

BtL Video Bridge Conferencing

Overview

BtL understand that business success is reliant on speed and integrity of their decision-making, and having the right information in real-time results in a significant competitive advantage. Video Conferencing ensures your time is spent efficiently and effectively, enabling key decision making quickly.

Sometimes you need to meet face-to-face with employees, customers or prospects, but due to time and budget constraints, an on-site visit isn't possible. Video conferencing makes it easy to connect with people anywhere in the world so your interview or company-wide announcement feels more personal. You can put a face to a name and voice and really get your message across the way you intend it.

Features	Per minute per site charge	Per minute per Conference duration charge
Speed Matching/Transcoding	£0.13	
Continuous Presence	£0.13	
Recording		£0.31
Gateway charge	£1.15	
Operator Monitoring		£0.44
IP Bridge Charge	£0.69	
ISDN Bridge charge		£0.69

- **Speed Matching/Transcoding** - Required for each site that operates at a higher speed than the slowest site
- **Continuous Presence** - Required if a conference isn't "voice activated"
- **Recording** - The details of recording are still to be confirmed.
- **Gateway charge** - Charged for each IP site when the conference includes one or more ISDN sites
- **Operator Monitoring** - Once per conference if an Operator is to be on continuous standby
- **IP Bridge Charge** - Required for each IP endpoint
- **ISDN Bridge charge** - Required for each conference with ISDN sites, but only once whether there is 1 ISDN site or 10

Video Conferencing Bridging

We deploy the very latest technology, in direct response to our customers' needs. Impeccable quality is vital to any company's reputation, and our quality strategy means that we never compromise our own high standards.

To ensure maximum conferencing quality and capacity operating 24x7 we have a global platform, with bridges located in the UK, throughout the USA and Asia. More and more of our customers are listing IP as a requirement, or as an important part of their developing communication strategy.

We offer many IP conferencing services either as an ad-hoc gateway service, or as a fully managed solution, for companies that use video conferencing more frequently.

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Equipment Hire and Purchase

Depending on requirements, customers can either hire our Video Conferencing equipment, or choose to purchase it outright. We also offer a valuable maintenance service, to help keep your communications running smoothly.

Room Hire

Access to video conferencing technology is now both affordable and feasible, as we have over 9,000 superbly-equipped Video Conferencing rooms available across the world, for use at an hourly rate. These facilities are particularly useful to first time Video Conferencing users, who want to try out the technology before they invest in equipment, or to regular video meeting users, who need a suitably-equipped room available at a specific location.

SmartMeet App

We also have a FREE SmartMeet app you can download which gives you the ability to schedule, access and control your Reservationless-Plus meetings from your iPhone or iPad. An Android App is coming soon too. To find out more feel free to request our SmartMeet collateral.

How we get you started

Once we've agreed how we're going to work with you, our structured implementation process ensures that all your company users are aware of, and can effectively use the new booking procedures. We take the following steps, enabling a seamless adoption of the new program:

- Your ISDN site is set up
- Certification tests are conducted with the bridge, on all units
- You're provided with a branded telephone number and branded video holding screen
- We construct a database of your on-site video "champions"
- We agree and set your billing currency requirements
- Expectation goals are established, and time scales put in place
- We collaborate on website and email announcements to all your relevant colleagues

We provide you with approved branded literature, including poster, leaflets, and wallet cards, all outlining the new points of contact and procedures. We further suggest that at around 30 days after the initial rollout phase we hold a post-launch adoption review, to certify that all users are correctly following and implementing the new conferencing procedures.

	Detail		Total	Notes
90 minutes' duration, London 384k via ISDN, New York 128k via ISDN, Paris via IP				
Operator Monitoring	£0.44	90	£39.60	Per conference
ISDN Bridging for London / NY	£0.69	90	£62.10	Per conference
ISDN London @384	£0.14	90	£12.60	ISDN D/O coms rate
Speed Matching London	£0.13	90	£11.70	
ISDN NY @128	£0.07	90	£6.30	ISDN D/O coms rate
Gateway charge IP France	£1.15	90	£103.50	
IP France	£0.69	90	£62.10	Per connection
Total			£297.90	

Pricing Example

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ISDN Dial Out Rate by Country and Speed (Cost Per Minute)

