



Cisco and Microsoft: better together

Kinly's insightful guide to this new,
powerful partnership



Cisco and Microsoft, plus Kinly, even better together

Bringing people and technology together for better productivity, wherever the work happens, is Kinly's reason for being.

And why do we do it? Because great things happen when people work together.

Now Cisco has announced the addition of a native Microsoft Teams Rooms (MTRs) option to its portfolio, you may be wondering what that means for your business. That's where we can help. Kinly people can share their candid insight, real-world experience, and technical expertise with you, to make sure your organisation has the tools it needs.

Whether you are looking to optimise communication, productivity and collaboration or meet your organisation's sustainability and ESG goals, this guide gives you the critical information you need to arrive at the right outcome for your workforce. For today, tomorrow and the years to come.

Please read on, request a visit to our Central London Customer Experience Centre or arrange a call with a Kinly Product Specialist for more information...

Kinly Cisco and MTRs credentials

3000+ Endpoints delivered since 2021

900+ Cisco / MSFT Accreditations

500+ Cisco/MSFT customers

25+ Product specialists (C&V and Microsoft combined)



Microsoft Gold Partner



Cisco Gold Partner

Cisco and MTRs: better together

Cisco has announced the addition of a native Microsoft Teams Rooms (MTRs) option to its communication and collaboration portfolio.

Extending availability of Cisco hardware to a wider audience, users can expect an enhanced user experience with greater flexibility in communication and collaboration tools – delivering a more productive and efficient workplace.

Microsoft Teams Rooms portfolio

- Board Pro
- Room Kit Pro *
- Room Navigator *
- Room Kit EQ *
- Room Bar *
- Desk Pro*

**awaiting certification*

Why choose Cisco MTRs?



Native meetings on Teams and Webex: Access all MTRs features. Launch full experience Webex meetings with one touch join. Only Cisco devices can do this.



Sustainability: Cisco hardware's shelf-life extends far beyond the industry standard of three years. Uses 70% less power than previous MTRs.



Environmental monitoring: Built-in sensors to the endpoint, provide value data on air quality, room temperature, ambient noise and light plus room occupation.



Best-in-class hardware stability: Experience fewer technical issues, and enjoy more productive meetings with less down time.



Best-in-class support and maintenance: Benefit from Cisco's industry-leading SLAs and warranties, all backed up by Kinly's range of Managed Services.



Centralised management: Using Cisco's Control Hub removes the operational burden from IT administrators with a single dashboard for device management and monitoring.



Competitive hardware pricing: The cost of Cisco MTRs is comparable to all other main manufacturers in the market.

