

Business Octane Presents powered by MS **Teams** * On Desk Video Conferencing Solutions on **HaaS** (Hardware-as-a-Service)



How do we break the monotony and elevate the experience of office desk and home desk MS Teams Video Conferences of your key employees?

How do we break the monotony and elevate the experience of office desk and home desk MS Teams video meetings of your key employees, that too on HaaS?

From research it has become very evident that most of your key employees are doing 20 times more video conferencing than before. Further they spend 3 to 5 hours every day on an average in a video meeting currently from their desk at home.



X

Miniature appearance of participants makes meetings monotonous and reduces productivity of your teams



Presentation Sharing with separate people & content



Paper whiteboarding with separate people & content

When they return back to office in a hybrid working scenario- working some days from home and some days from office, the video meeting scenario is not going to change much. Even employees who are going to work full time from office are also going to use video conferencing a lot more for meeting even same location employees working from home or same office, other location employees, customers and partners. But as there are just not enough meeting rooms, a whole lot of video conferencing will need to be done from the office desks too apart from the home desks.

Key problems that deserve to be solved:

Currently all the video conferencing from desk or from home is happening through their laptop. But the user experience is very poor, monotonous and suboptimal and that has been continuing citing TINA-There Is No Alternative.



Two additional displays for working simultaneously in VC meetings with interactive whiteboarding on MS Teams!



Empower Interactive whiteboarding on MS Teams for everyone!

- 1. Miniature appearance of participants:** This very poor user experience stems first fundamentally from the miniature appearance of far video participants when content is shared- which is happening for majority of meetings.
- 2. Non visibility of participants if they exceed nine:** Post Covid the average no. of locations and participants in one meeting have multiplied from four to 10 times making worse the problem of seeing the participants itself as then, only 6 to 9 participants are visible. Rest are just not visible from the laptop. They will be visible in a miniature fashion even when they speak!
- 3. Poor audio:** Poor audio on account of background audio disturbances coming from home and office desk users coupled with consumer grade microphones on the laptop/consumer grade headphones being used by desk users is another big problem that needs to be solved because there are just not enough meeting rooms available where doors can be closed.
- 4. No real collaboration:** Lack of content annotation and interactive white boarding from the desk itself gives rise to the problem of big understanding gaps among teams as in the absence of business travel all explanations and clearance of doubts have to happen over video conferences only!

The cure for all the problems:

Microsoft team's platform app does not allow people and content separation without Microsoft team rooms hardware that separates them. As teams also do not allow whiteboarding and content annotation from Team rooms hardware we have to use a separate touch display with the laptop and join the call-in which teams room has already joined for interactive whiteboarding.

MS Teams platform provides no special removal of background noise and speech muting of fellow employees. For removing these noises, we recommend POLY P 15 camera bar that provides acoustic fencing to remove all background noises. Poly voyager focus 2 and black wire 8225 also have acoustic fencing built in for using with laptops in the absence of P15 camera bar.

This presentation is primarily about our Microsoft Teams based solutions. We have similar solutions on Zoom, Webex and Google Meet.

Further, we do have a complete range of one of its kind in the world, highly effective solutions on TEAMS Platform apt for Huddle Rooms, Executive Cabins, Boardrooms, Conference Rooms & Training rooms. **These too are available on HAAS.**

Additionally, we do have a complete range of one of its kind in the world, highly effective collaboration and learning solutions on native Cisco WEBEX, ZOOM & Google meet which are apt for office desk, home desk, Huddle Rooms, Executive Cabins, Boardrooms, Conference Rooms & Training rooms. These too are available on HAAS, the details of which can be provided on request for the chosen platform or a combination of platforms.

Details of Haas offerings along with monthly service charges are provided in the attached presentation. Haas solutions involve fixed monthly charges for 36 months, after which you can upgrade after every 3 years with the latest technology or continue for another year .All that without losing your peace of mind as the whole responsibility of onsite maintenance & services during three years of contract or contract extension lies with us.

Functionality, Aesthetic, Simplicity Together is our core design philosophy and making a passionate difference to your organization's Collaboration & Learning is our sole mission.

Looking forward to hearing from you. We will be happy to arrange for a demonstration and provide for a consultation. Assuring you of our best attention at all times.

Yours Sincerely
Sanjay Bansal
(MD & Chairman – Business Octane)



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- 1. Special Capabilities of our On Desk Solutions**
- 2. Hardware-as- a - service (HaaS)**
- 3. Our office/ Desk/ Home Desk Solutions with HaaS Charges**
- 4. A brief introduction of our other solutions along with a brief company profile.**



SPECIAL CAPABILITIES OF BUSINESS OCTANE's MS TEAMS BASED OFFICE DESK / HOME DESK SOLUTIONS

Special Capabilities of Our On Desk Solutions

Empower your key employees to see video participants & content both much bigger in size for higher effectiveness !

See far site video participants much bigger in size on account of capability to see the video participants & content on two separate screens !



