

Logitech

Unified Communications Portfolio

Westcon

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Mini Agenda

- Logitech at a Quick Glance
- Audio Video Products
- Webcam & Headset Products
- B2B Partner Program
- Questions? Ask Me Tonight!



Logitech Corporate at a Glance

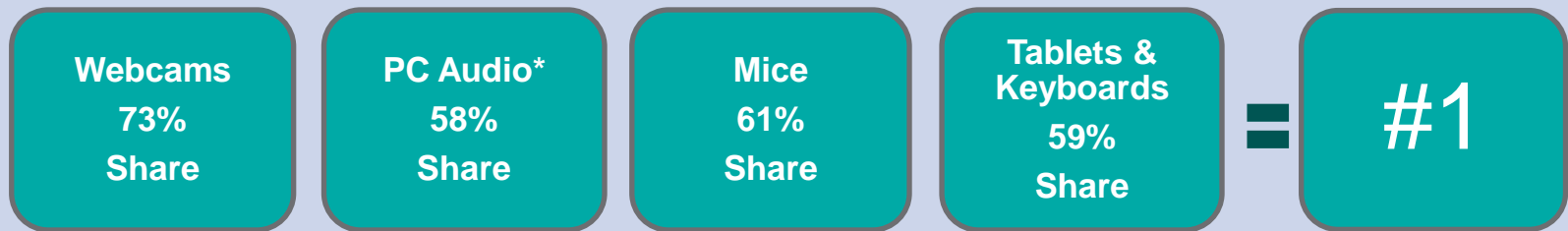
- **World Wide Leader In Peripherals across Multiple Platforms**
- **Market Share leader in all peripheral categories**
- **~5,500 employees in 30 countries**
- **\$2.32 billion in revenue in 2013**
- **\$400 million in revenue in B2B channel**

Market-Share Facts:



If it Plugs into a Computer – Logitech is #1

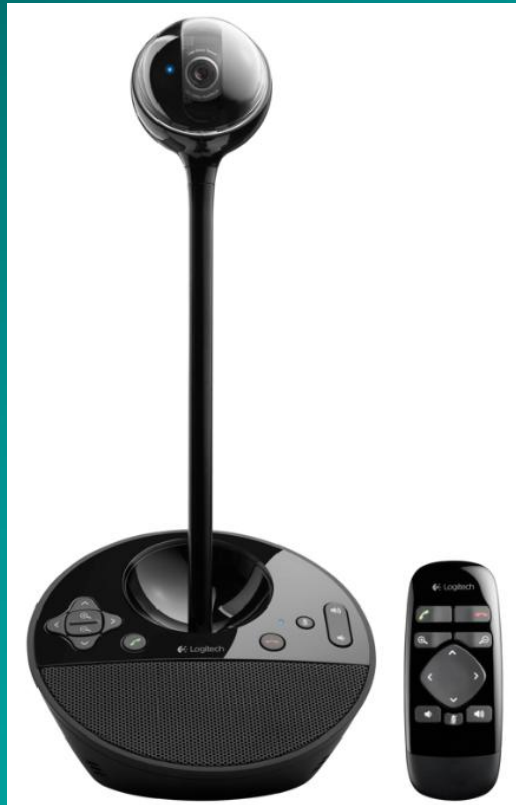
Logitech is the Market Leader in all Categories



PC Audio - Headsets & Speakers

Logitech 2014

Audio / Video Product Offering



ConferenceCam CC3000e

*Turn any meeting room into a
video-enabled face-to-face
collaboration room*





- **Most worldwide conference rooms not video enabled**
 - “We believe that globally there are 60-70 million physical conference rooms. We estimate that about 5% of these are penetrated with video conferencing capabilities” – Frost and Sullivan, 2013
- **Need for less expensive video conferencing solutions**
- **Existing solutions are often difficult to use**

Logitech ConferenceCam CC3000e



Designed for the 6-10 person conference. The ConferenceCam CC3000e supports easy setup and provides the highest quality video and audio performance -- *enabling your PC or Mac environment for group video conferencing through your favorite UC or web conferencing application.*

Positioning

- CC3300e is an affordable alternative to, **not a replacement of**, single-codec room system.
- It is a huddle-based **bring-your-own-PC system** designed to add video conferencing capability to even the small- to mid-size meeting rooms

Target Audience:

- Mid-Enterprise Customers (500+ employees)

Logitech ConferenceCam CC3000e

Key Feature Summary



Camera:

- 90° Wide Field of View
- Full HD H.264/SVC,
- 10X lossless zoom, PTZ controls

Speakerphone:

- Omni-directional 20-ft diameter range
- Noise/echo cancellation, full duplex, stereo/mono
- Bluetooth/NFC for pairing to mobile device

Hub:

- Components centrally connected
- 32-foot range speakerphone to camera

Other:

- Camera and hub mounts
- LCD caller and function display
- Call and camera controls
- Kensington Security Slot
- Dockable remote control

MSRP: \$999.99



Mounted on wall



Sitting on table or ledge



The BCC950 And P710e



BCC950 ConferenceCam



Amazingly Simple and Affordable for Small Group Conferencing



■ Why to Buy:

- The amazingly affordable all-in-one Logitech ConferenceCam combines professional HD video and superior speakerphone audio. Perfect for small group video conferencing (3-5 people) anywhere in the office.

