

How is Vyopta different?

Technology:

- Accurate, efficient, comprehensive data aggregation across all major UC platforms and modalities (voice, video, message, share)
- Cloud-based, fast to deploy, and easy to use

Insights:

- Broad UC experience with hundreds of enterprises
- Billions of minutes monitored provide benchmarks and best practices

Support:

- Sales Engineers and Product Experts on call from discovery through renewal
- NPS of 58 (2x average for SaaS) and MTTR <8 hours
- Custom training and development available

How does Vyopta compare to existing tools like Prime, CMM, TMS, Control Hub ProPack, etc.?

Vyopta does not do provisioning, scheduling, or call/user management. Vyopta focuses on monitoring and analytics, so we are complementary to all the Cisco tools that provide provisioning and technology management and in many cases we provide single-click integration to Cisco's devices. *Vyopta is the only tool* that combines data from all of these platforms into a single place, and we *are the only tool* that monitors and reports on CMS activity.

		TMS Provisioning Monitoring	Prime Provisioning Monitoring Analytics	ProPack Provisioning Monitoring Analytics	Vyopta Monitoring Analytics
Messaging	Spark Message			✓	✓
Calling	UCM + Phones + Endpoints + Jabber		✓		✓
	HCS + Endpoints + Jabber		✓		✓
	TP Infrastructure + Endpoints	✓	✓		✓
	Spark Calling + Endpoints			✓	✓
Meeting	Spark Meetings			✓	✓
	Meeting Server (CMS)				✓
	TP MCU	✓	✓		✓
	WebEx			✓	✓

What Platforms does Vyopta support, and what versions specifically?

Cisco Infrastructure	Supported Versions
Collaboration Meeting Server (CMS)	Acano 1.7 - CMS 2.0.0 or above
Unified Communications Manager (UCM)	10.5 or above
WebEx	28 or above
TelePresence Conductor	3.1 or above
TelePresence Management Server (TMS)	13.2 or above
TelePresence Server (TPS)	3.1 or above
Codian Bridges (MCU)	4.1 or above
Expressway Core & Edge	8.5 or above
Video Communication Server (VCS)	7.2 or above
Unified Border Element (CUBE)*	TBD
ISDN Gateway	2.1 or above

Cisco Endpoints/Software	Supported
JabberUC	All
JabberMovi	All
Spark	All
TP Endpoints (C, DX, E, EX, IX, MX, SX, TX, Spark Room)	TC 7.1 to CE 9

Other Platforms

- Microsoft Skype for Business
- Polycom infrastructure and endpoints
- Zoom
- Vidyo
- Pexip
- BlueJeans

What is on-premise from Vyopta?

Only the data collector - fully inside customer network.

Ports may need to be opened for gateways, databases, and more.

We can do a fully on-premises install if needed.

What is the pricing like?

We target 3-5% of overall UC budget, and pricing is based on endpoints, software, and phones.



Deal Size	Deployment	Annual subscription
Small <1000 Knowledge Workers	26 EP, 800 ISL, 1000 Phones	\$14,995
Medium ~5000 Knowledge Workers	50 Endpoints (Rooms), 5000 ISL, 10,000 Phones	\$62,695
Large 10K Knowledge Workers	125 Endpoints (Rooms) 10K ISL, 15K Phones	\$124,695*

**3- and 5-year pricing also available. Contact your Vyopta Sales Director for larger deal pricing*