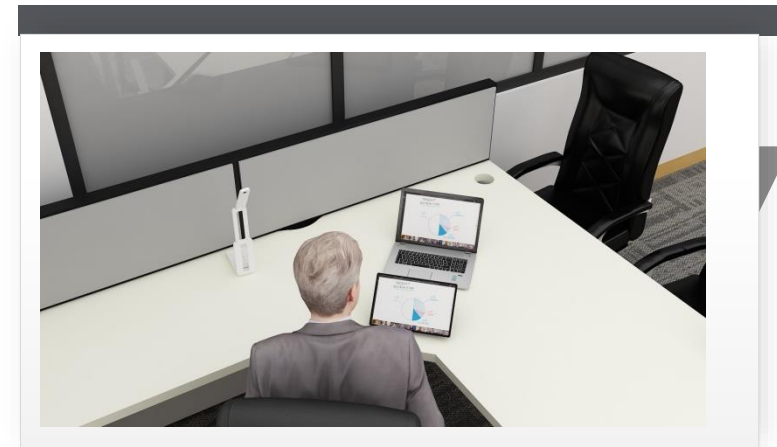
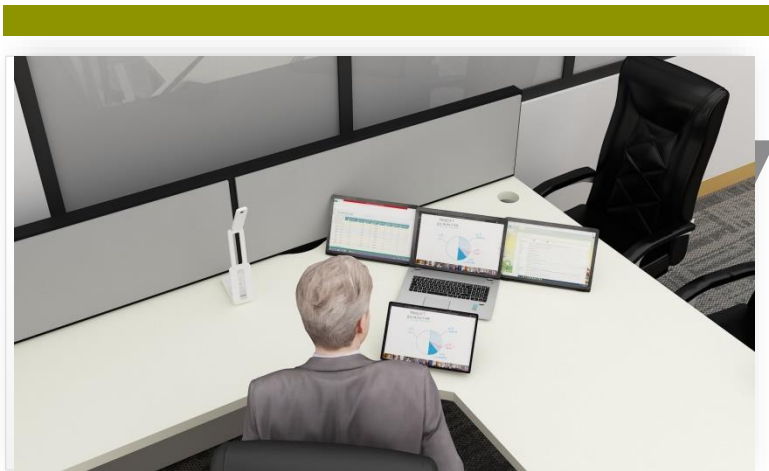
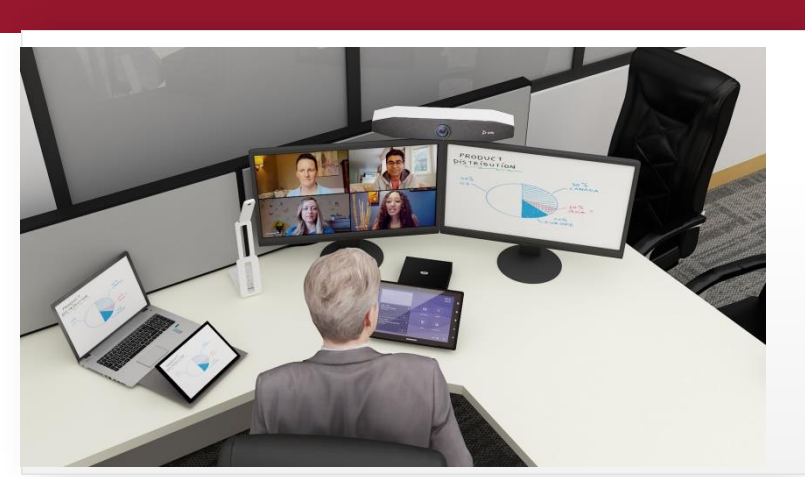
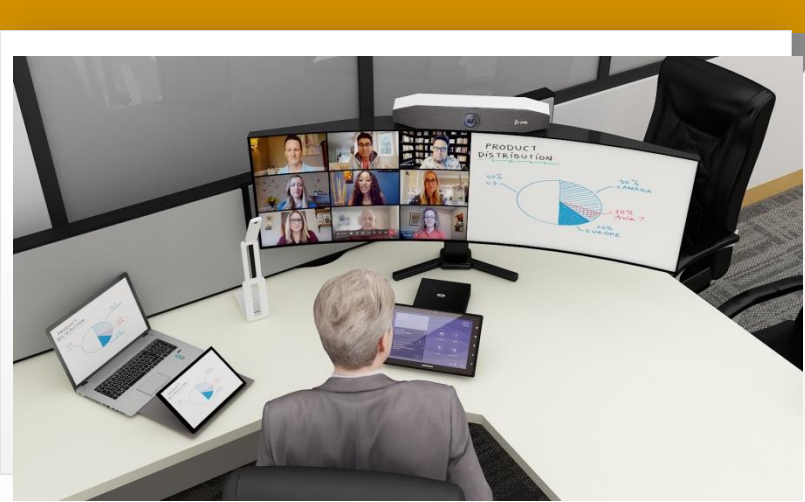
Don't see your video participants stamp size like this



Special Capabilities of Our On Desk Solutions

Empower your key employees with Interactive White boarding from the desk itself!

2



Special Capabilities of Our On Desk Solutions

Empower your key employees with document sharing from the desk itself!

