



# StarLeaf 5.1 Cloud Overview

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October 2017

# Cloud 5.1 Overview

- 🍃 StarLeaf app
  - User pricing
- 🍃 Updated portal
- 🍃 QuickMeet conference size increase
- 🍃 Otka integration for user synchronisation
- 🍃 Synergy Sky integration





StarLeaf app

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# Workplace Dynamics



## Changing Workforce

- Personal workflows and employee expectations are changing
- Individuals, managers and teams are dispersed
- Increasingly, top talent lies beyond head office



## Employee Demand

- Use of consumer apps, fueled by BYOD gives rise to shadow IT
- Fills the void created by lack of organizational collaborative tools
- Need to collaborate with colleagues and remote partners & suppliers

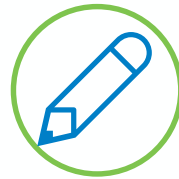
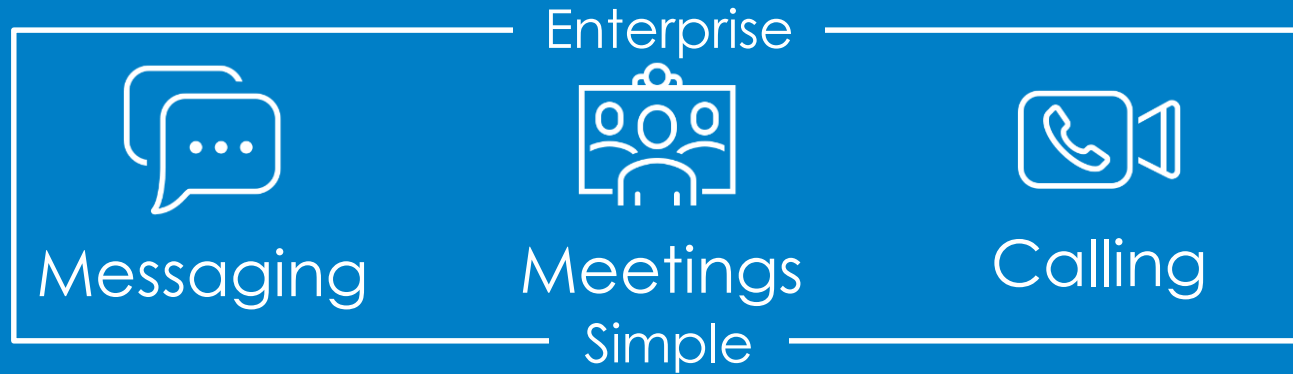
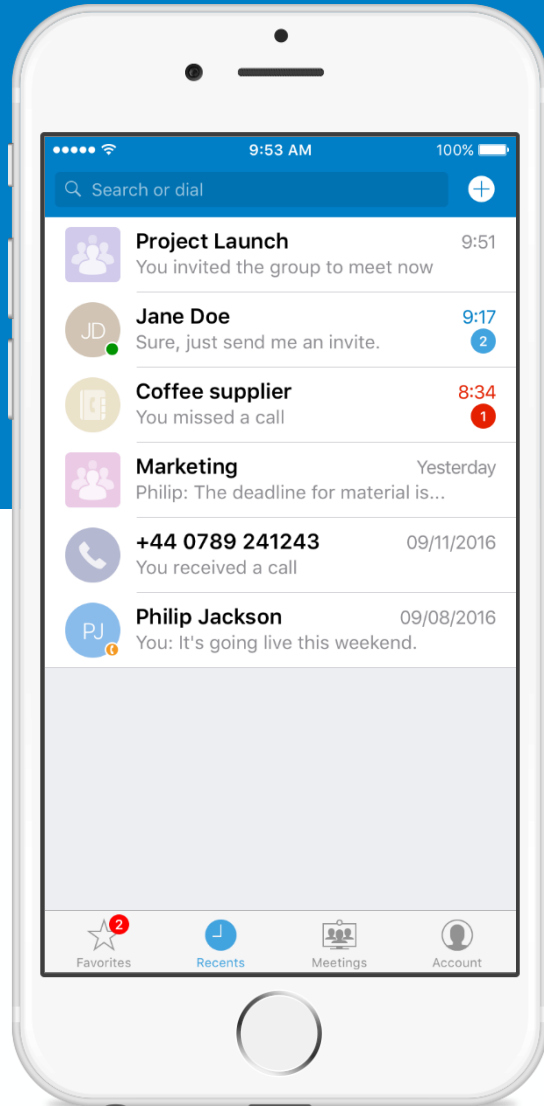


## Innovation & Adoption

- Adoption driven virally by employees
- Organizations struggle to keep pace, control and lack of visibility
- Slowed by concerns for security, integration & cost



# StarLeaf app



Simple Sign  
Up & Sign In



Persistent  
Messaging



Omni  
Search



Call  
Escalation



# Easy to Sign In

No more passwords!



