



Smart Offices

Lenovo

Martin Sig & Lasse Holst – september 2019

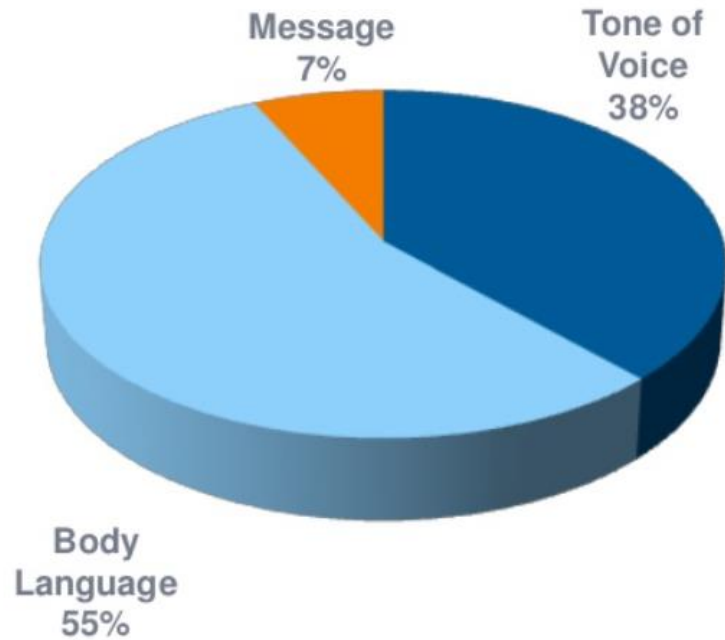
Nordic Smart Office Sales Specialist

FINISHED FILES ARE THE
RESULTS OF YEARS OF
SCIENTIFIC STUDY COMBINED
WITH EXPERIENCE OF YEARS

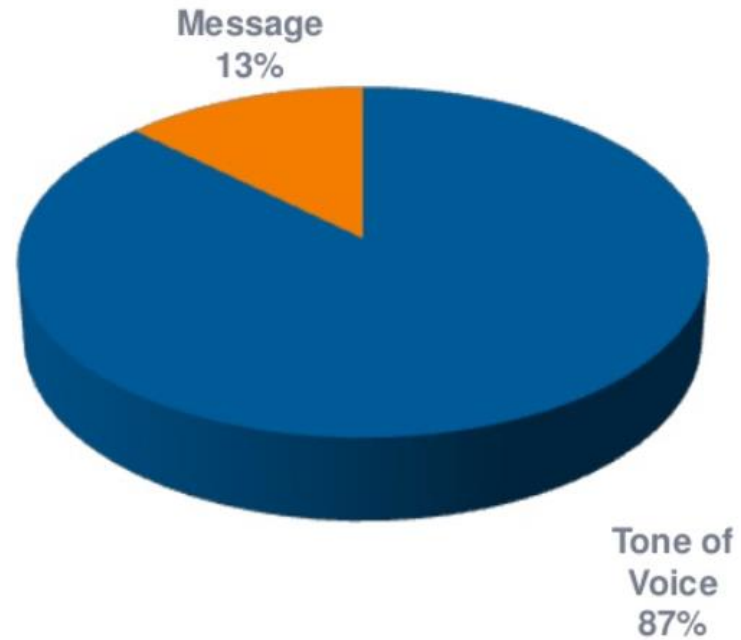
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Face-to-Face



Voice Only



Face To Face: Mehrabian, A. (1971). Silent messages. Wadsworth, Belmont, California.
Telephone: Mehrabian, Albert & Morton Wiener (1967): Decoding of inconsistent communications.

THE CHANGING MODERN WORKFORCE

The workplace is more team based and mobile than ever

Collaboration is key

More than **50%** of the work done today is done through collaboration

Rise in remote working

70% of professionals work remotely

Workspace evolution

15% of meeting rooms is equipped with video



User Frustration

78% users shared they were frustrated with meeting room technology recently.