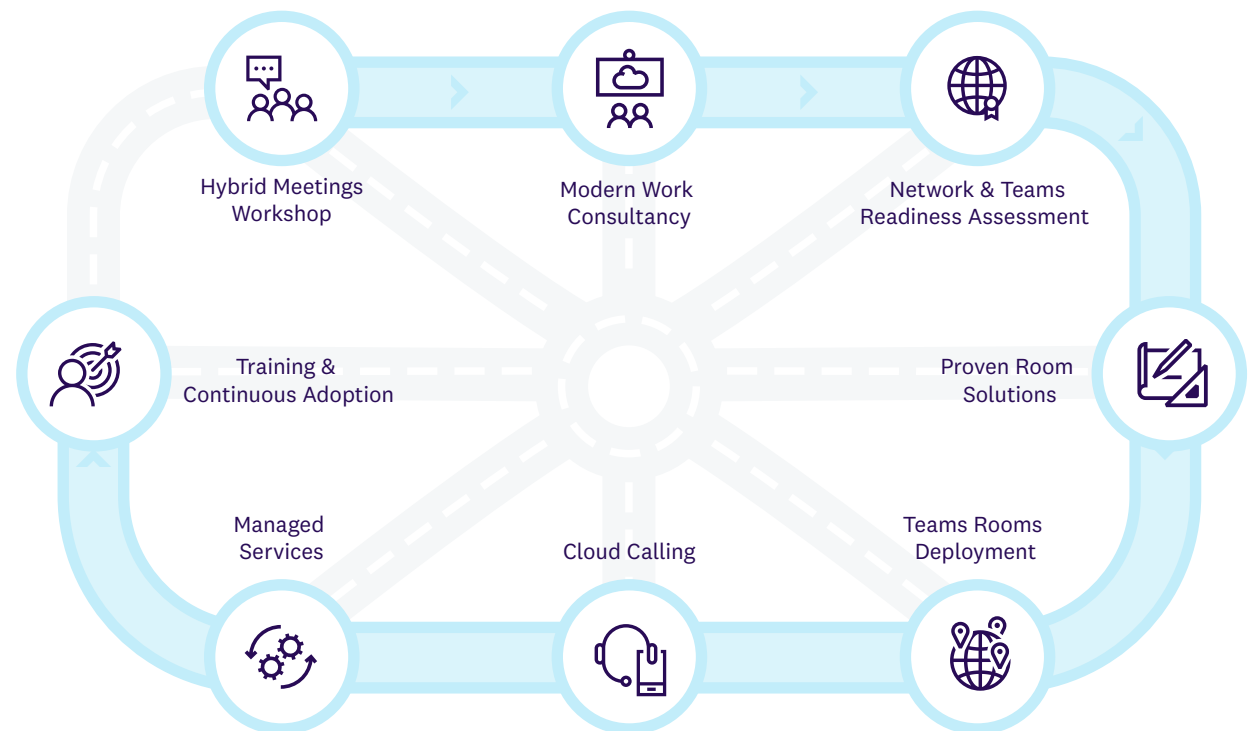
Where is your business on its Cisco MTRs journey?

Your business requirements are likely fall into four distinct journeys, which factor in your Teams migration strategy and maturity.

- MTRs House ▶ New to Cisco
- Cisco House ▶ Not begun transitioning to MTRs
- Cisco House ▶ Partway through migration to MTRs
- Former Cisco House ▶ Fully transitioned to MTRs with another vendor ▶ Want to return to Cisco hardware.

Kinly's Cloud and Video Team can provide you with the guidance to ensure wherever your business is on this journey, you select the best Cisco MTRs platform to address your specific requirements.

Kinly's Microsoft Journey



Commercial Opportunities

The cost of Cisco MTRs is comparable to all the other main manufacturers in the market. By utilising Cloud Promotional Pricing, significant savings can be achieved.

For example, the pricing demonstration shown here (right), saves around \$78,000* for a client requirement of 20 rooms and 10 Webex boards. Kinly's Cloud and Video team can guide you through how similar savings could be achieved for your business.

	Room Bar	Board Pro 55	Board Pro 75
MSRP	\$ 3,795	\$ 13,995	\$ 22,995
Promo Pricing	\$ 1,799	\$ 9,999	\$ 16,499
Saving p/u	\$ 1,996	\$ 3,996	\$ 6,496
Webex Subscription	\$ 5,000	\$ 5,000	\$ 5,000
Units	20	5	5
Total Cost	\$ 40,980	\$ 54,995	\$ 87,495
Savings	\$ 34,920	\$ 14,980	\$ 27,480

**Quote for illustrative purposes only and valid as of June 2023.*



Customer Experience Centre

38 Threadneedle Street, London

Making sure your organisation's workspaces enable effective collaboration is critical. And we believe the best way to envision your ideal Cloud & Video strategy is to see it in action for yourself. At our Customer Experience Centre (CXC) in the heart of the City, we invite you to get hands-on with the Cisco MTRs offering (including Cisco Board Pro, Room Bar and Room Kit EQ) and thrash out the right solution for your organisation.

Our team will build a bespoke demonstration for your organisation which helps you assess the goals of your business, evaluate the challenges and identify the right solutions to support your transition journey. We can't wait to get started!

Simply contact your Account Manager to arrange a visit or get in touch via the CXC booking form.



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