■ Key Benefits:

- All-in-one design combines HD video with high quality audio
- Wide field of view and speakerphone range is perfect for the small group conference
- Pan, tilt and zoom from remote control range for collaboration around the room
- Lightweight and portable to connect anywhere

■ Pain Points Solved:

- Small video conference anywhere you can put a PC or Mac
- Ad hoc meetings without the pain of booking a large system or huddling around desktop webcam
- Compatibility across all videoconferencing software

• Features:

- Built-in full duplex speakerphone and noise-cancelling microphone
- Omni-directional sound and echo cancellation audio and call controls
- Remote control and base button control options
- 1080p HD and 30 fps, with pan, tilt and zoom controls
- UVC H.264 onboard technology and compatible with both PCs and Mac

MSRP: \$249.99

Logitech Mobile Speakerphone P710e

Enhanced communication for the mobile worker



■ Why to Buy:

- As more UC clients are enabled on mobile devices, the need for a portable, high quality speakerphone increases. Birch provides the flexibility of connecting to your computer, your smart phone and your tablet.

■ Key Benefits:

- Convenient concealed stand for your smart phone or tablet
- 15 hours of talk time for better productivity
- Capacitive touch buttons and intuitive lighting keeps you in control
- Connects to both your computer and your mobile device
- NFC for easy pairing up to 8 devices

■ Pain Points Solved:

- One device for both on the go + the desk/small conference room.
- Exceptional acoustic quality without the need for a headset

■ Features:

- Bluetooth connection to your mobile devices
- Fully functional buttons in Lync, Jabber and Skype
- Headphone jack for increased privacy
- Can be paired to three devices
- Li-Ion battery with 15 hours talk time
- Dual EQ for both voice and multimedia
- Includes carry bag



MSRP: US\$169.99

Available: Now

SCENARIO 01: Wireless Mobile Audio

Provide a battery powered speakerphone while on the go.



SCENARIO 02: Wireless Mobile Video

Provide a stand while in the office or on the go.



SCENARIO 03: Wired USB

Louder, clearer external speaker and microphone for your PC at the desk.



Logitech “UC” Certified

Webcams and Headsets



Logitech for Business Desktop Webcams

- True-to-Life HD quality for professional collaboration



Webcam B525

720p HD quality video calling for the busy professional on the go, with a 360° swivel and fold-and-go design.
\$59.99



Webcam B910

Premium quality 720p30 HD video calling and omni-directional mics provide sharp face-to-face meetings from desktop.
\$79.99



Webcam C920-C

Provides life-like video quality, supporting Full HD 1080p plus H.264 enabled and optimized for Cisco Jabber and VXC.
\$109.99



Webcam C930e

Most advanced HD webcam yet, features the widest field-of-view and in this first to support H.264/SVC UVC 1.5 for optimized video-processing, plus HDR.
\$129.99



3 Year Warranty

Logitech USB Headset: Stereo & Mono H650e

Key Selling Points

- Optimized for Lync - Enterprise quality voice performance. Get the full benefit of voice collaboration via Microsoft Lync.
- Dynamic EQ - Automatically adjusts the EQ for either voice or music
- In-Call LED - Shows those behind you that you're in a call so they don't inadvertently disturb you.

Other Features

- DSP for advanced audio performance
- Flat, no tangle cable
- Noise canceling microphone
- Wideband audio
- Incoming call indicator lights
- Carry bag
- Leatherette headband/earpads



Stereo Version: \$89.99

Mono Version : \$79.99

3-Year Warranty



Logitech Wireless Headset: Stereo and Mono H820e

Key Selling Points

- DECT – no interference with wifi devices
- 100m range – improved range for greater productivity
- Optimized for Lync - enterprise quality voice performance. Get the full benefit of voice collaboration via Microsoft Lync.
- 8 hour talk time – stay productive longer – even in wideband.

Other Features

- Adaptive power adjustment
- Noise canceling microphone
- Digital Signal Processing (DSP)
- Wideband audio
- Light weight
- Call controls
- Visual incoming call indicator
- In-call LED
- Auto pair by docking



Stereo Version: \$199.99

Mono Version: \$179.99

2-Year Warranty



B2B Partner Program – YES THERE IS!

Cisco Certified



Prospective reseller should be an accredited Cisco partner that is currently doing business with any portfolio.*

Product Access

- Cisco SKUs
- UC SKUs
- Core Products
- Special Program Pricing

UC/ AV Certified



Prospective reseller should be currently doing business with a UC (Unified Communications) Manufacturer. Other UC vendors, aside from the ones listed may qualify.*

Product Access

- UC SKUs
- Core Products
- Special Program Pricing

General Reseller

No UC Certification Required

Reseller does not need to have any UC certification, eligibility for the program will be based on the review and approval by Logitech B2B Sales Managers.

Product Access

- UC SKUs
- Core Products
- Standard Pricing

* Certification from UC Manufacturer can be for any recognized program. Final evaluation to be done by Logitech B2B Sales.

** Dealers who are already selling Logitech products **do not need to send another application**. Questions email logitechb2b@logitechsales.com