

THE CLOUD MEETING COMPANY

Nick Chong

Head of Product Marketing

nick.chong@zoom.us

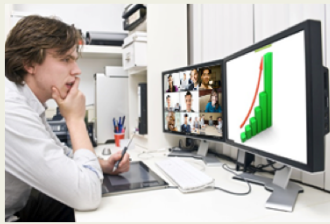
THE CLOUD MEETING COMPANY

2014 Cloud Meetings

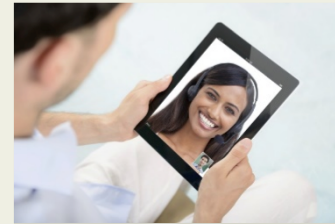


CLOUD MEETINGS

Quality | Simplicity | Affordability



Desktop and Laptop



Tablet and Mobile



Room Systems

INNOVATIONS



1st

3-in-1 Cloud Meeting Platform



1st

Mobile Screen Sharing



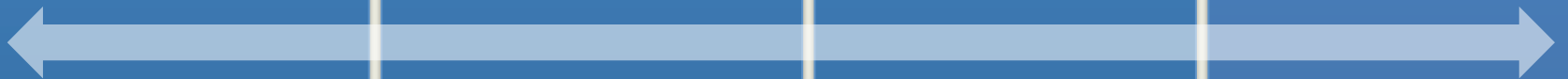
1st

Hybrid Cloud Service



1st

Zoom Presence



3-IN-1 CLOUD MEETINGS

Cloud Video Conferencing

- Up to 100 video participants
- HD video and HD voice
- One-click start or join
- Dynamic voice detection
- Full screen, gallery view
- Dual-stream, dual-screen



3-IN-1 CLOUD MEETINGS

Any Device, Any Where

Desktop and Laptop



Tablet and Mobile



Room Systems
(ZoomPresence & H.323/SIP)

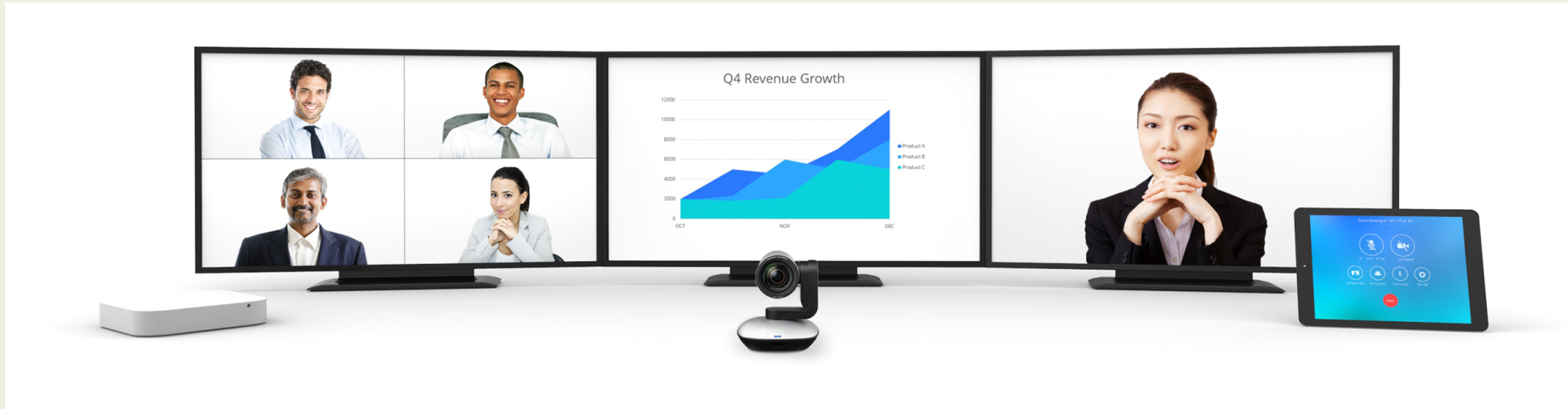


Telephone
(Call-in & Call-out)



3-IN-1 CLOUD MEETINGS

ZoomPresence Room System



- One-Touch Meeting
- Google and Outlook Calendar Integration
- Multi-Screen Video and Screen Sharing
- Meeting Controls via Touch

3-IN-1 CLOUD MEETINGS

H.323/SIP Room Systems



- Traditional hardware-based room systems
- H.323/SIP support via Room Connector
- H.239 and H.235 support
- Easy dial to connect
- Active speaker or gallery view

3-IN-1 CLOUD MEETINGS

Simple Online Meetings



- Instant or scheduled meetings
- Chrome and Outlook plugins
- Attendee join options
- Host controls
- Private or group chat
- MP4 and M4A recording

3-IN-1 CLOUD MEETINGS

MP4 Recording

Active Speaker
(MP4 Recording)



Gallery View
(MP4 Recording)



