



## FROM OVERBUILT TO UNDER BUDGET

### Managed Video Services for a Global Biotechnology Company



### Customer Challenge

Understanding its importance in the biotechnology industry, a global company adopted video conferencing to assist with research and development advancements and enhance meetings between leadership, HR, IT, and marketing. In the early stages of its video initiative, the company had 40 video conferencing endpoints in its conference rooms and huddle rooms.

The company owned its on-premises video infrastructure, but it struggled with maintaining its video conference rooms. The rooms had been overbuilt and contained endpoints from a variety of manufacturers, which resulted in them being too complicated for the end users to operate and the IT team to service. A leading video manufacturer referred the company to ConvergeOne, recognizing that the ConvergeOne Visual Experience Group (VXG) had the necessary experience and expertise to streamline the company's video environment.



### The Customer's Desired Outcome

To simplify its complex video conference room designs and offload management of the video environment to a partner that's equipped to handle the day-to-day responsibilities.





## The ConvergeOne Response

ConvergeOne's VXG provides managed video services to the customer, serving as an extension of its IT department. For the past three years, these services have included software upgrades, proactive monitoring alerts, management of the video endpoints, and onboarding of new video codecs.

ConvergeOne has solved the customer's issues by streamlining the video deployment and creating global standards so that the video experience remains the same across facilities. ConvergeOne has standardized on its video endpoints and simplified the room designs. Because the company's workspaces do not include individual offices, the video conference rooms and huddle rooms have become the focal point of its facilities.

Video has become stable and very easy to use, even as the company has grown its environment from including 40 endpoints to 400 endpoints. ConvergeOne has made the scaling process painless by following industry best practices of keeping things simple to use, simple to service, and in adherence to global standards so that all rooms behave the same. The customer has complete confidence that ConvergeOne will save it money while building rooms that meet its exact needs.

## Results

While many other video resellers just build conference rooms, ConvergeOne remains engaged with managed video services, conferencing services, and network services. The relationship is so strong and collaborative that when one of the customer's employees wanted to move to be closer to his family, the customer supported the idea of having him work for ConvergeOne as a multimedia engineer so it could continue to have access to him.

ConvergeOne's multi-vendor and multi-practice expertise has led to it being brought into other projects involving areas like voice, contact center, cybersecurity, and data center. The customer is currently working through a proposal for a ConvergeOne Cloud Experience (C1CX) unified communications solution.



## UNLOCK THE POWER OF VIDEO CONFERENCING

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