

# Business Edition 6000 (BE6K)

Complete collaboration for midsize businesses

# Cisco Collaboration Business Edition 6000

Packaged collaboration that is simple to use, manage, and deploy

Cisco® Collaboration Edge

B2B, B2C, mobile and remote access, hybrid, cloud-connected collaboration



## Calling



A single call-control architecture for voice, video, desktop, and mobile

## Meetings



Schedule multiparty meetings with audio, video, and content sharing

## Messaging



Instant messaging, presence, and file sharing from any device

## Care



Efficient multichannel customer service communications

## Management

Provisioning and deployment



# Calling

High-quality, reliable  
voice and video



Enable workers to  
communicate more  
effectively



Reduce legacy telephony  
costs

Embrace mobility  
and BYOD

Call from any device,  
anytime, anywhere

# Messaging

Build stronger relationships with business messaging



Communicate securely inside and outside your organization

Instantly interact with IM and presence

Quickly share information, ask questions, and make decisions

Spend less time catching up on email



# Meetings



Simple to schedule and  
join from any device

Enhanced collaboration,  
faster decision making

Integrates with Cisco®  
Meeting Server

Better meetings with high-definition  
video and screen sharing



Saves on unnecessary  
travel costs

# Care

Seamless engagement  
with telephone, mobile,  
video, social, and chat

Connect customers with  
subject matter experts



Increase customer and  
employee satisfaction



Accelerate call  
center productivity

Deliver efficient, multichannel customer service  
the way your customer wants it

# Endpoints and applications

Consistent and delightful **experiences** on any device

Any room



Any desktop



7800 Series IP phones



8800 Series IP phones



DX Series

Any pocket



Mobile



PC/Mac



Tablet



Cisco WebEx® Meetings



Cisco WebEx® Teams



Cisco Jabber®

# Collaboration Edge

Encrypted signaling  
and media

Secure collaboration  
outside your  
company firewall



Simple and secure remote  
and  
mobile access



Enhanced relationships  
with B2B and B2C  
collaboration

Unique Cisco Webex  
Hybrid Service  
experiences



# Management

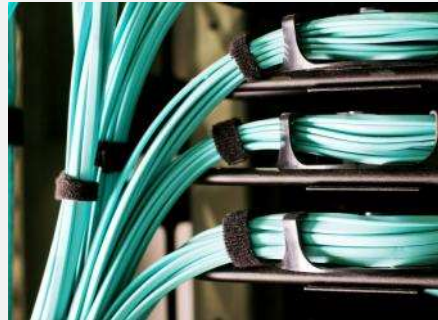
Single pane of glass for simplified management and reduced IT maintenance overheads



Single appliance – simple to purchase and deploy


Wizards for bulk updates and everyday moves, adds, changes, and deletions

Zero-touch provisioning and user self-service portals



Streamlined migrations and upgrades

# Cisco Webex Hybrid Services

	<b>Hybrid Call Service</b> <ul style="list-style-type: none"><li>• Call Service Aware</li><li>• Call Service Connect</li></ul>
	<b>Hybrid Calendar Service</b>
	<b>Hybrid Directory Service</b>
	<b>Hybrid Media Service</b>

Cisco Webex  
Hybrid Services



Create even more value by connecting on-premises and cloud services

# Cisco Business Edition 6000 - Solution Overview

Multiple Collaboration and Video applications supported on BE6K servers

Offers:

- Advanced IPPBX and IM/Presence services
- Unified Messaging
- Broad choice of voice and video endpoints
- Contact Center
- Other UC applications (paging, attendants,etc.)
- Video callcontrol
- Video MCU, Video recording/streaming
- B2B and B2C Video
- Webex Hybrid services (integration with Webex cloud)

Many options for software bundles and promos

Affordable, Simple  
Advanced



# BE6K HW options

# BE6K HW options

## Cisco UCS C Series C220 M5 server options

**vmware** Licenses included

**Medium Density (BE6M-M5-K9 \$12K GPL)**  
**Up to 1000 users / 1200 devices**



10vCPUs

BE6000M (M5)										Virt. SW = HYPPLS 6.5
CPU-1										
Core 1	Core 2	Core 3	Core 4	Core 5	Core 6	Core 7	Core 8	Core 9	Core 10	
Resource Usage: 0 pCores, 4.0GB RAM , 0 GB Storage, 0 IOPS Min, 0 IOPS Typical, 0 IOPS Max, 0 vNIC										