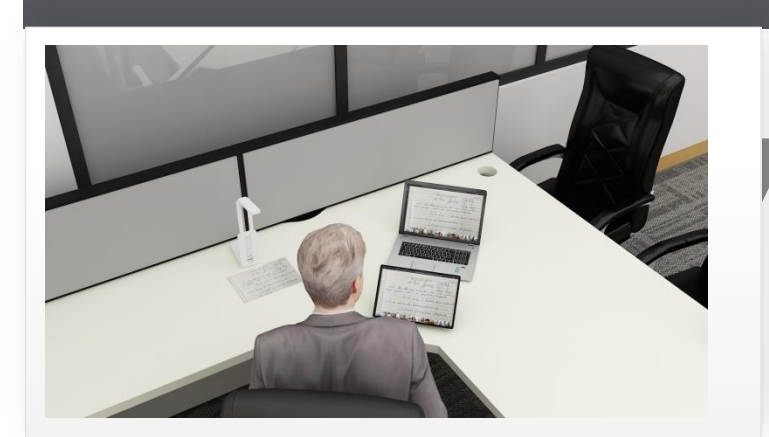
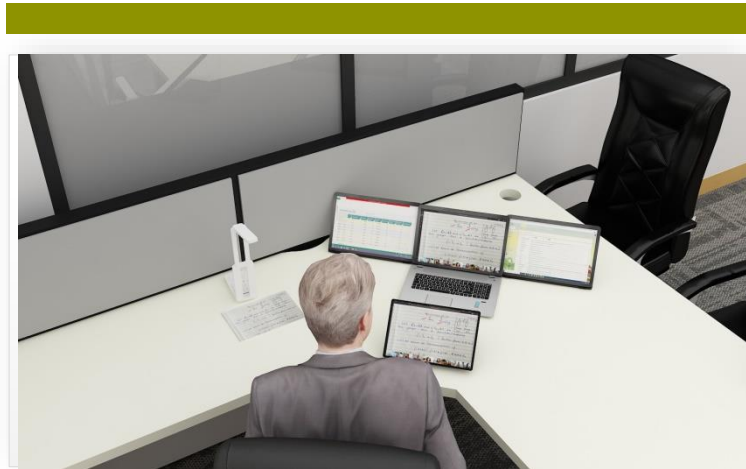
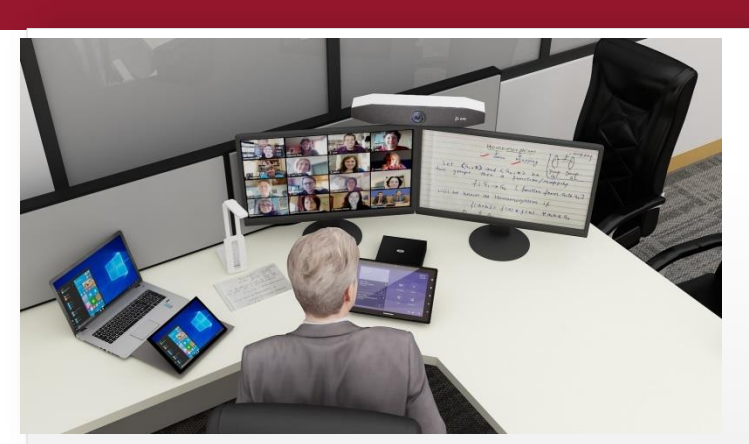
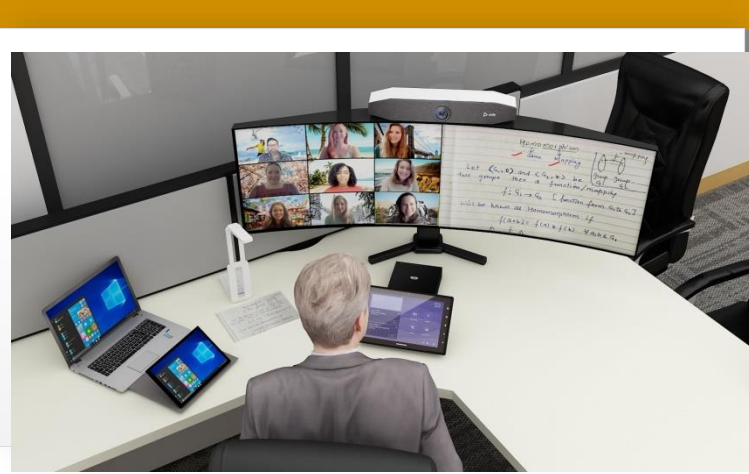
3



Special Capabilities of Our On Desk Solutions

Empower your key employees with paper whiteboard sharing from the desk itself!

4



Business Octane presents **HaaS** to conduct effective **Video Meetings** for the entire organization **when your employees** are doing 20 times more **video meetings & trainings** !



Align your **Payouts** with your Business **every Quarter** !

With **Business Octane Hardware as a Service**, our valued customers don't need to worry about investing big CapEx to fulfill the need of Video Conferencing solutions in their organization, as in the new normal we are doing 20 times more Video Conferencing than before.

Business Octane offers a number of solutions and products fulfilling the varied need of an organization. Customers can deploy a world-class communication experience with a variety of subscription options for various huddle rooms, meeting rooms, training rooms, board rooms. Also, there are solutions for remote workers.



