



HP Halo Telepresence Solutions

Overview

HP Halo Telepresence Solutions are fully managed, comprehensive collaboration technologies that bring people from across the globe into an environment that looks, sounds and feels as if they are just across the table. Participants see each other on high-resolution displays and can communicate with no perceived delays, regardless of how far apart the teams may be – whether in neighboring states or across the globe. This experience creates a live, virtual meeting room providing the clarity to work face to face and eye to eye, read body language and foster stronger business relationships, while reducing the personal cost, time and stress of business travel.

The HP Halo difference

All HP Halo Telepresence Solutions include a global, fully managed service – the HP Halo Telepresence Service – which allows the customer to focus completely on using Halo for faster business results while HP manages the day-to-day operations.

As part of this end-to-end service, all Halo rooms operate on the Halo Video Exchange Network (HVEN), a dedicated fiber optic network designed specifically for optimal and reliable video collaboration. With the HVEN, customers enjoy bandwidth that is always available – no bandwidth scheduling required. Additionally, through the HVEN and HP Halo Multipoint, customers can connect to multiple locations around the world at one time, including studios inside *and* outside of their company. Consequently, customers can easily collaborate face to face with their suppliers, vendors or partners in real time, anytime.

HP Halo Telepresence Services provide highly responsive, worldwide support, including remote diagnostics and calibration and a 24/7 concierge service. Customers will enjoy Halo's Technology Refresh, which ensures that all components critical to maintaining the Halo experience remain current and that all Halo endpoints are compatible.⁽¹⁾ Customers can rest assured that security is a top priority. Halo provides customers with AES256 encryption, the highest level of security commercially available for video communication.

Broad, flexible collaboration portfolio

HP Halo Telepresence Solutions are available in three configurations to meet companies' diverse communication needs.

HP Halo Collaboration Studio

The HP Halo Collaboration Studio is HP's ultimate telepresence solution, combining state-of-the-art studio design and precision components. This is an actual telepresence studio that is installed inside a designated space. Lighting, sound and video are optimized to offer the most immersive HP Halo telepresence experience. This configuration of HP Halo

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includes specially designed sound-absorbing wall coverings, fully duplexed spatial audio with echo cancellation, a graphic-eye lighting control system and an executive table with chairs.

HP Halo Collaboration Meeting Room

The HP Halo Collaboration Meeting Room can easily seat six and combines a best-in-class collaboration experience with a flexible design that is engineered for installation within an existing, larger conference room space. Because no build out is required, customers are able to keep site-preparation time and costs to a minimum.

HP Halo Collaboration Center

Making the HP Halo experience more accessible to executives and small groups, the HP Halo Collaboration Center is HP's smallest and most adaptable, yet still immersive, telepresence solution. It is available as a two-seat or four-seat model and can be placed in a variety of locations including an executive's office or a conference room. Both models offer all of the benefits of HP Halo Telepresence Solutions and an innovative industrial design that is optimal for an executive or small group.

Leverage existing videoconferencing investments

Through HP's alliance with TANDBERG, HP Halo meeting participants have the option of connecting to standards-based videoconference meetings via the HP Halo Gateway. For example, HP Halo participants can easily connect to a videoconference meeting enabled by traditional videoconferencing products that adhere to the ITU H.323, H.320 or SIP standards simply by providing the appropriate connection to the customer's network.

Key features

- HP Halo Multipoint allows simultaneous connections with multiple locations around the world and features a proprietary three-axis-control camera system, which automatically adjusts to allow for superior eye contact. HP Halo Multipoint is available to all customers at no additional cost.
- Dedicated, high-definition collaboration channel enables participants to easily share documents, presentations and motion-picture quality digital video from their notebook PCs using the high-definition collaboration screen mounted above the displays. Customers are also able to share a variety of multimedia materials – such as DVDs or audio within presentations – in full stereo sound via this channel. The collaboration channel is standard with all HP Halo Telepresence Solutions.
- Award-winning graphical user interface (GUI)⁽²⁾ improves ease of use allowing even new users to connect to multiple locations worldwide with just a few clicks of a mouse. The GUI's native language capabilities localize languages to meet the specific needs of each user. Users can select up to 15 different language options in each HP Halo location.
- High-definition, overhead object camera⁽³⁾ enables individuals to zoom in on objects or hard-copy documents on the table, revealing the finest of details, from colors to patterns. These images can be shared with participants in other HP Halo locations via the overhead collaboration screen.
- Exceptional design and components including fully duplexed spatial audio with echo cancellation, broadcast-quality cameras and optics and executive furnishings.