1

Enter email address

2

Receive email with 6-digit code and enter it

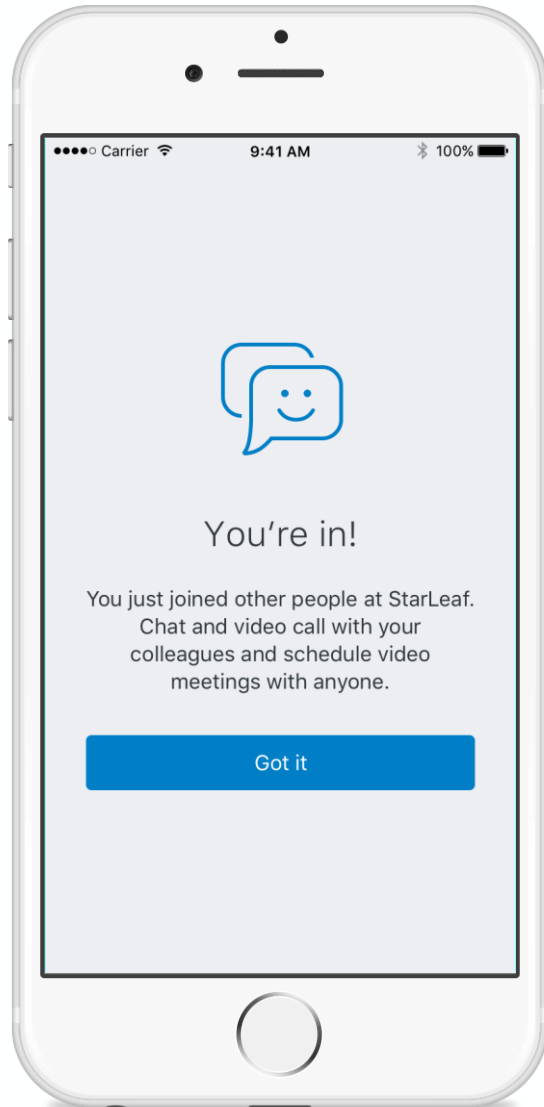
3

Start using StarLeaf



# New User

Easy to sign up



1

Enter email address

2

Receive email with 6-digit code and enter it

3

Enter your details

4

Start using StarLeaf



# Messaging

## Activity List

- Real-time contact presence
- Manage contacts, view all
- Create favourites
- View upcoming meetings

## One-to-One

- Persistent message history
- Visual feedback confirming sent & read status
- Escalate message to voice or video

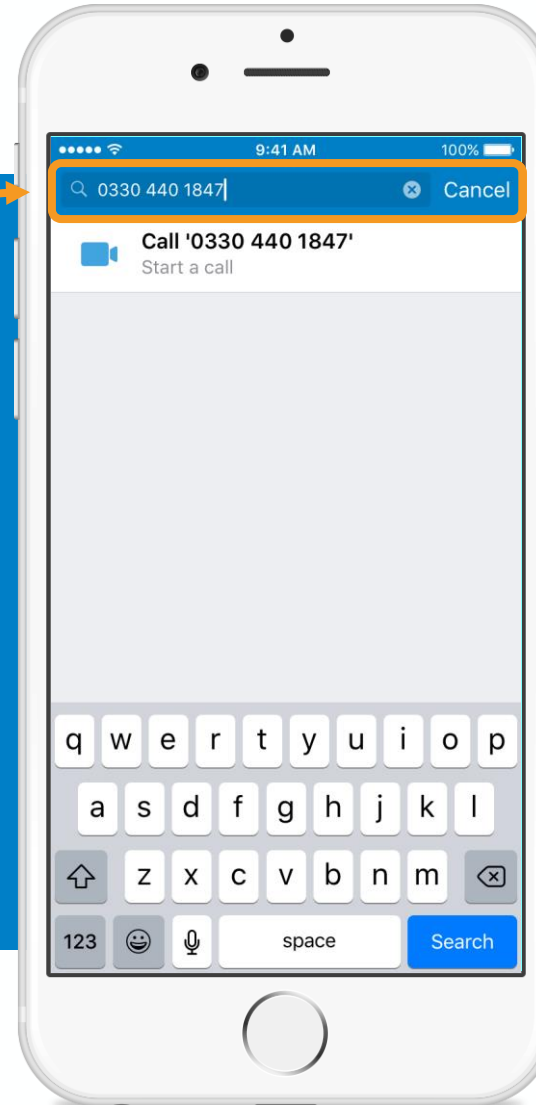
## Groups

- Create new groups
- Public or private
- View & join public groups
- Escalate group messages to voice or video





