

# Maximize your Microsoft® Lync™ Investment with Logitech Business HD Webcams and Headsets



By providing reliable, high-definition video conferencing for Microsoft® Lync™, Logitech Business HD webcams and headsets can help your business maximize its Lync investment.

## 1. Improve Communication

See and hear your business clients, partners and colleagues clearer than ever thanks to HD webcams—featuring HD 720p video resolution—and business-grade headsets—with super wideband audio. A more reliable, more life-like alternative to embedded and other non-embedded solutions.

## 2. Enhance Productivity

Streamline decision making and help make your company a better place for employees to work using easy-to-deploy, easy-to-install and easy-to-use Lync-optimized webcam and headset solutions.

## 3. Reduce Costs

Help ease the strain on your budgets by alleviating the expenses and hassles of travel, as well as IT and facility costs.

| Improve Communication   | Enhance Productivity   | Reduce Costs  |
|---|--|---|
| <p><b>Improve Collaboration</b></p> <ul style="list-style-type: none"><li>• See and hear colleagues in crystal clear HD 720p and super wideband audio—almost as if you are in the same room</li><li>• Get the whole team in view with wide-angle field of view on all Logitech HD webcams</li></ul> <p><b>Improve Video Conferencing Quality</b></p> <ul style="list-style-type: none"><li>• Make video calls in true high-definition—much higher quality compared to embedded PC webcams</li><li>• Share whiteboard ideas, prototypes—even make your best pitch—thanks to webcam premium autofocus</li></ul> | <p><b>Enhance Flex-Work Options</b></p> <ul style="list-style-type: none"><li>• Support a flex-work policy and help increase employee satisfaction, productivity and efficiency through deploying reliable HD webcams and headsets</li><li>• Give employees an attractive incentive for remote working and help reduce turnover and hiring costs</li></ul> <p><b>Enhance Decision-Making</b></p> <ul style="list-style-type: none"><li>• Speed decision-making by up to 98%</li><li>• Foster greater teamwork across site-distributed teams thanks to HD video conferencing, making it easy for colleagues to see each other face-to-face</li></ul> <p><b>Enhance IT Efficiencies</b></p> <ul style="list-style-type: none"><li>• Save deployment time with Logitech UVC-compliant webcams and headsets thanks to true plug-and-play functionality</li></ul> | <p><b>Reduce Travel Expenses</b></p> <ul style="list-style-type: none"><li>• Save well over half your annual spend on travel expenses (see Travel Savings section below) while offering a high-quality alternative to in-person business meetings, client reviews, training, seminars and conferences</li></ul> <p><b>Reduce Facility Expenses</b></p> <ul style="list-style-type: none"><li>• Reduce office space per employee and minimize operational costs such as electricity, climate control and security while providing uninterrupted video conferencing from nearly any location—a home office, customer site or partner location</li></ul> <p><b>Reduce Carbon Footprint</b></p> <ul style="list-style-type: none"><li>• Open remote working capabilities with anywhere, anytime access to HD video conferencing—and reduce commuting and carbon emissions</li></ul> |



### Potential travel savings from video conferencing:

- Company with 10,000 employees, 10% of which travel frequently within the US
- Deployed Lync with Logitech HD webcams and headsets to 15% of employees and cut the frequency of business travel by 50%
- **\$6,871,779** saved in travel expenses over three years.\*







Below is a model that illustrates potential cost savings that a company of 10,000 employees could realize by adopting video conferencing.





### Cumulative Travel Savings Over 3-Year Period\*

| Based on a 10,000 Employee Company |  | Before Deployment             | After Deployment with 50% Reduction in Travel Frequency |                                 |                                 |
|------------------------------------|--|-------------------------------|---|---------------------------------|---------------------------------|
| % of Employees that Travel         | % of Employees Enabled with Video Conferencing Before Deployment | Total Cost of Travel Per Year | Total Cost Savings Over 1 Year                          | Total Cost Savings Over 2 Years | Total Cost Savings Over 3 Years |
| 5%                                 | 10%  | \$2,290,593                   | \$1,145,297   | \$2,290,593                     | \$3,435,890                     |
| 10%                                | 15%  | \$4,581,186                   | \$2,290,593   | \$4,581,186                     | \$6,871,779                     |
| 15%                                | 20%  | \$6,871,779                   | \$3,435,890   | \$6,871,779                     | \$10,307,669                    |
| 20%                                | 25%  | \$9,162,372                   | \$4,581,186   | \$9,162,372                     | \$13,743,558                    |