Country	128K	256K	384K	Country	128K	256K	384K
Andorra	£0.23	£0.47	£0.70	Lithuania	£0.55	£1.09	£1.64
Antigua and Barbuda	£1.75	£3.50	£5.25	Luxemburg	£0.18	£0.36	£0.54
Argentina	£0.75	£1.49	£2.24	Malaysia	£1.17	£2.33	£3.50
Aruba	£0.67	£1.34	£2.01	Maldives	£1.16	£2.32	£3.48
Australia	£0.27	£0.54	£0.82	Malta	£0.53	£1.06	£1.59
Austria	£0.08	£0.15	£0.23	Martinique	£0.60	£1.20	£1.80
Bahrain	£1.02	£2.04	£3.06	Mauritius	£1.02	£2.05	£3.07
Barbados	£1.17	£2.35	£3.52	Mexico	£0.77	£1.55	£2.32
Belarus	£0.76	£1.51	£2.27	Monaco	£0.38	£0.76	£1.14
Belgium	£0.10	£0.20	£0.30	Morocco	£0.65	£1.29	£1.94
Bermuda	£1.02	£2.04	£3.06	Myanmar	£1.55	£3.10	£4.64
Bolivia	£0.64	£1.27	£1.91	Netherlands	£0.07	£0.13	£0.20
Brazil	£0.54	£1.08	£1.63	New Caledonia	£0.84	£1.67	£2.51
Brunei	£1.08	£2.16	£3.24	New Zealand	£0.36	£0.72	£1.08
Bulgaria	£0.39	£0.77	£1.16	Norway	£0.16	£0.31	£0.47
Canada	£0.14	£0.29	£0.43	Pakistan	£1.20	£2.41	£3.61
Chile	£0.65	£1.29	£1.94	Panama	£0.53	£1.06	£1.58
China (North and South)	£0.68	£1.36	£2.03	Paraguay	£0.50	£1.01	£1.51
Columbia	£0.32	£0.64	£0.96	Peru	£0.76	£1.52	£2.28
Croatia	£0.54	£1.09	£1.63	Philippines	£0.66	£1.32	£1.98
Cyprus	£0.50	£1.00	£1.50	Poland	£0.44	£0.88	£1.32
Czech Republic	£0.44	£0.88	£1.32	Portugal	£0.29	£0.58	£0.86
Denmark	£0.07	£0.14	£0.21	Qatar	£1.38	£2.77	£4.15
Dominican Republic	£0.72	£1.45	£2.17	Romania	£0.46	£0.91	£1.37
Egypt	£0.90	£1.80	£2.70	Russia	£0.45	£0.91	£1.36
El Salvador	£0.51	£1.03	£1.54	Seychelles	£0.67	£1.35	£2.02
Estonia	£0.77	£1.53	£2.30	Singapore	£0.28	£0.56	£0.84
Finland	£0.14	£0.29	£0.43	Slovakia	£0.25	£0.50	£0.75
France	£0.06	£0.12	£0.18	Slovenia	£0.48	£0.96	£1.44
French Guiana	£0.64	£1.28	£1.91	South Africa	£0.89	£1.79	£2.68
French Polynesia	£0.79	£1.58	£2.37	South Korea	£0.51	£1.03	£1.54
Georgia	£0.47	£0.94	£1.40	Spain	£0.08	£0.15	£0.23
Germany	£0.06	£0.11	£0.17	Sri Lanka	£1.63	£3.26	£4.90
Gibraltar	£0.55	£1.09	£1.64	Sweden	£0.05	£0.11	£0.16
Greece	£0.36	£0.72	£1.08	Switzerland	£0.07	£0.14	£0.21
Hong Kong	£0.23	£0.46	£0.70	Taiwan	£0.36	£0.72	£1.09
Hungary	£0.45	£0.90	£1.36	Thailand	£0.91	£1.82	£2.73
Iceland	£0.39	£0.78	£1.17	Trinidad Tobago	£1.56	£3.12	£4.68
India	£1.07	£2.14	£3.22	Tunisia	£0.80	£1.59	£2.39
Indonesia	£0.73	£1.47	£2.20	Turkey	£0.50	£1.00	£1.50
Ireland	£0.07	£0.14	£0.21	Uganda	£0.75	£1.51	£2.26
Israel	£0.39	£0.78	£1.17	Ukraine	£0.67	£1.33	£2.00
Italy	£0.08	£0.15	£0.23	United Arab Emirates	£0.75	£1.49	£2.24
Jamaica	£0.61	£1.22	£1.83	UK	£0.05	£0.10	£0.14
Japan	£0.36	£0.71	£1.07	Uruguay	£0.75	£1.49	£2.24
Jordan	£1.03	£2.06	£3.09	USA	£0.07	£0.13	£0.20
Latvia	£0.84	£1.68	£2.53	Vietnam	£1.57	£3.14	£4.71
Liechtenstein	£0.24	£0.49	£0.73				