Video and web conferencing issues

44%

Audio conferencing problems

36%

Desktop sharing

34%

Video hardware device challenges

32%



Dimensional Research, Nov 2018

User Need



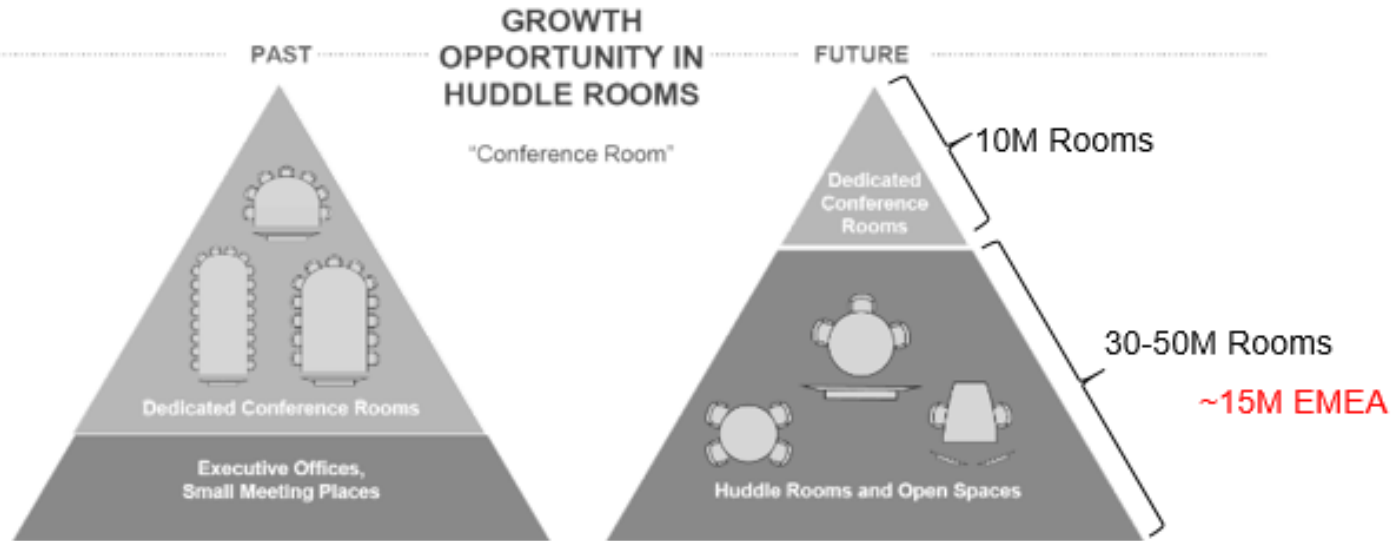
90%

It's important that **technology** in meeting spaces is **easy to use and familiar**.

Dimensional Research, Nov 2018

Key change in the meeting room spaces

COMMERCIAL MARKET MOVES TO HUDDLE



Source: Frost & Sullivan June 2016

The growth of the Huddle rooms



ThinkSmart Hub 500

- Purpose built **Skype Room System/Team Room System**

- Integrated Audio, Display & Compute

- **Focused on Simplicity**

- Small Footprint (AIO device)
- Easy to use interface (integrated 360° display)
- Reduction of device/cable clutter
- Pre-imaged, easy to deploy & manage (Ci5 VPro processor / Win 10 IoT)

- **Main Benefits**

- Globally available (180 countries)
- 3 years warranty on site
- Stand alone device (small rooms). No need for additional Microphones and speakers
- Purpose built stability
- Price competitiveness

