



TELIRIS  
THE TELEPRESENCE STANDARD

### **4th Generation Technology in**

### **a 1st Generation Industry.** Teliris VirtualLive™

is universally regarded as the most lifelike, immersive, and reliable telepresence solution on the market. In its fourth generation of development, VirtualLive™ is changing the way people meet and revolutionizing fundamental notions of efficiency, innovation, & collaboration.

## Drivers behind the Telepresence Demand

**Cost-mitigation.** Ask the users of VirtuaLive™ to describe its impact on their business, the first thing they say is reduced costs. As an alternative to travel, VirtuaLive™ is saving businesses enormous amounts of money, not just in travel cost and employee travel-related time, but also in employee productivity.

**Business change.** Cost-mitigation takes second place to the transformational impact of telepresence on work practices. Without needing to travel, colleagues and clients meet more frequently, wherever they are on the globe.

**Social change.** Less travel and easier collaboration means less stress for employees, facilitating better work-life balance.

**Security.** In today's world, companies must be able to conduct business when travel is impossible. Telepresence has become an important part of the corporate operation's contingency plan.

**CO2 reduction.** In 2006, Teliris was the first telepresence provider certified by The Carbon Neutral Company to help reduce the "carbon footprint" of those who use VirtuaLive™ for meetings. More and more, telepresence will play a role in addressing the issue of global warming.

## All Telepresence Is Not Created Equal

The formidable challenge of transmitting immersive meetings over networks, reliably and securely, has made the promise of telepresence elusive.

It has been realized by only one provider: Teliris, the telepresence standard.

Fourth-generation VirtuaLive™ fulfills the promise of telepresence by never letting technology compromise the simplicity, natural feel, and reliability that brings about business transformation. In a VirtuaLive™ meeting:

Sightlines are precise—people know who is talking to whom.

Sound is natural and undistorted, even when people talk at the same time.

Participants in multipoint meetings are positioned properly on screen through Teliris' proprietary Virtual Vectoring technology to convey natural visual orientation, wherever they are in the world.

The space between our proprietary Hyperion screens is ultra-thin, and VirtuaLive™ meetings accommodate as many as 20 participants in each room.

Interoperability between networks is assured, with guaranteed security and reliability.

And the entire experience is managed by our 24/7 operations center.

The resulting telepresence experience is second to none: a vivid and seamless articulation of a room's three dimensions and a secure, natural communication of the verbal and nonverbal dynamics of the people sitting on either side of the table.



# The VirtuaLive™ Family of Solutions

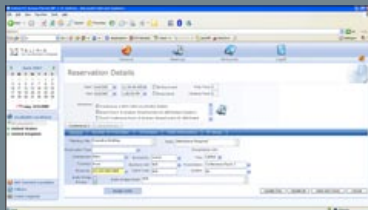
Designed to Fit Your Company Culture, VirtuaLive™ provides a wide range of meeting environments to support various types of collaboration.

**VirtuaLive™ Unified.** The most highly advanced telepresence solution on the market today, VirtuaLive™ Unified defines the immersive telepresence experience. It is a turnkey facilities package that unifies all enterprisewide locations in look, feel, and technology. With VirtuaLive™ Unified, Teliris does it all, from room design and furnishings to screens, cameras, and lighting—the total installation. Tell us which locations you want dedicated as your telepresence rooms, we do the rest.

**VirtuaLive™ Modular.** The only telepresence solution that fits into an existing conference room. VirtuaLive™ Modular provides flexibility in the design of your telepresence environments. Each meeting room is designed to complement your company's culture, colors, and décor—with no compromise whatsoever in the quality and functionality of the VirtuaLive™ solution.

**VirtuaLive™ Executive.** A single-screen version of the VirtuaLive™ solution, providing the full range of interactive, face-to-face features and functionality—the telepresence solution for an executive's office or small conference room.

**VirtuaLive™ Managed Service.**  
**Guaranteed Reliability IS the standard.**  
Telepresence demands seamless technology. Seamlessness without reliability, however, is irrelevant. Among the strengths that distinguish VirtuaLive™ is that it is a fully-managed service. We guarantee reliability.



"Through the Teliris Booking Portal, customers schedule VirtuaLive™ meetings using simple screen commands."

VirtuaLive™ Managed Service comes standard with all VirtuaLive™ solutions. Your system is managed 24/7, end to end, by the Teliris Video Network Operating Center (VNOC). Before you arrive at a scheduled meeting, our VNOC technicians preset and test your rooms' controls and screen settings remotely. So when you and your counterparts walk in the meeting room, you begin without any technical involvement. You focus on your meeting; Teliris does the rest.

VirtuaLive™ Managed Service provides around-the-clock customer assistance, including room bookings, system diagnostics, standby help, complete maintenance service, and online reporting and data management. Meetings transpire reliably, error- and distraction-free.

**VirtuaLive™ InfinET:**  
**Teliris' High-Performance Network:**

Interoperability is not an option – it's required. Service and bandwidth requirements for transmitting high-definition video place enormous demands on a network. The risk of signal loss and the larger risk of security gaps underscore the critical importance of routing telepresence over a robust, private service. Like VirtuaLive™ InfinET, Teliris' high-performance global-reach network. InfinET is a highly secure, fully-managed, broadcast-quality, IP-Virtual Private Network service, specifically designed to deliver VirtuaLive™ to our customers, cost-effectively, with interoperability between other telepresence systems, and guaranteed service reliability.

## **The Teliris Telepresence Lifecycle: Improving Business Performance.**

Over the years, Teliris has developed a deep fund of knowledge about how to implement successful telepresence solutions. Working closely with our customers, we make it our business to pass this knowledge on to them. We achieve this through the Telepresence Lifecycle.

Part of the VirtualLive™ Managed Service, Telepresence Lifecycle is our adaptive telepresence model: a market-proven, proprietary methodology that helps customers get the most out of a telepresence investment. It's a phased process, from pre-sales to room implementation to ongoing evolution. As our customers use telepresence, a change begins to occur.

They not only become much more sophisticated in its usage, they start redefining their practices as they see the benefits. We work alongside them, helping to analyze how the company is changing, and to mold the system and its functions to optimize performance.

To put hard numbers into the analysis, we issue monthly usage reports and quarterly best-practices and operational reviews; we also do site visits, stakeholder surveys, and interviews. The goal is understanding the unique behavioral nuances of our customer's company, and then to help them inculcate an ever more valuable telepresence capability.

### **Flexibility for Mutual Success**

Telepresence is Teliris' sole focus, making us the one company that can deliver an immersive telepresence solution with broad flexibility.

We can design and install VirtualLive™ in your rooms, or in complete rooms we provide you; on your network, or on our network; we have built a strong reputation deploying telepresence solutions around our customers' requirements, not forcing them into fixed technologies.

Our goal is to create long-term relationships with our customers. With the world's largest installed base of Global 2000 companies, Teliris VirtualLive™ has become an intrinsic, valued part of how our customers do business.

We invite you to explore, compare, and see for yourself why Teliris has grown to become The Telepresence Standard.



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