device Use



# Technology Use in the Office: Device Use

Most  
concerned  
with their



being stolen  
during a  
robbery.

22%



26%

17%



21%

Would  
have the  
**surgery**



(if possible)

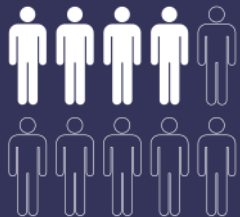
# Technology Use in the Office: Device Use

**7/10** HR Pros

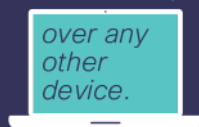


**HOWEVER,**

**40%**  
of respondents



prefer ↓



and **only**



**34%**



**27%**

prefer



# Gen Y vs. Gen X



Gen Y (18-30)

37%

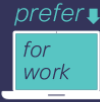
36%

63%

54%

44%

53%



Gen X (31-40)

41%

29%

59%

43%

36%

45%

# Gen Y vs. Gen X



Gen Y (18-30)

27%

56%

26%

43%

55%



Gen X (31-40)

31%

49%

21%

37%

70%

#1



Technology

## Technology Centric Approach to Collaboration

#2



Experience

#1



Technology

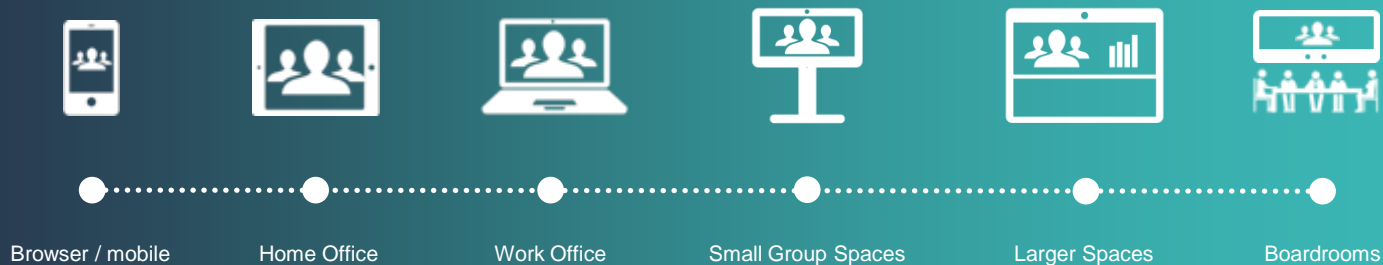
## Technology Centric Approach to Collaboration

#2



Experience

# From the Browser to the Boardroom



Cloud Fabric

# Cisco Collaboration

## Cisco Collaboration

Unified  
Communications



Customer  
Collaboration



Conferencing



Collaboration  
Endpoints



# Enabled by a Comprehensive Architecture

Consistent Experience



Collaboration Services

Voice and Video

Content Sharing

Scheduling and Calendaring

Edge

IM and Presence

Conferencing

Messaging and Recording

Workflow

Network-Based Platform

Security

Data Center

Network

Medianet

Management

Deployment Models



On Premises



Cloud

# Collaboration Room Portfolio



MX200 G2



MX300 G2



MX700



MX800



TX9000



SX10



SX20



SX80

# Collaboration Desk Portfolio



DX650



DX70



DX80

# Cisco IP Phone Portfolio

## Choices for How You Collaborate



### Cisco® IP Phone Portfolio

- Range of options to support all users and environments
- Basic voice to integration with BYOD and video
- Focused on ease of use and superior experience

# Cisco Jabber: All-in-One UC Application

- Best in class UC capabilities
  - Presence and IM
  - Voice, video, voice messaging
  - Desktop sharing, conferencing
- Collaborate from any workspace
  - PC, Mac, tablet, smartphone
  - On-premises and cloud
  - Integration with Microsoft Office