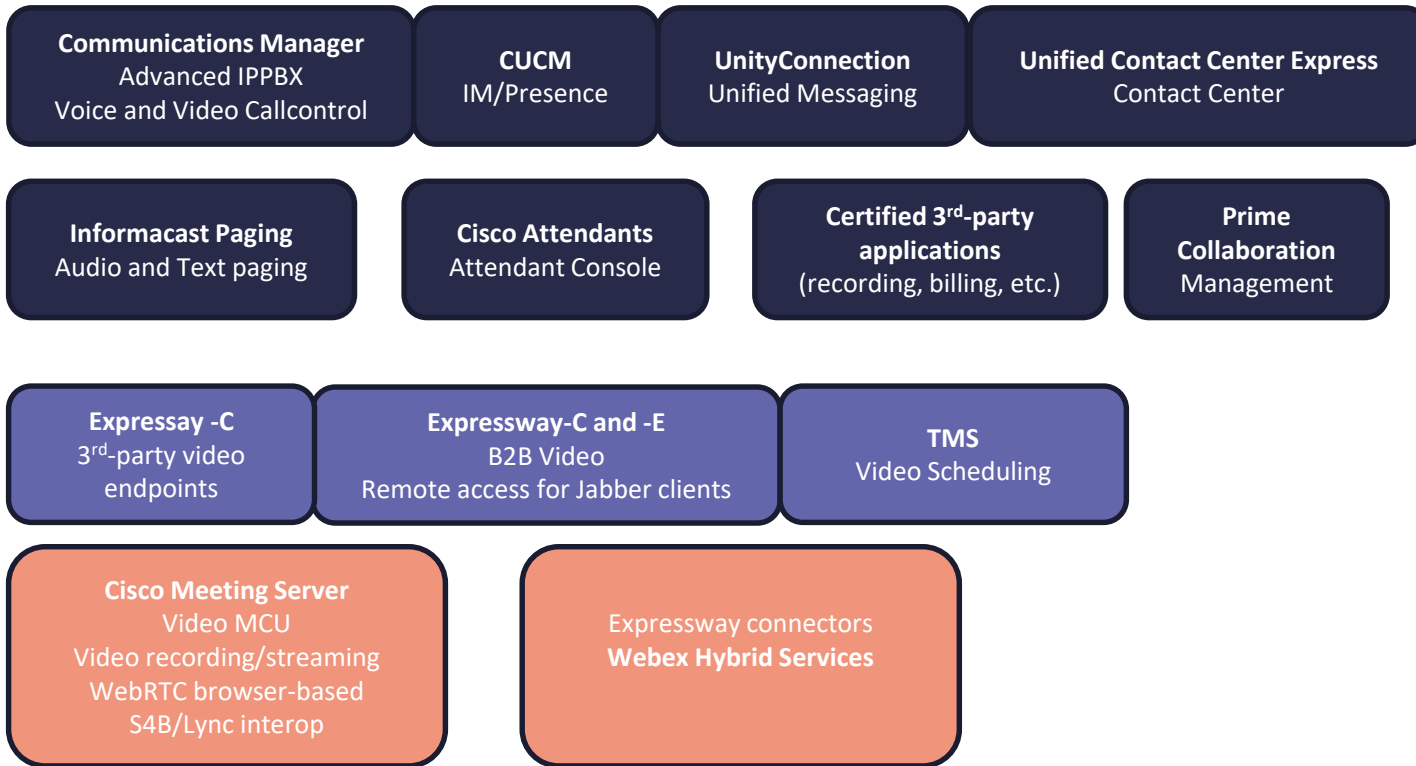
**High Density (BE6H-M5-K9 \$22K GPL)**  
**(1000 users / 2500 devices)**



