BlueJeans by Verizon

5 Questions to Ask When Choosing a Cloud Video Interop Solution

Why Cloud Video Interop is critical to your Microsoft Teams strategy

Cloud Video Interop (CVI) is the easiest way to bring the power of Microsoft Teams Meetings to all your existing, video-enabled conference rooms. CVI enables organizations to maximize the utility of their current hardware investments, while mitigating the need to purchase all new room systems to support Microsoft Teams.

CVI connects Cisco, Poly, Lifesize, and other standards-based room systems to Microsoft Teams for a consistent meeting experience.

As organizations prepare to navigate their Microsoft Teams Meetings journey, this eBook presents 5 questions to ask yourself when choosing a CVI solution.

1. Does the architecture align with my organization's strategy?
2. How easy is it to configure and deploy?
3. Will I be able to automate updates and easily access real-time analytics?
4. Will my users be able to access a Teams Meeting with 1-Touch?
5. Does the CVI vendor offer a flexible purchasing model?

1. Does the architecture align with my organization's strategy?

Microsoft has certified only three vendors to provide Cloud Video Interop solutions that enable existing room systems to support Microsoft Teams Meetings. Before deciding on the right solution for your environment, it is necessary to understand the difference between a pure SaaS solution and a hybrid cloud solution.

Pure SaaS

When CVI is delivered in a pure software-as-a-service form factor, customers typically experience faster time-to-deployment because all relevant infrastructure and administration components are delivered as part of the service.

Hybrid Cloud

When CVI is delivered via a hybrid cloud solution, customers will typically exert more control over where their service operates and which IaaS provider they use. This results in more line-of-sight, but typically more IT overhead.

Organizations that align their CVI deployment with the service model that best meets their needs will realize quicker time to value and improve their chances at a more successful Teams rollout.

2. How easy is it to configure and deploy?

Microsoft Teams deployments can be cumbersome and resource intensive. The change management by itself can be a nightmare for IT administrators, so when it comes to CVI, admins are wise to avoid solutions that require extensive infrastructure and operational testing.

When evaluating your CVI options, be sure to assess the complete breadth of resources required to operationalize the service. Pure SaaS CVI usually takes only a couple of hours to deploy and includes all infrastructure and software required to use the service. Hybrid Cloud CVI requires customers to configure a complex set of nodes and virtual infrastructure and revolves around a complex project plan that is in addition to your Teams rollout plan.

3. Will I be able to automate updates and easily access real-time analytics?

As admins are driving adoption of Microsoft Teams across their organization, they often have their hands full getting end users to leverage all of the functionality packed into Teams. Any disruption to that core functionality could be detrimental to their change management efforts. Therefore, Microsoft Teams Meetings need to be available at all times.

Pure SaaS CVI is built to include automatic software updates that require zero downtime. Hybrid Cloud CVI requires server-by-server updates that create outages, which must be planned for well in advance.

Another key part of management is end-to-end analytics and performance visibility. Your CVI solution should come with an analytics dashboard that simplifies room management and provides insight into historical and live meeting statistics.

Example CVI Analytics

Room Health	Endpoint Utilization	Call Quality (e.g., Audio, Video, Content)
Network Performance	User Feedback and Satisfaction	

4. Will my users be able to access a Teams Meeting with 1-touch?

Historically, video teleconferencing equipment has been dramatically underutilized because of the perceived complexity of these endpoint devices. To simplify the end-user experience, CVI solutions can provide a one-touch join experience that makes it incredibly simple to join a Microsoft Teams Meeting and remove this obstacle to adoption.

When choosing between CVI offerings, we recommend selecting a solution that provides this one-touch capability as one of the features that is included within your overall CVI license, not an additional expense.

The benefit of having a one-touch join experience extends across your entire organization. Having a consistent join flow across every room will streamline meeting access regardless of room type or location and will lead to greater adoption of Microsoft Teams Video Meetings.

5. Does the CVI vendor offer a flexible purchasing model?

Most organizations are rolling out Microsoft Teams in phases, which requires different timelines and resources for each phase. CVI solutions with flexible licensing let organizations consume only what is required, when it is required, without the need to commit to a large deployment from the onset.

Any new solution should deliver a simple, service-based model with flexible procurement options that meet various use cases. For CVI, this should include potential licenses for named hosts, enterprise-wide options, and concurrent connections.

Flexible licensing makes it easy for organizations of all sizes to get up and running quickly with the license that best suits their requirements.

Telit

Telit is a leading global technology service provider solving the toughest challenges in the IoT space. When the time came to standardize company-wide collaboration and truly optimize their global Microsoft Teams deployment, IT leadership needed a reliable, cost-effective Cloud Video Interop solution to incorporate existing room endpoints, so Telit employees could easily meet and experience the full power of Teams meetings. BlueJeans Gateway saved Telit $1M by not needing to replace their existing room systems.

"We recognize BlueJeans' stability and performance. By integrating the Gateway with Teams, we have our main toolset for years to come."

Ami Lubaton, Global Network Manager, Telit

READ THE CASE STUDY HERE

www.bluejeans.com/resources/customer-story/telit

Get the most out of your CVI solution

The right CVI solution complements Microsoft Teams, smooths the deployment process, simplifies the user experience, and delivers integrated performance management to monitor quality and utilization.

BlueJeans Gateway, a Microsoft-certified Cloud Video Interop solution, is the easiest way to bring the power of Teams video meetings into your conference rooms and huddle spaces.

BlueJeans' pure SaaS solution can connect thousands of room systems to Microsoft Teams without requiring any additional infrastructure or maintenance. The BlueJeans Gateway enables you to make the most of your existing hardware investments, while providing the ultimate in flexibility during the rollout of Microsoft Teams across your organization.

LEARN MORE ABOUT BLUEJEANS GATEWAY

www.bluejeans.com/products/integrations/microsoft-gateway