

Powering your Future - Proofed Workplaces with Cisco

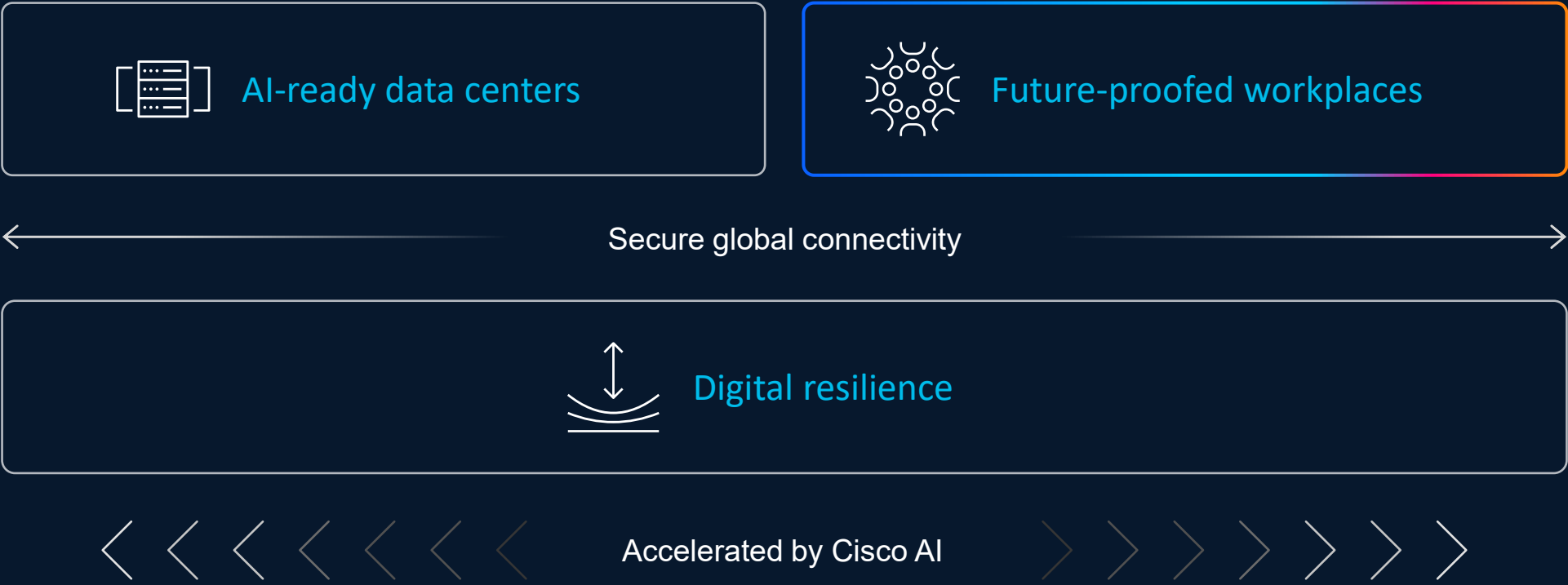
Kristjan Veskus
AV multimedia müügijuht

9. oktoober 2025

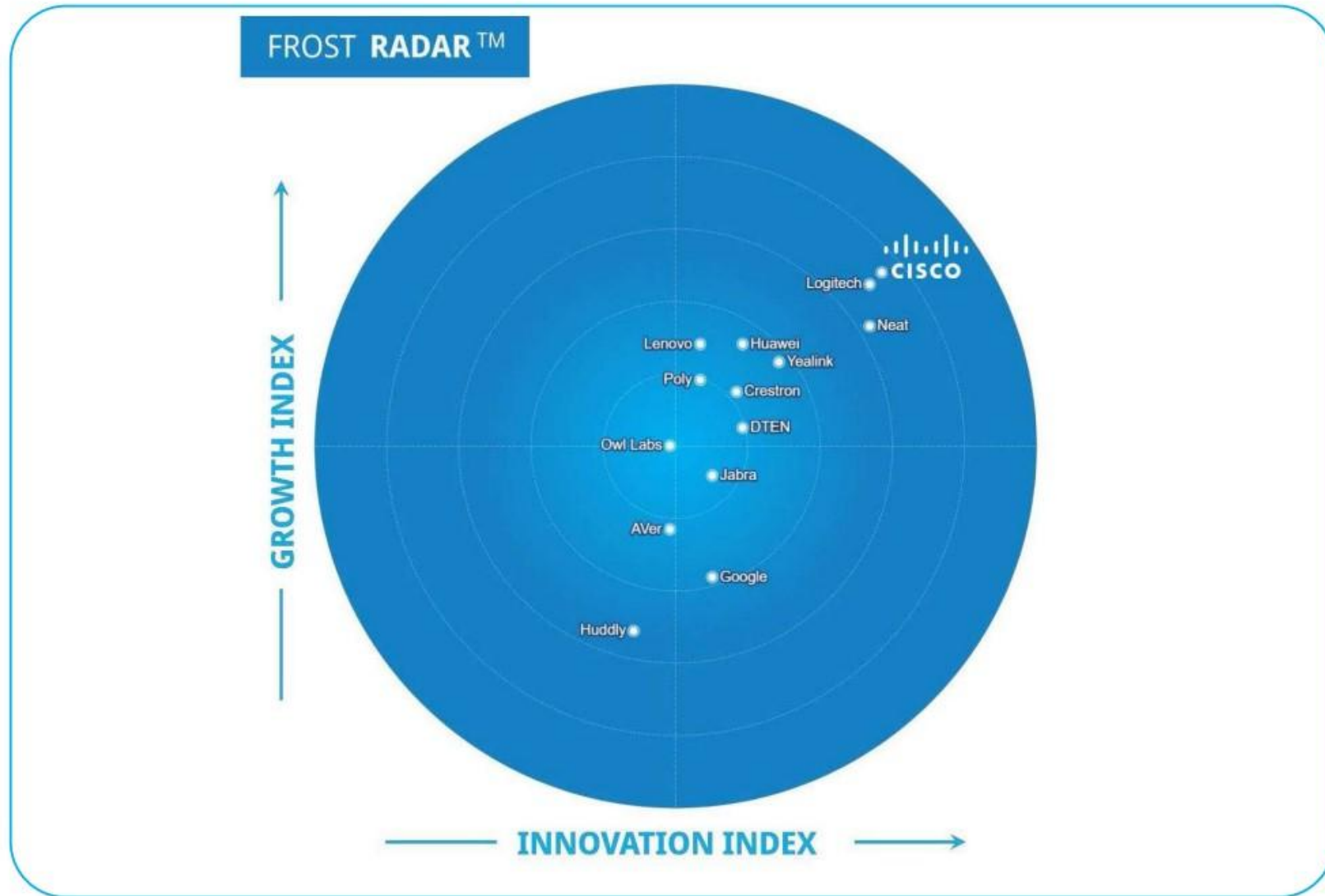
Sensitivity: Internal



Cisco powers how people and technology work together across the physical and digital worlds



