



## COLLABORATION SPOTLIGHT

NORTHEAST FINANCIAL INSTITUTION

LOCATION; BOSTON, MA  
AV INTEGRATOR: ROOMREADY

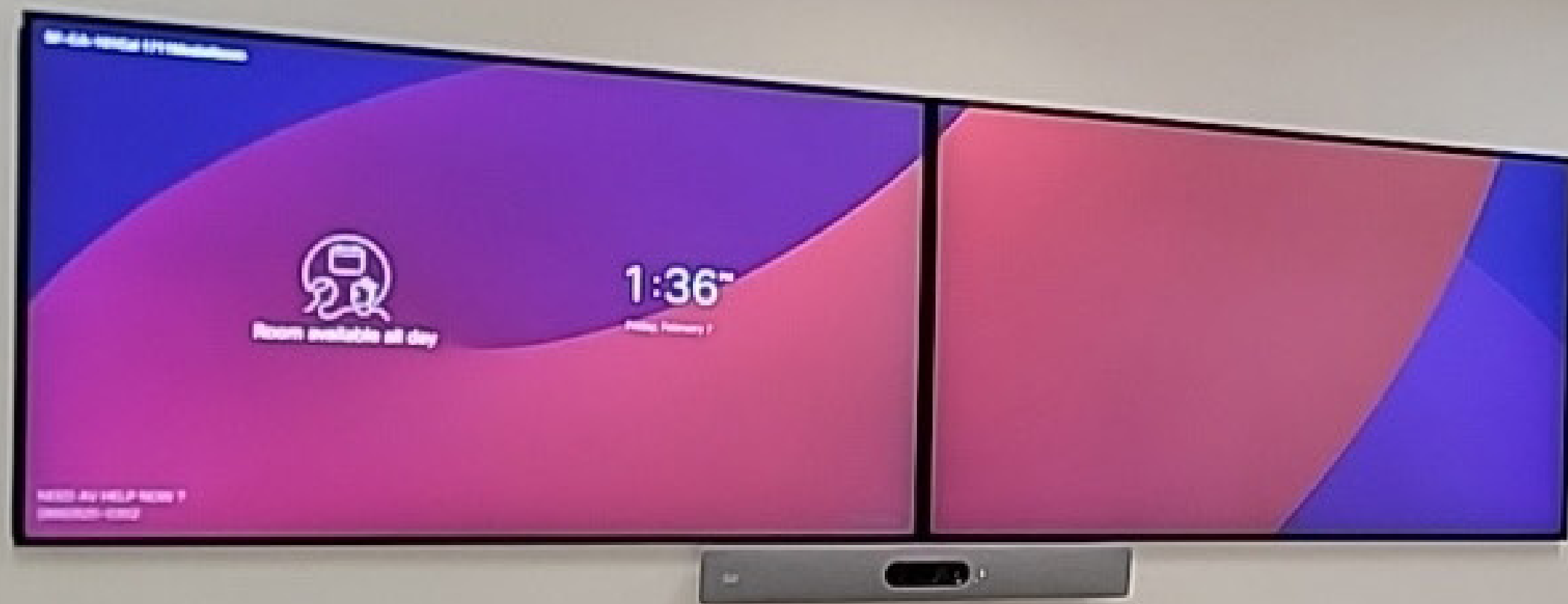


A NORTHEAST FINANCIAL FIRM WAS LOOKING FOR CONSISTENT MEETING ROOM EXPERIENCES FREE FROM THE COMPLEXITIES OF ITS CURRENT ROOM SET UP. PART OF THE CHALLENGE THE COMPANY FACED WAS THAT IT HAD BEEN USING AT LEAST THREE DIFFERENT VENDORS TO DO ITS AV ROOM INSTALLATIONS, WHICH LED TO INCONSISTENT RESULTS. THE COMPANY STARTED ITS SEARCH FOR AN AV INTEGRATOR THAT WOULD RESPOND TO SERVICE REQUESTS PROMPTLY AND DELIVER CONSISTENT, QUALITY RESULTS EVERY TIME.



*THE FINANCIAL INSTITUTION FOUND THAT TECHNOLOGY PARTNER IN ROOMREADY, WHICH HAS THE UNIQUE PHILOSOPHY THAT SIMPLE MEETING SPACES ARE BETTER AND THAT STRIVES TO BE MORE THAN A VENDOR, BUT A TRUSTED PARTNER THAT DELIVERS EXACTLY WHAT AN ORGANIZATION NEEDS.*

*ROOMREADY EARNED THE FINANCIAL INSTITUTION'S BUSINESS BY PITCHING A MULTI-TIERED APPROACH TO UPDATING ITS MEETING SPACES. THE AV INTEGRATOR STARTED BY COMPLETING A COMPREHENSIVE AUDIT OF EVERY VIDEO COLLABORATION ROOM IN THE COMPANY – 350 ROOMS ACROSS 44 BUILDINGS IN 38 CITIES IN 16 STATES. ROOMREADY'S LARGE NETWORK OF GEO-DISPERSED EMPLOYEES REDUCED TRAVEL EXPENSES WHILE STILL ALLOWING THE INTEGRATOR TO DELIVER A QUALITY EVALUATION.*



*WITH ROOMREADY, EVERY ASPECT OF THE FIRM'S MEETING ROOMS – FROM THE DESIGN TO THE IN-MEETING USER EXPERIENCE AND THE SUPPORT PROCESS – CAN BE SUMMED UP WITH ONE WORD: SIMPLE.*



- **MEETING ROOM AUDIT: CONDUCTED A COMPREHENSIVE AUDIT OF 350 MEETING ROOMS ACROSS 44 BUILDINGS IN 38 CITIES AND 16 STATES. CREATED A PRIORITIZATION MATRIX FOR ROOM UPGRADES, CONSIDERING EQUIPMENT TYPE, AGE, AND CAPABILITIES, ENABLING INTENTIONAL FACILITY IMPROVEMENTS.**
- **CONSISTENT USER EXPERIENCE: ROOMREADY CREATED SOLUTIONS STANDARDS USING CISCO ENDPOINTS THAT PROVIDED A CONSISTENT USER EXPERIENCE ACROSS ALL THE FIRM'S LOCATIONS.**
- **DEDICATED SUPPORT: DEPLOYED 7 DEDICATED SUPPORT TECHNICIANS, INCLUDING 4 PERMANENT ASSIGNMENTS TO KEY LOCATIONS AND 3 REMOTE SUPPORT TECHNICIANS. OFFERED TRAINING AND SUPPORT FOR MEETING ORGANIZERS, MAKING THEM THE HEROES OF THEIR MEETINGS.**
- **SIMPLICITY: WITH ROOMREADY SOLUTIONS, EVERY ASPECT OF THE FINANCIAL FIRM'S MEETING ROOMS – FROM THE DESIGN TO THE IN-MEETING USER EXPERIENCE AND THE SUPPORT PROCESS – CAN BE SUMMED UP WITH ONE WORD: SIMPLE.**







[WWW.ROOMREADY.COM](http://WWW.ROOMREADY.COM)