

# Tely Overview

March, 2016

**A & T**  
VIDEO NETWORKS



*\*For Tely resellers only*





# Revolutionary Video Conferencing from the VIDEO OVER IP SPECIALIST





- 18 years in Video Conferencing – since 1999
- Brought Disruptive Video conferencing products to India – Motion Media, Aethra, Visual Nexus, Huawei and Tely
- High End streaming devices from NCAST – brought in 2007.
- Innovative designed products – VCU & VOTIS - for Healthcare
- Unique A/V accessories – VSTOR, Mobile VC, USB Cameras, Visualisers



# Tely Founders

Successful Serial Entrepreneurs and Innovators  
with Proven Innovation Track Record

Philosophy: Establish Technology Platform and  
Transition to Leadership with GTM Expertise

Remain Majority Shareholders of Tely



**Sreekanth Ravi**  
Tely Chairman



**Sudhaker Ravi**  
Tely CTO



- Founded in 1991
- Network Security Hardware and Firewalls
- Sold to Dell in 2012 for \$2B



- Founded in 2004
- Enterprise Data Loss Prevention Solutions
- Sold Privately in 2015



- Founded in 2010
- Initial Product Brought Skype Video Conferencing to the Living Room

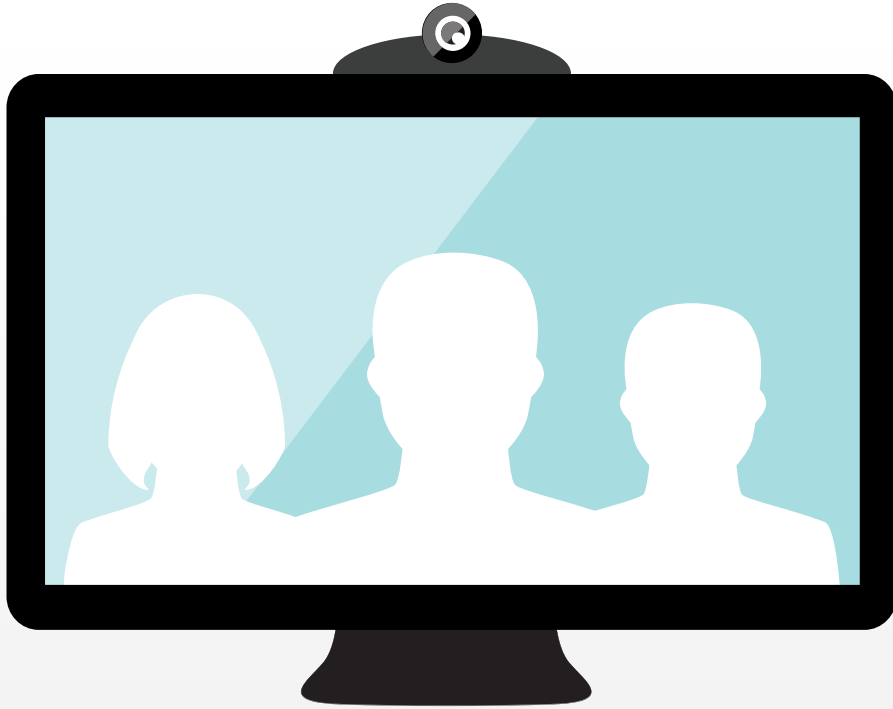


## Tely Strategy: Expand Penetration of Video Collaboration



“There are 60-70 million physical conference rooms globally, but **only ~5% of these are penetrated** with video conferencing capabilities.”