20vCPUs

BE6000H (M5)										Virt. SW = HYPPLS 6.5	✕								
CPU-1					CPU-2														
Core 1	Core 2	Core 3	Core 4	Core 5	Core 6	Core 7	Core 8	Core 9	Core 10	Core 1	Core 2	Core 3	Core 4	Core 5	Core 6	Core 7	Core 8	Core 9	Core 10
Resource Usage: 0 pCores, 4.0GB RAM , 0 GB Storage, 0 IOPS Min, 0 IOPS Typical, 0 IOPS Max, 0 vNIC																			


# Large choice of applications and services



# Software options and bundles

# OptionA : 35 user BE6K CUWL Standard bundle

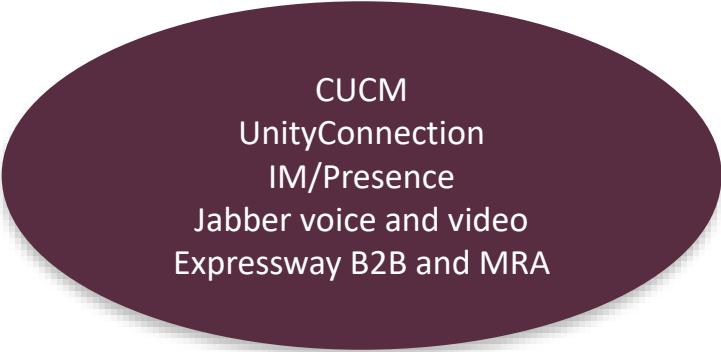
BE6K CUWL Standard  
Bundle for 35 users



Each of the 35 users is entitled for multiple devices  
for voice/video termination

Typical case: user will have one deskphone plus Jabber  
on PC/laptop (Win/Mac) plus  
Jabber on mobile devices(iOS/Android)

Jabber client can be used for voice/video



CUCM  
UnityConnection  
IM/Presence  
Jabber voice and video  
Expressway B2B and MRA



Voicemail  
(UnityConnection)




IM/Presence  
Deskphone control  
SNR, Extension Mobility

*\* B2B requires RMS licenses*



## Option B : 35 user BE6K CUWL Meetings bundle for cases where Video MCU on-premises (CMS) is required

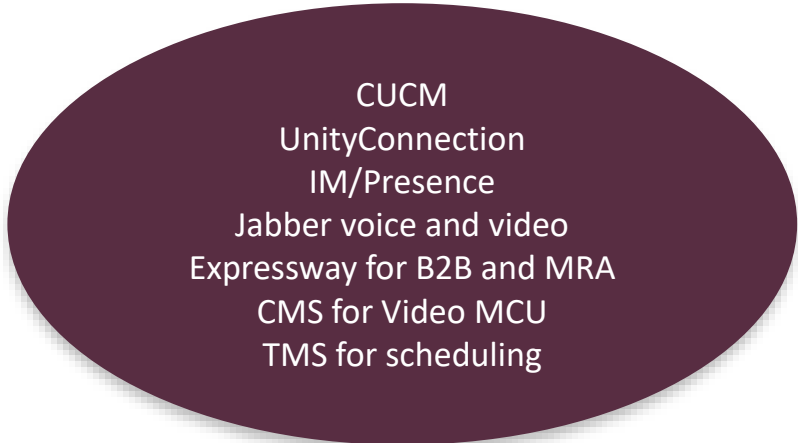
BE6K CUWL Meetings  
Bundle for 35 users



Each of the 35 users is entitled for multiple devices for voice/video termination

Typical case: user will have one deskphone plus Jabber on PC/laptop (Win/Mac) plus Jabber on mobile devices(iOS/Android)

Jabber client can be used for voice/video



CUCM  
UnityConnection  
IM/Presence  
Jabber voice and video  
Expressway for B2B and MRA  
CMS for Video MCU  
TMS for scheduling



Voicemail  
(UnityConnection)