### Logitech Business HD Webcams

|   | Description  | HD Resolution   | Field of View   | Microphone   | Dimensions & Weight  | Part Number | MSRP     |
|---|--|---|---|--|--|-------------|----------|
| <br>B905 2MP Portable Webcam     | Designed with portability in mind for busy road warriors; fits perfectly on a laptop, comes with desktop stand and carrying case.                | 720p with 30 frames per second                                | 75-degree wide-angle lens   | Built-in microphone                                      | Width: 30 mm<br>Height: 63 mm<br>Depth: 41.4 mm<br><br>60 g                                | 960-000564  | \$79.99  |
| <br>Pro 9000 for Business Webcam | Takes your video conferencing experience to the next level.  | 720p with 30 frames per second                                | 75-degree wide-angle lens   | Built-in microphone                                      | Width: 90 mm<br>Height: 40 mm<br>Depth: 32 mm<br><br>175 g                                 | 960-000561  | \$79.99  |
| <br>B910 HD Webcam               | Perfect for individual and small group video conferencing. Delivers the highest-quality and sharpest way for professionals to meet face-to-face. | 720p with 30 frames per second                                | 78-degree wide-angle field to allow everyone to be seen during small-group video conferencing | Stereo wideband audio with dual mics                     | Width: 96 mm<br>Height: 34 mm<br>Depth: 26 mm (80 mm, with clip)<br><br>80 g               | 960-000683  | \$99.99  |
| <br>B990 HD Webcam             | Delivers HD video calling for business—even on thin clients thanks to H.264 embedded technology  | 720p even on thin clients thanks to H.264 embedded technology | 78-degree wide-angle field to allow everyone to be seen during small-group video conferencing | Dual unidirectional stereo wideband audio with dual mics | Width: 160mm<br>Height: 40mm<br>Depth: 25 mm (84.5 mm, with clip)<br><br>250 g (with clip) | 960-000743  | \$149.99 |

### Logitech Business Headsets

|   | Description   | Wearing Style  | Range  | Battery Life/Talk Time                                     | Audio Controls   | Dimensions & Weight  | Part Number  | MSRP                     |
|---|---|--|--|--|--|--|--|--------------------------|
| <br>B530 USB Wired Headset           | Perfect for Internet calling and video conferencing on any budget.  | Adjustable, padded over-the-head headband with pivoting ear cups | 8-ft. (2.43 m) cable   | Unlimited (USB wired connectivity provides instant power)  | On-ear controls for answering and ending calls, adjusting the volume and muting the microphone   | 170 mm x 180 mm x 68 mm<br>92 g                                      | 981-000335   | \$49.99                  |
| <br>BSP420 USB Speakerphone          | Perfect for everyday and on-the-fly conference calls with an integrated USB cable and travel case for easy carrying.                  | Tabletop   | 0.9 m cable  | Unlimited (USB wired connectivity provides constant power) | Answering/ending of calls, volume controls and microphone mute   | 120 x 120 x 32.5 mm<br>185 g   | 986-000001 - Lync version<br>986-000002 - Standard version | \$159.99<br>Available Q3 |
| <br>BH870 Wireless Bluetooth Headset | Hands-free wireless Bluetooth* headset that unites your mobile and laptop-based voice channels, delivering a truly mobile experience. | 3 Wearing Styles: Earhook, Headband, Neckband                    | Up to 25 m with mobile phone and up to 100 m with USB receiver | Up to 6 hour talk and 100 hour standby                     | On-headset answering/ending of calls, voice-activated dialing, call rejection, redial function, swapping between held calls, volume controls and microphone mute     | Headset: 18 x 76 x 22.5 mm<br>BT Adapter: 18.5 x 53 x 7.7 mm<br>15 g | 981-000411   | \$199.99<br>Available Q3 |
| <br>BH970 Wireless Mono DECT Headset | Dual connectivity wireless headset that offers the ability to handle calls from both desk phones and UC softphones.                   | 3 Wearing Styles: Earhook, Headband, Neckband                    | Up to 150 m  | Up to 11 hour talk and 46 hour standby                     | On-headset answering/ending of calls, call rejection, redial function, swapping between held calls, volume controls and microphone mute from both desk and softphone | Headset: 133 x 50 x 35 mm<br>Base: 160 x 94 x 82 mm<br>31 g          | 986-000001 - Lync version<br>986-000002 - Standard version | \$379.99<br>Available Q3 |

#### Logitech products: optimized for Lync. How that benefits your business.

Lower TCO. Higher ROI. The Optimized for Lync logo on a Logitech webcam or headset product listing means that the device is officially optimized for Lync through Microsoft's testing process. As a trusted Lync partner, Logitech offers seamless integration and ultimate compatibility with Lync, which means less time that your IT staff has to spend deploying, installing and maintaining Logitech peripherals.



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\*Sources: RITA, Bureau of Transportation Statistics, 2010; Hotels.com Hotel Rating Index 2009; RITA, Bureau of Transportation Statistics, US Business Travel, 2010; IRS, 2010; American Express Business Travel, 2009 Q2 North American Travel Monitor (BTM); Hotel Online, the Pegasus View, 2010; US Travel, 2010, Gen X Business Travel

