

Video as a Service (VaaS)

Custom Video as a Service (VaaS) -vs- Traditional Video Deployment

Video as a Service offers customers a completely customized managed video solution which combines any or all of the following: hosting, bridging, gateway, network services, maintenance, and integrated room services, for a monthly fee. VaaS is available to customers with or without their own infrastructure. VaaS is an ideal option for organizations that:

- Do not have full time, in-house video experts on staff
- Do not want to invest in costly infrastructure
- Need the ability to conduct multipoint conferencing
- Have or need a mixture of infrastructure and hosted services
- Have complex / blended / custom video needs

Compare the VaaS bundle on the below left to the traditional video deployment on the lower right. In the VaaS model, the customer would leverage VSGi's network, codec, and managed services, without investing in infrastructure or hosting and managing their own equipment - which results in much lower CAPEX and OPEX.

Typical Video as a Service Deployment		Traditional Video Deployment	
Dedicated IP Port on VSGi Colo Hosted MCU - Eliminates CAPEX & OPEX of MCU	\$X,000 Monthly Fee	1 MCU	\$150,000
5 Endpoints & 5 Dual Displays w/ Installation included		5 Endpoints	\$40,000
Hosted Desktop Video (100 Licenses) - Eliminates Hardware & Installation costs		5 Dual Displays	\$10,000
Maintenance & Software Upgrades Included		Desktop Video (100 Licenses)	\$12,000
Bandwidth Included		Installation (Endpoints, Displays, Desktop Video)	\$15,000
24/7/365 VSGi Technical Support Included		Maintenance	\$15,000
		Bandwidth	\$10,000
		On-Staff Video Resource	\$100,000
Total Annual Costs	\$XX,000	Total Costs Year 1	\$352,000