IM/Presence  
Deskphone control  
SNR, Extension Mobility



Video MCU services

## Add Unified Contact Center Express with minimal cost

SKU	Qty	Estimated Lead Time ⓘ	Unit List Price (USD)
<input type="radio"/> <b>CCX-11-5E</b> <b>\$VIP ***</b> CCX 11 Enhanced 5 seat Promo Bundle	<input type="text" value="1"/>	35 days	<b>995.00</b>
<input type="radio"/> <b>CCX-11-5P</b> <b>\$VIP ***</b> CCX 11 Premium 5 seat Promo Bundle	<input type="text" value="1"/>	35 days	<b>2,995.00</b>
<input type="radio"/> <b>CCX-11-25E</b> <b>\$VIP ***</b> CCX 11 Enhanced 25 seat Promo Bundle	<input type="text" value="1"/>	35 days	<b>29,995.00</b>
<input type="radio"/> <b>CCX-11-25P</b> <b>\$VIP ***</b> CCX 11 premium 25 seat Promo Bundle	<input type="text" value="1"/>	35 days	<b>51,995.00</b>

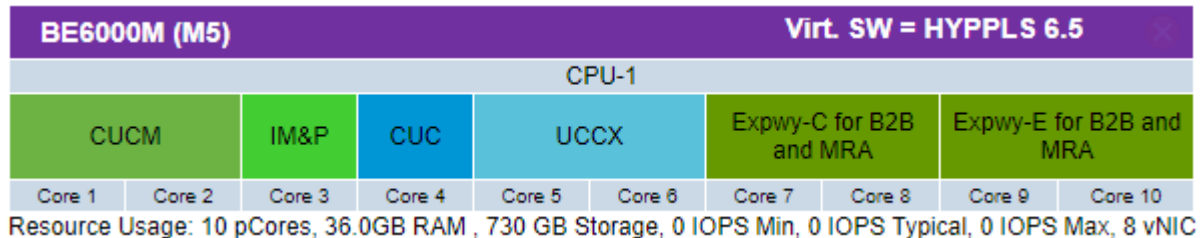
Even if contact center services are not required in day1, it is a good practice to add 5 seat Enh CCX bundle. It is very cost effective and could be used for customer CCX evaluation or for IVR capabilities of CCX solution.

Note: this discounted price (\$995 GPL for 5 Enh seats) is for initial orders so can not be ordered at phase2.



# BE6K customer cases

# Customer case1: One BE6K server and SRST



**PSTN Gateway**  
**CUBE for VoIP providers**  
**SRST for CUCM backup**



**IPPBX (redundancy with SRST)**

**Unified Messaging**

**Contact Center**

**Jabber clients for voice, video**

**Jabber IM/Presence for all**

**MRA / Remote access for Jabber (VPN-less operation over internet)**

**B2B Video**

**Rich options for voice and video endpoints**

**Deskphone control, SNR, EM**

**\* Cloud Webex Meetings could be used for Video MCU**

## Customer case 2: Two BE6K server for server-based HA

BE6000M (M5)										Virt. SW = HYPPLS 6.5	
CPU-1											
CUCM		IM&P	CUC	UCCX			Expwly-C for B2B and MRA		Expwly-E for B2B and MRA		
Core 1	Core 2	Core 3	Core 4	Core 5	Core 6	Core 7	Core 8	Core 9	Core 10		

Resource Usage: 10 pCores, 36.0GB RAM , 730 GB Storage, 0 IOPS Min, 0 IOPS Typical, 0 IOPS Max, 8 vNIC

BE6000M (M5)										Virt. SW = HYPPLS 6.5	
CPU-1											
CUCM redundant		IM&P redundant	UCCX redundant								
Core 1	Core 2	Core 3	Core 4	Core 5	Core 6	Core 7	Core 8	Core 9	Core 10		

Resource Usage: 5 pCores, 24.0GB RAM , 306 GB Storage, 0 IOPS Min, 0 IOPS Typical, 0 IOPS Max, 3 vNIC



**IPPBX (redundant servers)**

**Unified Messaging**

**Contact Center (redundant servers)**

**Jabber clients for voice, video**

**Jabber IM/Presence for all (redundant)**

**Rich options for voice and video endpoints**

**Deskphone control, SNR, EM**

**Remote access for Jabber without VPN**

**B2B Video**

**(spare VMWARE space could be used for paging or other apps)**

**\* Cloud Webex Meetings could be used for Video MCU**

# Customer case 3: Two BE6K MD servers – with small Video MCU (5 HD/10 SD ports)

BE6000M (M5)										Virt. SW = HYPPLS 6.5	
CPU-1											
CUCM		IM&P	CUC	UCCX		Expwy-C for B2B and MRA		Expwy-E for B2B and MRA			
Core 1	Core 2	Core 3	Core 4	Core 5	Core 6	Core 7	Core 8	Core 9	Core 10		

