

5 questions to ask when choosing a Cloud Video Interop solution

A critical component to your Microsoft Teams strategy



Cloud Video Interop (CVI) is the easiest way to bring the power of Microsoft Teams® meetings to all your existing, video-enabled conference rooms. CVI lets you maximize the use of your current hardware investments without needing to purchase all new room systems to support Microsoft Teams.

CVI connects Cisco®, Poly®, Lifesize® and other standards-based room systems to Microsoft Teams for a consistent meeting experience.

As you prepare to move to Microsoft Teams meetings, consider these five questions when choosing a CVI solution:

1. Does the architecture align with my organization's strategy?
2. How easy is it to configure and deploy?
3. Will I be able to automate updates and easily access real-time analytics?
4. Will my users be able to access a Teams meeting with one touch?
5. Does the CVI vendor offer a flexible purchasing model?

1. Does the architecture align with my organization's strategy?

Microsoft has certified only four vendors to provide CVI solutions that support Microsoft Teams meetings. Before deciding on the right solution for your environment, you need to understand the difference between a pure software-as-a-service (SaaS) solution and a hybrid cloud solution.



Pure SaaS

When CVI is delivered in a pure SaaS form factor, customers typically experience faster time to deployment because all relevant infrastructure and administration components are delivered as part of the service.



Hybrid cloud

When CVI is delivered via a hybrid cloud solution, customers will typically exert more control over where their service operates and which infrastructure-as-a-service (IaaS) provider they use. This results in more line of sight, but typically more IT overhead.

Organizations that align their CVI deployment with the service model that best meets their needs will realize quicker time to value and improve their chances at a successful Teams rollout.

2. How easy is it to configure and deploy?

Microsoft Teams deployments can be cumbersome and resource intensive. The change management by itself can be a nightmare for IT administrators, so when it comes to CVI, you are wise to avoid solutions that require extensive infrastructure and operational testing.

When evaluating your CVI options, be sure to assess the complete breadth of resources required to operationalize the service. Pure SaaS CVI usually takes only a couple of hours to deploy and includes all infrastructure and software required. Hybrid cloud CVI requires customers to configure a complicated set of nodes and virtual infrastructure and revolves around a complex project plan that is in addition to your Teams rollout plan.

3. Will I be able to automate updates and easily access real-time analytics?

As admins are driving adoption of Microsoft Teams across their organization, they often have their hands full getting end users to leverage all of the functionality packed into Teams. Any disruption to that core functionality could detract from their change management efforts. Microsoft Teams meetings need to be available at all times.

Pure SaaS CVI is built to include automatic software updates that require zero downtime. Hybrid CVI requires server-by-server updates that create outages, which must be planned for well in advance.

Another key part of management is end-to-end analytics and performance visibility. Your CVI solution should come with an analytics dashboard that simplifies room management and provides insight into historical and live meeting statistics.

Example CVI analytics

- Room health
- Endpoint utilization
- Call quality (e.g., audio, video and content)
- Network performance
- User feedback and satisfaction

4. Will my users be able to access a Teams meeting with one touch?

Historically, video teleconferencing equipment has been dramatically underused because of its perceived complexity. CVI solutions can provide a one-touch join experience that makes it incredibly simple to join a Microsoft Teams meeting and remove this obstacle to adoption.

When choosing between CVI offerings, we recommend selecting a solution that provides this one-touch capability as part of your overall CVI license, not as an additional expense.

The benefit of having a one-touch join experience extends across your organization. Having a consistent join flow across every room will streamline meeting access regardless of room type or location and will lead to greater adoption of Microsoft Teams video meetings.

5. Does the CVI vendor offer a flexible purchasing model?

Most organizations are rolling out Microsoft Teams in phases, which requires different timelines and resources for each phase. CVI solutions with flexible licensing let you use only what your organization needs, when you need it, without committing to a large deployment from the onset.

Any new solution should deliver a simple, service-based model with flexible procurement options that meet various use cases. For CVI, this should include potential licenses for named hosts, enterprise-wide options and concurrent connections.

Flexible licensing makes it easy for organizations of all sizes to get up and running quickly with the license that best suits their requirements.

Get the most out of your CVI solution.

The right CVI solution complements Microsoft Teams, smooths the deployment process, simplifies the user experience and delivers integrated performance management to monitor quality and utilization.

BlueJeans Gateway for Microsoft Teams, part of the BlueJeans by Verizon platform, is the easiest way to bring the power of Teams video meetings into your conference rooms and huddle spaces. It is a pure SaaS, Microsoft-certified CVI solution that can connect thousands of room systems without requiring any additional infrastructure or maintenance.

BlueJeans Gateway lets you make the most of your existing hardware investments while providing flexibility during the rollout of Teams across your organization.

Learn more:

To find out more about BlueJeans Gateway for Microsoft Teams, contact your Verizon Business Account Manager.