



Telepresence

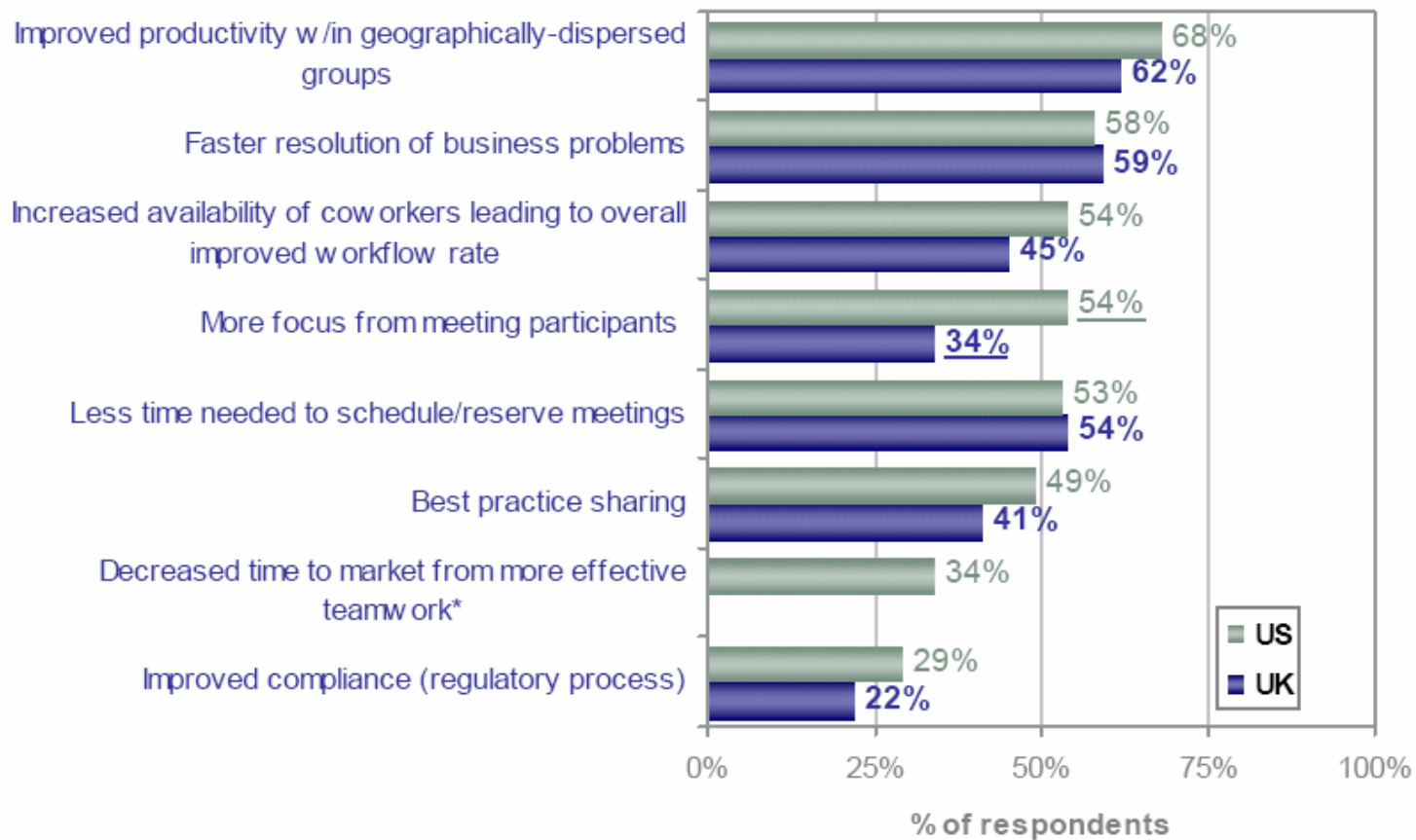
# The Video Promise Land?