Resource Usage: 10 pCores, 36.0GB RAM , 730 GB Storage, 0 IOPS Min, 0 IOPS Typical, 0 IOPS Max, 8 vNIC

BE6000M (M5)										Virt. SW = HYPPLS 6.5		
CPU-1												
CUCM redundant		IM&P redundant	UCCX redundant		CMS 5 Ports Video MCU				TMS for video scheduling			
Core 1	Core 2	Core 3	Core 4	Core 5	Core 6	Core 7	Core 8	Core 9	Core 10			

Resource Usage: 10 pCores, 32.0GB RAM , 466 GB Storage, 0 IOPS Min, 0 IOPS Typical, 0 IOPS Max, 5 vNIC



- IPPBX (redundant servers)**
- Unified Messaging**
- Contact Center (redundant servers)**
- Jabber clients for voice, video**
- Jabber IM/Presence for all (redundant)**
- Rich options for voice and video endpoints**
- Deskphone control, SNR, EM**
- Remote access for Jabber without VPN**
- B2B Video**
- Video MCU 5HD/10SD ports (CMS)**
- Video scheduling (TMS)**

# Customer case 4: One BE6K MD and one BE6K HD server – with medium Video MCU ( 17,5 HD/35 SD ports)

BE6000M (M5)										Virt. SW = HYPPLS 6.5	
CPU-1											
CUCM		IM&P	CUC	UCCX		Expwy-C for B2B and MRA		Expwy-E for B2B and MRA			
Core 1	Core 2	Core 3	Core 4	Core 5	Core 6	Core 7	Core 8	Core 9	Core 10		

Resource Usage: 10 pCores, 36.0GB RAM, 730 GB Storage, 0 IOPS Min, 0 IOPS Typical, 0 IOPS Max, 8 vNIC

BE6000H (M5)										Virt. SW = HYPPLS 6.5									
CPU-1					CPU-2														
CUCM redundant		IM&P redund	UCCX redundant		CMS 5 Ports					CMS 1.25 Ports	CMS 1.25 Ports	CMS 1.25 Ports	CMS 1.25 Ports	CMS 1.25 Ports	CMS 1.25 Ports	CMS 1.25 Ports	CMS 1.25 Ports	TMS	
Core 1	Core 2	Core 3	Core 4	Core 5	Core 6	Core 7	Core 8	Core 9	Core 10	Core 1	Core 2	Core 3	Core 4	Core 5	Core 6	Core 7	Core 8	Core 9	Core 10

Resource Usage: 20 pCores, 42.0GB RAM, 466 GB Storage, 0 IOPS Min, 0 IOPS Typical, 0 IOPS Max, 5 vNIC



- IPPBX (redundant servers)
- Unified Messaging
- Contact Center (redundant servers)
- Jabber clients for voice, video
- Jabber IM/Presence for all (redundant)
- Rich options for voice and video endpoints
- Deskphone control, SNR, EM
- Remote access for Jabber without VPN
- B2B Video
- Video MCU 17,5HD/35SD ports (CMS)
- Video scheduling (TMS)

# Customer case 6: Video-only customer with on-premises MCU (15HD/30SD)

BE6000H (M5)										Virt. SW = HYPPLS 6.5										
CPU-1					CPU-2															
CUCM	Expwy-C			Expwy-E	IM&P	CMS 5 Ports					CMS 1.25 Ports	CMS 1.25 Ports	CMS 1.25 Ports	CMS 1.25 Ports	CMS 1.25 Ports	CMS 1.25 Ports	CMS 1.25 Ports	CMS 1.25 Ports	CMS 1.25 Ports	TMS
Core 1	Core 2	Core 3	Core 4	Core 5	Core 6	Core 7	Core 8	Core 9	Core 10	Core 1	Core 2	Core 3	Core 4	Core 5	Core 6	Core 7	Core 8	Core 9	Core 10	

Resource Usage: 20 pCores, 38.0GB RAM , 584 GB Storage, 0 IOPS Min, 0 IOPS Typical, 0 IOPS Max, 8 vNIC



- Jabber clients for voice, video**
- Jabber IM/Presence for all**
- Rich options for video endpoints**
- MRA/ Remote access for Jabber without VPN**
- B2B Video**
- Video MCU for 15HD/30SD ports**
- TMS for scheduling**



Why Cisco?