No CapEx



**Fixed Monthly
Charges for 36 months**

* Approximate monthly HaaS service charges are given with the solutions, for more details please contact us. AltraAcoustic Interiors of the relevant solutions & chairs are not included in HaaS prices. All HaaS charges are in INR for all Indian business locations

Get complete **peace of mind** with all **current & future costs** included !

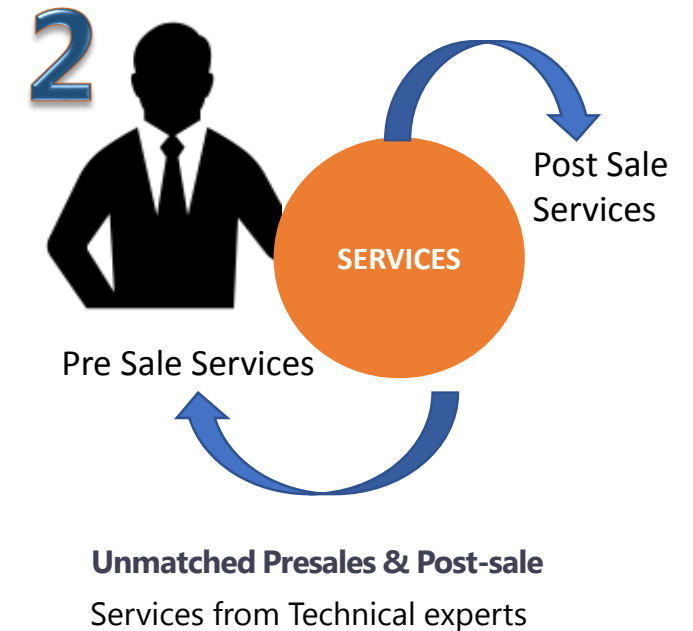
Hardware is managed end to end starting from Pre sales to shipping to installation to post sales services. **Business Octane's Hardware – as- a-- Service** Includes installation, testing, commissioning, maintenance , Insurance, delivery and reverse freight charges.Also,get unmatched presales & post sales support at site.



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Business Octane Proprietary and Confidential



Experience refreshes every 3 years ensure, you are not saddled with outdated technology to keep your competitive edge !

With **Business Octane Hardware as a Service**, customers can stay updated with the latest capability as the experience can be upgraded as frequently as every three years. After 3 years they can get complete solution refreshed while keeping the similar monthly service charges ensuring your business does not lag behind.

OLD Solution



Can be like this

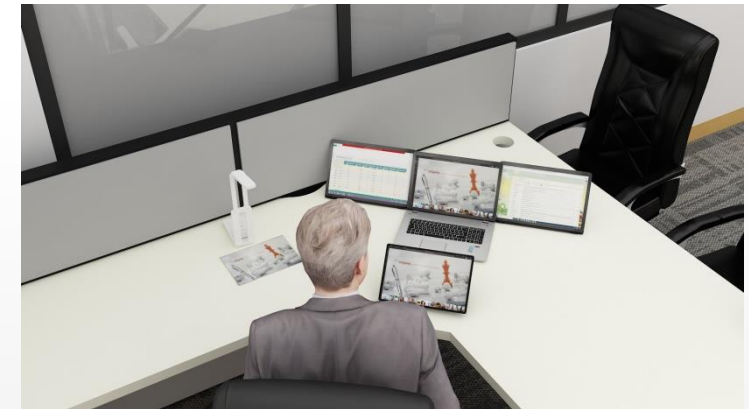
For Example

After 3 years



TO

New Solution



Upgrade like this



PRESENTING On DESK SOLUTIONS WITH HAAS COMMERCIALS

Solutions for Home, Office Desk and Office Cabins



TCD - Teams Room Curved display Solution

TTD - Teams Room Twin Displays Solution

T3D - Teams Room 3 Displays portable Solution

TSD – Teams Room Single Display portable Solution

Seating Capacity	Name of the Solution	HaaS Charges / Month/ INR
One PAX	TCD	19 K / Month
One PAX	TTD	15.2 K / Month
One PAX	T3D	5.8 K/ Month
One PAX	TSD	3.3K/ Month

All Haas Charges are in INR

* Approximate monthly HaaS service charges are given with the solutions, for more details please contact us. AltraAcoustic Interiors of the relevant solutions & chairs are not included in HaaS prices. All HaaS charges are in INR for Indian business locations