# Key **Benefits** of Telepresence

- **Employee Collaboration**
  - Improved internal & external communication resulting in
    - Better relationships
    - Faster decision-making
    - Increased productivity with geographically-dispersed groups
- **Productivity and Cost**
  - Decrease in business travel resulting in
    - Cost savings
    - Productivity increase due to more time spent in the office
- **IT Support**
  - Reduced technical support
    - Improved reliability
    - User-friendliness (easy)

# Company-wide Expectations

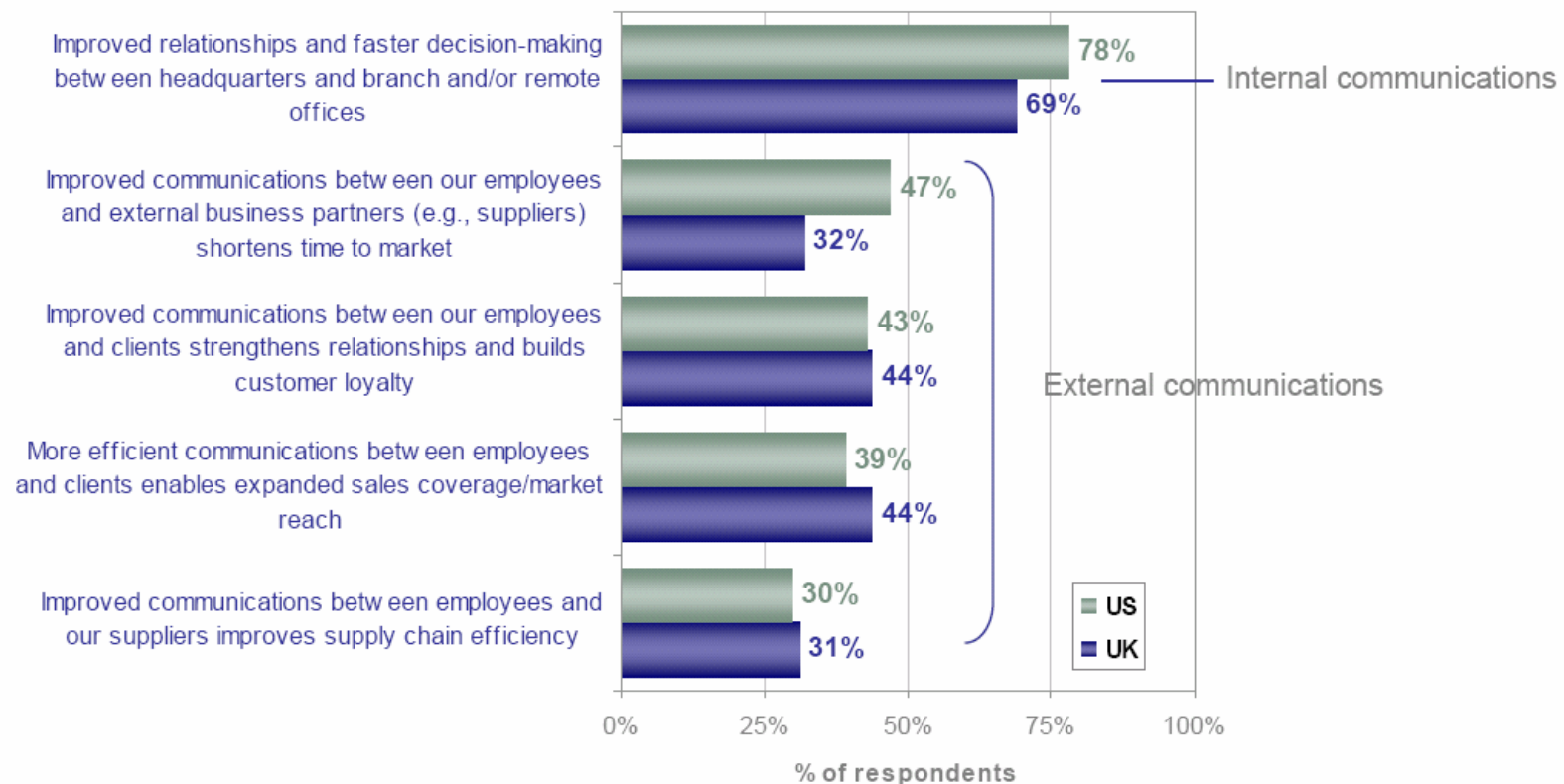
**Q:** What types of benefits do you expect to get from Telepresence, at a company-wide level?



