Video collaboration. Amazingly simple, simply amazing.

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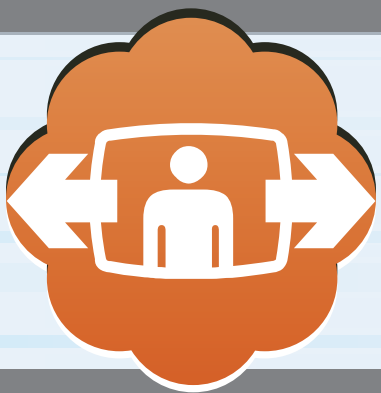
Elevator Pitch

LifeSize Connections combines cloud-based simplicity with business-class performance in an HD video collaboration platform that is amazingly simple to deploy, making instant face-to-face collaboration possible with anyone, anywhere.

Why LifeSize Connections

Until now, relatively few companies have had the resources and commitment necessary to participate in the $2.5 billion video conferencing market. There are thousands of companies that, if they had a system that delivered business-class video in an affordable and easy-to-consume package, would deploy it. These are the organizations we believe are best positioned to take advantage of LifeSize Connections.

Prepare for Your Meeting

Watch LifeSize Connections New Product Training

» Product training videos and presentations

» New data sheets

» Updated LifeSize price list

Order Trials and Demo Accounts to Show Customers

» Order free trial account vouchers via LifeSize Partner Portal

» Order and set up your own demo account for LifeSize Connections

» Demonstrate LifeSize Connections at customer site via PC/Mac/endpoint including admin

» Provide customers with trial account vouchers for 30-day extended trial

Promotional Launch of Passport Connect and LifeSize Connections

» Note: Orders for Passport Connect and annual LifeSize Connections endpoint subscription qualify for a US$500 discount off MSRP

Demo Activities Checklist

Administration

☐ Create new users—names and e-mail addresses

☐ Create new rooms—names and serial numbers

☐ Deactivate users/rooms, reassign seats

☐ Manage bandwidth settings, globally and by user/room

Software Client (PC or Mac)

☐ Installation and first-use experience

☐ Explain Directory and Contact list functions

☐ Invite a guest

☐ Make a 1:1 call, add a third participant in call

☐ Make a conference call with data-sharing

Endpoint (Passport or 220 series)

☐ Auto-configure for Connections

☐ Show the directory—populated by service

☐ Make a 1:1, add a third participant in call

☐ Make a conference call with data-sharing

How to Demo LifeSize Connections

Trial and Demo Accounts

» LifeSize Connections subscription vouchers are available in two formats

- Demo—full functionality, annual duration, highly discounted for partners
- Trial—full functionality, 30-day use limit, FREE!

Make a Powerful Demonstration at the Customer Site

In advance:

» Set up your demo admin with people/rooms available to be called during your demonstration. Ensure one unused room seat for provisioning during demo.

» Pre-install LifeSize Connections on your Mac/PC and update the software on your demo endpoint (Passport or LG Exec).

» Bring an extra Logitech HD webcam in case your customer PC does not have one built-in or it is low resolution.

At the customer site:

» Ask your customer to bring a PC or Mac to the meeting room. Confirm Internet is available for both you and the customer.

» Login to your demo LifeSize Connections Admin Console, navigate 4 pages, and cover highlights (Management of People, Rooms, Bandwidth and Reporting).

» Provision your demo endpoint in the LifeSize Connections Admin Console using the endpoint's serial number.

» Plug in and set up endpoint—including power, ethernet, HDMI and camera.

» Boot endpoint and "Enable" Connections—demonstrating the auto-provisioning inside customer firewall.

» Log into your PC/Mac client, add a guest with customer name and email address.

» Ask customer to check his/her email. See Guest mail, follow instructions to download, install and log in.

» On the customer's PC or Mac, show the customer how to make a call to you (one click).

» On your PC or Mac, show customer how to add 2 (or more) other online rooms (from your demo account) to the current call—demo seamless escalation from P2P to MP call.

» Show data sharing from your computer to the conference.

» Switch layouts, demonstrate all in-call window functions.

Post-demo:

» Deactivate your demo endpoint seat in the Admin Console (allows you to repeat provisioning again at next demo).

» Provide customer with trial voucher(s)—30-day duration for in-house evaluation.

Setting up a multiparty call is simple with LifeSize Connections.
The 9-way multiparty call feature is just one of the many features you will want to demonstrate.

MARKETING & SALES CONTACTS

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