# Omni Search



Single input for  
searching and dialing

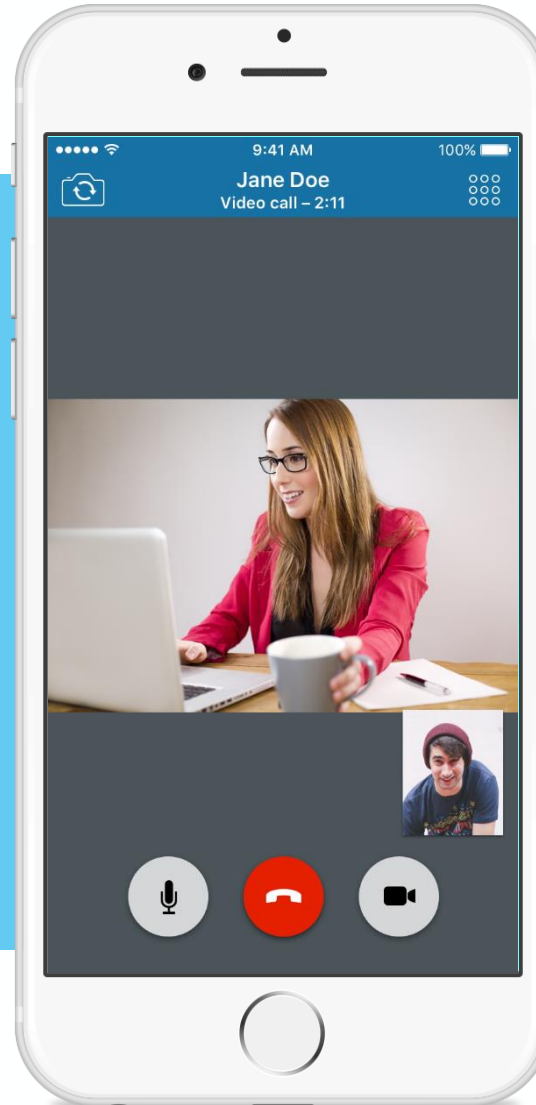
Search contacts, groups  
and recents

Dial telephone numbers, URI's  
for H.323 / SIP / S4B, even IP  
addresses



# Calling

Supports audio,  
video and content

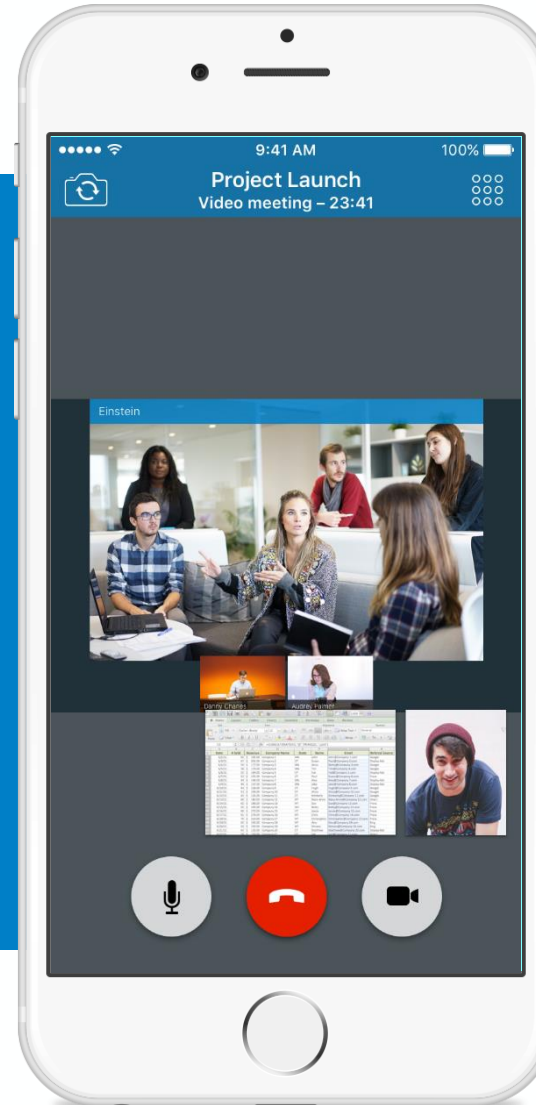