Interactive whiteboard Capability



Document sharing capability



Paper Whiteboard sharing capability

Presentation sharing capability

HaaS Charges : 19K / month



Interactive whiteboard Capability



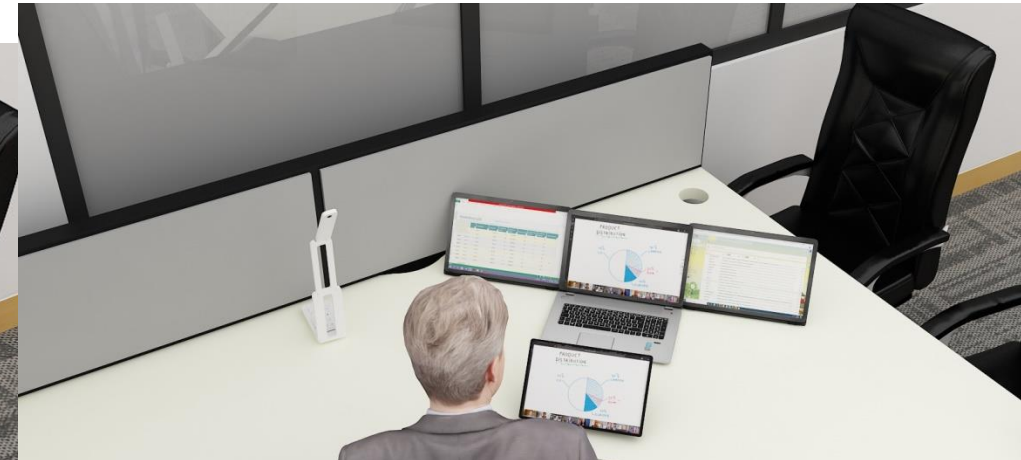
Document sharing capability



Paper Whiteboard sharing capability

Presentation sharing capability

HaaS Charges : 15. 2K / month



Interactive whiteboard Capability



Document sharing capability

Paper Whiteboard sharing capability

Allows users to do their own work along with presentation sharing while being in video conferencing

HaaS Charges : 5.8 K / month



Interactive whiteboard Capability



Document sharing capability

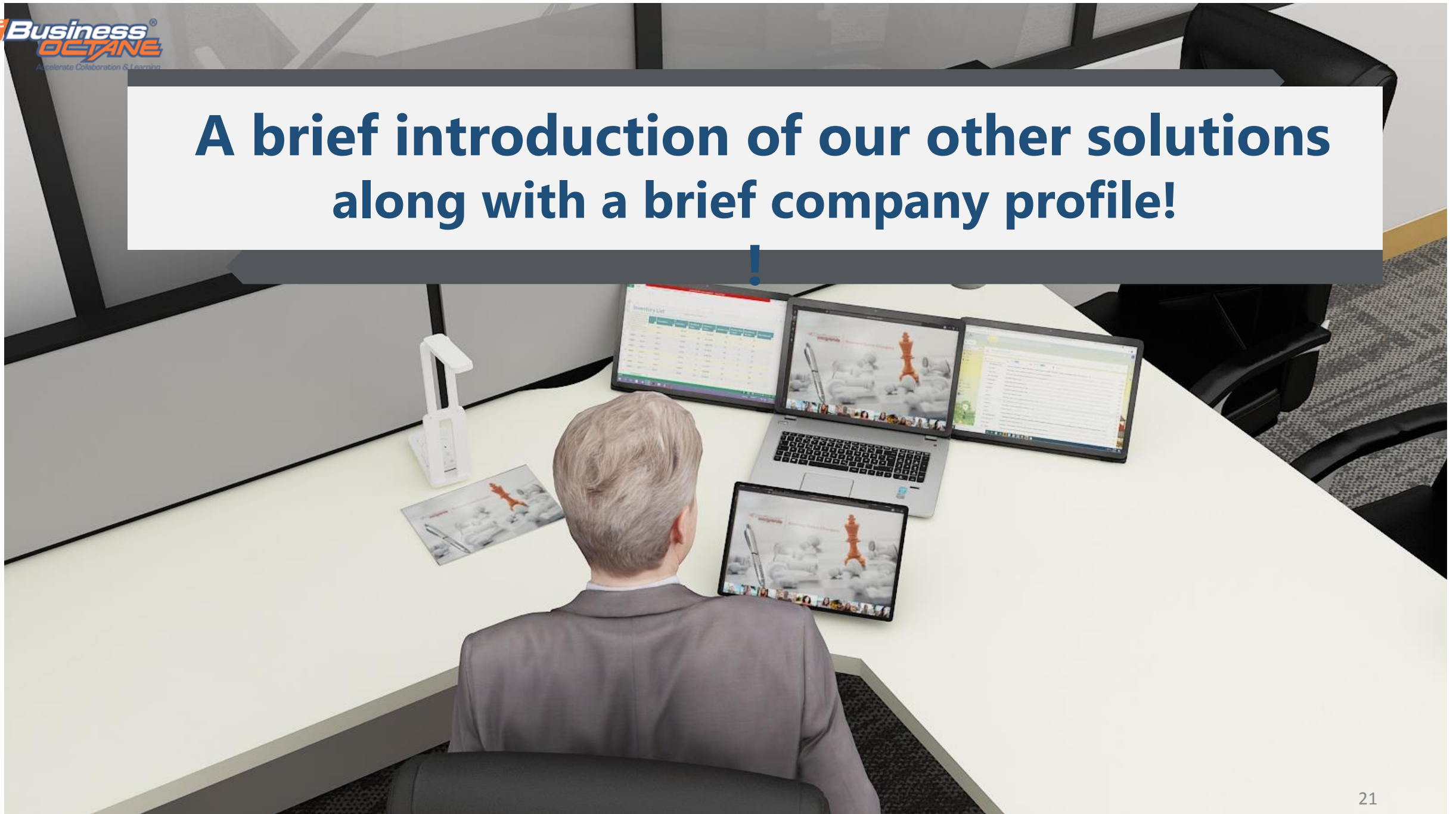
Paper Whiteboard sharing capability

Presentation sharing capability

HaaS Charges : 3.3 K / month

A brief introduction of our other solutions along with a brief company profile!