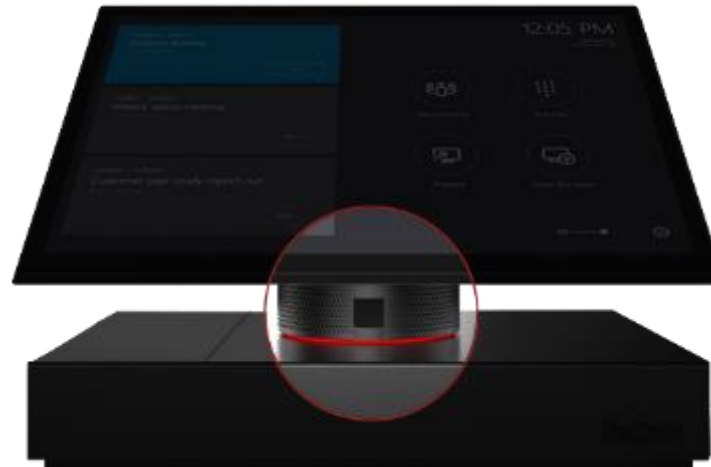


THINKSMART HUB 500

TOP FEATURES



3-COLOR
RING LED FOR SKYPE STATUS



SECURE
CABLE MANAGEMENT DOOR



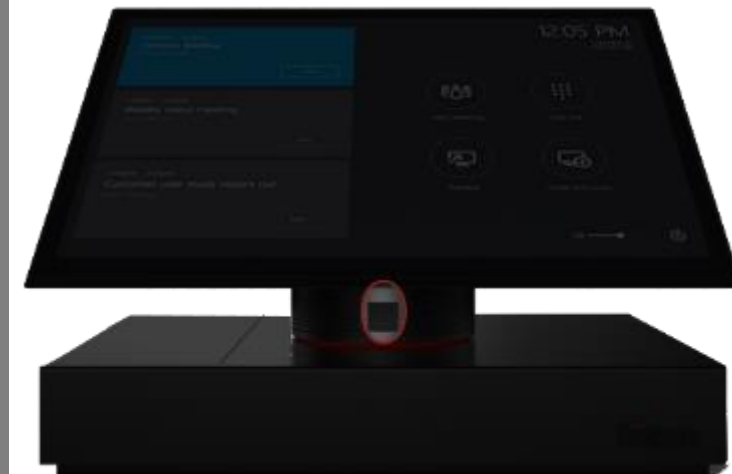
KEY FEATURE
360° ROTATABLE SCREEN



DOLBY® PREMIUM
AUDIO