Content Sharing with
Active Speaker
(MP4 Recording)



Audio
(M4A Recording)



3-IN-1 CLOUD MEETINGS

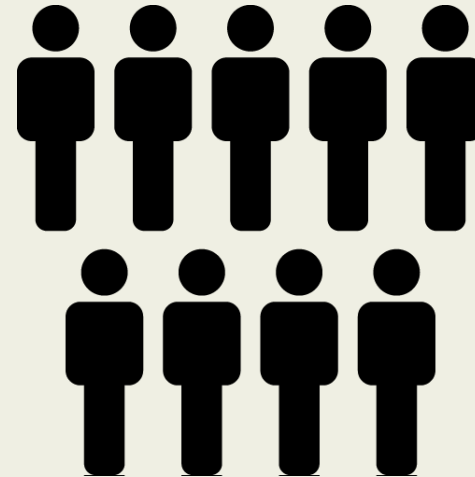
Video Webinar

25 2-Way Attendees

100 2-Way Attendees



Meetings



100 1-Way Attendees

500 1-Way Attendees

1000 1-Way Attendees

Video Webinars

3-IN-1 CLOUD MEETINGS

Video Webinar



- Registration Portal
- Up to 25 Panelists, 1000 Attendees
- Join from Mac, PC, Tablet, Smartphones, Phones and Room Systems
- Video and Text Q&A
- Webinar Reports

3-IN-1 CLOUD MEETINGS

Group Collaboration



- PC, Mac, Tablet and Smartphone
- High quality screen sharing
- Annotation and co-annotation
- Whiteboard
- Mouse and keyboard control
- Group messaging

3-IN-1 CLOUD MEETINGS

Powerful Screen Sharing

1. Mac and PC

Share desktop, window and video clip

2. PC

iPad/iPhone share app via iOS mirror



4. Android Tablet and Phone

Share photos, web and cloud storage

3. iOS Tablet and Phone

Share photos, web, cloud storage, Box and Dropbox integration

3-IN-1 CLOUD MEETINGS

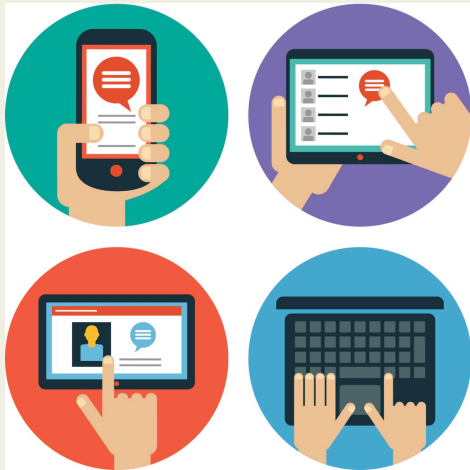
Annotation and Co-Annotation



- Mac, PC, iPad and iPhone
- Annotate on shared screen
- iPad whiteboard
- Lines, shapes, spotlight, etc.
- Co-annotate
- Save as image and share

3-IN-1 CLOUD MEETINGS

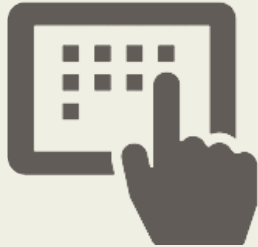
Group Messaging



- Mac, PC, tablet and smartphones
- XMPP/IM with presence status
- Multiple groups for online and offline messaging
- Send message and image
- Push-to-talk on smartphones
- Search phone, account or company contacts

3-IN-1 CLOUD MEETINGS

Advanced Admin Options



Administration

- User Management
- Managed domains
- Single sign-on
- Company branding
- Custom email invites
- Reporting



Connection

- On-premise meeting connector
- On-premise telephony connector
- Toll-free, premium and call-out audio options