!



Available on all cloud VC platforms – MS Teams, Zoom & WebEx & Google meet



Available on all cloud VC platforms – MS Teams, Zoom & WebEx & Google
meet



Our Other Solutions

Local + Video Training & Class Room Solutions !

Available on all cloud VC platforms – MS Teams, Zoom & WebEx & Google meet



Available on all cloud VC platforms – MS Teams, Zoom & WebEx & Google meet



Our Other Solutions

Immersive Telepresence Video Solutions !

Available on all cloud VC platforms – MS Teams, Zoom & WebEx & Google meet



Available on all cloud VC platforms – MS Teams, Zoom & WebEx & Google meet



Company Overview



Empowering your people to deliver more & faster!

Organizations grow when their people are engaged and aligned to a common vision. We, at Business Octane are dedicated to make this happen. By providing a comprehensive range of learning and collaboration solutions.

Business Octane is the **World's only ultra super specialist in the domain of Ultra-Immersive Video Collaboration and Collaborative learning**, with one of its kind path breaking solutions, originating from in-house research & development over last ten years for which multiple patents have been filed and granted.

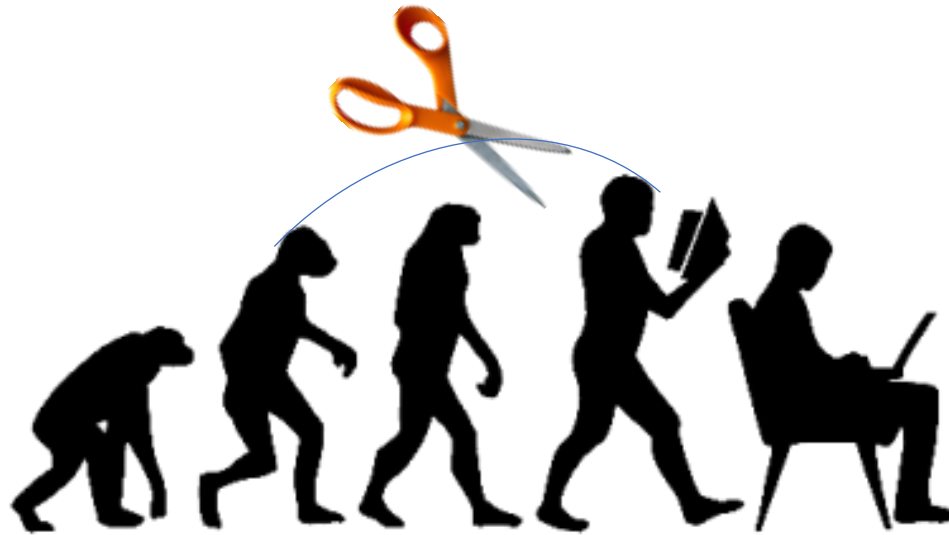
Company Overview



**Creating opportunities for turning
big ideas into bold actions !**

We have pioneered a whole set of new paradigms over video to review, to interact, to engage and to connect which are 5 to 20 times more effective than doing the same over ordinary cloud Video Teleconferences. So that your management and leadership teams based out of HO & nerve centers are able to frequently get together to collaborate and review with enterprise-wide teams without disrupting and delaying their other important works, with an effectiveness in cloud VC meetings that is even higher than meeting face to face.

Company Overview



Shortening your Organization's learning curve!

Our new paradigms of training empower your best trainers to conduct multiple locations simultaneous unprecedented interactive training over cloud video conferencing platforms without any loss of effectiveness which is in fact even more effective than getting everyone together for local training.

Company Overview



1000+ Customer Base

& Taking them to the WORLD!



Providing solutions for each & every kind of AV need

Our solutions are designed for very large organizations be it corporate or government who have scores and hundreds of different conferencing & training requirements, but are equally home for organizations of any size. We also have dedicated solutions for education vertical.

To help our customers take no-risk, fully-informed decisions and leave nothing to imagination, we have our Executive Experience Centers at Gurgaon & Bangalore.

As on date, we have more than 1000 enterprise customers for our various solutions, representing the Who's who of Corporate India, PSUs and Global MNCs. We have also implemented our solutions in multiple countries across the world.

Business Octane's solutions are now ready for the global customers in USA, Europe and rest of the world. We are in the process of setting up our channel partners for the key global markets.

Professional Audio Video System Integration Solutions

To help our customer provide a high performance collaborative. workplace for their employees we also provide **new paradigms of professional AV products coupled with “ engineered for high performance ,engineered for high standardization and engineered for amazing ease of use ”** professional turnkey AV solutions for executive cabins, board rooms, meeting rooms , conference rooms , training rooms ,cafeterias and auditoriums. These turnkey Audio Visual solutions include professional displays, special cameras, video codecs, cloud video conference services, touch & non – touch video walls, large format display for experience centers, paging & back ground music system and audio for large areas & auditoriums backed by a team of more than 200 professional sales for pre-sales & post-sales services. We also offer attractive replacement offers for upgradations of current conferencing infrastructure.



