

# Cisco Webex

Webové nástroje tímovej spolupráce  
aj pre Project Management



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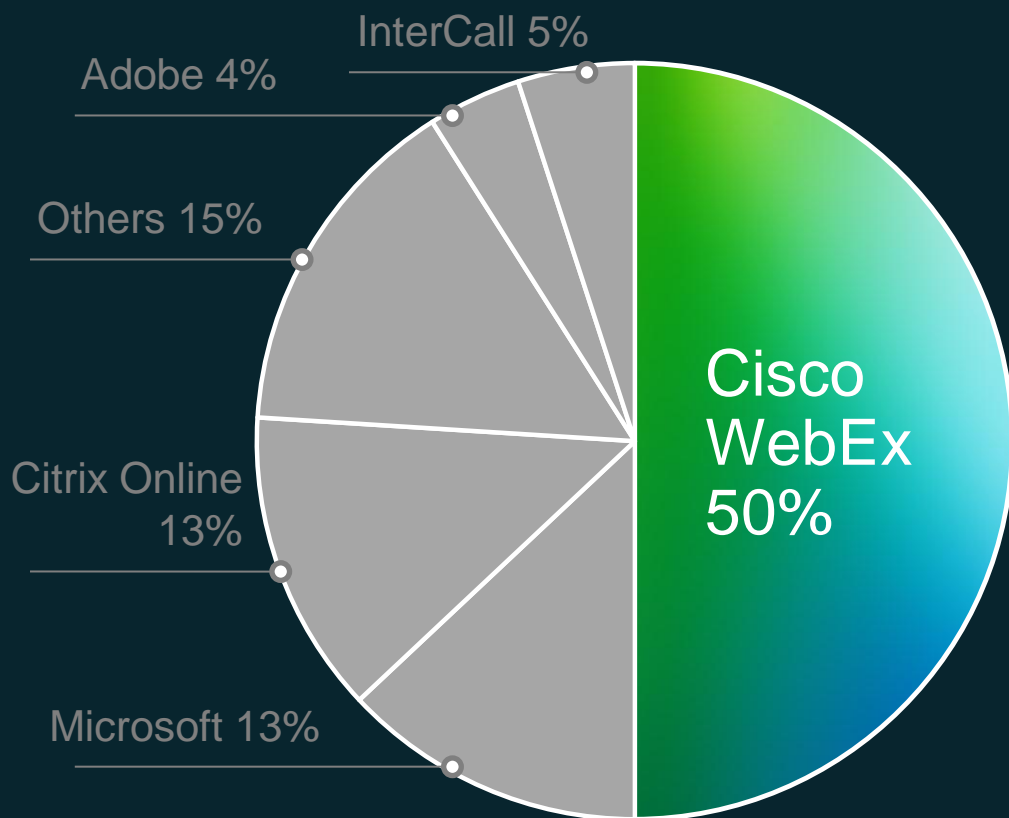
# WebEx Web Conferencing

## Industry-Leading Meeting Solutions



- Industry-leading web conferencing
  - Audio, web, and high-definition video
  - Meeting, Training, Event, and Support versions
- Document, application, desktop sharing
- Manage meeting activities with Meeting Spaces
- Ad-hoc and scheduled meetings, including scheduling with Outlook and Lotus Notes
- Interoperable with Cisco UC products
- Delivered securely over the Cisco WebEx Cloud or on-premises (server)
- Consistent, cross-platform experience
  - Windows, Mac, Linux, Unix, Solaris
  - Supported on mobile devices
  - Available in 13 languages

# WebEx Is the Market Share Leader for Global On-Demand Web Conferencing



50%  
Market Share

Cisco WebEx  
Leads the Market

Source: Frost & Sullivan, World Web Conferencing Hosted Services Market, August 2010, N7F6-64.