# Cisco WebEx Web Conferencing

- Industry-leading web conferencing
  - Audio, web, and high-definition video
  - Meetings, Training, Events, and Support versions
- Document, application, desktop sharing
- One-time and scheduled meetings, including scheduling with Outlook and Lotus Notes



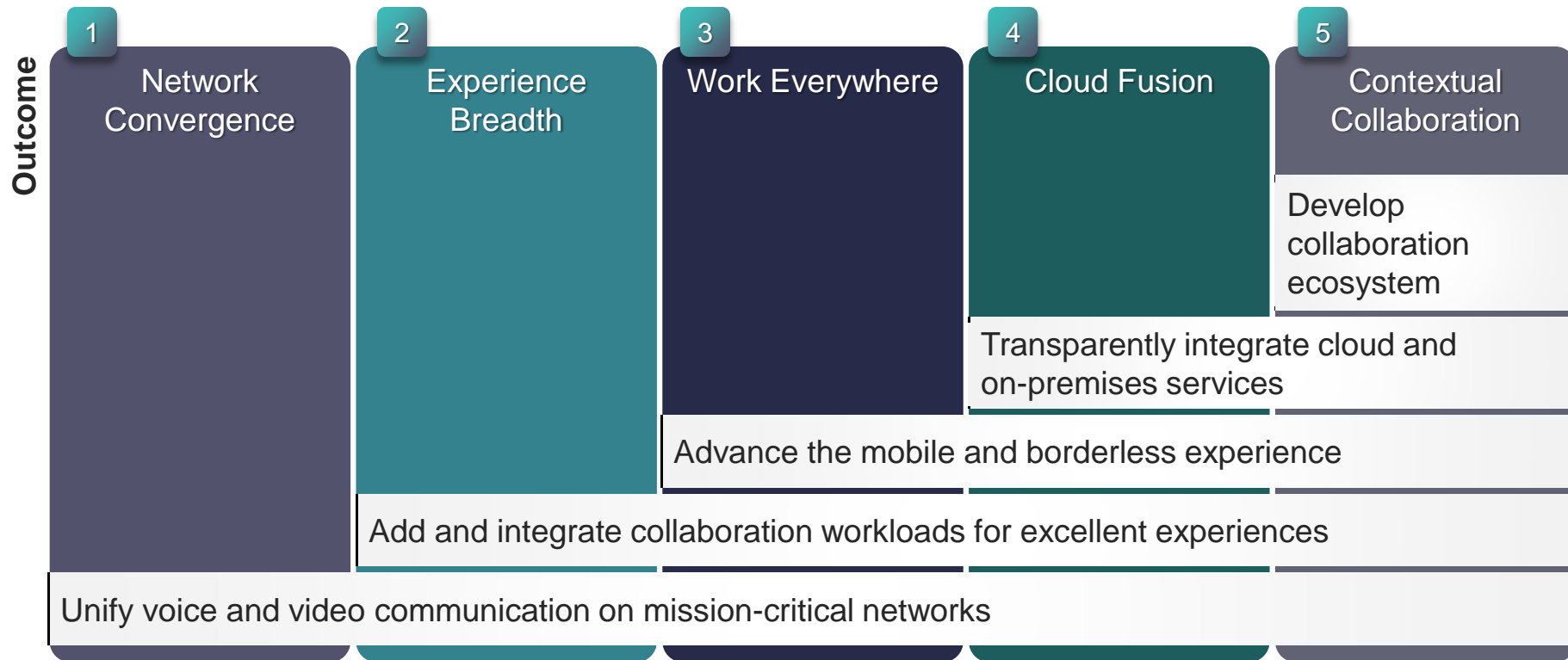
# Cisco Collaboration Meeting Room

- Consistent meeting room experience across any mobile, desktop or room-based video endpoint
- Users can be provisioned easily
- Seamless scalability – 25 video endpoints and 1000 WebEx users in a common meeting
- Flexible Deployment Options – On-Prem, Cloud, Hybrid



# Looking Ahead

## Cisco Collaboration Journey



Thank you.