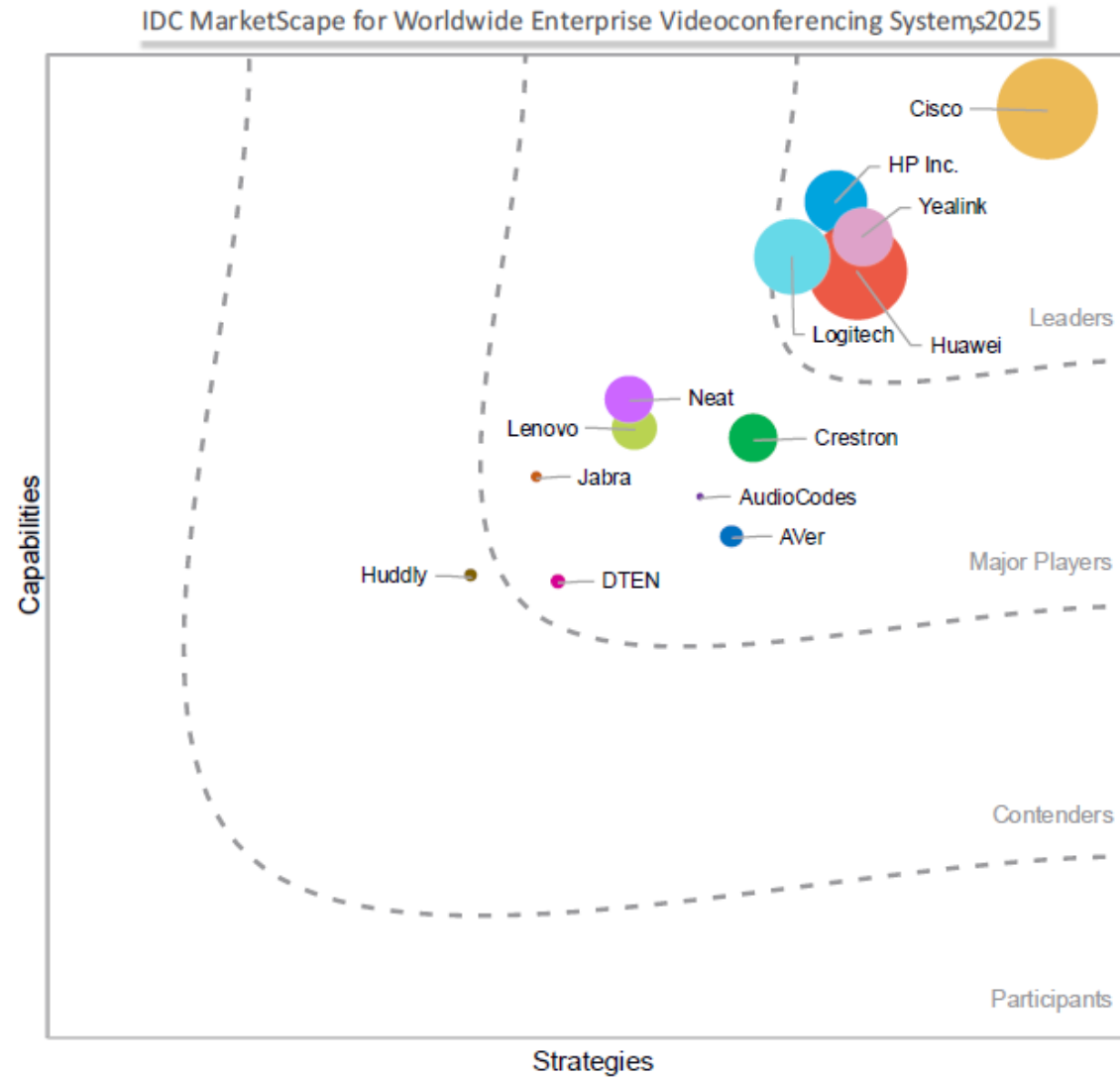
Frost Radar™: Meeting Room Video Conferencing Devices, 2024



Source: Frost & Sullivan

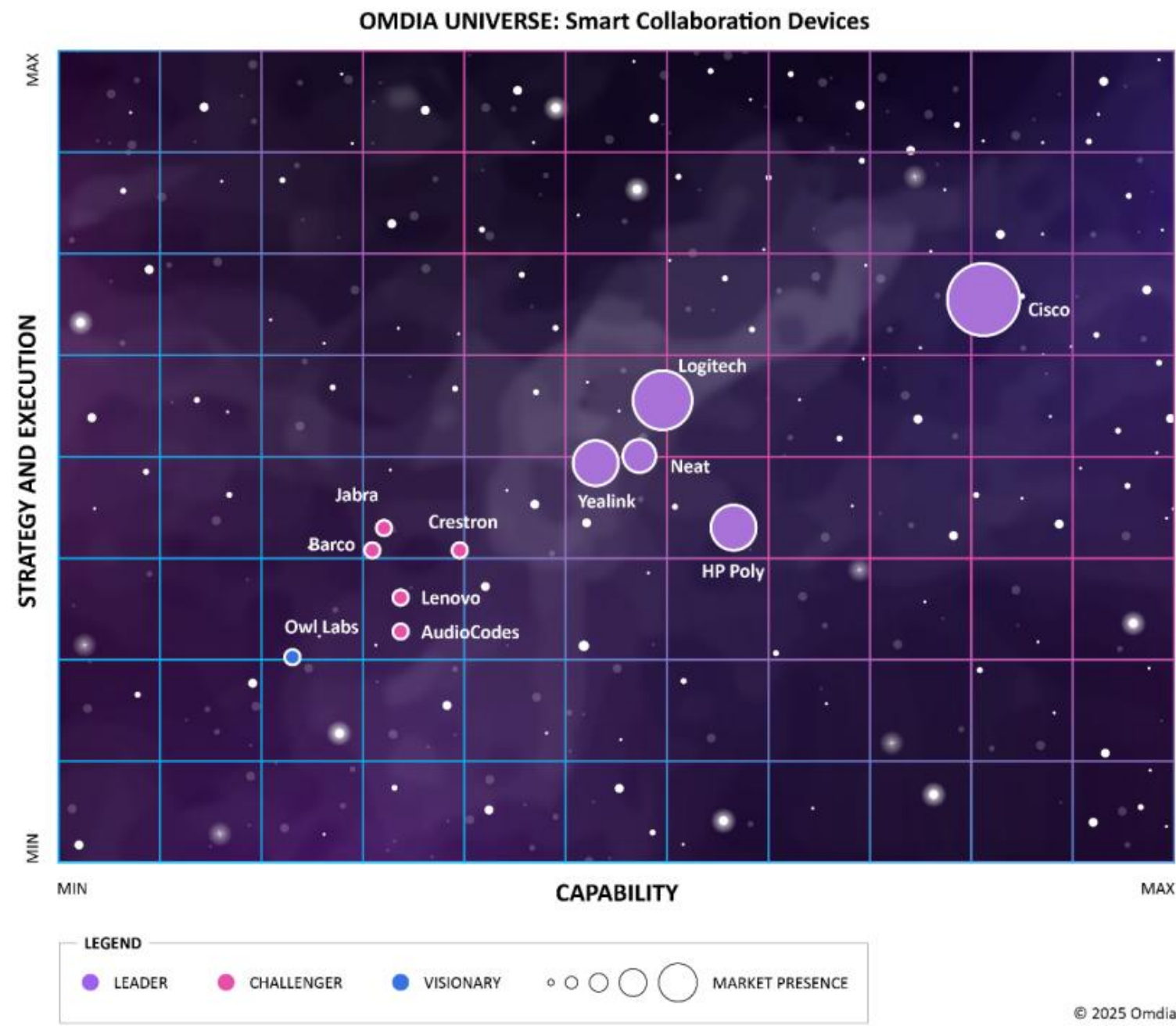
FIGURE 1

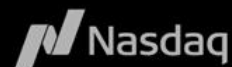
IDC MarketScape Worldwide Enterprise Videoconferencing Systems Vendor Assessment