# Best in Class

#1 IP Telephony  
#1 TelePresence  
#1 Web  
conferencing

## Web Conferencing





**Participants from over 230 countries**

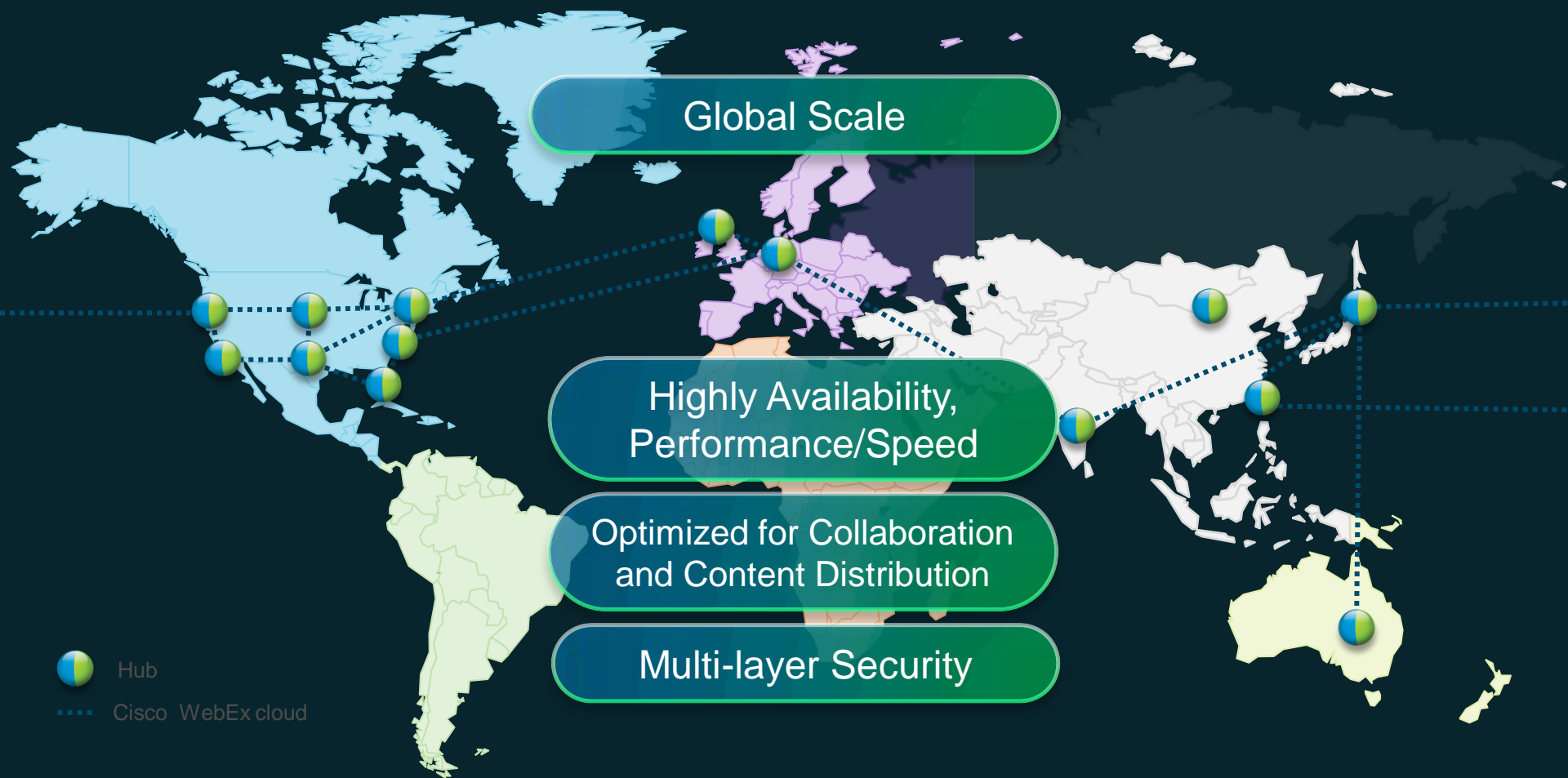
**Over 6.8 million registered hosts worldwide**

**31+ Million meeting attendees per month**

**1.8 Billion meeting minutes per month**

**2.7 Million mobile downloads**

# Cisco WebEx Cloud



# Webex pre Projektový manažment ? (1)

“dodávateľský” PM – viacej projektov, rôzni ľudia, rôzne spoločnosti / firmy  
“odberateľský” PM – môže mať menej ale komplexnejších projektov

