

Conferencing Discovery Document

1. What is driving you to look for a new voice and/or video conference solution?
2. How much are you spending on conferencing today?
3. How many users need conferencing accounts?

4. How many people participate in your video conferences?
5. What kind of endpoints do you want for the video conference? (Web cam, tele-presence equip, desk phones, etc.)
6. From what locations can employees participate in video conferences? (office, home, laptop, tablet, etc.)
7. Do you want screen-share as part of your video conferencing?

8. What is the typical bandwidth at each location where video / voice conferencing will be held?

9. What additional insight can you provide for this request?