Source: IDC, 2025

Figure 1: The Omdia Universe: Smart Collaboration Devices





Top Brands Trust Webex



Waves of Device Refreshes

Successive Waves of Device Refreshes



Codec	First Orderable	Announcement	End of Sale	End of SW	End of Vul. + LDOS	Lifecycle
Kit Mini	Nov 2018	Apr 2024	Jun 2024	Oct 2026	Oct 2029	11 Years
Kit Plus	Apr 2017	Oct 2024	Apr 2025	Apr 2027	Apr 2030	13 Years
Room Kit	Feb 2017	Jul 2024	Jan 2025	Jan 2027	Jan 2030	13 Years
Room 55 & 70	Feb 2017	Feb 2022	Jun 2023	Jun 2025	Jun 2028	11 Years
Board Pro G1	Jun 2021	May 2024	Nov 2024	Nov 2026	Nov 2029	8 Years
Board S	Jan 2019	Nov 2021	May 2022	May 2027	May 2027	8 Years
Board Non-S	Jan 2017	Dec 2018	Mar 2019	May 2027	May 2027	10 Years
DX80	May 2014	Oct 2020	Jan 2021	Jan 2023	Jan 2026	12 Years
DX70	May 2014	Feb 2018	Aug 2018	Aug 2019	June 1, 2025	9.5 years 31 st JANUARY 2026
SX80	Mar 2014	Apr 2019	Oct 2019	Oct 2021		10 Years
SX20	Mar 2014	Apr 2019	Oct 2019	Oct 2021		10 Years
SX10	Mar 2014	Jul 2019	Jan 2020	Jan 2022		11 Years
MX Series	Mar 2014	Oct 2018	Apr 2019	Mar 2021		10 Years

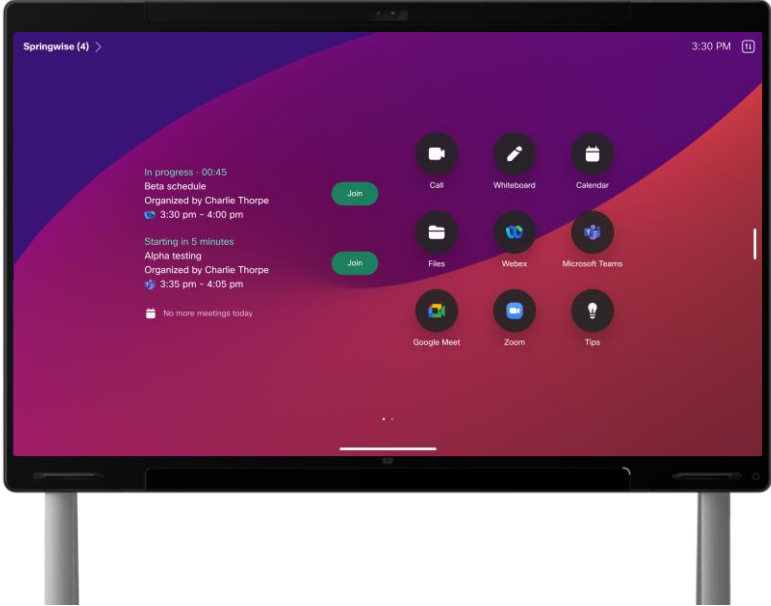
We extended Cloud Registration Support until June 1 to allow for refreshes.



Giving our customers additional flexibility and choice



Cisco Rooms experience



Teams experience



OR

Same device, powered by Cisco RoomOS



Full featured



Enhanced⁽¹⁾



Guest



Full featured⁽³⁾



Enhanced⁽³⁾

¹Microsoft Teams join via VIMT for enhanced. WebRTC join if no VIMT

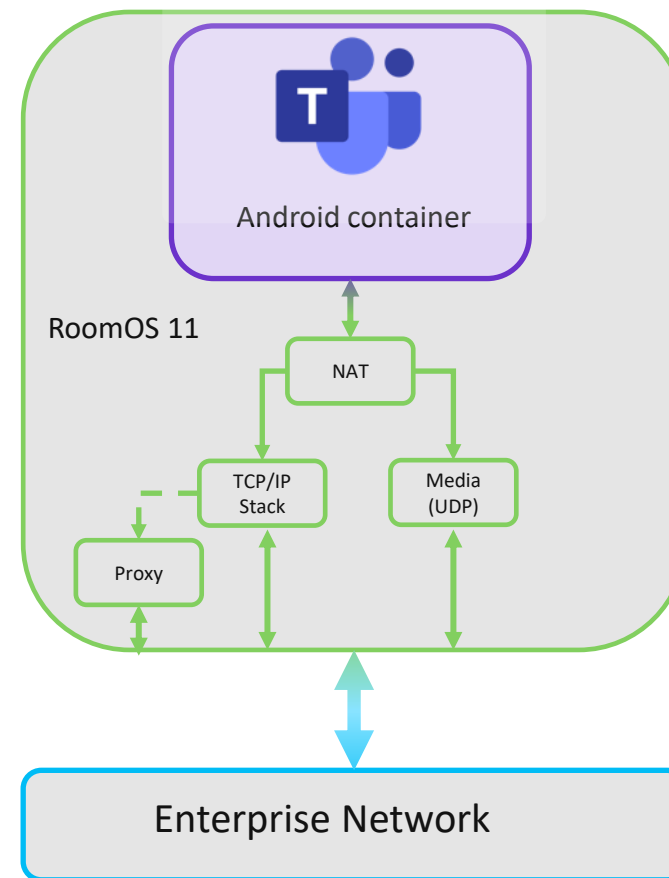
²Zoom for Cisco Rooms

³Requires Control Hub registration. WebRTC join with only Microsoft registration

Cisco Devices Certified for Microsoft Teams

Secure RoomOS environment

- RoomOS is the operating system running on Cisco Video devices.
 - Purpose built for real-time collaboration and security
- Microsoft Teams on Android is not visible to the network layer
 - Android OS is containerized on top of RoomOS
 - Network traffic is handled by RoomOS
 - Single IP Stack to network (RoomOS)
 - Single MAC address on network (RoomOS)
 - Single wireless configuration (RoomOS)
- RoomOS updates include updates to the secure Android container
 - Updating of Android is not a customer commitment as this is taken care of through RoomOS updates.