## PM potreba

Ad-hoc míting – potrebujem okamžite

Pravidelné mítingy

Míting “o pol noci, počas mojej dovolenky v Grécku”

## Webex feature

Webex One-Click tool – na svojom PC  
Instant Meeting – z ľubovlného browsera (kaviareň)  
Integrácia do IM klienta – Cisco Jabber

Outlook plánovanie  
Web plánovanie

Webex je Cloud služba  
(podobne ako Facebook)

# Webex pre Projektový manažment ? (2)

## PM potreba

**Zdieľanie:** Issue Register, Register Rizík, a pod.

**Hlas:** počuť všetkých – bez ohľadu na to kto je kde, môže aj šoférovať...

**Jednoduchosť:** ja nechcem nič inštalovať a zákazník už vôbec nie

**Záznam:** každý účastník vidí a počuje na čom sme sa dohodli

## Webex feature

Desktop Share  
Application Share  
File Share  
Video Share  
Annotations

Free VOIP – PC USB headset  
Call-Back – Webex volá vám (mobil, pevná linka)  
Call-in – volám do webexu (mobil, pevná linka)  
PSTN čísla skoro v každej krajine  
“free” 800 čísla

Webex je “browser based”

**Recording:** na PC alebo v Cloud-e  
Nahráva sa ÚPLNE VŠETKO



# Cisco WebEx Productivity Tools

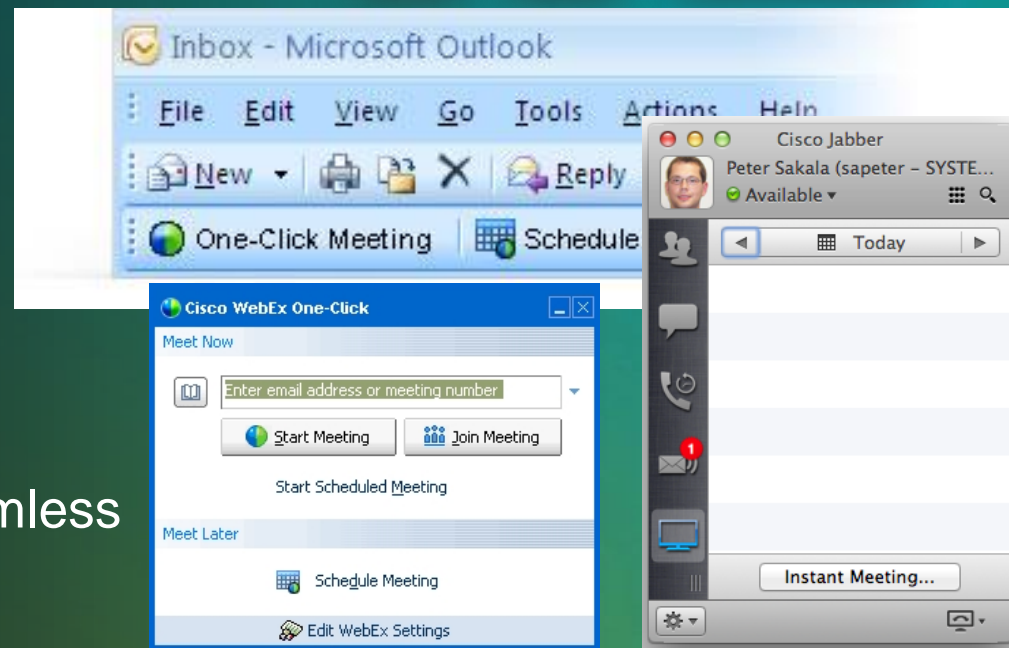
Instantly start and schedule meetings,  
and invite participants