Escalate messaging to a  
voice or video call



# Meetings

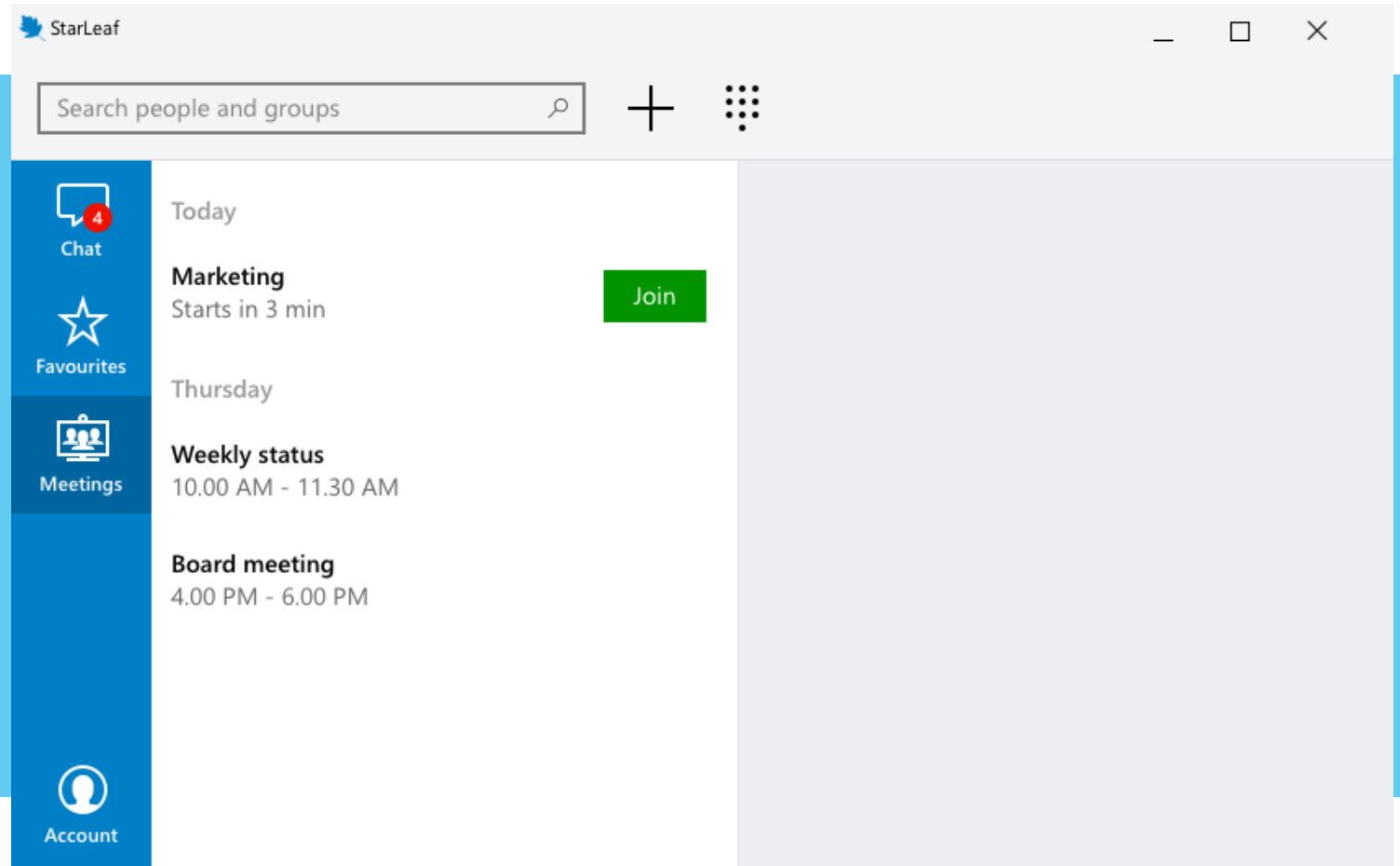
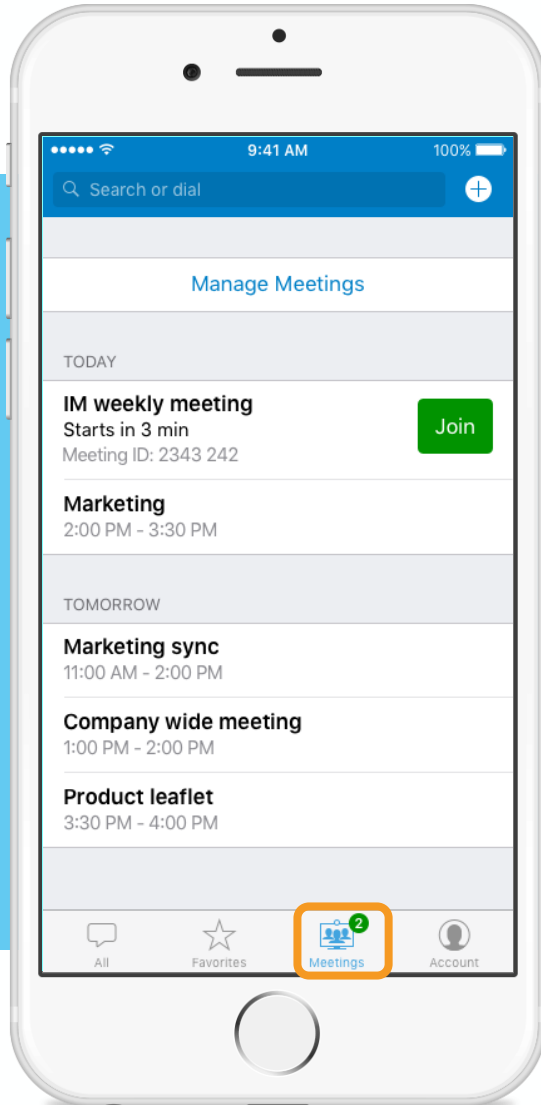
Supports audio,  
video and content



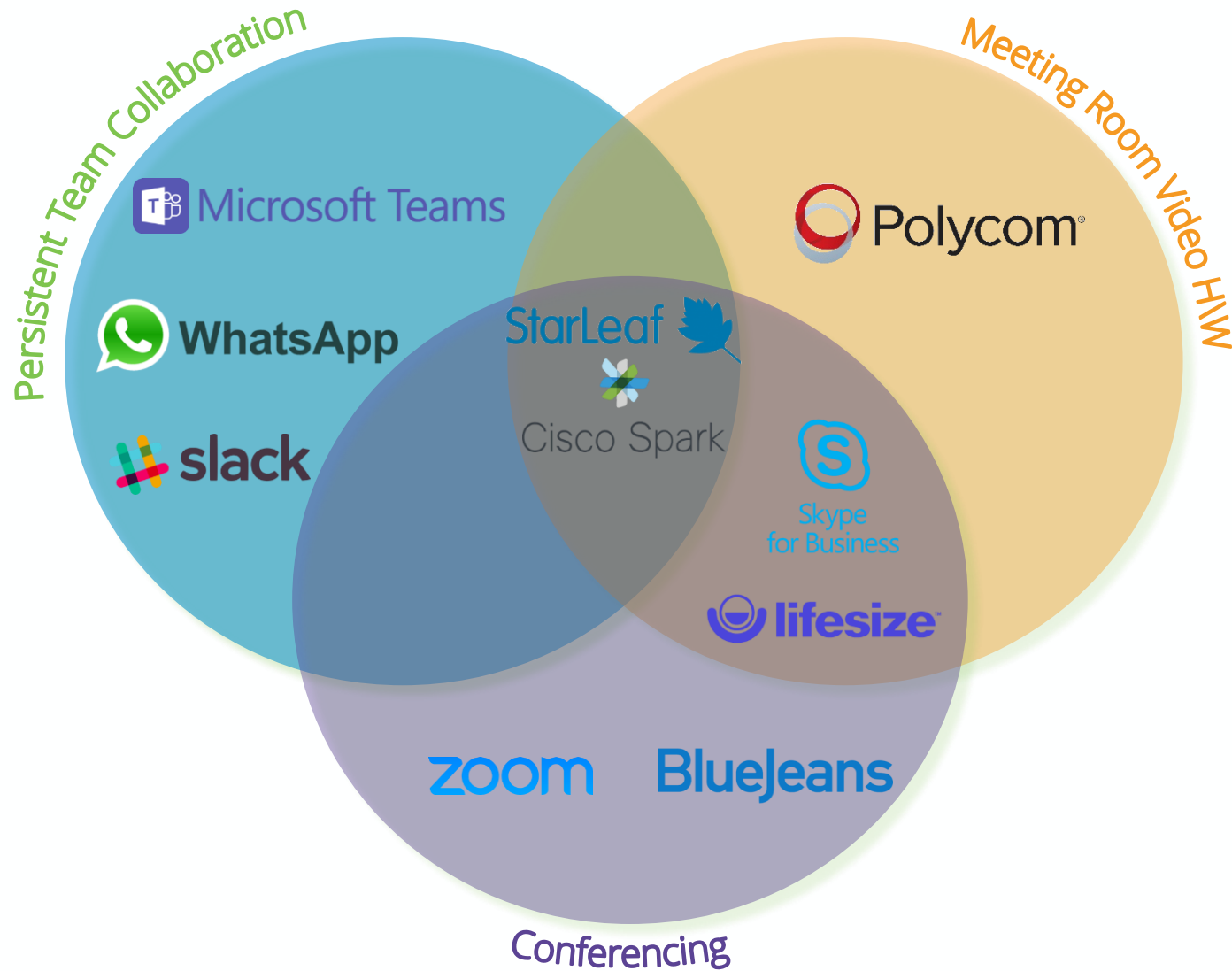
Escalate group messaging  
to a voice or video  
meeting