Why Cisco Devices



Huddle Spaces



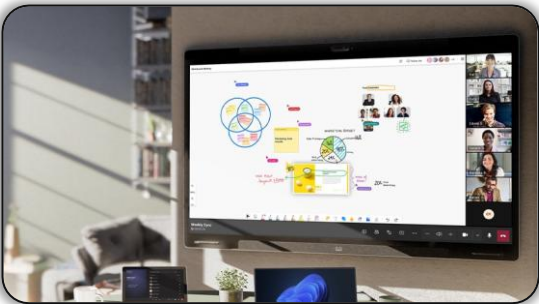
Small Rooms



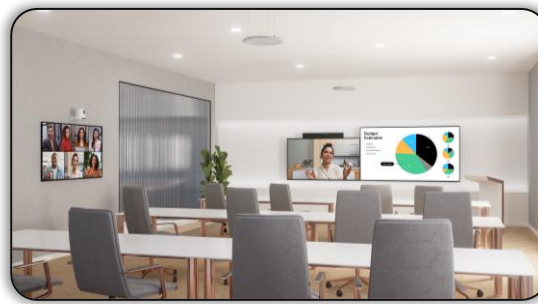
Medium Rooms



Large Rooms



Ideation Spaces



Training Rooms



Auditoriums

Visit: cs.co/workspaces

- Standard room templates
- Blueprints
- Design tips
- NEW Workspace designer

Cisco devices for Microsoft Teams Rooms

Video Bars and Kits



Room Bar

Integrated video bar appliance designed for simple, flexible and cost-effective video-enablement of [small workspaces](#)



Room Bar Pro

Bringing together the best of both worlds with easy-to-deploy, AI-powered meetings scaled to the [medium workspace](#)



Room Kit EQ

Powerful room kit with the Quad Camera, AI-powered Codec EQ, and smart room peripherals for [medium to large workspaces](#)



Room Kit Pro

Advanced room kit with the Quad Camera, the powerful Codec Pro, and smart peripheral options for [very large workspaces](#) and specialist AV environments



Cisco devices for Microsoft Teams Rooms

Integrated Systems



Desk Pro

All-in-one video conferencing and digital whiteboarding for [jump rooms and huddle spaces](#)



Board Pro Series

All-in-one video conferencing and digital whiteboarding for [small to medium workspaces and ideation spaces](#)



Room Kit EQX

Dual-screen system supporting immersive audiovisual experiences like Front Row. Bring your own screens (65"–85"), premium frame design and multiple mounting options. Spatial sound and noise removal. Ideal for [premium workspaces](#)



Cisco devices for Microsoft Teams

Microsoft Teams Panels

Microsoft Teams Panels are a scheduling device that integrates with Microsoft Teams, providing real-time information on meeting room availability and allowing users to book rooms directly from the device. It enhances productivity and streamlines meeting room management within an organization.



Microsoft Teams certified peripherals

Intelligent peripherals to pair with the Teams app and the Cisco Desk Series



Desk Camera 4K

Up to 4K UHD intelligent USB webcam. Supports Windows Hello



Bang & Olufsen Cisco 950

Professional wireless earbuds that feature a minimalistic design, adaptive noise cancellation, on-ear call controls, enterprise grade security and a tailored fit for all day comfort



Headset 320 series

Affordable dual or mono headset with USC-A, USB-C, or RJ-9 connections and in-line Microsoft Teams button



Headset 720 series

Everyday dual or mono Bluetooth® wireless headset with Voice Activated Microphones and on-ear Microsoft Teams button





EYES

CAMERA

EARS

MICROPHONES

BRAIN

VIDEO DEVICE

Everything over IP

Powering the future of room deployments

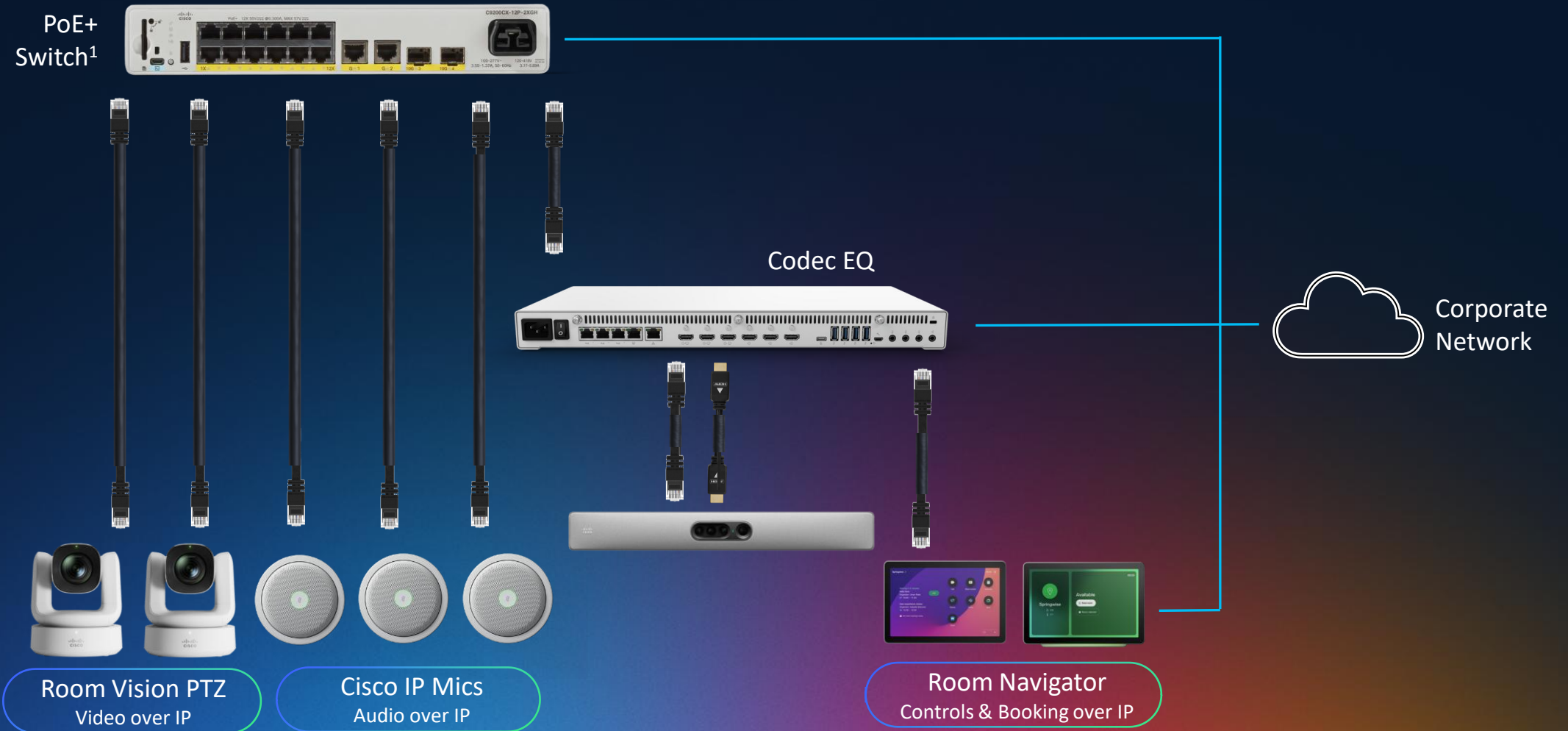


AI-POWERED EXPERIENCE | SIMPLE AVoIP INSTALLATION | SINGLE MANAGEMENT PLATFORM

Turn traditional AV approaches...