F R O S T  
&  
S U L L I V A N



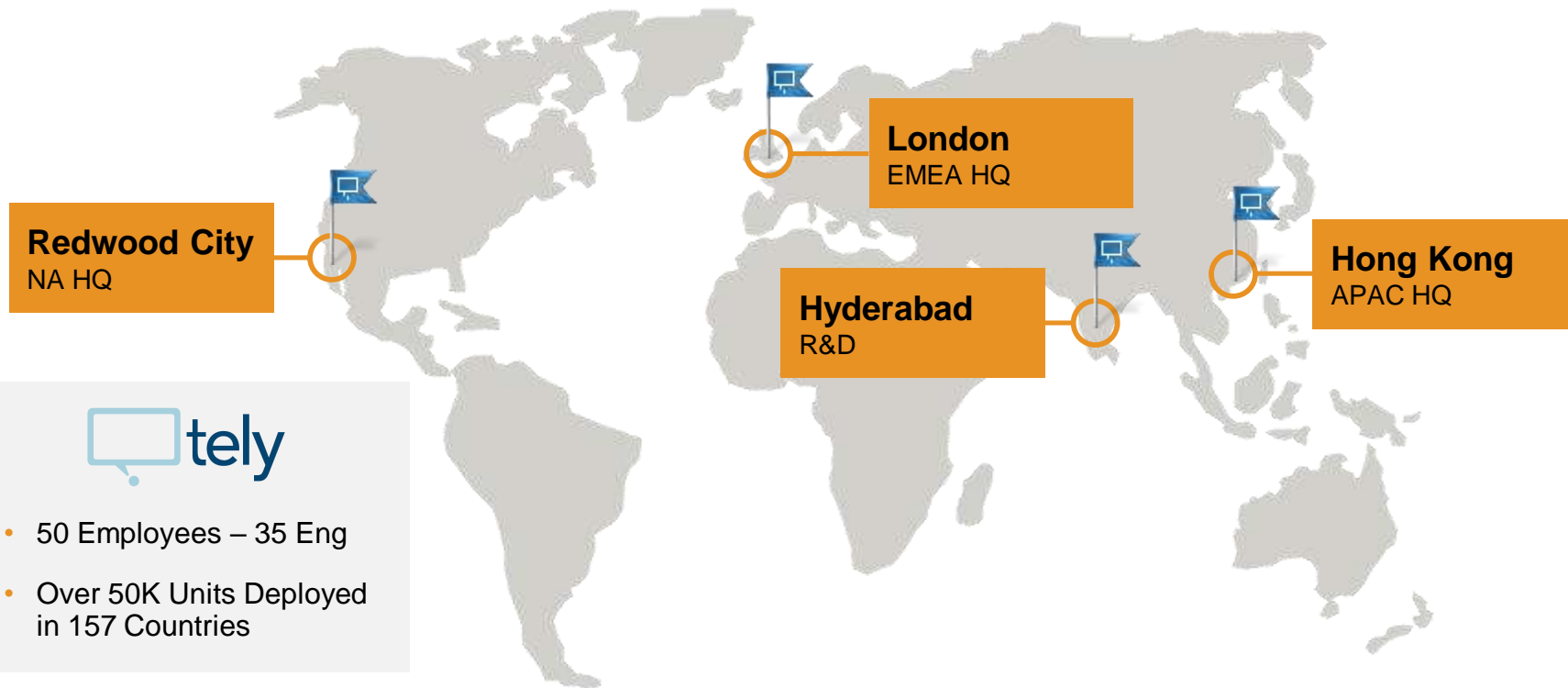
## Industry Has Not Enabled Broader VC Deployment?

- High Cost of Conference Room Video
- High Cost of Premise Based MCUs
- Poor in Room User Experience
- Complexity to Deploy & Manage at Scale





# Tely Global Focused



- 50 Employees – 35 Eng
- Over 50K Units Deployed in 157 Countries



# Tely Evolution



## Tely HD Base & Business Edition

- Initial Product – Base Launched Jan 2012
- Business Edition with Tely Cloud Launched Nov 2012
- Delivered a Skype Video Conferencing Experience to the Living and Conf Room



## Tely HD Pro

- 2<sup>nd</sup> Generation Product Launched Sept 2013
- Initial Partnerships with VCaaS Providers
- Tely HD Pro Gained Quick Traction in the SMB Space
- Series B Funding by:





# Introducing Tely 3rd Generation Product



Video Conferencing  
and Content Sharing

**Simple and Intuitive UI**

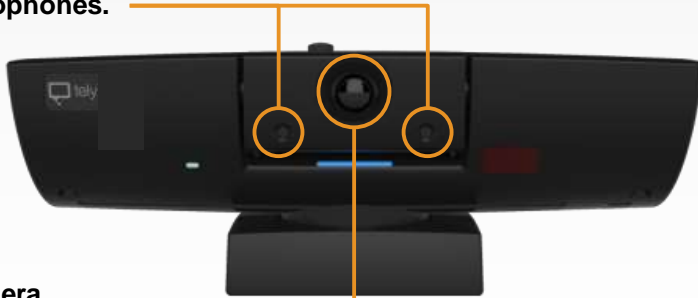
**Works with Existing Solutions**

**Easy to Deploy and Manage**

**Superior Price Performance**

# Tely 200 Specification Overview

Two integrated microphones.



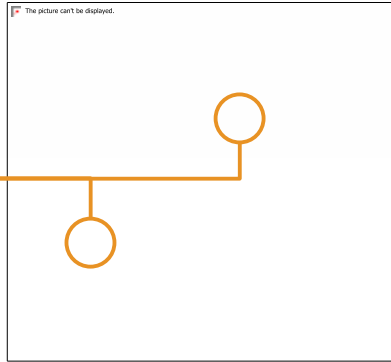
Integrated 1080p camera designed for "Huddle Spaces"

Field of View:

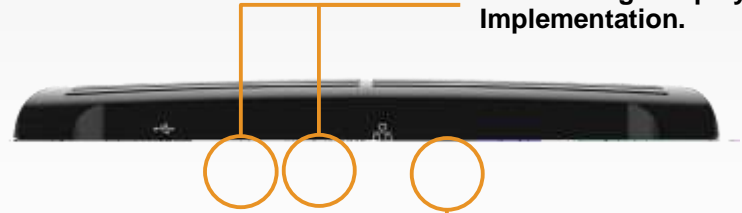
Horizontal: 76 degrees

Vertical: 47 degrees

Remote control with numeric & QWERTY keyboard.