Start meetings fast with  
Cisco **WebEx One-Click**

**Schedule** meetings right  
**from** your Microsoft **Outlook**  
or **Lotus Notes** calendar

Automatic installation and seamless  
integration



# Odkúšajte si Webex práve teraz - demo

Mobilná aplikácia pre iPhone, iPad, Android, Blackberry



Android smartphones  
and tablets



iPhone, iPod  
touch, iPad



BlackBerry



Preinstalled on  
Samsung Omnia Pro 4



Mobile Browsers:  
Symbian, Windows Mobile

**Leader in mobile meetings – 2.7+ Million mobile downloads**

- Host, join, start, schedule meetings
- Audio conference (callback or call-in)
- View shared content, live annotations
- Public and private chat
- High-quality, 2-way multipoint video (iPhone, iPad, Android tablets)

**KCTWiFi**  
**Kctw0823**

# Odkúšajte si Webex - zadarmo

[www.webex.com](http://www.webex.com) - Sign up Free



Thank you for selecting WebEx Meetings

Your WebEx Meetings  
Basic plan includes:

- 3 people per meeting
- 1 host license
- VoIP audio (Internet)
- Sharing of desktop, whiteboard
- Standard quality video
- 250 MB of storage

Please fill out your contact information.

All Fields Required

First Name	Last Name
<input type="text"/>	<input type="text"/>
Email Address	Company
(Your email address will serve as your user name).	<input type="text"/>
Country	
<input type="text" value="United States"/>	

[Purchasing outside the U.S. and Canada?](#)

[Cancel](#) [Continue](#)

## WebEx Meetings

Collaborate and share in  
a whole new way.

WEBEX MEETINGS Sign up Free

-OR-

Buy Now

And get unlimited meetings!



### BONUS!

Get full Premium 25 features  
FREE for the first 14 days!

- Up to 25 attendees
- Integrated phone and VoIP call-in
- HD Video

No obligation. After 14 days, your  
account will revert to Basic, so try  
out your Premium features today!

# KCTWiFi

# Kctw0823



KCTWiFi  
Kctw0823

# Demo

Za normálných okolností dostanete link/email/chat

Dnes ale:

iPAD: -ľavý dolný roh „Join by Number“

Android: „Join by meeting number“

Password = 12345

**e**FOCUS

# Demo: Recording



**eFOCUS**



# Cisco WebEx Meetings Server On-Premise

webex na serveri, vo vašom dátovom centre

- **WebEx meetings in a private cloud**  
Installed in your **datacenter**
- **All-in-one conferencing solution**  
Incorporates **audio, web and video in a single solution**
- **Same great WebEx user experience**  
WebEx clients for PC, Mac, iPhone, and iPad; high quality video; sharing, annotation, and collaboration tools; recording and playback etc.
- **Software-based**  
Designed for Cisco UCS Servers + VMware 5
- **Integrates with Cisco UC suite**  
Extends Cisco Unified Communications Manager to conferencing, and meeting escalation from Jabber\*. Also part of CUWL Pro



# Niekoľko referencií



# AXA Seguros



## Insurer Improves Agent Training, Gains Competitive Advantage

### Challenge:

- Provide top-quality, ongoing **training** to 8000 sales agents scattered across Mexican Republic

### Solution:

- Cisco WebEx Training Center delivers consistent, up-to-date training regardless of agent location

### Results:

- Delivered same quality of training to agents in remote areas as those in big cities
- Reduced travel by 70 percent, while providing instruction to more agents
- Furthered company's Green Actions initiative by reducing travel and printing requirements

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*"Since deploying WebEx Training Center, we've seen huge gains in productivity and communications. And those gains have come at a very low cost to AXA Seguros."*

*"From the high-quality videoconferencing provided by TelePresence to the rich distance learning opportunities afforded by WebEx software, our Cisco solutions are allowing us to collaborate in ways we could have never imagined prior to our adoption of these technologies."*

Carlos Islas Murguía, director, AXA University, Mexico City, AXA Seguros



# BPI Group

## Global HR Firm Reaches Clients with Web Coaching



### Challenge:

- Provide one-on-one **career coaching** services to clients in remote areas to help establish company presence in United States

### Solution:

- Video-enhanced online training lets BPI coaches conduct immersive sessions with remote clients

### Results:

- Grew company by 30 percent, driving 1/3 of that increase through remote coaching
- Six percent of BPI Group's 2009 gross income came from WebEx delivered coaching services
- Spurred internal collaboration among global participants with sharing tools

