



POLYCOM®

CAT-iq Developer Conference

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DECT CAT-iq in Enterprise

- Challenges and Opportunities
 - The company
 - The technology
 - The market

Acquisitions

March 2007	SpectraLink and KIRK telecom (workplace wireless telephony)
January 2007	Destiny Conferencing (immersive telepresence)
August 2005	DST Media (China-based video networking company)
January 2004	Voyant Technologies (voice conferencing and collaboration network solutions)
January 2003	VCAS software from AGT (video scheduling and management software)
June 2002	MeetU (web collaboration software)
December 2001	ASPI Digital (installed-room voice systems)
October 2001	PictureTel (PC-based video communications systems)
April 2001	Circa Communications (IP telephony products)
February 2001	Accord Networks (network infrastructure systems)
January 1998	ViaVideo (appliance-based video communications systems)

Locations



Voice and Video in Enterprise

Desktop



Voice and Video in Enterprise

Desktop



Wireless



Voice and Video in Enterprise

Desktop



Wireless



Conferencing



Generic Interfaces in Enterprise

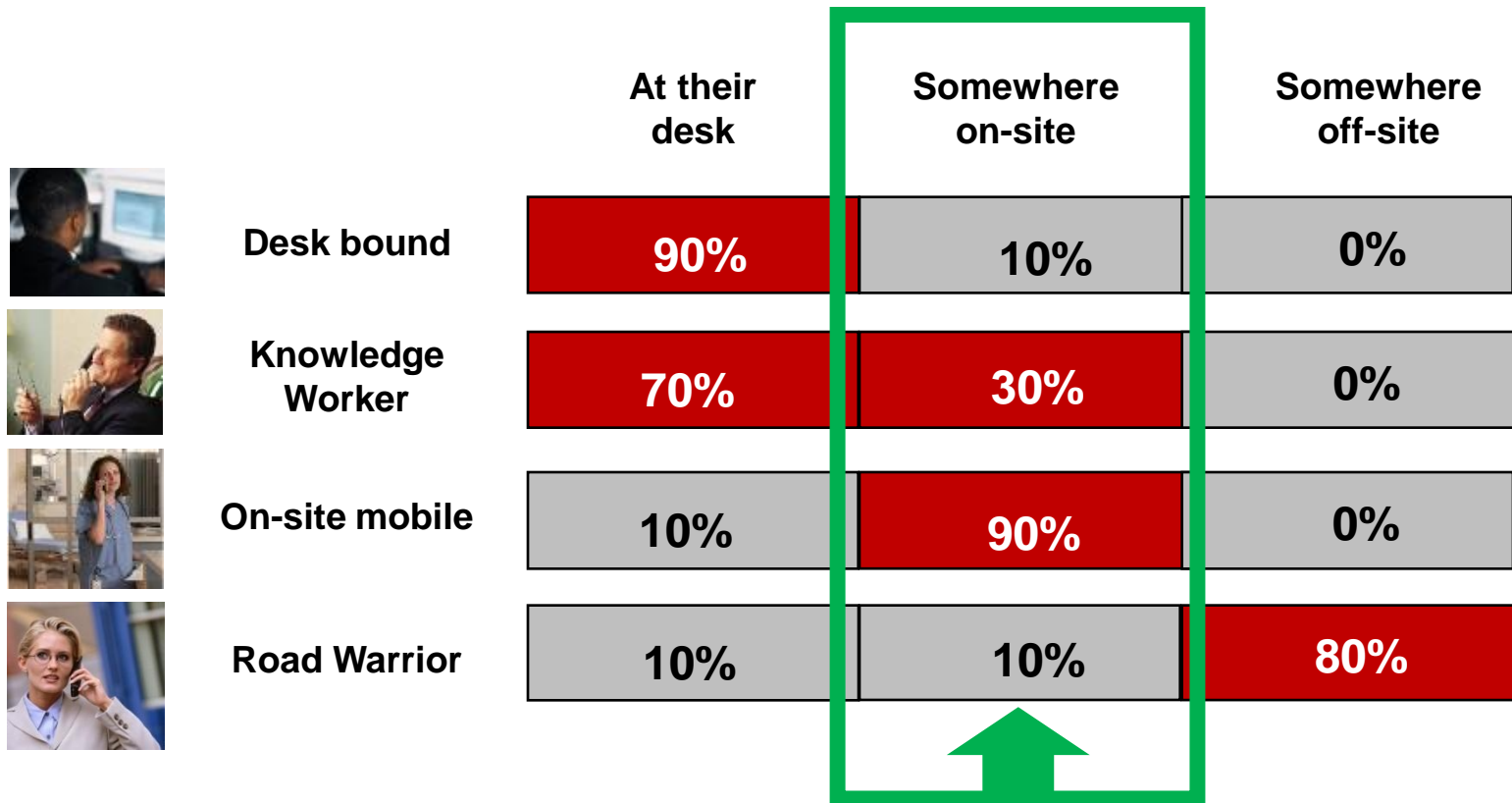
- PSTN a/b
 - Voice
- ISDN Basic & PRA
 - Voice - Video
- IP Ethernet
 - Voice – Video - Data

