



Vidyo™

Personal Telepresence

APPLICATION NOTE

VidyoReplay

Solutions Scenarios

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Vertical Market Applications

Vidyo customers in the Education, Healthcare and Legal Services markets and Enterprises use VidyoReplay for a variety of different purposes including keeping costs down, generating revenues, collaborating effectively and efficiently across time zones, leveraging an expert's knowledge and providing value-added services to their client base. Because VidyoReplay is truly easy to use and is accessible anytime from anywhere, it opens up a treasure trove of applications and use cases. Let's take a closer look at some VidyoReplay™ applications across major vertical markets.

VidyoReplay Ensures Lessons Learned in Education

Whether they are in the K-12 system or attending college, students get sick and miss school. With VidyoReplay, students are assured they can view the recordings of the classes they missed. One significant challenge to rural communities is how to enable and ensure that students attend class. Faced with declining enrollment due to school closures, students either have to travel farther to school or drop out. Dubbed *"delivering curriculum on-line"*, educators can now webcast their classes. This creative use of video technology is mutually beneficial to the district, which gets paid for the student's attendance and for the student who continues to learn despite illness or distance setbacks.

The on-boarding process for newly hired teachers can be daunting since there is typically only one week to conduct training. How can new teachers be quickly and effectively trained on district policies, procedures and processes? What if there is only one trainer to train new teachers per district? Budget cuts prevent teachers who live in remote areas from traveling to the district office. VidyoReplay allows trainers to webcast and record training classes for teachers throughout multiple districts. Teachers have the choice to watch the recording, on their laptop or desktop, when it suits their time frame. As part of ongoing staff development requirements, teachers must attain Continuing Education Units (CEU) every quarter. Instead of having to drive or fly to the closest class, educators simply review the recording on their own time and answer the on-line questions afterwards.

Colleges and universities are continually looking for ways to increase revenues and cut expenses while providing an exemplary educational experience to students. For example, a noted biotechnology scholar might be asked to lecture at a university thousands of miles away. Using VidyoReplay, the scholar records a lecture from the comfort of his home or office, sends the link to the requesting professor who shares it with his class the next day. The scholar has saved on travel time, the university has saved on airfare and hotel expenses and the scholar's lecture can be leveraged from semester to semester. In other cases, it's the professor that is "out in the field" who wants to record from the jungle or archaeological site that he is visiting and then send the recording link to his students to watch during class. *"Here at ASU's School of Life Sciences, students are participating in high-quality Vidyo exchanges with Smithsonian Institution scientists and researchers located in the jungles of Panama,"* said Charles Kazilek, Director of Technology Integration and Outreach, School of Life Sciences, Arizona State University. *"With VidyoReplay we can now capture these valuable interactions to use as an educational resource for larger groups of students to view and learn from; it enhances the learning experience for our faculty and students, alike. The Vidyo*

system transforms typical mediated classrooms on campus into real-time, research and learning environments. No other video communications solution offers the kind of access, ease-of-use and quality that we're getting from Vidyo and now, with VidyoReplay, the ability to record and broadcast the content of this video collaboration. Vidyo has opened a range of education and research opportunities that we never thought would be possible."

Several universities have started to offer on-line advanced degrees for full time workers who wish to attain a degree or advanced degree. Should the on-line student miss the class, he can now access the recording. For years, technologically-savvy students have been creatively using technology for reports, team projects and extra credit points. As a value added service to students, Vidyo administrators can set up students currently using VidyoConferencing with VidyoReplay. Students now become content creators for reports and projects in classes such as film studies, science labs and so on. Likewise, educators looking to implement differentiated instruction in the class room can utilize VidyoReplay as a content creation station to pre-record instruction or self-paced tutorials for students to use in different subgroups within the same class.



Professor Recording a Morning Lecture and Student Reviewing it Later That Evening

VidyoReplay is the Right Prescription for Healthcare

Hospitals, medical clinics, doctor's offices and other healthcare-based providers and insurance companies view VidyoReplay as another important instrument in their medical toolkit. Physicians use it in their practice to record consultations with other medical experts in order to make a diagnosis and record their analysis of PC-based ultrasound, MRI and EKG electronic files, which may be streamed into the conference and captured as part of the recording for a holistic assessment of the patient's progress. Psychiatrists will record a VidyoConferencing™ session with their remotely-based patient to review later in order to capture nuances and gestures possibly not picked up during the session. In a hospital environment, a physician records a Vidyo conference and then consults with a super-specialist, such as a pediatric oncologist, about a patient. He can share the recording with the assigned nurse and other key

hospital caretakers. Furthermore, he can refer back to the recording(s) as a way to measure the patient's progress and use the patient's entire case as a real-life example for learning and discussion among medical interns and residents. Medical insurance companies use the recording as proof that the patient was treated and pay the healthcare provider accordingly. Throughout the year, doctors attend medical conferences to keep up to date on new treatments, medical technology, etc. VidyoReplay's webcasting feature allows physicians to attend the lecture(s) of choice if he is unable to physically attend the conference.