Professional LED Displays



Height adjusting mechanism for interactive displays



HD Indoor LED Displays



Video Cameras



Touch & Non-Touch Video Walls



Audio for large areas



Switchers & Controllers



Video Codec



Smart Podium



Smart Display Manager



Digital Signages

Vision

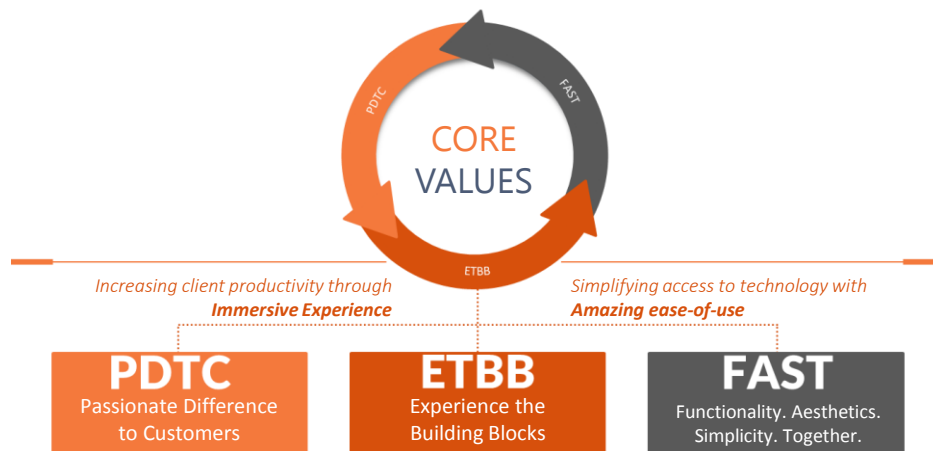
To become the world's most preferred Enterprise Productivity Enhancing Solution Provider in the realms of Collaboration and Learning, helping enterprises become more innovative, efficient, and competitive so that they can grow faster and become more profitable.

Mission

Every day, we at Business Octane are motivated and inspired by the difference we can make to our client's enterprise.

We aim to do this by:

- *Improving collaboration across the client's enterprise so as to empower their teams to take faster decisions, conduct effective reviews and galvanize each employee to realize organization's vision*
- *Helping the client's enterprise ensure that, people, their biggest asset, learn much more from training and the results show in their performance, henceforth.*



Business Octane Story & Key Milestones

- 2007 The Beginning
- 2009 First Indian organization to develop and launch a Group Telepresence solution
- 2010 Asia's Largest Chain - Expands operations to 7 experience centres to make Asia's largest chain
- 2011 Business Octane develops World's First TeleAllPresence™ Solution
- 2012 World's first Telepresence Learning solution
- 2013 1000+ Clients
- 2014 Global Launch - Launched solutions to the global market at InfoComm 2014 in Las Vegas, becoming India's first company in AV to do so
- 2015 First Patent - First Patent received by an Indian organization in this domain. Received patent for world's first Dynamic TeleAllPresence™ solution
- 2016 Second Patent - Second Patent received from the US patent office for the world's simplest user interface for video collaboration
- 2018 multiple New Patents being filed for path breaking new products and Technologies
 - Eye contact improving collaboration platforms
 - Amazing same room feeling immersive collaboration experience "In-a-Box".
 - Astigmatism remover from every video conference room.
 - How to set high quality local board meeting experience from Tele-conferencing room.
- 2019 Launched one of its kind in the world Immersive collaboration and learning solutions on Microsoft teams and ZOOM cloud platform.
- 2020 ➤ Have launched One of its kind CLAS-Collaboration and Learning as service

Ready to go to the World



Our Unique Competitive Advantage



01 Unique Video Collaboration Solutions

World's first company to develop Immersive & Dynamic Teleallpresence solutions



02 Continuous R & D

World's first and only company to develop Immersive Group Telepresence Learning Solutions



03 Constant Innovation



04. 1500 + satisfied customers

India's only organization in this domain to have received multiple patents for their solutions

Our Technical Know-How

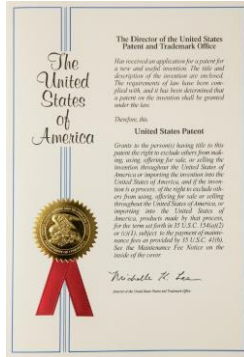
We have an expertise in the
following domains



All Rights Reserved.

Our Innovations & Patents

We have been granted U.S. Patents for



A graphical user interface adapted to control a conference call and configured for display on a display screen of an electronic device is disclosed. The graphical user interface comprises of at least three user selectable display spaces configured for simultaneous display on the display screen of the electronic device, each space adapted to receive a user selection, wherein a first user selectable display space is configured to display a list or a portion of the list of all groups defined in an address book of the electronic device, a second user selectable display space is configured to display a list or a portion of the list of all members of a group selected from the first user selectable display space, and a third user selectable display space is configured to display members selected for the conference call from the first or second or both user selectable display spaces.

