

IT@JH redesigned, modernized, and simplified our video conference services with native integration to existing cloud-based collaboration platforms such as Zoom, Teams, and WebEx.

The new platform designs:



Allow clinicians, faculty, staff, researchers, and students to communicate through two-way video and audio



Enable collaboration and sharing for meetings, interviews, conference calls, presentations, and training with our hybrid workforce and other individuals and groups at different locations

Strategy

All rooms were designed for simplicity. Each room comes with:

- A meeting Navigator tablet to launch ad-hoc meetings on Zoom, Teams, and WebEx
- One button to launch scheduled meetings through integration with Outlook
- Wireless sharing with a Mersive Solstice pod
- Wired sharing over HDMI
- Audio-only calling over the video codec

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All platforms are secure, cloud managed, and updated for the newest features and capabilities.

This service offering outfits conference spaces from huddle and small conference rooms to large board rooms -- with the same features, functionality, and ease of use. We are also offering a mobile video conferencing carts solution that can transform the most unlikely spaces into video collaboration centers.

If you have a local IT resource, consult with them to understand if there are established departmental/divisional standards first. The solutions outlined below are used by enterprise IT@JH teams and can be implemented by any Johns Hopkins divisions.

The IT@JH team developed four standard service profiles with suggested use cases and one-time costs typically ranging from \$8,500 - \$30,000. All rooms have a monthly recurring support fee that includes cloud management, software updates, critical patching, new features testing and deployment, and ongoing technical support.



More information is found on the [ISVC resource page](#) or please contact the Integration Services Video & Collaboration team @ ISVC@JHU.edu.

Small Room Profile



Support for up to 10 people



Additional features

- Integrated camera, microphone, and stereo speakers
 - Speaker tracking up to 15ft
 - Additional table microphone options available
- Standard 85" 4K LED wall-mount display
- Navigator tablet with Outlook-integrated calendar scheduling and standard interface
- Supports multiple collaboration platforms – Teams, Zoom, WebEx

Approximate room size



\$9,500 – \$12,000

One-time installation costs

\$116.29

Estimated monthly recurring cost

12-16 weeks

Time frame for installation after the PO is executed

Medium Room Profile



Support for up to 20 people



Additional features

- Standard design includes 2 side by side 85" 4k LED wall-mount displays
- Optional integrated Quadcam or PTZ zoom camera and stereo speakers
 - External microphones required with ceiling array support
 - 2 HDMI outputs for dual screen options
 - Group framing and speaker tracking up to 25ft
 - Dual camera capable
- Navigator tablet with Outlook integrated calendar scheduling and standard interface
- Supports multiple collaboration platforms – Teams, Zoom, WebEx

Approximate room size



\$15,000 – \$21,000

One-time design and hardware installation costs

\$116.29

Estimated monthly recurring cost

12-16 weeks

Time frame for installation after the PO is executed

- *Installation services and time frames will vary based upon camera, speaker, and microphone selections*



Support for 20+ people



Additional features

- Typically needs an on-site review and custom proposal
- Standalone codec with various camera options available
 - Functionality for complex audio/video integration
 - Camera functions for group framing
 - Speaker tracking up to 25ft
 - Third party camera options for additional functionality
 - Multi-camera capable
- Standard design includes 2 side by side 95" or larger 4k LED wall-mount display
- Integrated ceiling and microphone arrays
- Navigator tablet with Outlook integrated calendar scheduling and standard interface
- Supports multiple collaboration platforms – Teams, Zoom, WebEx

Approximate room size



Pricing varies

One-time design and installation costs will vary based upon room design and requirements

Pricing varies

Estimated monthly recurring costs will depend upon hardware selection

16-20 weeks

Time frame for installation after the PO is executed

- *Installation services and time frames will vary based upon room complexity, codec, camera, speaker, and microphone selections*

The Mobile Cart

Support for up to 10 people



Additional features

- Standard 65" display mounted at visual table height
- Top-mounted codec with internal speaker/microphone
- Wireless and wired network connectivity, and wireless sharing options for content sharing
- Standard Navigator touch panel for conferencing, video and audio controls

Benefits

- Provides on demand conferencing in places where hardware and functionality are not currently provided
- Codecs can connect to the wireless networks for increased mobility

Drawbacks

- Codec will connect via wireless networks; however, wired will always provide better performance
- Carts require electrical power when in use
- Wired HDMI cables and power cables must be secured and accessible



Mobile video conferencing carts provide increased flexibility and agility for teams with limited space or multiple use needs.

Approximate room size

Intended for smaller conference rooms, huddle rooms, or unique spaces where permanent installations may be a challenge

\$8,500 – \$10,000

One-time installation costs

\$101.29

Estimated monthly recurring cost

12-16 weeks

Time frame for installation after the PO is executed