



OVERVIEW

Are you satisfied with your company's current video collaboration tool?

Video is the new minimum standard for day to day communication at most companies, has your company standardized on a solution for the boardroom and knowledge workers?



KEY FEATURE AND DIFFERENTIATORS

We provide an integrated hardware and cloud solution from a single source. The total cost of ownership for deploying and maintaining the product is much lower than our competition and the customer will have one support number to call instead of potentially 5+ support numbers from different manufacturers.



LOCATIONS

Austin Texas, US

19-21, Great Tower St, London EC3R 5AR, United Kingdom
Phone: +44 20 3330 0522

<https://www.lifesize.com/en/company/contact>



SERVICE OFFERINGS

CLOUD

Cloud based video conferencing solution for all devices (mobile, desktop, conference room)

IDEAL CUSTOMER PROFILE

Ideal customer has multiple physical locations with remote knowledge workers.

Needs: Easy to use, deploy and scale video collaboration for increasing the efficiency of how their employees engage one another or to cut travel costs.

Pains: Incumbent solution has poor video and audio quality, conference room solutions are complicated and out of date, current solution set is hard to maintain across X number of employees and X number of conference rooms.

Size: Ranges from SMB to lower enterprise customers.

Industry: All, but common verticals we see success in are finance, technology, manufacturing, state and local government, healthcare, etc.

CUSTOMER TESTIMONIALS

“After having tried and evaluated many different solutions and vendors, I truly believe Lifesize Cloud is the best video solution on the market at the moment. [...] Lifesize offers a solution that works even on really bad networks and low bandwidth.”

— Christoffer Sorner, Videoconferencing Specialist, ITO Nordic

“In this day and age where almost everything is going to web-based solutions...we can create a great perceived value by implementing this high-definition solution that our clients simply can't get from their computer.”

QUALIFYING QUESTIONS

1. What collaboration tools are you currently using today?
2. Does your current platform meet all your needs?
3. Does your current collaboration environment allow both internal and external users?
4. Is your current video solution secure and automatically encrypted?
5. Can your current systems cost effectively scale with the growth of your company?
6. How do your users rate their experience in using your existing platforms?

INDUSTRY RANKINGS

Gartner: 2019 Visionary

NPS Score: 82

G2 Crowd: 2019 Leader

— Derek Letellier, IT Specialist, Lead Videographer and Marketing Specialist, Lake Cook Reporting

“[Lifesize] is well suited for those who are looking for very secure software...every conversation within the solution is encrypted.”

— Ana Tarasova, Operations Manager,
Diffco

For more success stories, go to our use cases page here:
<https://lfsz.vc/2H8HWAu>