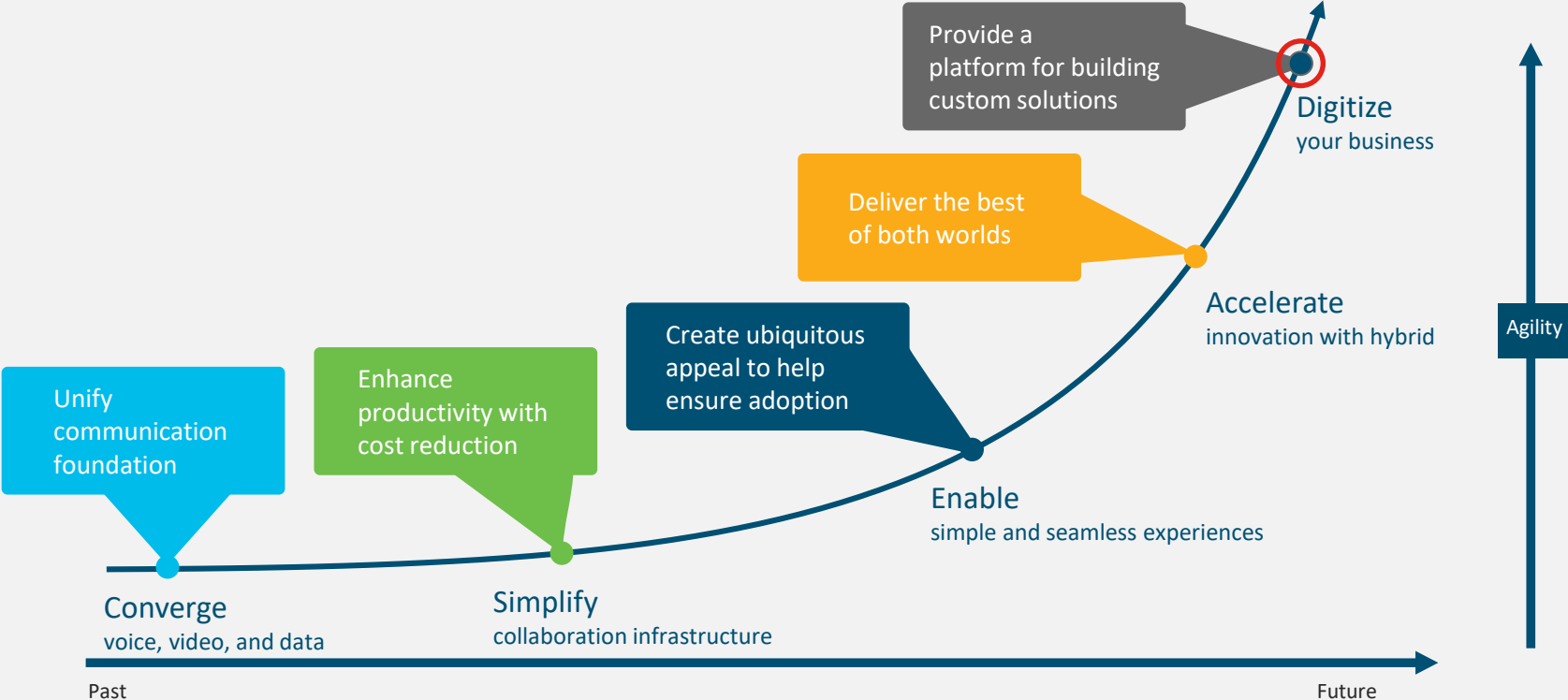
# Why Cisco?

