

# THE FUTURE OF MEETINGS



easymeeting.net

# The Death of the Office

What is the one place that stops you from doing your work- Your Office!

Sound Familiar?

1. *Wake up 6.30am - Eat - Kids to School/Daycare*
2. *Leave for the office 7.15am*
3. *Get to the office 8.30am (average commute door to door, after getting through the traffic)*
4. *Get a coffee, log into computer etc... 8.45am*
5. *Talk to Ryan about football results 8.55am*
6. *Kelly wants to know what restaurant I went to at the weekend 9am*
7. *Finally get on with some work 9.05am*
8. *Until Sarah asks for help on a pointless task (at least pointless to what I want to achieve today) 9.15am*



Is this the Future ?



# The Future as we see it

- BYOD
  - Your laptop, tablet, pc/mac, smartphone and smart watch
- BYOS
  - Like the mobile phone - use your service to call and receive calls to and from other services
  - Seamless collaboration



# The Past



# The Past

## What about the past?

- Video only in Conference Rooms
- Large Capex
- Limited interoperability
- All about the technology
- Job Creation “expected” through
- Large Enterprises



# The Present



# The Present

- Conference Rooms
- Desktop
- Capex ranges from small to large
- Greater interoperability
- Remote Access
- Remote Device Possible







# Today's challenges

Easier but yet still Difficult to  
Justify and Show ROI

Greater Adoption but remains  
“intercom” for the most

Fortune 1000 product and  
Mid-Market

# Today's Market

## What's Available?

- USB cameras for low-end, and for high-end use.
  - controllable or can track movement
- TV-production quality sound and camera hardware to USB



SHARE WHITEBOARD NOTES  
ON YOUR ANDROID TABLET



# About Easymeeting

easymeeting.net™ is a global services provider



One of the first to offer  
Video-Conferencing-as-a-Service (VCaaS)

Services & Support that place the **end-user experience at the forefront** - NOT TECHNOLOGY!



# Are you ready?

Is your business prepared to win deals in this space?

- Do you have the tools in your toolbox to not only win business but keep your customers?
- Right Product and Services Mix?



NEED VALUE CREATION FOR CUSTOMERS



NEED VALUE CREATION FOR DEALERS!

# What's in it for you?

- Increase Avg. Revenue Per Customer
  - More Services Per Customer
- Cost of Sales
  - Increased Hit Rate
  - Increased Revenue Per Sale
- New and Recurring Revenue
  - Increased Customer Relation and Retention
  - Increased Profit Margins (DB) Per Sale
  - Global Deal Support
- Focus on increased ARPU, recurring revenue as well as reduced cost-of-sales and lower churn.
  
- Exciting Roadmap: New “MAJOR” services launch Q4 2014 and 2015.

All inclusive – everything just works!



**easy to sell – easy to buy – easy to use.**

# Questions?