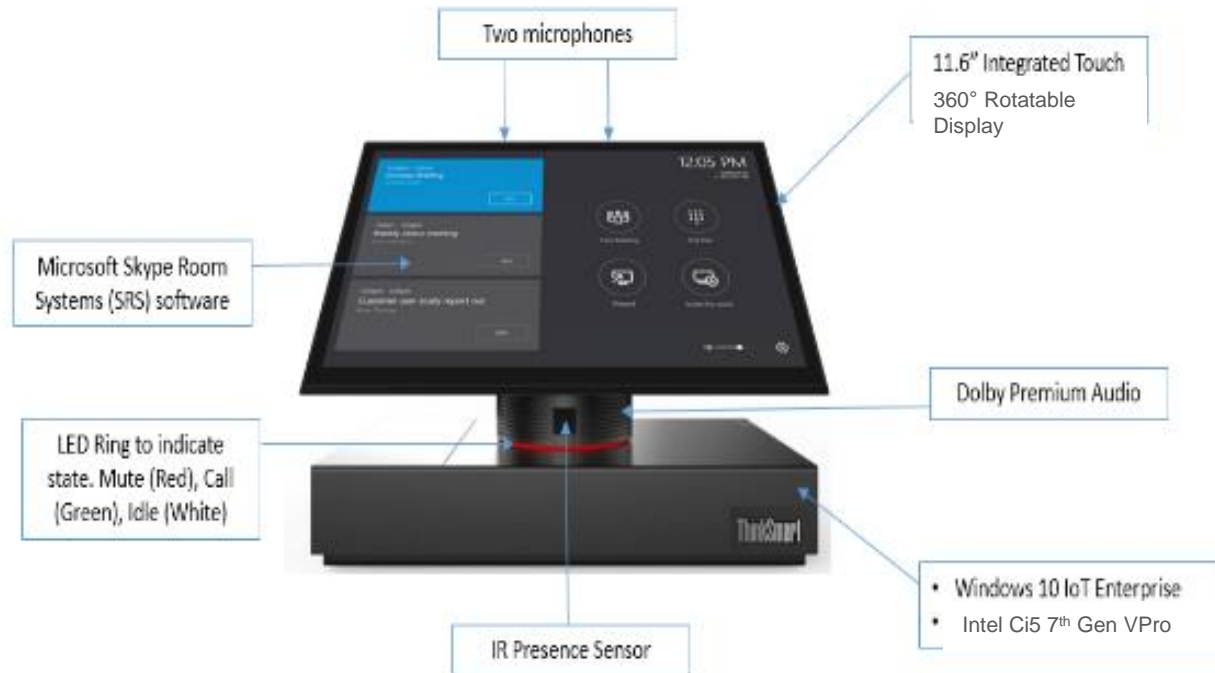


AUTO-ON WITH HUMAN
PROXIMITY SENSOR

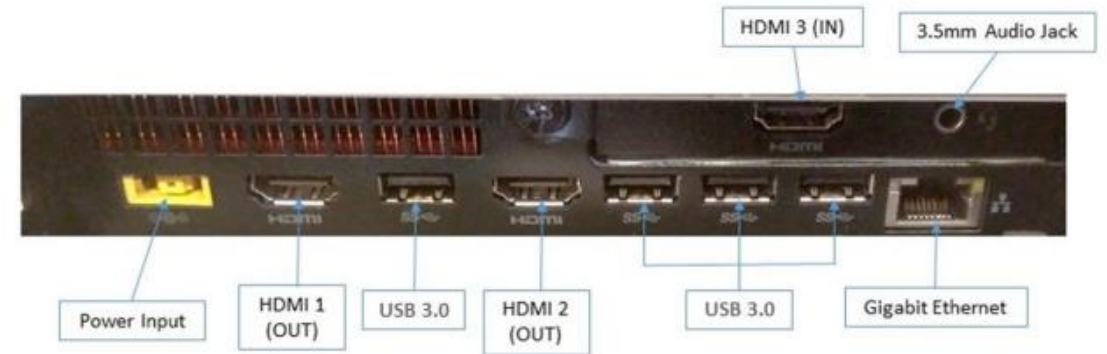


ThinkSmart Hub 500 - Hardware

ThinkSmart Hub 500

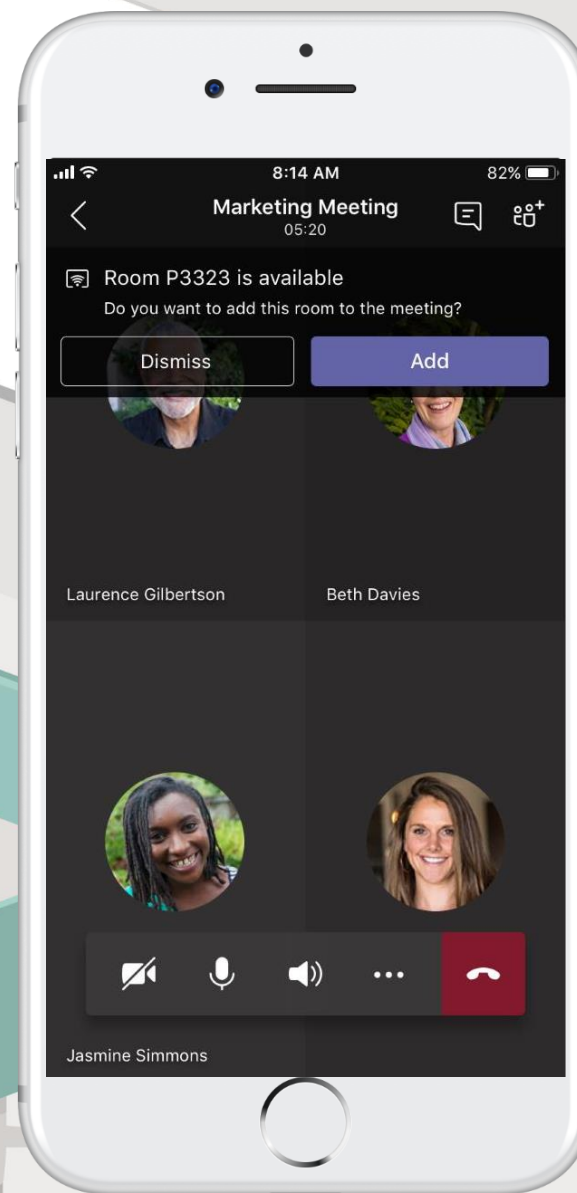


Hub 500 Ports (Rear panel)