...into AV over IP convenience



Introducing the Cisco Room Vision PTZ

4K image sensor

80.5° horizontal field of view

12x optical zoom & 5x digital zoom

Embedded AI processing

Enhanced AI PresenterTrack

Fluid integration with Cisco mics & codecs

Hassle-free video over PoE+

Plug-and-play over a single Ethernet cable

Device management & software upgrades



Motorized, silent pan-tilt-zoom

340° pan range

115° tilt range

Dynamic speaker tracking & framing

Scalable multi-camera deployment

Optimized for cinematic meetings

Mounting options for wall and ceiling

Arctic White or Carbon Black

Streamlined cable management

Intelligent coverage in any workspace



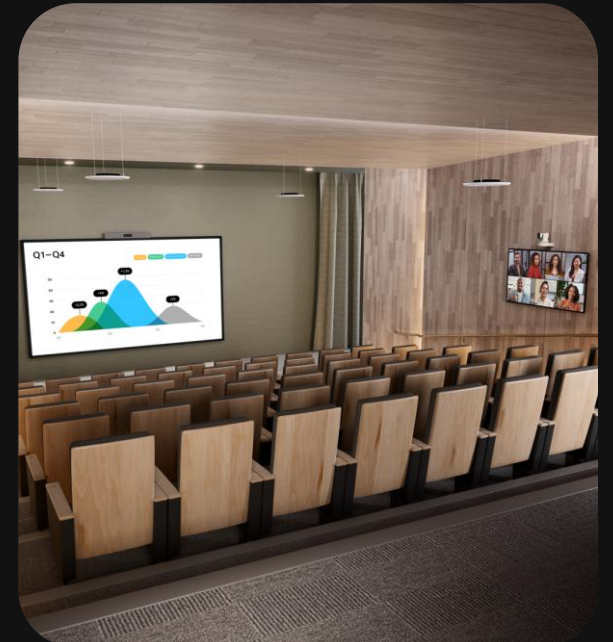
EVERYDAY MEETING ROOMS



BOARDROOMS



TRAINING ROOMS



AUDITORIUMS & FLEX
SPACES

Cisco Microphone Comparison

Intelligent IP microphones

New



Cisco Ceiling Microphone Pro

- Multi-directional, digital ceiling mic for meeting, learning & flex spaces
- AI adaptive beamforming to follow room dynamics and design changes
- Zero-touch, automatic positioning and embedded digital signal processing
- Discrete design, color & mounting options



Cisco Table Microphone Pro

- Multi-directional, digital table mic
- 4x adjustable microphone lobes
- Flexible mounting and color options & intuitive mute controls
- Advanced noise cancellation & embedded digital signal processing

Analog microphones



Cisco Ceiling Microphone

- 180-degree, omni-directional pickup
- Entry-level analog ceiling mic for any workspace
- Suspended ceiling mount



Cisco Table Microphone

- 360-degree, omni-directional pickup
- Entry-level analog table mic with flexible mounting options
- Smart mute controls

AUDIO OVER IP

SCALABLE VIA SWITCH

INTEGRATED DEVICE INTELLIGENCE

UNIFIED MANAGEMENT

FEATURE UPGRADES

SECURE ENCRYPTION

Hardware Overview

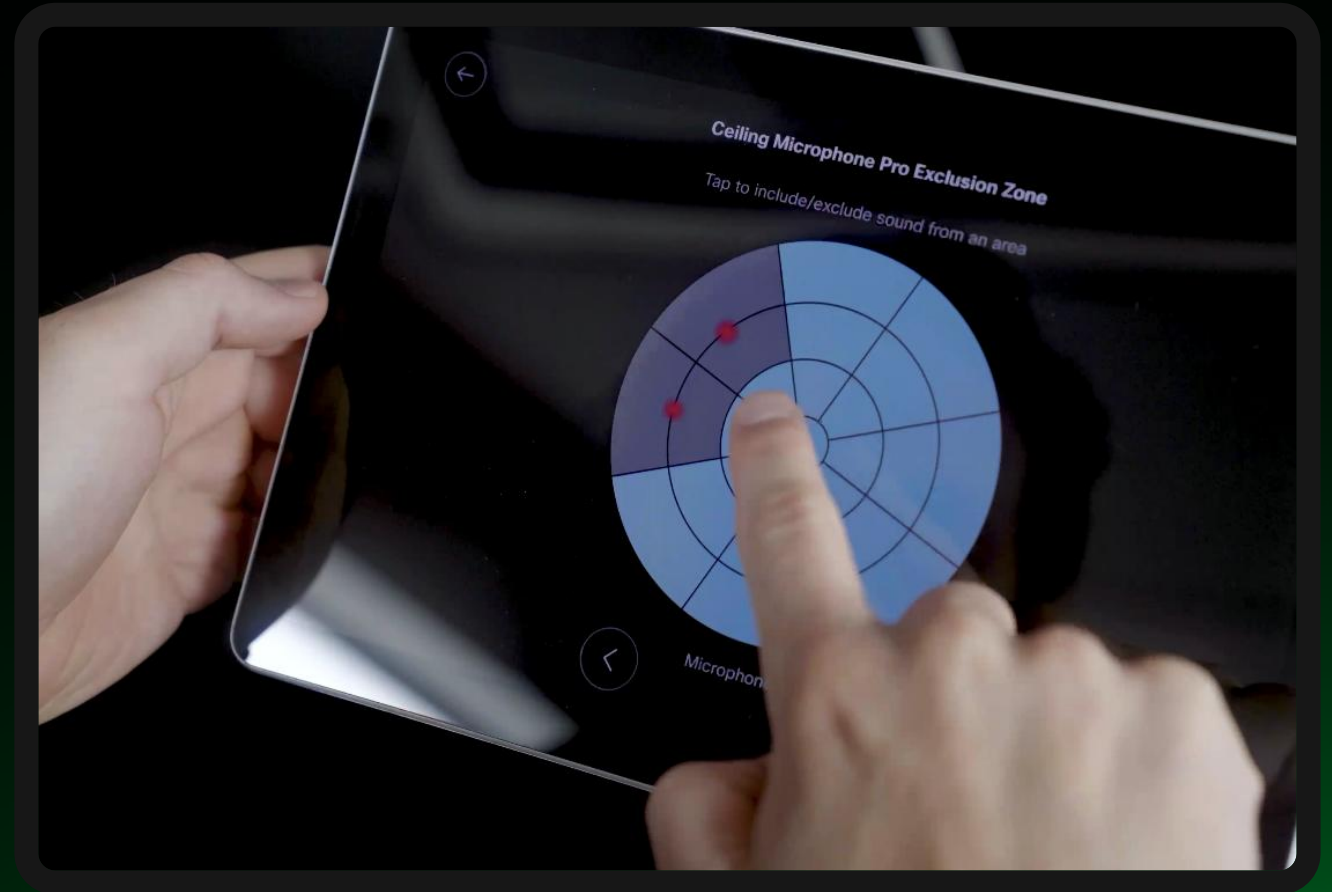
- 64 omnidirectional microphones
- 8 AI Adaptive Audio Beams
- 12ft Audio Pickup Radius (~3.5m)
- 3 Ultrasonic Speakers
- POE (8watts)
- Audio over IP
- 2 color options
 - Arctic white
 - Carbon black
- 3 mounting options
 - Wire suspension
 - Hard ceiling
 - Drop ceiling



INTRODUCING

Audio Zones

Block distracting background noises outside your meeting area to stay focused and present