Generic Interfaces in Enterprise

- Wireless
 - DECT GAP Voice - Data
 - WiFi Voice – Data
- Mobile
 - GSM Voice
 - 3G – LTE - 4G Voice – Video - Data

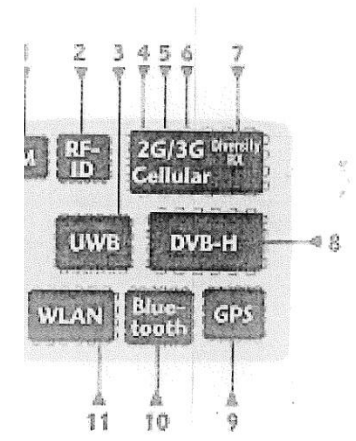
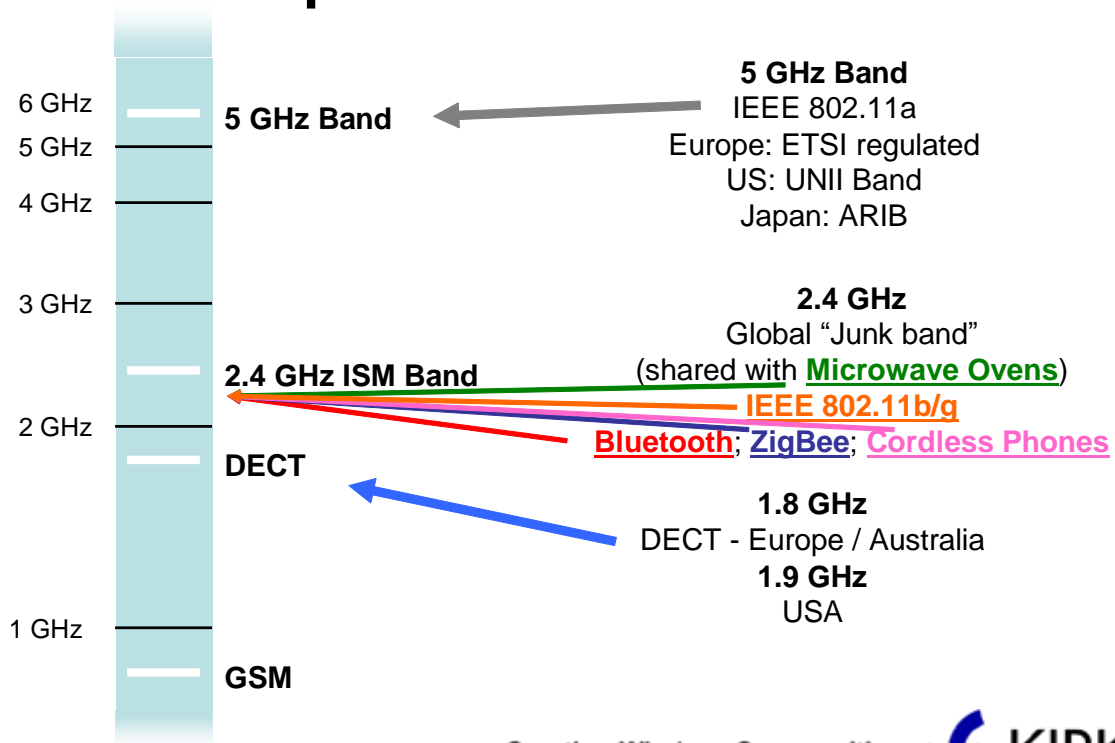
The need for mobility