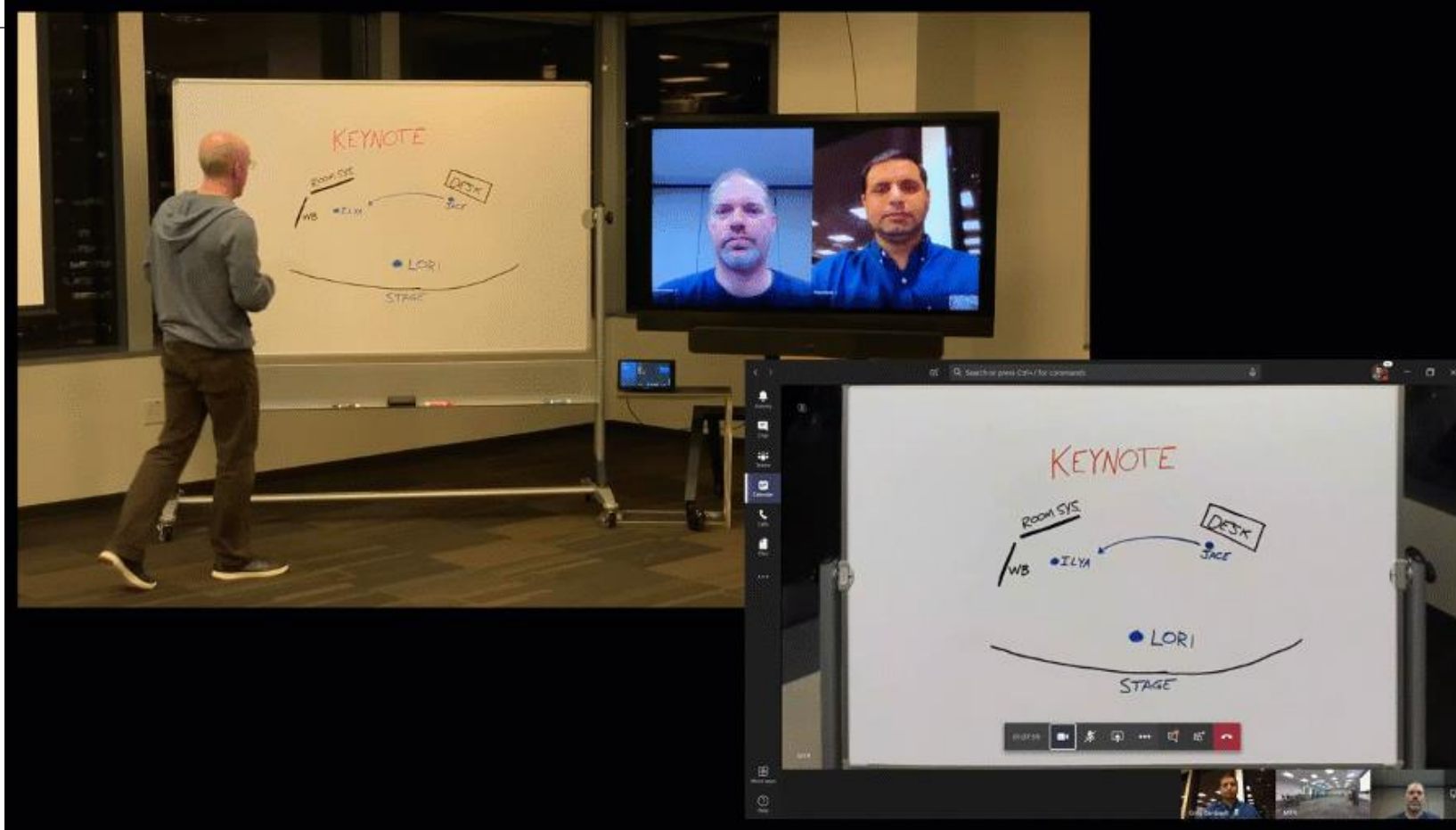


Possible to secure with kensington lock





Microsoft Teams Rooms – Content Camera



SKYPE FOR BUSINESS VS TEAMS

Where do we go...

Skype for Business

- on prem, cloud & hybrid
- chat
- audio
- video






Teams

- cloud only
- chat
- audio
- video
- file sharing (Sharepoint)
- calendar
- chat in teams/channels
- Live event (streaming)



Microsoft – New license

Licensing solutions for shared communication devices

	Meeting Room \$15/device/month
Skype for Business	
Microsoft Teams	
Phone System	
Audio Conferencing	
Microsoft Intune	

