ClickShare Conference is wireless conferencing technology that creates understanding between people by freeing them to interact easily and naturally.

When this happens, meetings are transformed. Energy is born. People get engaged. Flow builds. And companies become communities bursting with ideas & innovation.
Elevator pitch to Business Decision Makers

- Engaging others is hard when it takes 7 minutes to setup the equipment in a meeting room¹
- It doesn’t have to be this way
- Bring your own meeting (BYOM) to the room and engage with everyone in less than 7 seconds² with ClickShare Conference

Elevator pitch to Technical Decision Makers

- Delivering a Digital Workplace is hard when people use 6 different conferencing solutions³
- You don’t have to limit them to just one
- ClickShare Conference is an outstanding BYOM solution that is triple agnostic - it works with any laptop, any peripheral⁴ & any conferencing platform

¹ Typical equipment setup time for a one-hour meeting is 7 minutes 12 seconds
² Typical setup time for the new ClickShare is less than 7 seconds
³ On average people use 6 different conferencing solutions in six-months
⁴ A list of validated peripherals can be found on our website. Other peripherals, supporting the general USB standard, might work but are not officially validated nor confirmed to work with the ClickShare Conference
Conference
Bring your meeting to the meeting room
Any device

Collaborate
Collaborate with remote meeting participants
Conferencing platform

Click
Click with both remote and in-person attendees
Any peripheral
ClickShare Conference conversation guide

Understand the customer’s current situation

- How many conferencing platforms do you use?
- Are conference calls always scheduled?
- How many of your meetings include remote participants and guests?
- What legacy equipment (e.g. conferencing devices, cameras etc.) do you have in your rooms?

Convince them that they need something

- People typically use 6 conferencing solutions, how do you support this?
- 53% of meetings include remote attendees, how do you help in-room and with remote attendees collaborate?
- 55% remote participants feel at a disadvantage, how do you improve their engagement in meetings?

Start a dialogue on why they need ClickShare Conference

- 71% of people are free to choose the conferencing solution they use, how do you deal with this?
- 67% regularly use video in meetings; 88% prefer video-conferencing in huddle spaces; 80% of organizations have huddle spaces
- How do you help and support them?

Gain agreement on the value of ClickShare Conference

- Would you like to engage remote attendees in 7 secs rather than 7 mins?
- Would you like to measure & improve ROI?
- Would you like to increase productivity with a BYOM solution that is enterprise-grade and triple-agnostic (it works with any laptop, any peripheral and any conferencing platform)?

Raise...

Awareness
Share the ClickShare presentation

Stimulate...

Interest
Give them a demonstration

Build...

Preference
Share the research findings

Gain...

Commitment
Talk about the ROI calculator

There are many other interesting facts and statistics in the “Future of Meetings Research Report” from Barco. Use these to supplement your ClickShare sales conversations.
ClickShare Conference demonstration guide

Installation is a breeze
Any peripheral supported

No need for room accounts
Deploy in any type of room

Setup in 7 seconds
It is the great new
ClickShare experience

It really is this easy!
Works out of the box with
any UC&C tool

Wireless collaboration
Max. flexibility any use for any room

No training
Maximum user adoption and engagement

It ticks all the boxes
It’s a reliable, future-proof solution

• Update Base Unit firmware
• Schedule a conference call
• Pair Button
• Test everything before visiting customer

• Connect peripherals to Base Unit
• Power on Unit

• Plug in ClickShare Button into laptop
• Give product presentation using ClickShare

• Setup conference on your laptop
• Use ClickShare Button to access peripherals

• Use touch back if there is a touch screen
• Use “quick button” to show collaboration & control features

• Pass Button to customer and let them setup a call
• Let them try other features themselves

• Demonstrate any other relevant aspects
• Go into detail
• Answer questions
• Discuss SmartCare, XMS Cloud central management, insights & analytics
ClickShare Conference portfolio overview

**CX-20**

**Conferencing**

Wireless conferencing and collaboration for any huddle room or meeting room frequented by guest and employees

**Key elements:**
- Full BYOD support
- ClickShare Button included
- Remote collaboration (HD)
- Local view of room display

**CX-30**

**Conferencing + interactivity**

Interact, discuss and collaborate with remote participants enjoying interactive meetings with touch back, annotation & blackboarding

**Key elements:**
- Full BYOD support
- Full interactivity
- Two ClickShare Buttons included
- Remote collaboration (HD)
- Local view of room display
- Moderation

**CX-50**

**Conferencing + premium collaboration**

Interact, discuss and collaborate with remote participants in superior AV quality driving multi-content sharing

**Integrate** into your AV/IT environment

**Key elements:**
- Full BYOD support
- Full interactivity
- Two ClickShare Buttons included
- Remote collaboration (full HD)
- With more inputs/outputs
- HDMI input capable
- Local view of room display
- Moderation

Go beyond in-room collaboration with the simplicity of ClickShare - a low TCO, flexible UC solution for every meeting room
Frequently Asked Questions (FAQs)

1. What peripherals will this work with?
   Any peripheral in your meeting room with a USB connection

2. How does this compare with software-based solutions (e.g. HRT Huddle One)?
   It makes higher quality audio & video easier to access and available to everyone, including guests

3. How does this compare to cable-based solutions (e.g. Mersive Solstice)?
   It’s fully wireless – see battlecards for further information

4. How does this compare to other solutions?
   It’s fully wireless, triple agnostic, highly flexible, cost effective etc.

5. How does this compare to room hubs (e.g. Crestron, Yealink, Skype Room System, Zoom Room)?
   Room hubs only support one UC or conferencing solution

6. How does this compare to collaboration displays (e.g. Microsoft Surface Hub, Google Jamboard)?
   These are expensive, single vendor solutions that need room account

7. How does this compare to a computer in the room (e.g. Avocor, Sharp, Intel NUC)?
   They provide a complex UX, are less secure and need an account for each tool

8. Can I re-use existing or legacy cameras, microphones or conferencing devices?
   Yes, if the device has a USB connection you can re-use it

9. Can other people share in the room and will remote participants see what is shared?
   Yes, the host can share a local view of the room display using any UC tool

10. Will this work without the ClickShare Button?
    The app is great for screen sharing and collaboration, but a Button is required for conferencing

11. Can this solution be integrated into our network?
    Yes, dual networks (e.g. corporate and guest) are supported

12. Is wireless conferencing available for earlier ClickShare devices?
    No, unfortunately it only works with our latest Base Units

13. Can we use wireless conferencing on our phone/tablet?
    Mobile devices can be shared in the room and the host can use local view to extend what is shared to remote meeting participants

14. How does this compare to single codec solutions (e.g. Starleaf, Cisco MX, LifeSize, Polycom)?
    These solutions are expensive, support one UC or need a bridging solution to support cross-platform conferencing (e.g. BlueJeans, Pexip)

barco.com/ClickShare
great things happen when people click