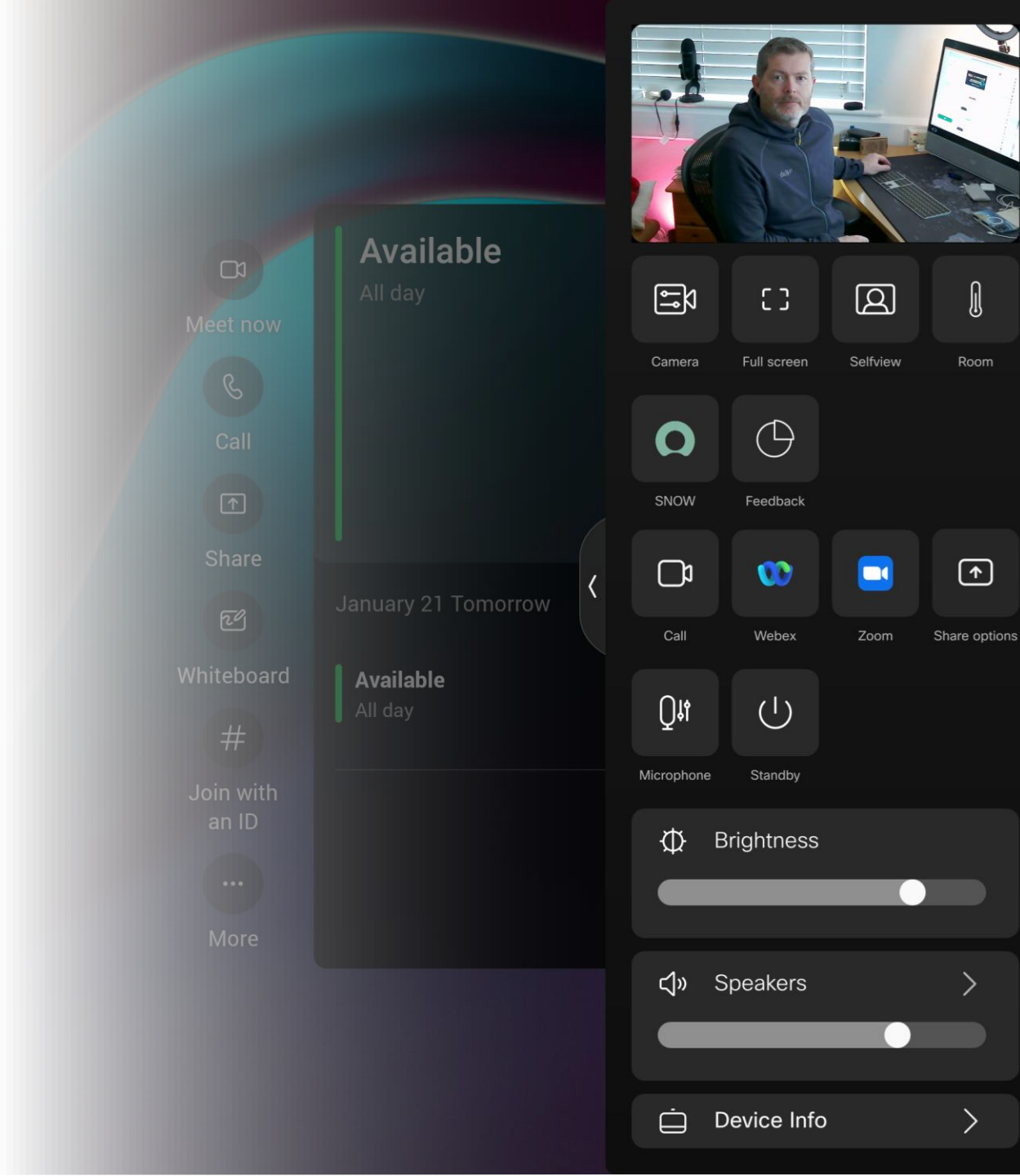
Access to RoomOS 11 Camera and Audio settings

Access to RoomOS 11 AI features

- Camera Intelligence
- Audio Intelligence
- Background Replacement (Cisco Desk Pro only)

When in a

- Microsoft Teams meeting
- Webex meeting
- Zoom meeting
- BYOD meeting (USB Passthrough)



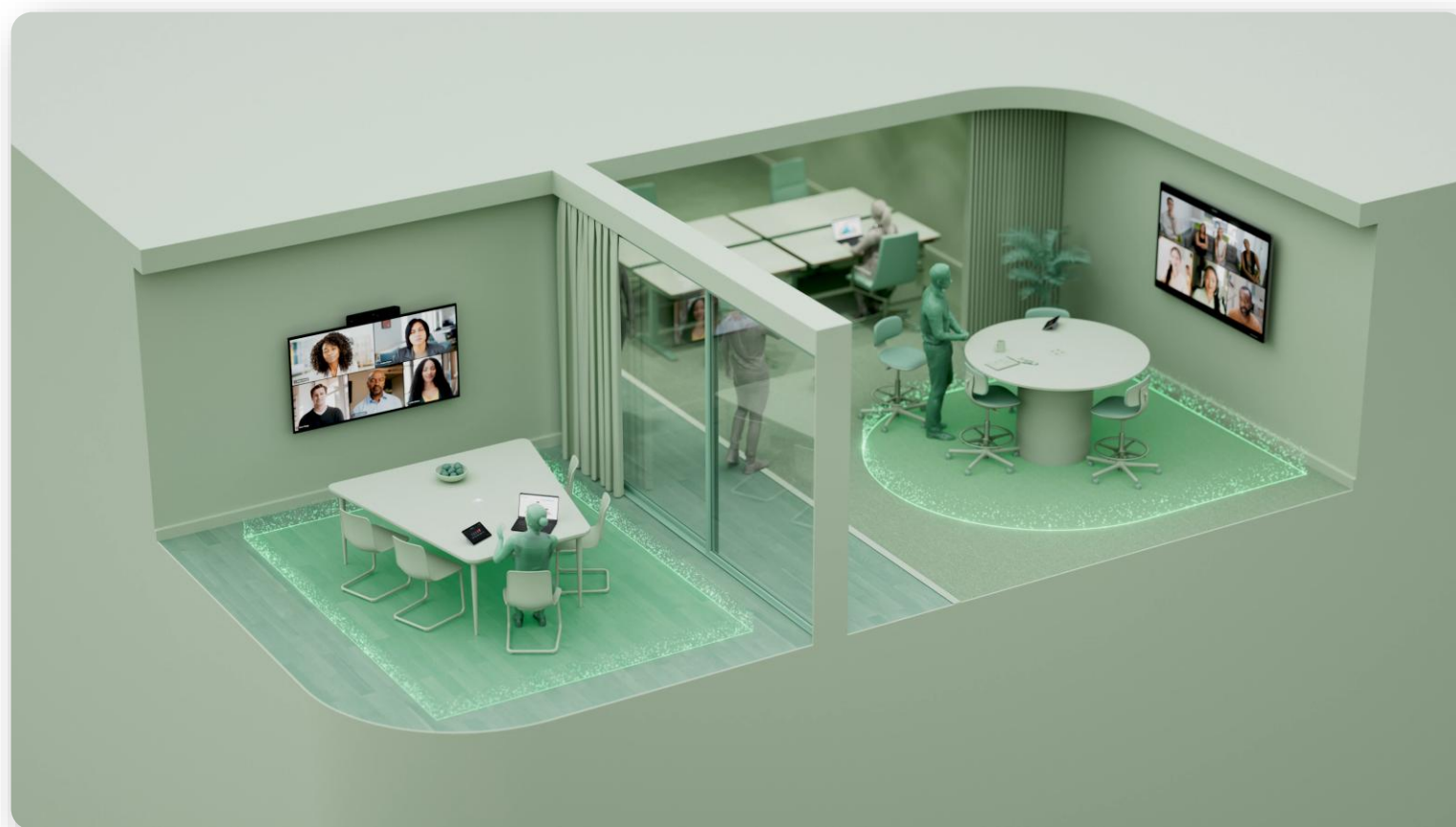
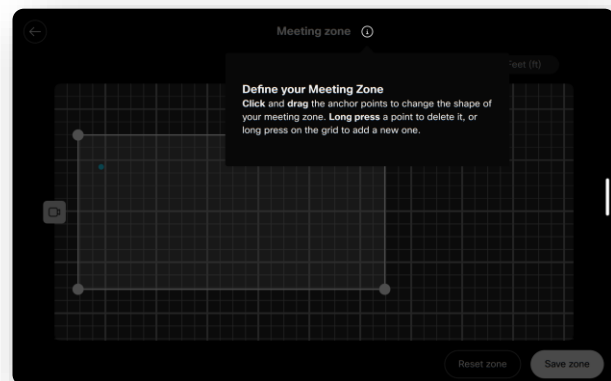
Cinematic Experiences

Meeting Zone

Enable efficient, distraction-free meetings in open spaces and glass-walled meeting rooms by only framing and tracking people in the meeting.