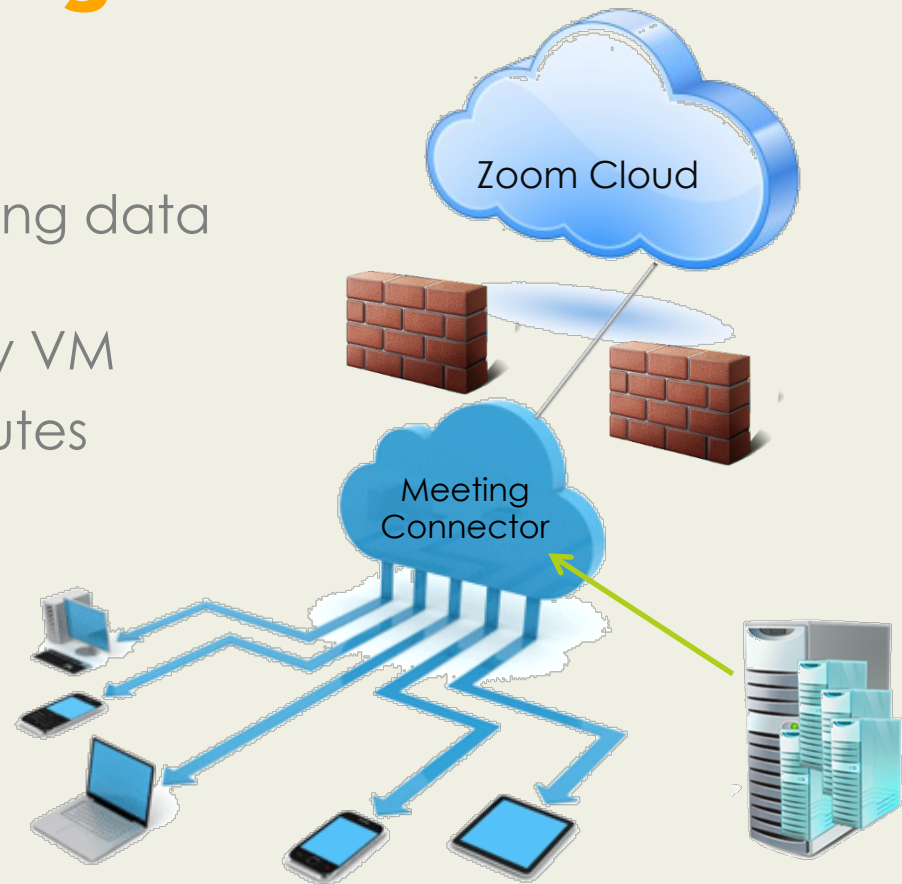
Integration

- REST API
- LTI Integration

ADVANCED OPTIONS

On-Premise Meeting Connector

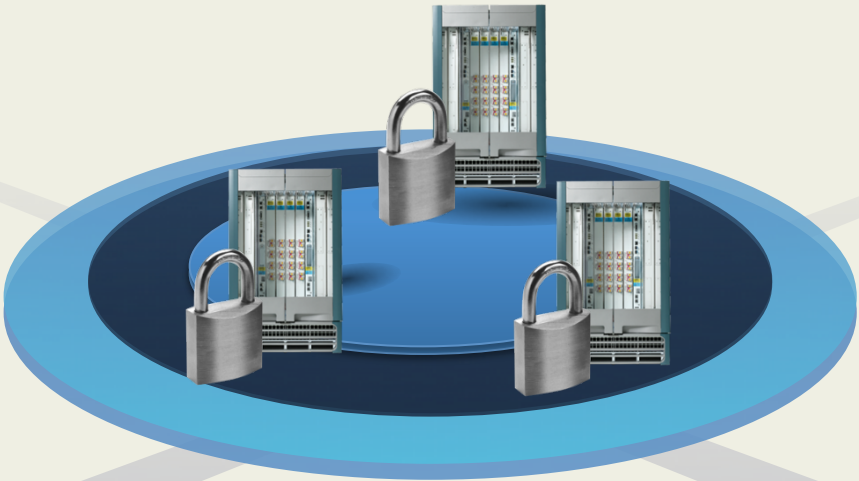
- Video, voice and content sharing data on your private cloud
- Meeting connector runs on any VM
- Scalable, add capacity in minutes
- Local high-availability
- Instant global service backup



SECURITY



Role-based user/SSO security



Multi-media Routers



Communications security



Meetings security



Meeting Connector security

BUSINESS MODEL



Basic

Free

Full-Featured

- Unlimited minutes for 1-to-1
- 40 minutes for up to 25



Pro

\$9.99/mo

Unlimited Meetings

- Per host
- Unlimited minutes
- Up to 25
- User management
- Reporting



Business

As low as \$9.99/mo

Built For Teams

- 10, 50, 100 hosts
- Unlimited minutes
- Up to 25
- User management
- Reporting
- Meeting connector
- Single sign-on
- Company branding
- Custom emails
- Rest API

WHY ZOOM IS BETTER

Quality

Ease of use
Video quality
Screen sharing quality
Audio quality



Other Online Meetings Solutions

Other Video Conferencing Solutions

Best

Features

Cross-platform messaging, push2talk
Mobile screen sharing of apps
Mobile group co-annotation
Share computer audio
MP4 or M4A recording
Conference-room ready

First

None

None

Pricing

Global teleconferencing
On-premise option

Free

Expensive

Very Expensive

20,000+ CUSTOMERS



Lookout



STANFORD
CONTINUING STUDIES

Bank of
Tennessee *Don't Worry,
Bank Happy.*



KANSAS STATE
UNIVERSITY



LIQUIDSPACE®



STATE BAR
OF WISCONSIN

proofpoint?



RingCentral®
YOUR PHONE SYSTEM. EVERYWHERE



SUMMARY



- Quality matters
- Simplicity and ease-of-use
- Innovating for productivity and end-user experience
- Security
- Exceptional affordability

THANK YOU