- Many employees are potentially mobile inside the company



The need for DECT

Spectrum



Creating Wireless Communities  KIRK

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The need for DECT

WORLD

N. AMERICA

S. AMERICA

EUROPE

ASIA

AFRICA

AUSTRALIA



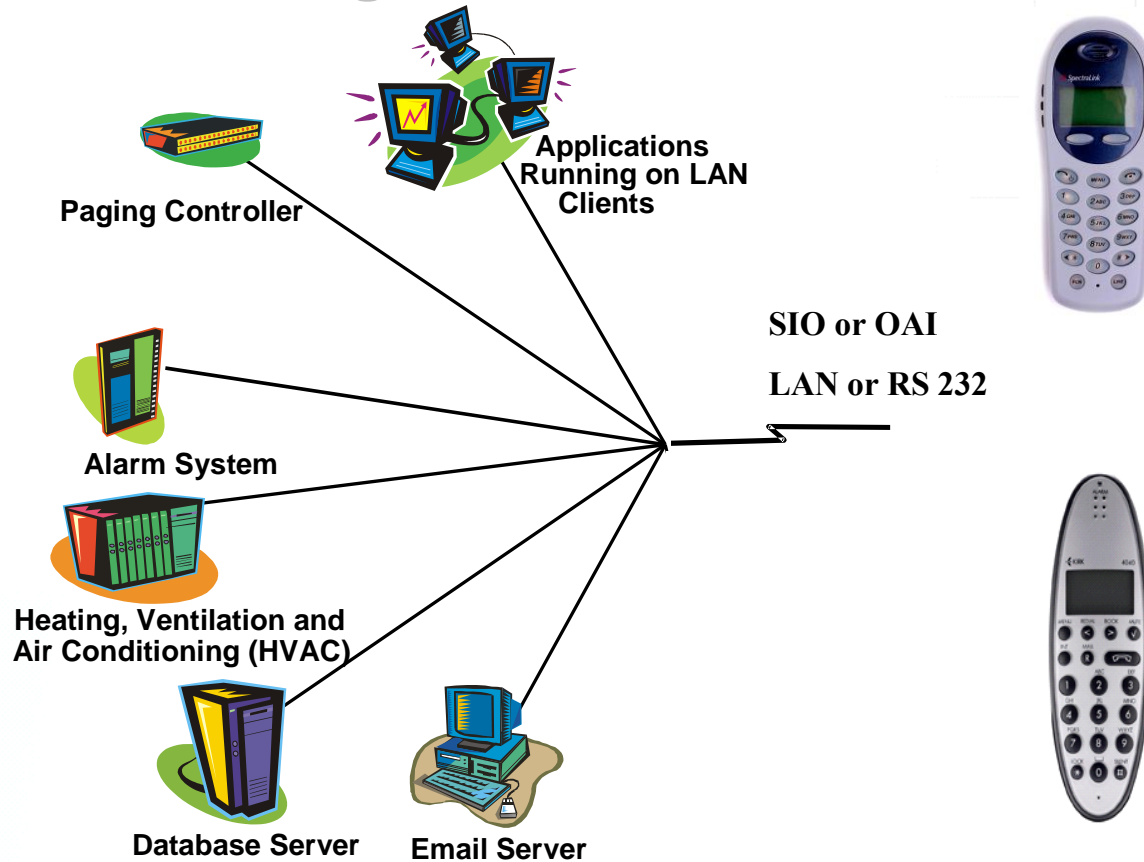
 NO FREQUENCY-BAND ALLOCATED

 SHIFTED FREQUENCY BAND

 STANDARD FREQUENCY BAND

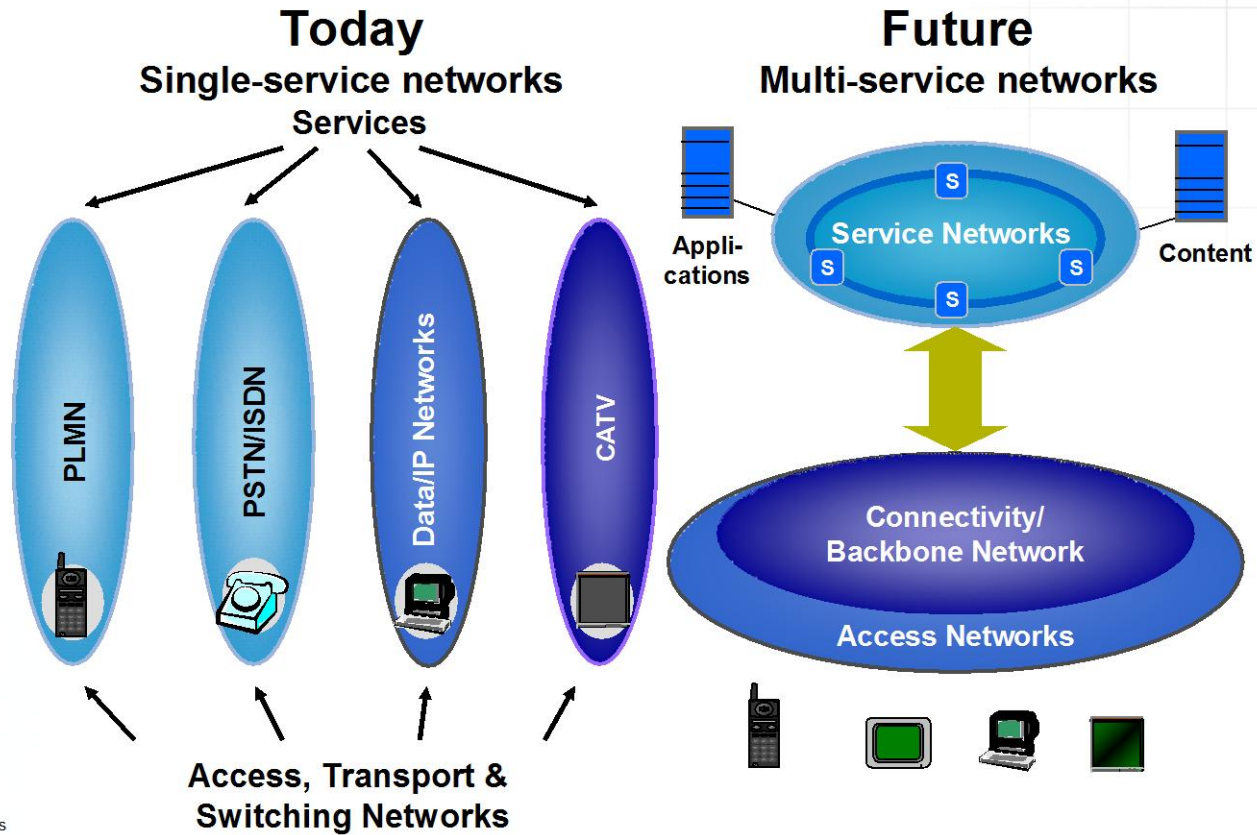
The need for CAT-iq to replace legacy solutions