Source: Sage Research  
'Cisco TelePresence Trends: Future Benefits Outlook'  
10 / 2006

# Employee Communication Benefits

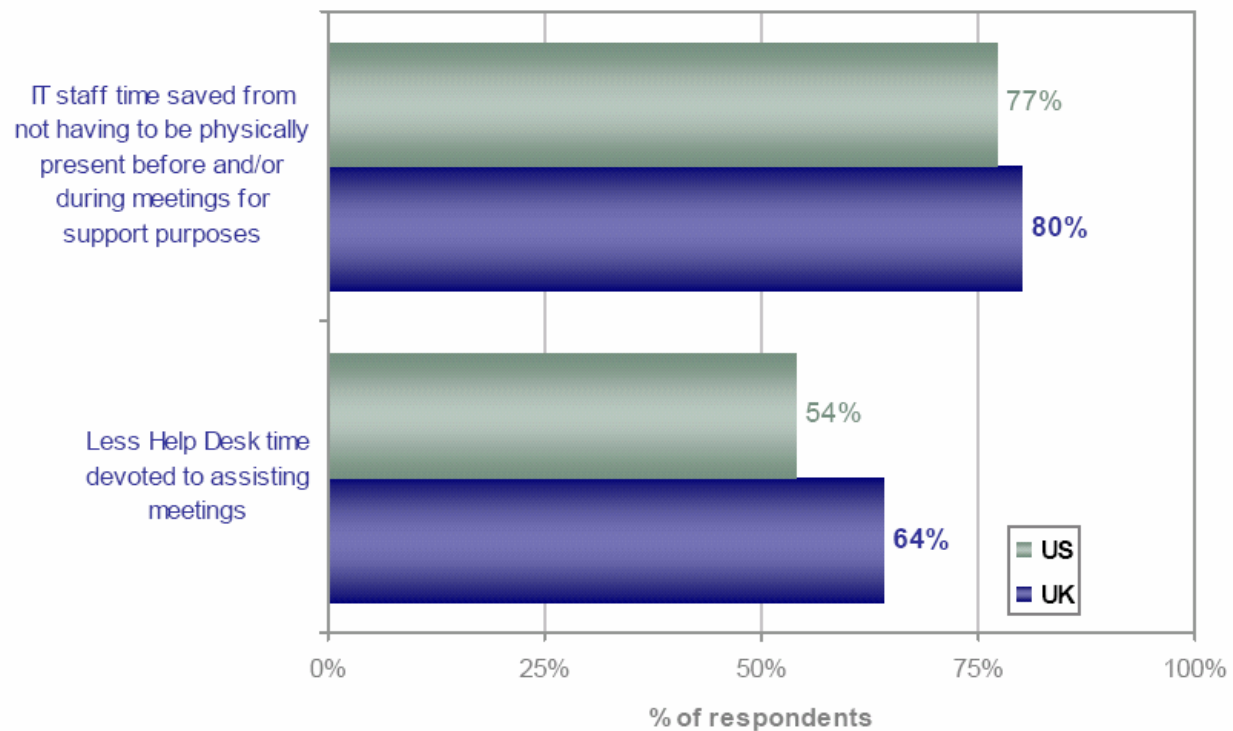
**Q: What types of benefits do you expect to get from Telepresence from communication between key internal and external groups?**



Source: Sage Research  
'Cisco TelePresence Trends: Future Benefits Outlook'  
10 / 2006