# Meetings



# Competitor Landscape



# StarLeaf app Benefits



## Employees

- Better informed employees share information and make decisions faster
- Integrates in to workflows, improving personal productivity
- Allows teams to collaborate & solve business challenges



## Organizational

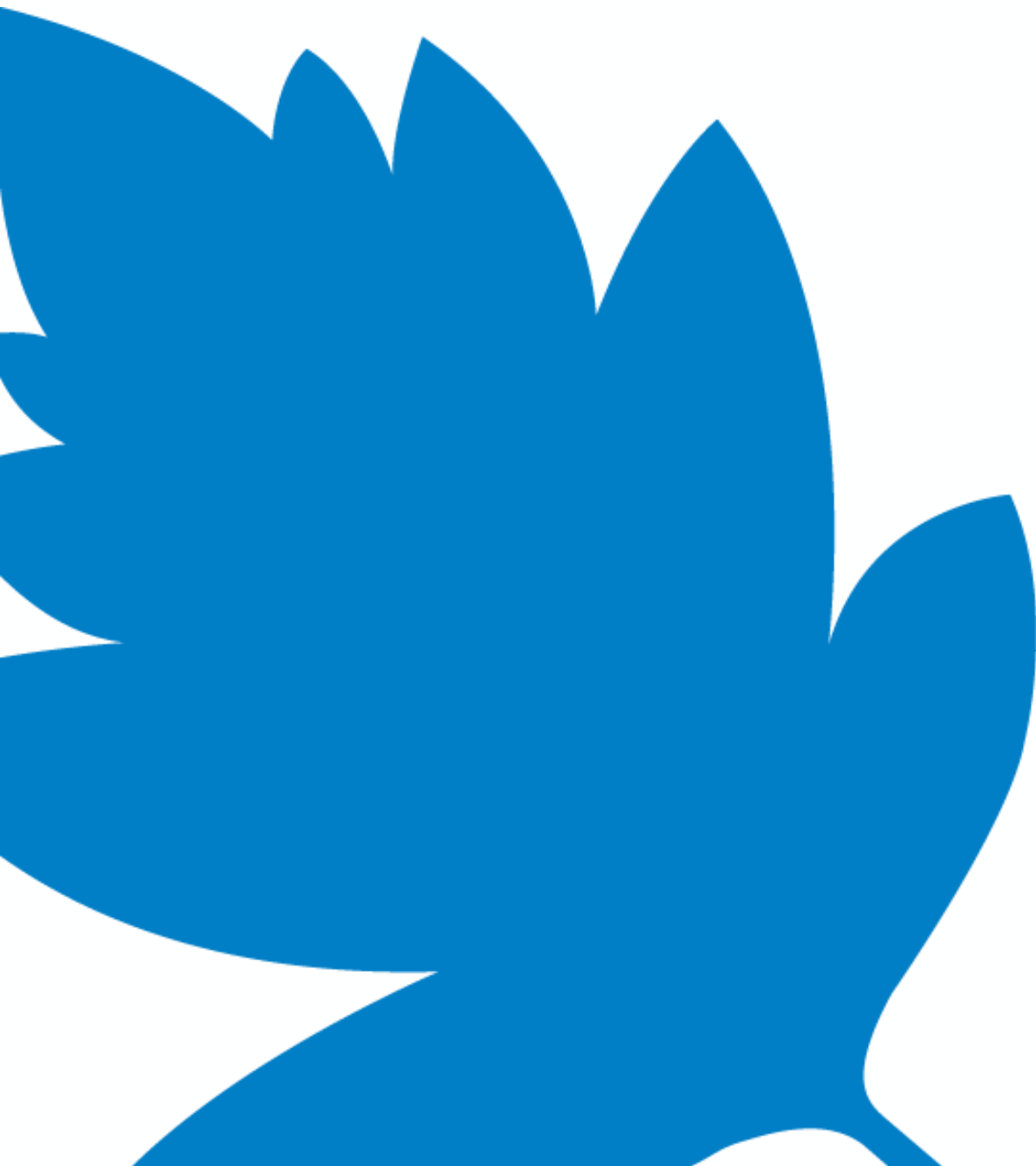
- Gives back control to IT and ensures compliance
- Allows IT to offer a fully sanctioned service across the organization
- Secure platform to collaborate with remote partners & suppliers, as well as colleagues