Manually set boundaries via the underlying RoomOS UI

When Meeting Zone is configured, People Count detection and analytics will only include those detected within the configured zone.



Frames

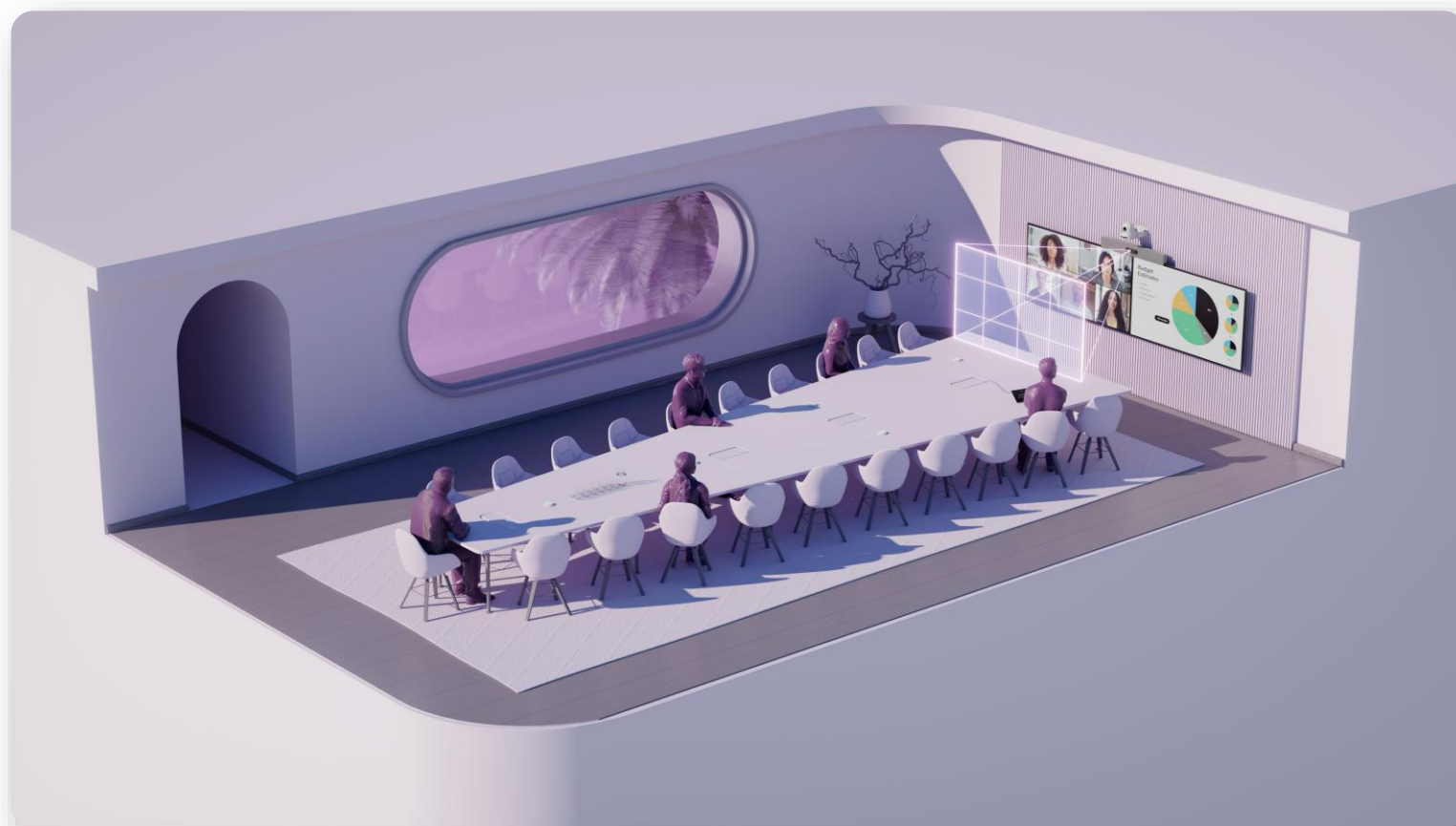
- Frames is a **camera mode** that captures a meeting room by sending an enhanced view of the people
 - Leaves out blank space and makes people larger, allowing for a better view of facial expression and body language
 - Adapts dynamically to capture people in individual frames or as groups if they are sitting close
 - If there are more than four people in the room they'll be grouped into frames, or the device switched automatically to a Group view that shows everyone present
- All processing is done with the device camera and **Frames** can therefore be sent to **any call or meeting**
 - Microsoft Teams
 - Webex
 - Zoom



Extended Speaker View

Bring equity to even the largest tables and the biggest meeting spaces.
Extended Speaker View brings the person at the top of the table into focus.

- AI-driven feature using:
 - One 'main' Quad Camera at the front of the room.
 - One Cisco PTZ camera located above the main Quad Camera
 - Cisco Table Microphone Pros or Ceiling Microphone Pros.
- All intelligence related to camera switching and control is run locally on the device, meaning that Extended Speaker View will work in Microsoft Teams Meetings as well as native Webex meetings