2
A graphical User Interface known as 'TeleConnectWizard'

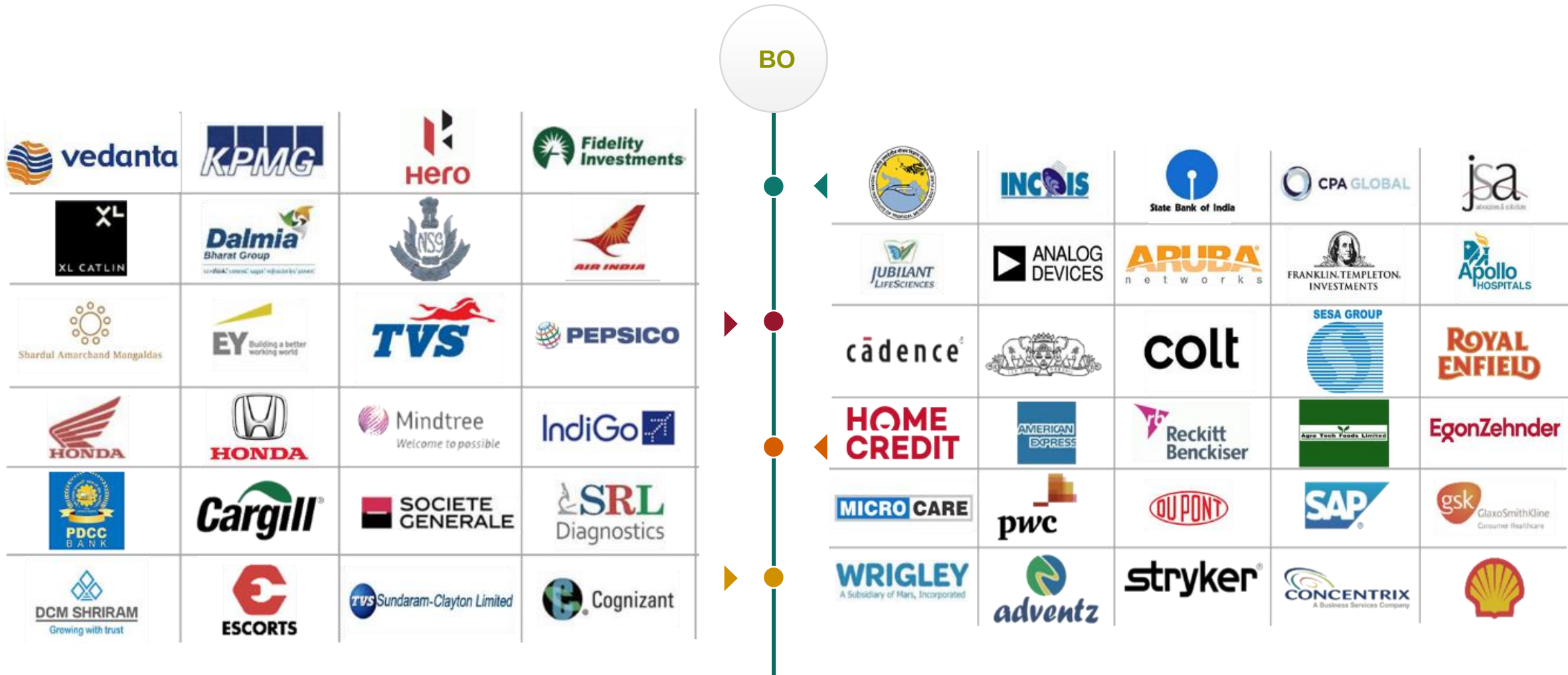
1
Dynamic Telepresence solution

3
Technological Embedded tables & displays to improve eye contact in VC



A telepresence participating room configured for audio visual communication with a plurality of other participating rooms is disclosed. The telepresence participating room comprises of a plurality of participant sections, a display system including a center stage and a participant stage, a plurality of codecs for powering the display system, a plurality of cameras for sharing audio-visuals with the other participating rooms and a network switch for enabling communication with the other participating rooms, such that when a control signal originates in a participant section of a participating room, that participant section is considered an active participant section. Herein, the display system is configured to display the active participant section in lifelike mode on the center stage as well as continuously display all the participating rooms on the participant stage.

Few of our Key clients



Till now we have served 1500+ clients

Few Testimonials from our clients



Further we sincerely appreciate the services rendered to us by M/s. Business Octane Solutions Private Limited towards successful implementation & operations of different Tele Presence facilities at all our 11 locations.



Business Octane has developed State of the art Boardroom & Training room for Rites . Both the rooms have surpassed all the expectations and are highly effective for local trainings as well as video collaboration & trainings. MD & Chairman



Business Octane had designed the solution and maintained high levels of standards and integrity, right from delivery, implementation to its maintenance.

INCOIS is happy with the quality and performance of the solution deployed.



Business Octane Services Pvt. Ltd have carried out the work of State of the Art Training facility at IITM, Pune.

We hereby convey our satisfaction at the work carried out by M/s Business Octane Services Pvt. Ltd in terms of timeliness and quality of work.

Thank You

Our endeavors are all about making your organization nimble & **agile!**

To know more Please contact:

Business Octane Solutions

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*All names, marks of Teams and Skype – for – Business are products and trademarks of Microsoft Corporation

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