## Transformational

- Collaborate in and beyond the meeting room
- Enable work and meeting spaces to become collaborative and flexible
- Cross platform support enables employees to consume wherever and on whatever device





# StarLeaf app pricing

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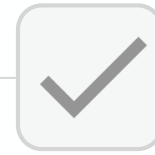
# Summary of Pricing Changes

## Endpoint Registrations

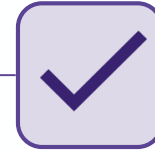
- Standard Endpoint registration renamed to “Business”
- H.323 registration pricing has been reduced to be the same as StarLeaf registrations
- QuickMeet can no longer be purchased separately

## User Pricing

- New user plans have been added
  - Business plan
  - Enterprise plan



StarLeaf app adds value with Messaging, Meeting, Calling



Users & rooms require different approaches to licensing



Easier to understand & manage



Aligns with other user based licensing models

For more information please refer to the user pricing presentation







Updated portal

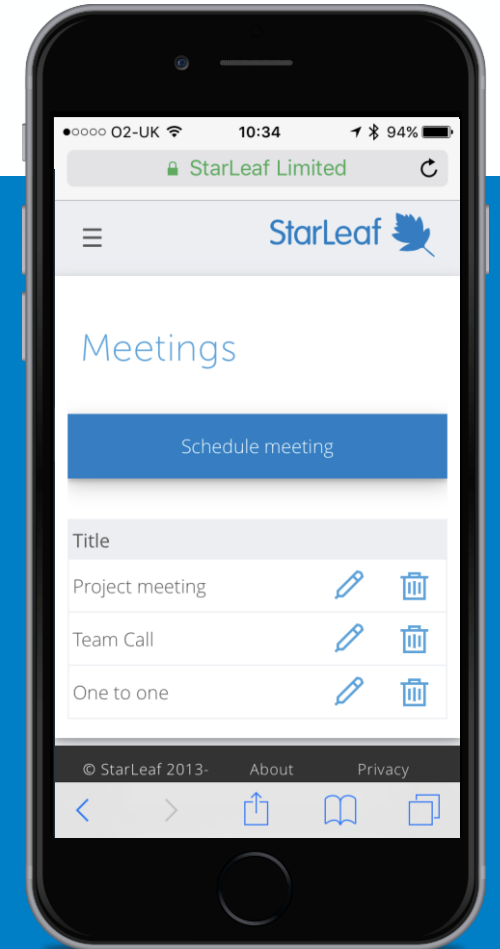
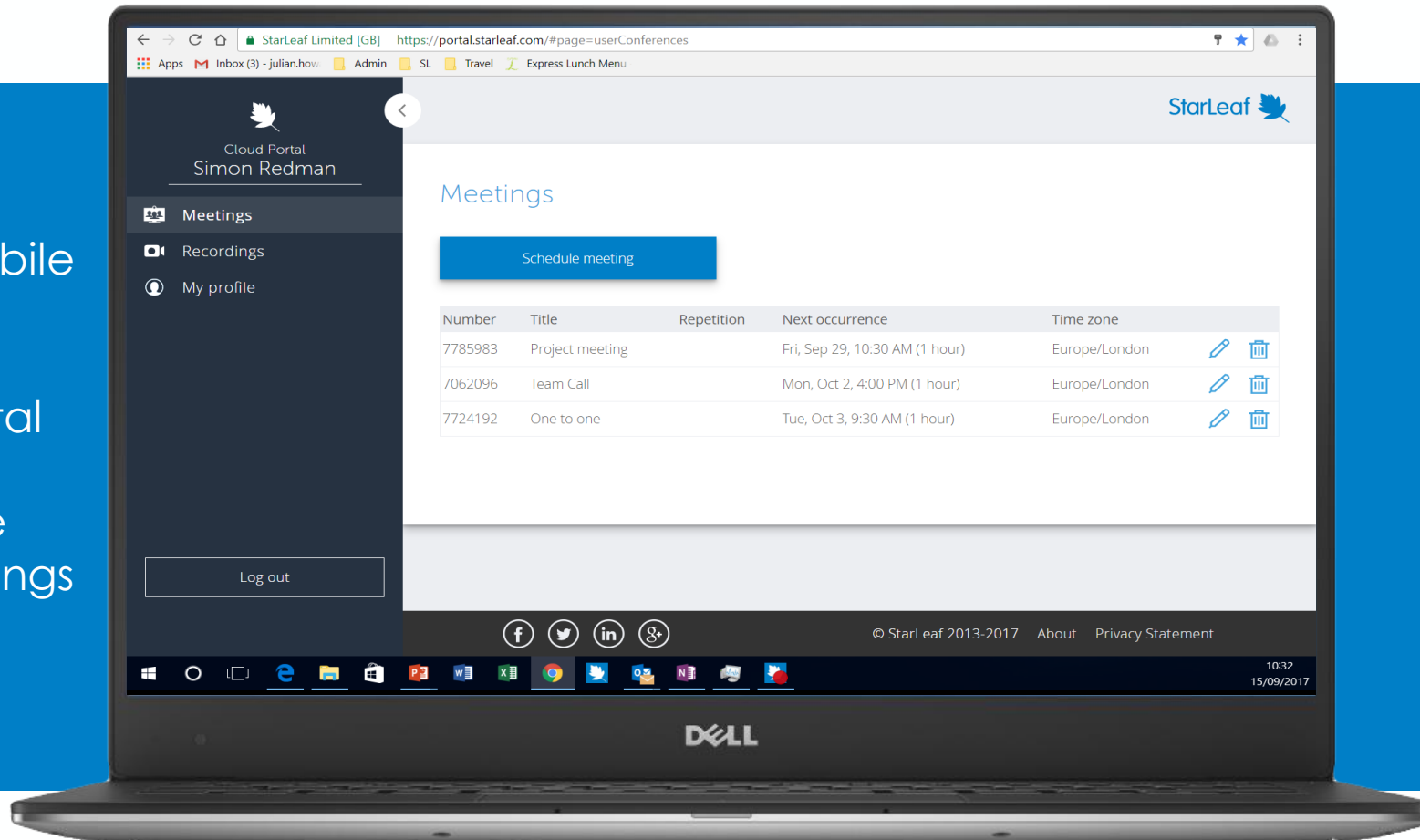
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# Updated Portal