Application Integration



The need for CAT-iq to replace legacy solutions

Next Generation Network Structure

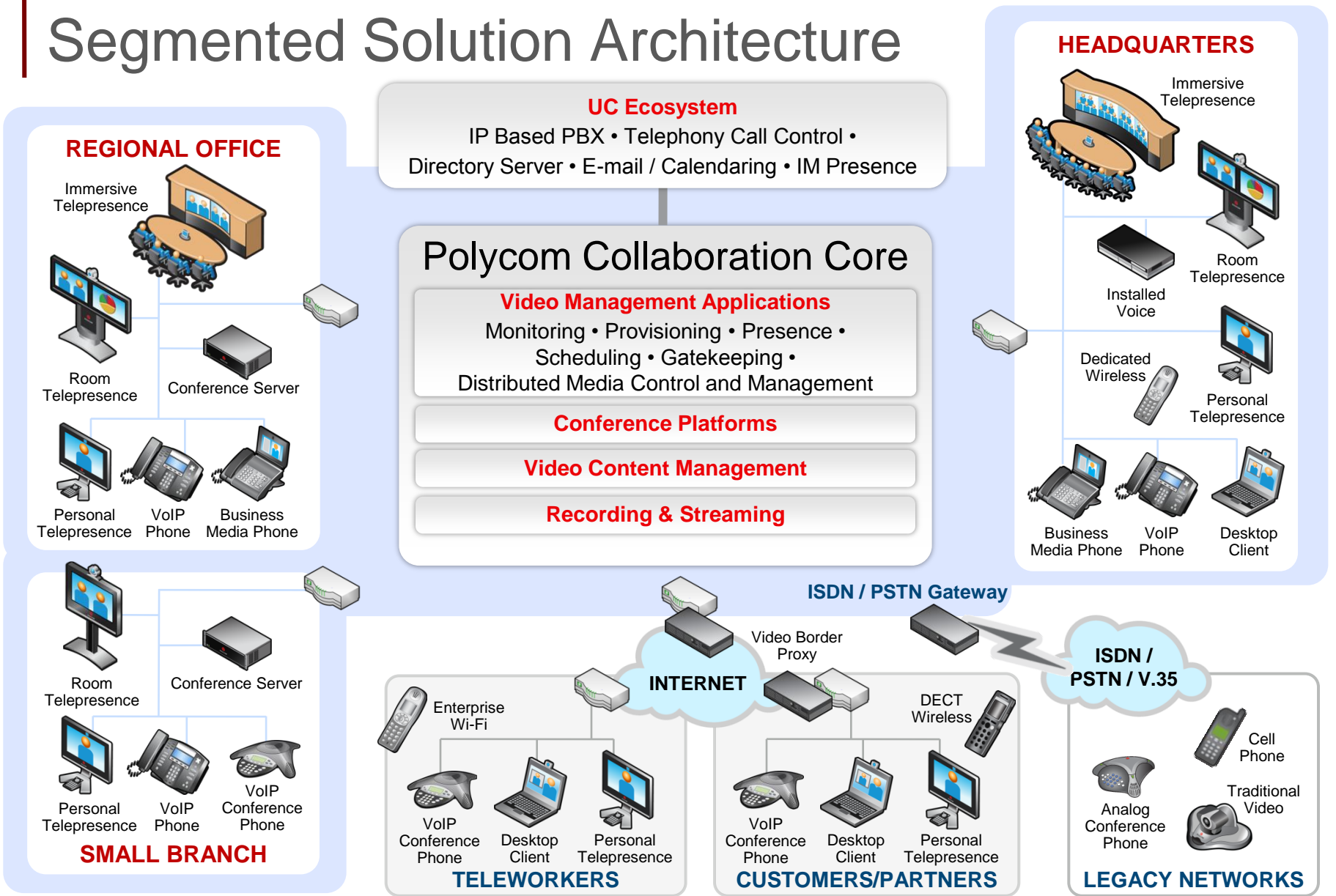


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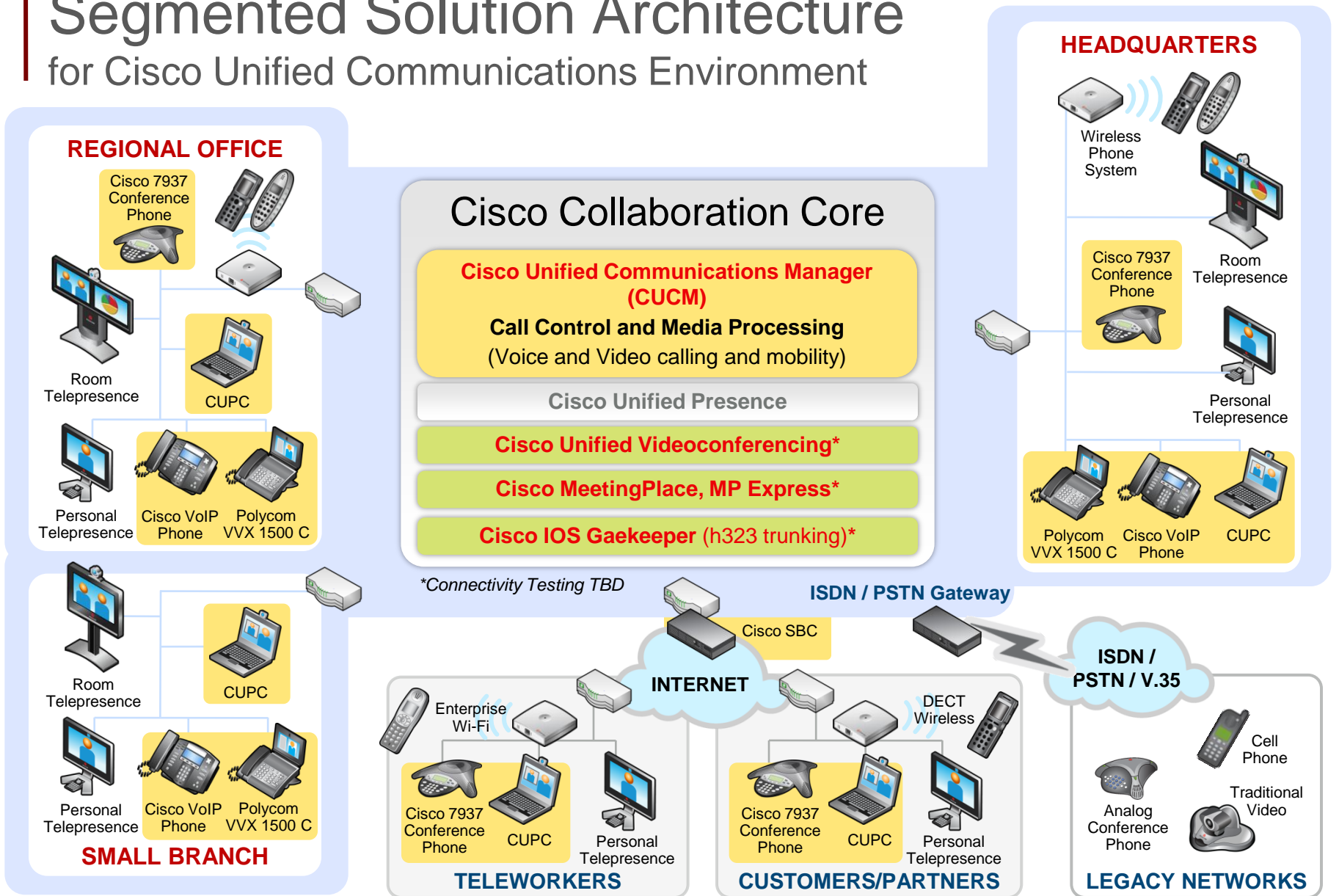
The need for CAT-iq to replace legacy solutions

- Standards vs. Proprietary Protocols
- Open vs. Closed Platforms
- Interoperability vs. Incompatibility
- Functional and Non Functional Features
- World Wide Deployment