- Unique architecture covering IPTel, Video, Contact Center, etc
- Focus on usability → drives adoption
- Best voice & video portfolio → options to cover all needs
- Feature rich - innovation
- Secure and tested
- Interoperable
- Cisco's market position

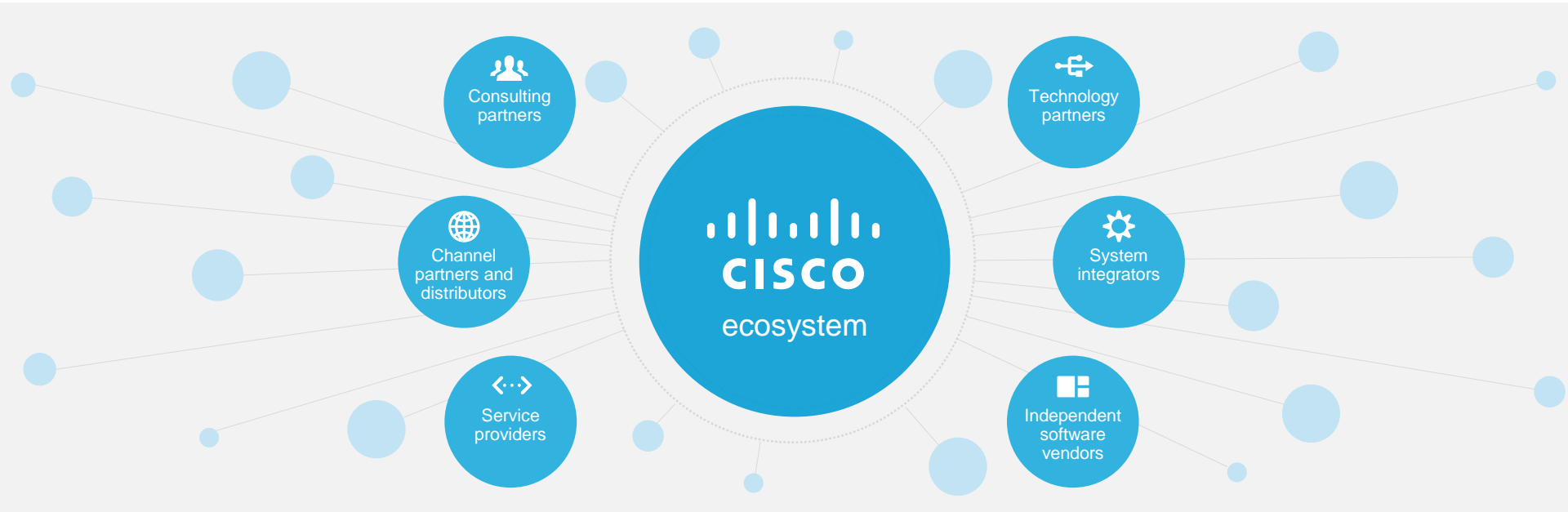


# Digitize your Business

## With the Cisco Collaboration Architecture



# It takes a strong ecosystem



Our strong partnerships provide a robust platform to help you:

Be nimble | Increase opportunities | Add business value | Gain agility | Improve teamwork

# Cisco Positioned a Leader for the 10th Year in a Row in Gartner's 2017 Magic Quadrant for Unified Communications

Cisco positioned highest on “ability to execute” and furthest on “completeness of vision” axis