Optimized for mobile devices

Centralized portal

Easily manage meetings, recordings



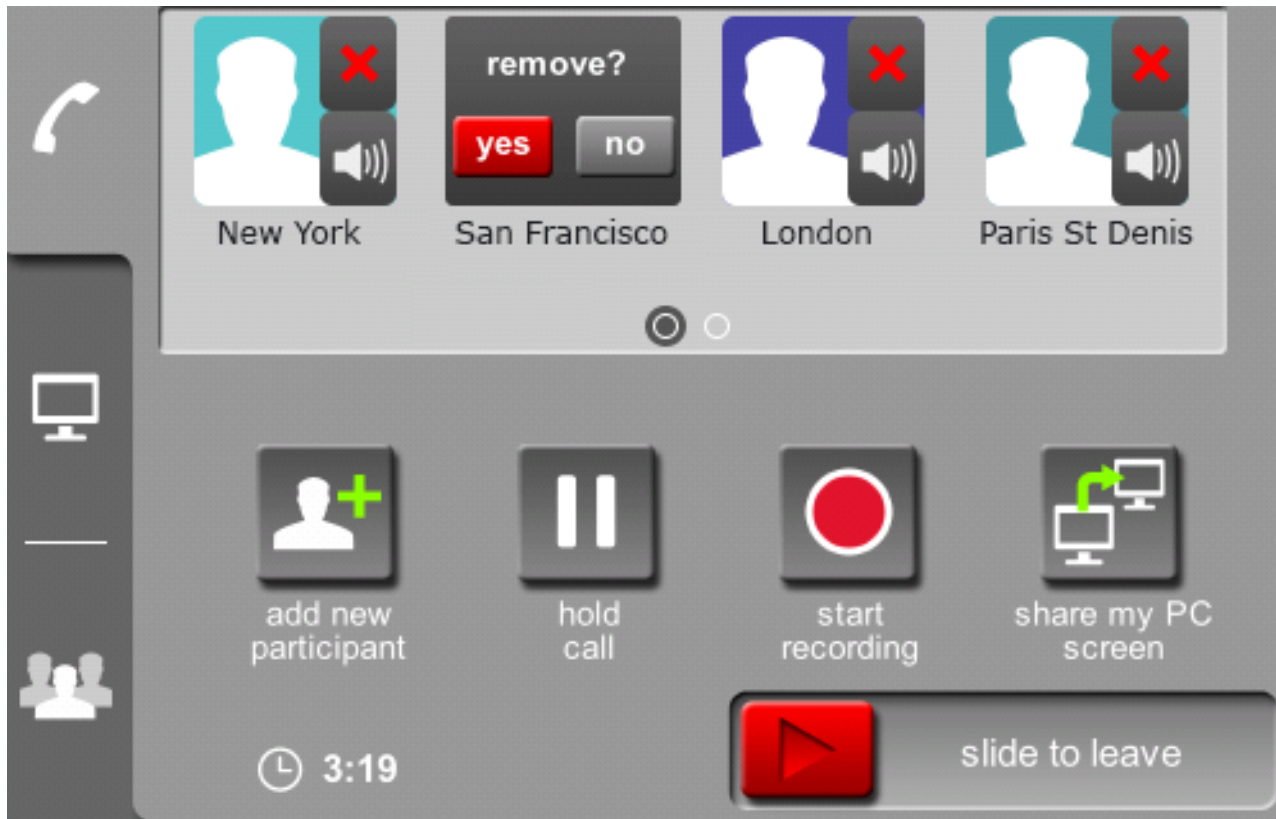


# QuickMeet conference size increase

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# QuickMeet

Ad hoc conferencing



QuickMeet enables ad hoc conferencing during a point-to-point call

Exclusive to StarLeaf endpoints

Ad hoc conference size increased from 5 to 20 participants

For 6 or more participants, horizontally scroll to view and control participants in conference



# Okta integration for user synchronization

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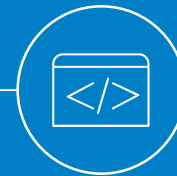
# Okta Integration