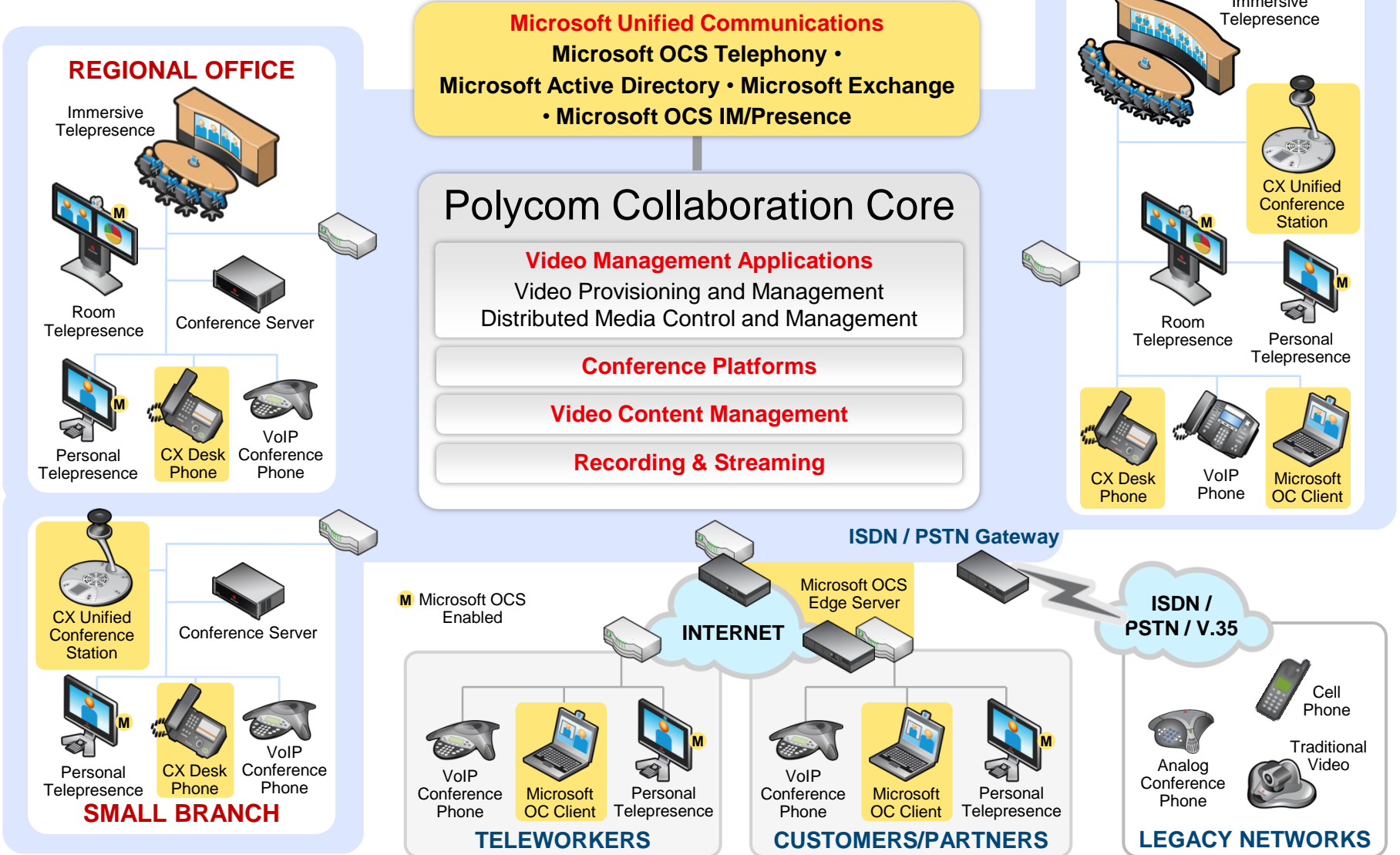
Segmented Solution Architecture



Segmented Solution Architecture for Cisco Unified Communications Environment

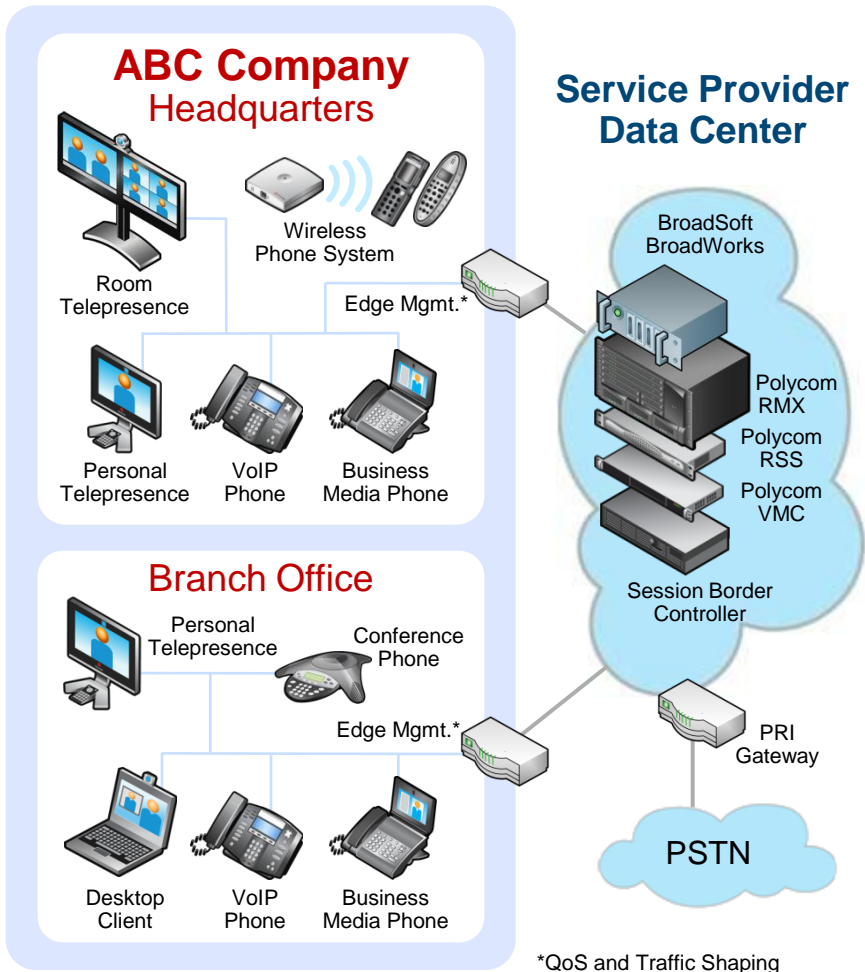


Segmented Solution Architecture

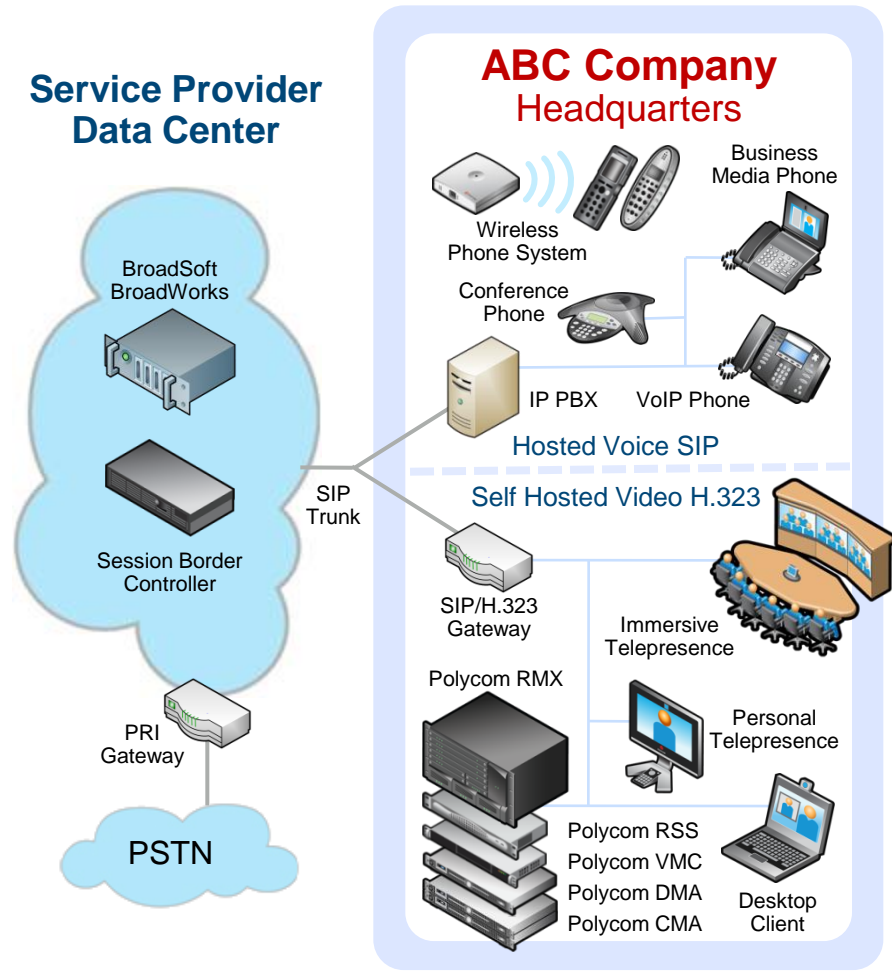


Segmented Solution Architecture

Hosted Service



SIP Trunking Service



The need for CAT-iq in Vertical Solutions



RETAIL

- temperature sensor
- event notification
- fire alarm
- out of stock



MANUFACTURING

- fire alarm
- event notification
- positioning
- personal security



HOSPITALITY

- fire alarm
- event notification
- room status



HEALTHCARE

- nursecall
- temperature sensor
- assisted living
- event notification

CAT-iq must provide:

- Technology
 - Open standards
 - Open platforms
 - World wide deployment

CAT-iq must provide:

- Apps
 - Should be easy to implement.
 - Bring the benefits of the technology to the user
 - Create unique USPs

CAT-iq must provide:

- Solutions
 - Combining the technology and Apps to a higher level
 - Interoperability between products:
 - - for the basic technologies
 - - for the advanced applications

Thank you for your attention