# IT Staff Benefits

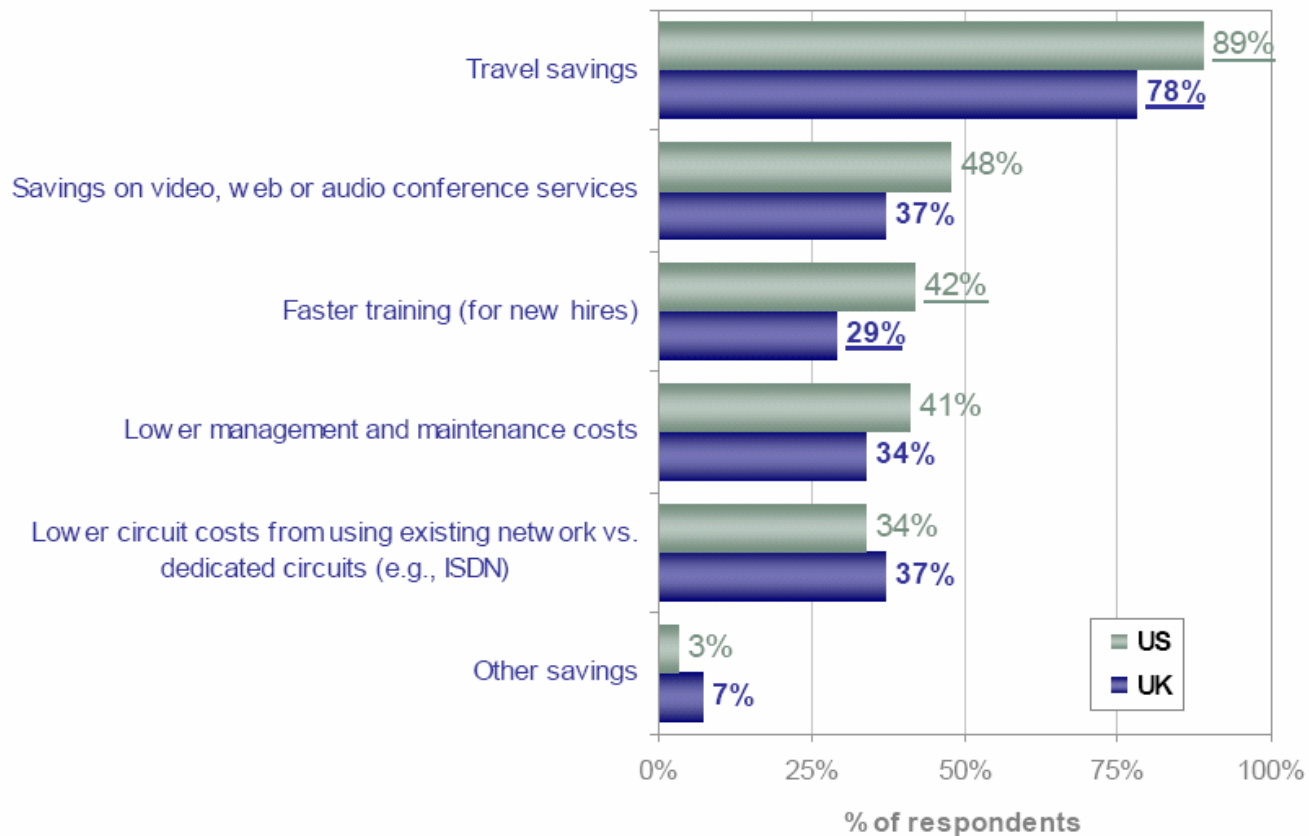
**Q: What types of benefits do you expect to get from Telepresence, at the user level?**



Source: Sage Research  
'Cisco TelePresence Trends: Future Benefits Outlook'  
10 / 2006

# Cost Savings

**Q: What cost savings would you expect to get from using Telepresence?**



Source: Sage Research  
'Cisco TelePresence Trends: Future Benefits Outlook'  
10 / 2006

# Scope & Methodology

**Sage Research** surveyed 239 technology decision-makers, working in different industries (e.g. financial services, manufacturing, government, healthcare)

- **Job responsibilities**

- TDMs with current or recent experience managing room or group video systems
- BDMs who are potential users of video systems

- **Organisation requirements**

- 800 or more employees
- 3 or more company sites
- National and multinational organisations