Leading independent provider of identity for the enterprise



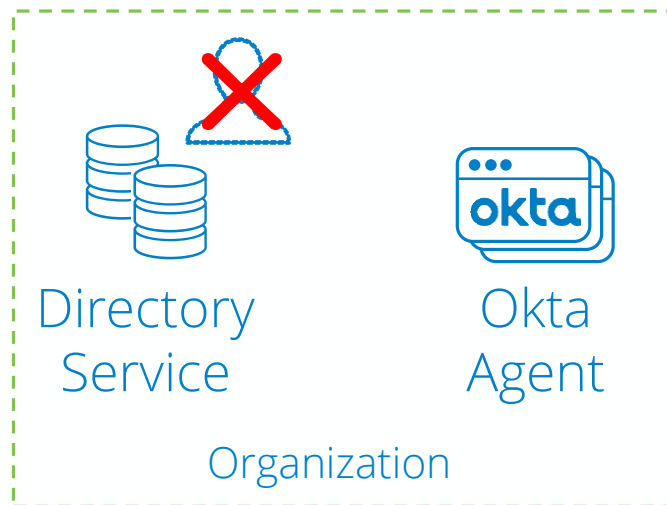
Synchronizes user accounts between directory services and StarLeaf cloud



Automatic provisioning of users including adds, changes and deletes

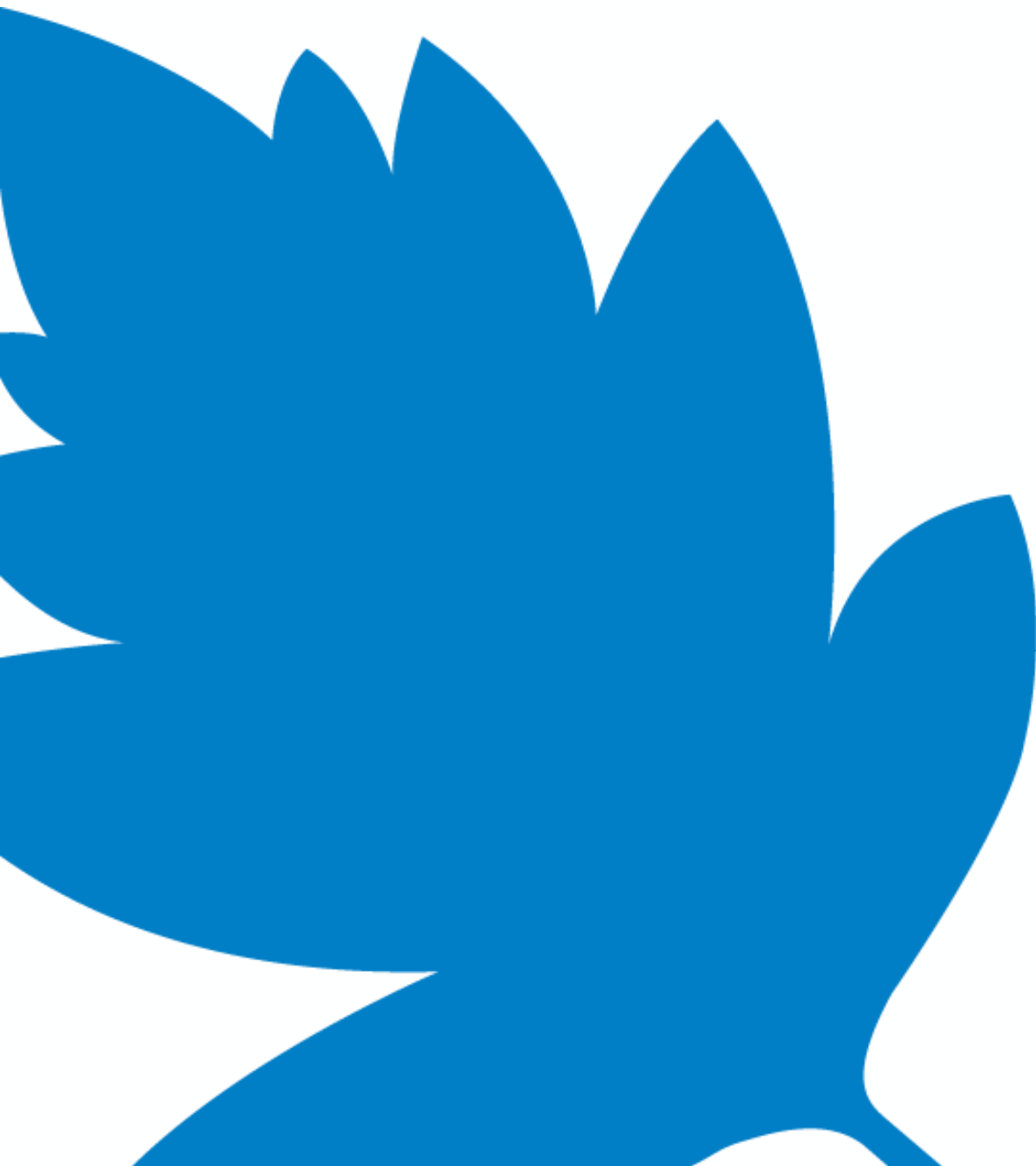


Greatly simplifies user account management



StarLeaf Cloud





# Synergy Sky integration

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# Video Interop is Easy Right?



“Why cant I call my room systems from Skype for Business?”

“Joining a call is too complicated, users want just one button”

“Why do I need to upgrade my infrastructure?”

“I don't want any infrastructure”

“I just want video to work”





# Synergy Sky Integration

## Skype for Business

Light up Polycom & Cisco join now buttons to join S4B meetings

Call directly into Skype calendared meetings enabled by the StarLeaf cloud

Retains Skype workflow

Maintains optimum room experience

Leverages Skype infrastructure, on-prem or Office 365



Polycom



## StarLeaf & Mixed Estate

Light up Polycom & Cisco join now buttons for StarLeaf meetings

Unifies the meeting room experience regardless of vendor

Smooth transition to the cloud

Retire costly infrastructure

Improve adoption and room utilization



StarLeaf



Cisco





Thank you

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