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*"I don't think we've ever made a smarter investment to support our business. WebEx-enabled remote coaching is allowing us to increase our reach and scope while maintaining the quality of our services."*

*"BPI is still a fairly lean operation in the United States, so we don't have a huge IT presence. The last thing I wanted was to make a lot of work for them in building out server capacity, troubleshooting software, and so on. With a hosted solution such as WebEx, those issues are no longer our problem."*

Chris Osborn, senior consultant, BPI Group

# European Patent Office (EPO)

## Government Agency Expands Training with Online Classes

### Challenge:

- Demonstrate capabilities of large, complex patent database and provide training and support to multinational users **without conducting in-person training**

### Solution:

- Cisco WebEx solutions enabled easy delivery of online training and support across all of Europe

### Results:

- Expanded training program to reach remote target groups using online classes
- Enabled easy update of materials to keep participants aware of new developments in patent field.
- Helped promote innovation

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*“The virtual classrooms allow us to connect with target groups that we were unable to address before. We now have more contact with companies in the United States and Asia, as well as Eastern Europe.”*

*“We can update the content in our online training sessions very easily, so we can tell our participants about new developments in the field as they are happening. From that perspective, WebEx is helping us promote innovation and raise awareness about patent systems.”*

Dr. Roland Feinäugle, training coordinator,  
patent information promotion and training,  
European Patent Office



# Kohn Pederson Fox (KPF)

Architectural Firm Expedites Multinational Projects with WebEx

## Challenge:

- International architectural design firm needed a way to collaborate on complex design projects with geographically dispersed teams

## Solution:

- WebEx Meeting Center enabled the firm to conduct highly effective project and client meetings online

## Results:

- Accelerated execution of projects by reducing amount of travel and increasing communication with WebEx technology
- Enabled more environmentally sustainable practices with web conferencing
- Used technology to gain competitive advantage in fast-paced industry

*"In our field, it's increasingly important for us to remain aware of sustainability issues, especially in regard to designing buildings that consume less energy. We've reflected those concerns throughout our internal operations, eliminating paper and going digital whenever possible. WebEx certainly plays a role in those efforts to preserve natural resources."*

*"WebEx gives us the ability to share data in conjunction with video, and that combination is very powerful. It has made our online sessions as efficient as in-person meetings."*

James Brogan, senior associate principal & director of firmwide technology, KPF

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# Santa Maria Nuova Hospital

## Second Opinion Consultation Takes Place Online Using WebEx

### Challenge:

- Consult with specialists in real-time to obtain second opinions during emergency situations

### Solution:

- WebEx Training solutions enable interactive consultations between doctors at the Santa Maria Nuova hospital and other locations

### Results:

- Improved patient care by collaborating to create more specialized treatment plans

Click here to [read](#)



*"Thanks to WebEx and with minimal investment, we are able to use a tool that is at the cutting edge technologically and to improve the quality of service provided to our patients, even if this occurs indirectly."*

*"One of the strengths of WebEx is the fact that if I highlight a detail on the image and another colleague of mine wants to point out another detail to me on the same image, it only takes one click to open the tool for providing notes to the other colleague. WebEx therefore achieves much more than merely projecting the image to a group, as it provides us with a high level of interactivity while being remarkably easy to use."*

Mauro Barani, information technology and telematics department, Santa Maria Nuova Hospital



## Power Tools Maker Inspires Dealers with Online Training

### Challenge:

- Keep geographically **dispersed dealer network** knowledgeable on company offerings through dynamic online training

### Solution:

- Cisco WebEx solutions engage dealers with interactive video, polling, and animated presentations

### Results:

- Increased number of training sessions by almost 40%
- Improved training session attendance by 23%
- Strengthened relationship with dealers, resulting in more enthusiasm for products

Click here to [read](#)

*“WebEx technology is a great relationship-building tool. It’s this personal approach and deep knowledge-sharing that breeds enthusiasm, and in the end, it’s the enthusiasm that sells.”*

*“We can now inform our dealers of new products and news in real time. And by making our training sessions more easily accessible and engaging, we’ve been able to improve our training session attendance by 23 percent.”*

Rob Baker, technical manager, STIHL