Dual or single display Implementation.



Content sharing via HDMI or WiFi.

Video conferencing and content sharing support for up to 1080p on one or two displays.

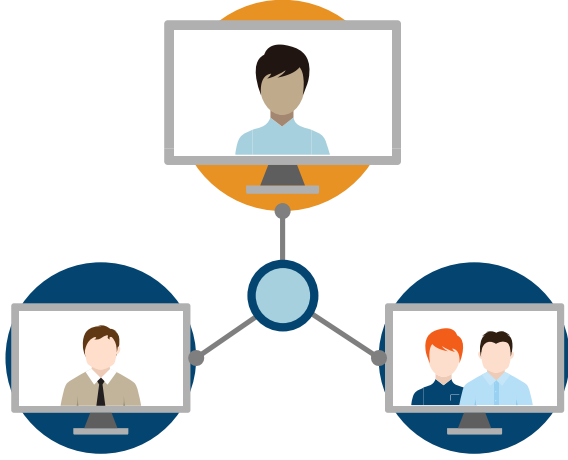




# Huddle Room Workflows



**Sharing Content from Laptops or Tablets**



**Impromptu Meetings, Conferencing Ad-Hoc Participants**



**Participating in Scheduled Meetings – Sharing Content**



# One Click Video Collaboration

## Instantly Join a Virtual Meeting Room

- Microsoft Office 365 and Google Calendar Support
- VC Initiated from Link within Calendar Invite

## Contacts or Meeting Room One Click Away

- Contacts and Meeting Rooms on the Home Screen

## Integration with VCaaS VMR User Interface

## User Interface Customizable to Enterprise





# Interoperability with Cloud Solutions

Optimized & Integrated with VCaaS VMR Solutions

BlueJeans

zoom

videxio

AVI  SPL

VIDEONOR 

SIP Video Cloud Services

acano

pexip

Interoperable with Video Conferencing Solutions via SIP

  
CISCO™

 Polycom®

AVAYA

 LifeSize®  
A division of Logitech



# Content Sharing Made Easy

**Dual Stream Support Enables Video and Content to be Sent to the Remote Party Simultaneously**



## Wireless and Wired Sharing Options

- WiFi Share via Tely Share Application
- HDMI Input Option for Plug and Play Simplicity





# Product Efficiencies



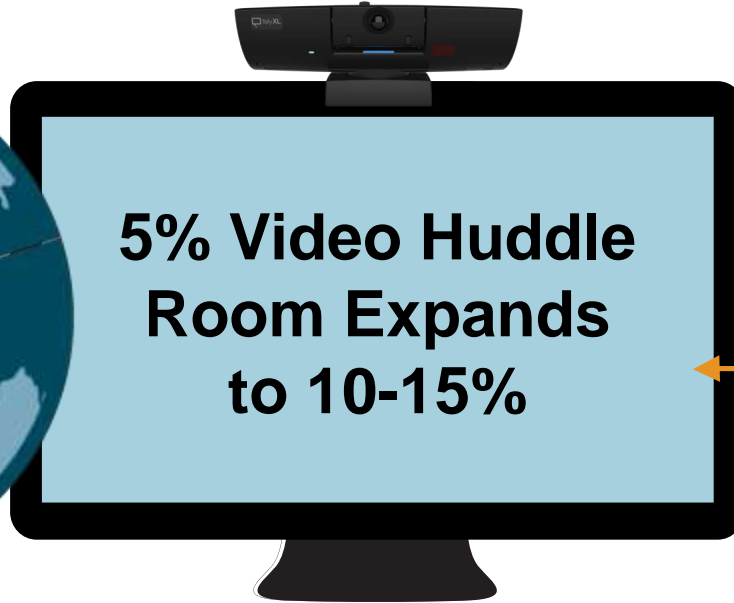
- ✓ 1080p Video Resolution
- ✓ Video Quality with Cloud Services
- ✓ Dual Screen for Video & Content Sharing
- ✓ Remotely Manageable
- ✓ Qwerty Keyboard Remote

***Tely 3rd Generation Product!***

Inflection Point?  
**Yes**

Industry Ready to  
Address Limitations?  
**Yes**

Tely + Cloud VMR  
Compelling Solution?  
**Yes**







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**VIDEO**  **NETWORKS**  
— VIDEO OVER IP SPECIALIST —