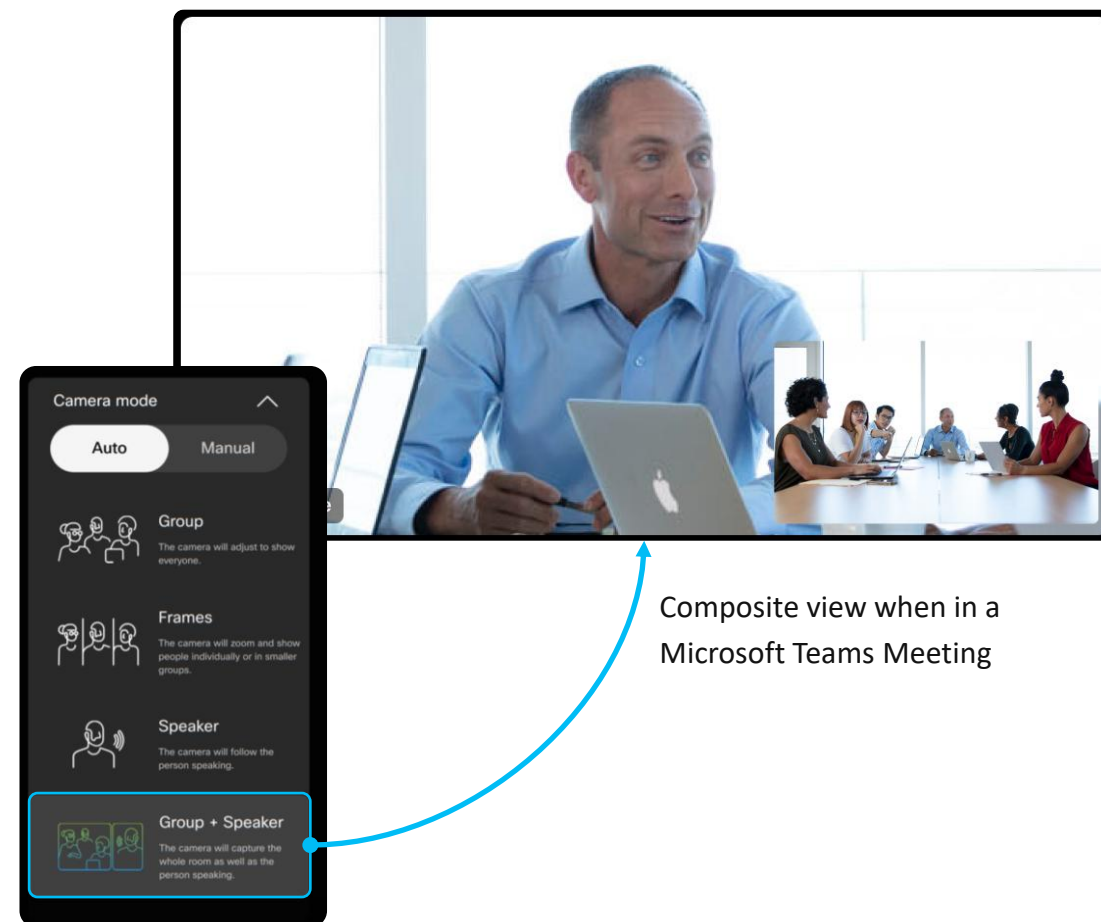
Group and Speaker

Provides the full room context with a group view and a close-up view of the active speaker.

- Microsoft Teams Meeting: views are composited into a single video stream with active speaker as main video with group view as PiP
- Native Webex meeting: Multi-stream with separate video streams sent for active speaker and group view
 - Registration to Control Hub and Teams Admin Center required.

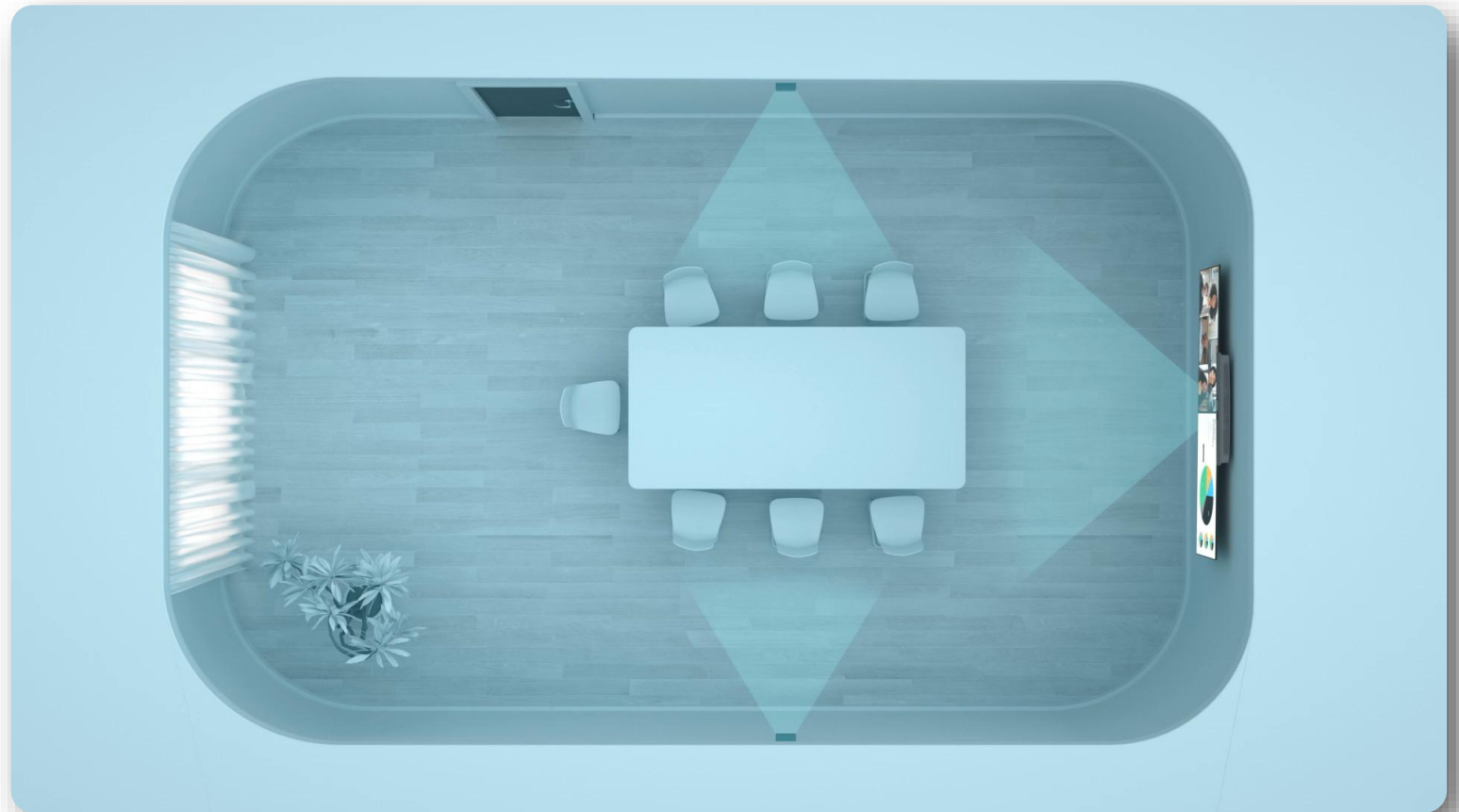
Please Note: Group and Speaker is only supported with Room Kit EQ with Quad camera, Room Kit EQX or Room Kit Pro with Quad camera.

It is not supported for sending in MTR mode with Board Pro G2 or Room Bar Pro



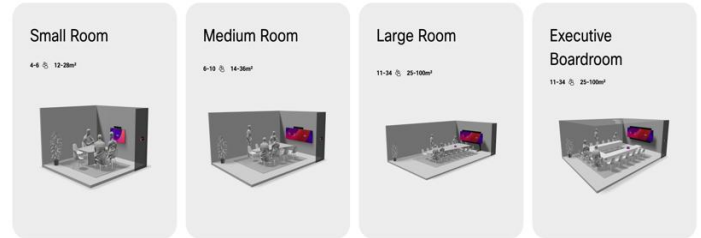
Cross-View

- AI-driven feature bringing cinematic views to meetings using:
 - One 'main' Quad Camera at the front of the room.
 - Two Cisco PTZ 'side-cameras' covering the long edges of the meeting room table
 - Cisco Table Microphone Pros or Ceiling Microphone Pros.
- All intelligence related to camera switching and control is run locally on the device, meaning that Cross-View will work in Microsoft Teams Meetings as well as native Webex meetings.



Take meeting rooms from inspiration to reality

Design your meeting room



Find the perfect meeting room setup catered for your real estate budget.

Workspace Designer