Recording a Surgical Procedure for the Physician to Review with His Interns

VidyoReplay Makes the Case for Legal Services

Videographer and court reporting service-based companies can use VidyoReplay to take witness depositions during pre-discovery and discovery and record the testimonies for those who are unable to show up in the attorney's office or court. All video-taped depositions require a certified court stenographer to be present to transcribe the video-taped conversation. Once all the video-taped depositions are completed, both the original videotapes and transcriptions are placed in a sealed court envelope for the court to review.

Attorneys are mindful of keeping their clients costs down. VidyoReplay offers a solution to record the client/attorney conversation without having to pay for their client to physically attend the meeting. An attorney may record an expert witness's testimony and replay it for his multi-site colleagues so they can quickly move forward to discuss the strategy of the case. Attorneys often collaborate on complex, lengthy legal documents so being able to record both the shared document and discussions around the document for attorneys to view later is of great benefit to multi-site law offices. Attorneys also hold focus groups to get feedback on trial issues and themes. For example an attorney for the defendant may "pitch" the plaintiff's side of the case and record the focus group's feedback. These recordings are played back to the attorney's entire legal team for analysis and review.

Cenero/Auralink is a Vidyo VAR and Conferencing Service Provider. Auralink is the conferencing service provider arm of Cenero, which offers Vidyo-As-A-Service to legal service organizations and law firms. Legal services could include videotaping organizations that record long distance depositions on behalf of a law firm. Auralink has a strong core of legal customers and that base is made up of primarily small to medium size law firms who may have up to 10 nationwide and/or global locations. Attorneys in these firms are highly mobile and need to have video conferencing access, from where ever they may be—airport, home office or at the client’s office. VidyoReplay allows attorneys to record client meetings from their smart phone, laptop or desktop and then send the recording to link to their colleagues for case review.

Michael Cosgrave, a Senior Product Manager for Cenero/Auralink comments *“VidyoConferencing offers a scalable, high-quality video experience that allows my legal customers the necessary reach from where ever they may be, to immediately connect with their client. VidyoReplay is a critical extension to VidyoConferencing as it allows attorneys to record important client meetings, case strategy meetings with colleagues in remote locations, expert witness statements and other case-related depositions. These firms are building video content libraries without having to occupy often overbooked and technically difficult traditional video conferencing resources. Vidyo is helping firms to cut costs and increase billable hours. Partners are more productive and in the end clients are happier.”*



Expert Witness Deposition Being Recorded and Presented in the Courtroom

VidyoReplay in Global Enterprises

Large global, multi-location organizations have an infinite number of use cases for VidyoReplay. These organizations are constantly looking for ways to cut down on travel costs, maximize their investment in technology and leverage subject matter experts on an as needed basis. Through VidyoReplay’s recording and webcasting capabilities, large organizations can realize these goals easily and cost effectively.

Essentially, any credentialed VidyoDesktop™ user can be a content creator for his or her area of expertise. So what does this mean? Let’s take a look at the on-boarding process for new hires. All over

the world, large organizations are hiring people. How do new hires get trained on the company culture, process, procedures, and benefits? It doesn't scale to have human resources trainers teaching these classes all day long, across multiple time zones. VidyoReplay allows the HR training manager to record this class once, in the comfort of the office, home or in a conference room and then post it for new hires to review. Webcasting and recording of quarterly and year end all hands meetings and product launches allow employees to participate without incurring expensive time and travel costs. Field sales engineering and product training classes can be recorded for those who were unable to attend.



Recording a Team-Based Interview for the Hiring Manager to Review the Following Day

Summary

VidyoConferencing has been embraced across all market segments because it makes real-time video collaboration available on-demand, to any device, over any broadband network. VidyoReplay extends that capability to provide the content of the conference "any time" by capturing it for off-line viewing at a time and place that is convenient to the user. Additionally, VidyoReplay's webcasting functionality makes one-to-many communications simple and cost effective.

For more information: 1.866.99.VIDYO