- Technology refreshes ensure that all components critical to maintaining the Halo experience remain current⁽¹⁾ and that the customer benefits as HP develops new innovations to improve levels of service.
- Language Line Services⁽⁴⁾ of Monterey, Calif., provides HP Halo customers with an easy-to-use and confidential interpretation option from English into more than 150 languages, including sign language.

Key benefits

- Accelerate enterprise-wide productivity and make business decisions faster and with greater control using a fully HP-managed collaboration solution engineered for simplicity.
- Avoid the cost and risks of network and technology infrastructure upgrades with HP Halo’s global, fully managed solution accountability and highly responsive worldwide support.
- Focus completely on using Halo for faster business results without worrying about bandwidth scheduling, making costly upgrades to an existing corporate network or hiring additional IT support staff.
- Support efforts to minimize greenhouse gas emissions and costs associated with business travel while fostering more personal connections. If a team of four people uses a Halo studio instead of flying from New York to London, they can avoid emitting more than 12,000 pounds of CO₂,⁽⁵⁾ the equivalent of taking more than 360 cars off of U.S. roads for one day⁽⁶⁾ or requiring the CO₂ sequestering efforts of nearly 5,000 mature trees.⁽⁷⁾

HP Halo Telepresence Solutions market adoption

HP Halo has seen consistent customer and network growth since launching in December 2005:

- The HP Halo customer base includes world-class companies such as ABN AMRO, AIG Financial Products Corp., AMD, AstraZeneca, BHP Billiton, Canon, Dow Chemical, DreamWorks Animation, General Electric Commercial Finance, Novartis and Toshiba.
- As of August 2008, there are HP Halo Telepresence Solutions in operation or being installed in 22 countries on five continents. These countries include Australia, Brazil, Canada, Chile, China, Denmark, Finland, France, Germany, Hong Kong, India, Ireland, Israel, Japan, Netherlands, Singapore, Spain, Sweden, Switzerland, Taiwan, the United Kingdom and the United States.

Pricing and availability

Configuration	Price ⁽⁸⁾
HP Halo Collaboration Studio	\$349,000
HP Halo Collaboration Meeting Room	\$249,000
HP Halo Collaboration Center Four-Seater	\$135,000



HP Halo Collaboration Center Two-Seater	\$120,000
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The HP Halo Telepresence Service is \$18,000 monthly per HP Halo Collaboration Meeting Room or Halo Collaboration Studio and \$9,900 monthly per Halo Collaboration Center and is currently available worldwide.⁽⁸⁾ These costs are for major cities in the United States and Western Europe. Fees may vary in other regions.

HP Halo Collaboration Studios can be installed anywhere in the world to meet customers' needs and based on the availability of adequate fiber optic circuits.

⁽¹⁾ Does not include any components or elements that change the functionality of the endpoint, and does not guarantee that the Halo experience will be enhanced beyond what the customer originally purchased. Technology Refresh updates are released solely at the discretion and timing of HP.

⁽²⁾ HP Halo's graphical user interface received product design awards from IF and Red Dot.

⁽³⁾ The high-definition overhead object camera is standard with the Halo Collaboration Studio and available as an add-on with other Halo telepresence configurations.

⁽⁴⁾ Customers that have contracts with LLS have the option of immediately engaging an LLS interpreter via phone, or, with seven days' notice, as a visible participant via an HP Halo Studio in New York, Chicago or Washington, D.C.

⁽⁵⁾ Calculated using HP Corporate and Brand Marketing Carbon Calculator. Key assumption is that 0.447 pounds CO₂ are emitted per passenger air mile.

⁽⁶⁾ According to the U.S. Environmental Protection Agency the average U.S. car emits 12,100 pounds CO₂ in a year or 33 pounds CO₂ per day.

⁽⁷⁾ Based on Tufts University calculations for a 25-year-old forest, Northeast Maple, Beech, Birch, 1,760 pounds CO₂ per acre per year. Average of 700 trees per acre or 2.52 pounds CO₂/tree/year.

⁽⁸⁾ Multi-studio package incentive options available. Estimated U.S. street prices. Actual prices may vary.

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