

## Facility Management Services Transforms Video Conferencing with Poly Solutions

When a leading provider of facility management services decided to modernize its video conferencing technology, they turned to RoomReady for enterprise-grade AV solutions built around Poly video conferencing systems and Microsoft Teams Rooms integration. With over 100 office sites and thousands of employees, the company needed a scalable and reliable video conferencing solution that could unify the user experience and integrate seamlessly with their existing Microsoft Teams environment.

Prior to the upgrade, the organization relied on outdated audio visual systems that were incompatible with Microsoft Teams Rooms, resulting in inconsistent experiences and frequent technical issues across office locations. Employees often encountered challenges joining meetings, and the company's IT team was burdened with repeated troubleshooting.



RoomReady was recommended by the Facility Management Company's new Director of Workplace Technology, who had previously worked with the integrator at another enterprise company. With extensive experience in AV integration, the Director trusted RoomReady to deliver scalable, modern audio-visual solutions. After evaluating their options, the company selected RoomReady and Presidio for their expertise in video conferencing and their ability to customize a solution to meet unique needs.

### Scalable Video Conferencing and AV Solutions with Poly and Microsoft Teams Rooms

The primary goal was to replace their outdated systems with modern, user-friendly HP | Poly video conferencing solutions that could be implemented across multiple locations. To streamline the process, RoomReady created a standardized menu of customizable room solutions, ranging from small huddle rooms to large conference spaces, ensuring that each room was equipped with the right AV technology for its size and purpose. Poly video conferencing systems were chosen for their seamless integration with Microsoft Teams, ensuring that employees could use the familiar Teams interface without disruptions. RoomReady's team also prioritized clean cable management and strategic camera placement to deliver a polished, user-friendly experience in every space.



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Additionally, Presidio supported the Facility Solutions Leader's transition to the new AV infrastructure and played a pivotal role in aligning technology across locations. Presidio's ongoing involvement opened the door for potential expansion, allowing RoomReady's solutions to scale across numerous sites while maintaining consistency and reliability. By offering a standard set of room solutions, RoomReady helped the company avoid the complexity of custom requests for every meeting space. This approach not only simplified the deployment process but also ensured a consistent experience for employees, regardless of location.

## THE ROOMREADY WAY



## Streamlined AV Deployment with Minimal Disruption

At the heart of every RoomReady project is a proven process designed to deliver consistent, high-quality results with minimal disruption: **the RoomReady Way**. This three-phase approach ensures that every solution is tailored to the client's needs, installed efficiently, and fully supported for long-term success. By following this structured yet flexible process, RoomReady simplifies AV deployment and creates reliable, scalable meeting experiences across all locations.

**Phase 1: Simplify** - RoomReady's team worked closely with the company to assess their existing AV infrastructure, video conferencing environment, room configurations, and technical requirements. This detailed assessment allowed them to design a tailored solution that would meet specific needs while maintaining consistency across locations. new systems and take full advantage of the upgraded video conferencing capabilities.

**Phase 2: Accelerate** - The installation phase involved replacing legacy systems with HP | Poly Teams-certified video conferencing endpoints, fully integrated with Microsoft Teams Rooms. RoomReady's AV experts ensured that each installation was executed efficiently, minimizing downtime and disruption to business operations. The custom room setups were designed to match company preferences for room sizes, technology placement, and ease of use.

**Phase 3: Succeed** - Following installation, RoomReady provided comprehensive support and training to employees within the organization. This ensured that everyone could easily navigate the new video conferencing solutions and take full advantage of the upgraded capabilities.

## Reliable and Scalable Video Conferencing

The project was completed on schedule, and over 100 standardized Microsoft Teams Rooms supported by Poly video conferencing systems and RoomReady AV services are now active across all locations. The transition has resulted in consistent and reliable user experience, with a minimal need for IT support. The company's employees now enjoy seamless collaboration, with the ability to join meetings from any room without encountering technical issues.

RoomReady's attention to detail and commitment to providing a hassle-free experience has resulted in a system that delivers value far beyond the initial installation. With a 90-day warranty and a certification process that ensures every system works as intended, the Facility Management Company can trust that their video conferencing setup will continue to meet their needs for years to come.

## THE RESULTS



**132 ROOMS**



**37 CITIES**



**23 STATES**

**roomready™**  
We innovate. You collaborate.