BUNDLE RECOMMENDATIONS

Lenovo ThinkSmart Hub500

Small and Huddle Rooms

Up to 12' x 10' size rooms

Hub 500 and Logitech Meetup



Medium Rooms

Up to 12' x 15' size rooms

Hub 500 and Logitech Rally



Large Rooms

Up to 20' x 15' sized rooms

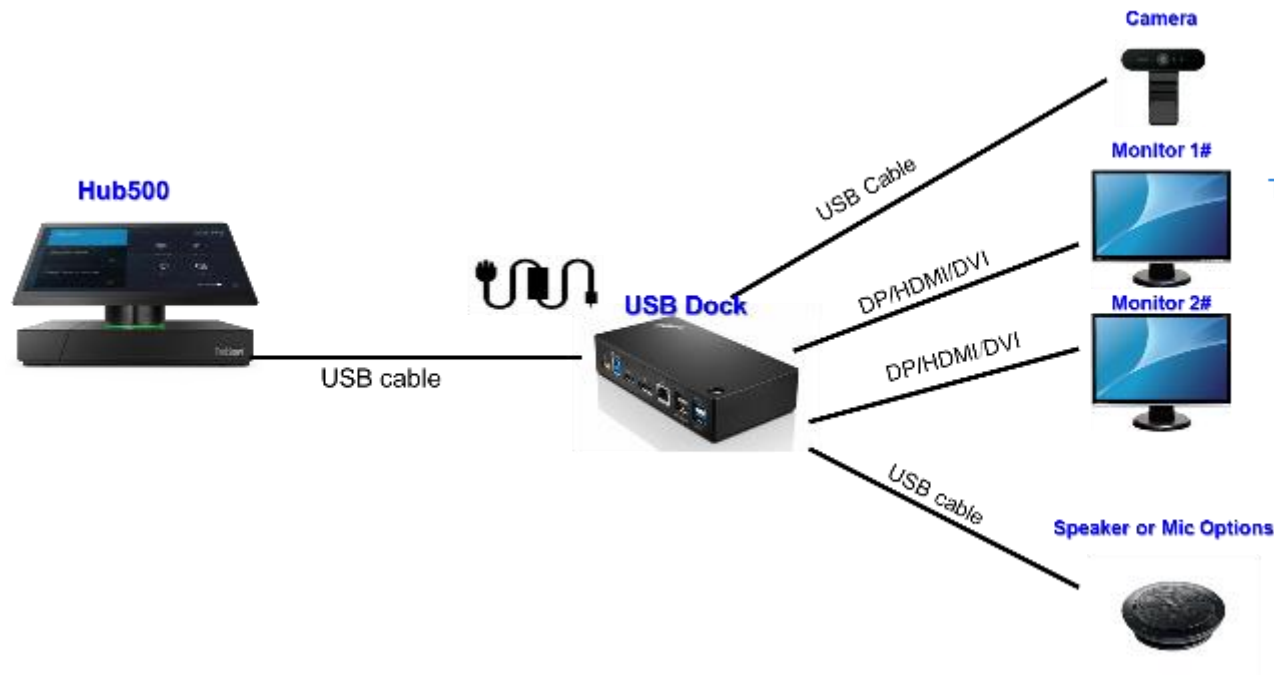
Hub 500 and Logitech Rally



Partnerships with leading device manufacturers

Accessories: Lenovo USB 3.0 Ultra Dock and Mounting Kit

- Valued accessory for the ThinkSmart Hub 500 to [address cable clutter](#)
- USB 3.0 Ultra Dock tested and supported WW



PN	Product
40A80045US	ThinkPad USB 3.0 Ultra Dock
4XF0S99497	Lenovo Docking Station Mounting Kit



Microsoft Teams Rooms roadmap

New features



2019

Proximity-based meeting join
Mobile meeting companion
Dual display in Teams meetings
Dual content display

Microsoft Teams voice skills powered by Cortana
Microsoft Teams device management portal
On console camera PTZ controls
On console PPT control
Whiteboard viewing



Warranty Support

Think

ThinkSmart Hub 500 Hardware Warranty support

Base Standard Warranty

- 3Y on-site as default
 - NBD response, technician to attend on customer site
 - Help Desk is operated by Premier Support line: <https://pcsupport.lenovo.com/gb/en/premiersupport>
- Scope
 - Hardware issues, failures, replacements, servicing, On-site HW fix
 - OS related issues (Reinstall, drivers updates, re-image)
 - FAQ / How-to-questions



Warranty extension

- 4Y and 5Y warranty extension available
- Selection guide will be updated in April. however PNs are orderable today

Smart Office Warranty & Services - Overview



Buy and Try



LENOVO THINKSMART HUB 500

THE SMARTER WAY TO COLLABORATE

Say hello to ThinkSmart Hub 500. Easy to deploy and use, this all-in-one, purpose-built Skype Room Systems device is the key to more efficient meetings. Start on time, every time with one tap of your finger. Hear what everyone has to say, loud and clear. And see the difference this makes to your productivity – and bottom line.

HOW DOES IT WORK?

BUY & TRY PROGRAMME

Questions/Hands on



thanks.

Different is better

Lenovo