



Collaboration

OVERVIEW

Getting more out of your corporate intelligence is critical for business growth and sustainability. So enhancing your employees' capability to source, share, and evolve through collaboration technology results in a competitive advantage that can help your business achieve its strategic goals and objectives.

Human beings are naturally collaborative. Recent research shows that companies who have adopted collaborative technologies are able to identify threats and complete projects faster. In fact, the Aberdeen Group reports that collaborative companies can address business changes 36 percent faster, respond to immediate needs 40 percent faster, and quickly find the right expertise for project teams, resulting in shortened time to revenue.

Achieving these benefits, however, only comes with a well-functioning collaboration system.



BUSINESS VALUE

Video conferencing lets you communicate face-to-face, anywhere, at any time. If you're not using video, you're missing half of the conversation since 65 percent of all communication is nonverbal. Video communication lets you gauge your audience's receptiveness, reduce miscommunication, and build trust-based relationships.

When you want to integrate Collaboration technologies into your workplace, look for solutions that add advanced tools to the mix, including recordability, on-screen collaboration, or the ability to create virtual town halls or training sessions. A good partner will help you select the right solutions to create impactful communication that drives enablement and innovation for your business.

A connected culture wins top talent. Workplace demographics are shifting – employees want more mobility, flexible schedules, and virtualized collaboration. Highlights of this trend:

- 1. MILLENNIALS**
Millennials now make up almost 40 percent of the workforce; by 2025, Millennials will make up 75 percent of the workforce.
- 2. BRING YOUR OWN DEVICE (BYOD)**
Thirty-five percent of Millennial workers said a company's BYOD policy might influence them to accept or decline a job offer.
- 3. TELECOMMUTING**
Seventy-four percent of CIOs and IT managers place greater priority on workplace flexibility over other investments. In 2011, the number of people ages 16 to 24 who had a driver's license fell to 67 percent, its lowest level in a half century.
- 4. COST SAVINGS**
Forward-thinking companies that have moved to more flexible workplace and mobility strategies are seeing improvements in productivity and savings of more than 20 percent.
- 5. CONNECTIVITY**
Eighty-eight percent of Millennials agree that a connected culture is an important part of their dream job.

Our Data Strategy Collaboration Team specializes in building custom-fit solutions that:

- Are easy to set up with simple meeting invitations and one-click access
- Provide real-time display using full-screen portrayal of documents, applications, and your desktop
- Allow participants to show their own desktops or annotate yours
- Simulate in-person meetings using multi-point video
- Include integrated phone conferencing, using toll- or toll-free options with call-in or call-back, or integrated VoIP
- Offer built-in recording capabilities
- Can measure session effectiveness and improve future engagements with polls and surveys
- Offer unified call-control and management platforms that simplify administration, deployment, and troubleshooting.

OUR SOLUTIONS

Our Data Strategy Collaboration Team members are experts in:

- Voice and Unified Communications
- Tele-Presence
- WebEx.

We start by assessing your business objectives and balancing them against the need for enhanced collaboration tools and your budget. Our team will then review your existing products and design a plan to implement your new solutions. We'll work together to ensure that your collaborative needs for today are met as well as provide options that are flexible enough to grow as technology, and your organization, evolves.

We'll also assess your Mobility strategy ([see Mobility Solution Brief](#)) to ensure that your new collaborative solutions provide BYOD anywhere, anytime accessibility, including the appropriate level of security to ensure protection of your organization's intellectual property.

CAPABILITIES & EXPERTISE

Our team has implemented collaborative tools in a variety of business environments, from SMB to enterprise, from manufacturing and healthcare to finance and education. Our dedicated Collaboration Team knows the importance of building solutions customized to your organization and is armed with a variety of products from the industry's leading technology providers. This ensures that you'll receive expert-level assistance in selecting the right tools for your organization.

OUTCOMES

Businesses are more productive than ever, thanks to collaborative tools like video conferencing, file-sharing, and mobility. These technologies have made working across distances simple and secure. Collaborative workspaces give people the flexibility to be where they need to be to do the best work they can.

Benefits from Collaboration technology include:

- Flatten organizational hierarchy and better communicate with all levels of the business
- Elevate and personalize communication to improve the quality and speed of decision-making
- Save time, simplify workflows, and increase staff interaction and productivity
- Build trust and understanding across time zones and within teams through video communications
- Improve customer responsiveness by facilitating faster access to experts and information.

In addition to productivity improvements, these solutions can help your organization reduce travel, real-estate costs, and greenhouse gas emissions by supporting virtual meetings and telecommuting.