Radvision Scopia presentation:
- Intro/background of presenter Jason McKanna with Avaya
- Why Video Conferencing?
  - Reduce expenses, travel costs
  - Increase efficiency by reducing travel time
  - Can interface with off-network contacts (customers, vendors, partners, etc) **without the third party having to invest in video technology**
  - **Does NOT require any amount of IT intervention for users to schedule/launch video sessions**
- Avaya Video offerings
  - Enterprise deployments
    - High capacity video conference bridge, recording/streaming, gatekeeper, secure firewall traversal, centralized management software, room systems, desktop video conferencing
  - Mid Market offering: Scopia + IP Office bundle (released this summer)
    - Aggressively priced MCU 4-9 sites, designed to integrate specifically with IPO for maximum value/functionality
  - SMB hosted video
    - Video as a Service (VaaS)
    - Priced for the small market company, offers secure hosted video service from the cloud with the need for large capital expenditure
- Scopia Demo
  - Showed how to create/schedule a conference via MS Outlook Calendar
  - Launched video call with participants using:
    - Laptop
    - iPad
    - iPhone (over 3G/4G rather than wifi)
  - demo'd ability to show documents like powerpoints, spreadsheets, and the ability to annotate those documents
  - functionality like mic mute, video mute, chat window, screen layouts, PIP, etc.
- Q & A