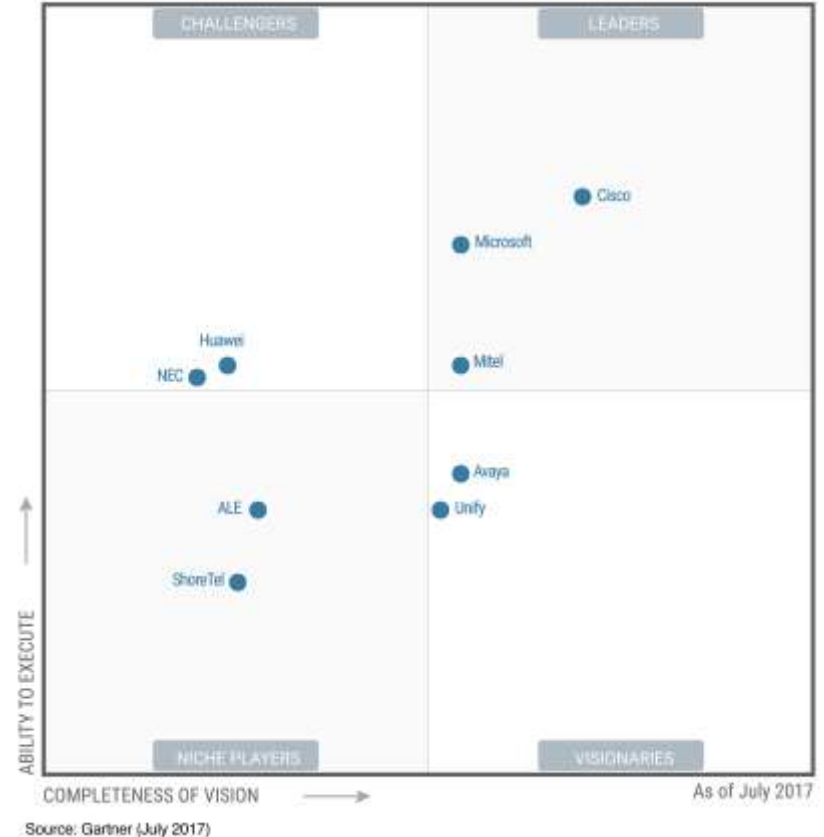
Leaders have a full UC offering and strong market presence, and can demonstrate success in the field. They have a strong presence in related markets to help them expand their UC footprint. These vendors and their channel partners have experience of delivering UC to a broad range of enterprise types and to most geographic regions.

*Gartner Magic Quadrant for Unified Communications by Steve Blood, Megan Marek Fernandez, Mike Fasciani, Rafael A Benitez, July 2017.*

*This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from Cisco.*

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Figure 1. Magic Quadrant for Unified Communications



# Up and to the Right

## Q2 - 2011



## Q2 - 2017

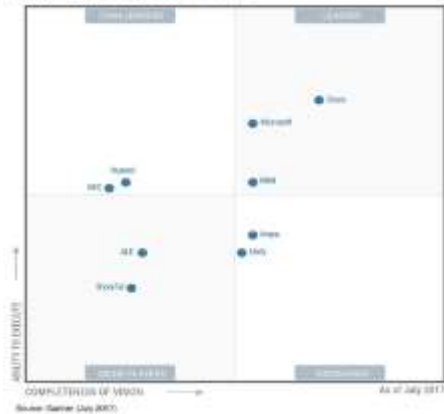
Figure 1. Magic Quadrant for Unified Communications



# Cisco Named a Leader in These Gartner Magic Quadrants

## 2017 Unified Communications

Figure 1. Magic Quadrant for Unified Communications



## 2017 Meeting Solutions

Figure 1. Magic Quadrant for Meeting Solutions



## 2017 Contact Center Infrastructure Worldwide

Figure 1. Magic Quadrant for Contact Center Infrastructure, Worldwide

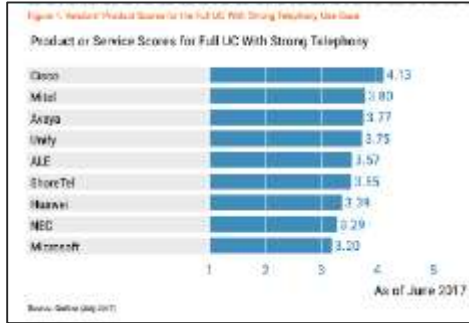


Gartner Magic Quadrant for Unified Communications by Steve Blood, Megan Marek Fernandez, Mike Fasciani, Rafael A Benitez, July 2017; Gartner Magic Quadrant for Meeting Solutions by Adam Preset, Mike Fasciani, Tom Eagle September 2017; Gartner Magic Quadrant for Web Conferencing by Adam Preset, Whit Andrews, November 2016; Gartner Magic Quadrant for Contact Center Infrastructure Worldwide by Drew Kraus, Steve Blood, May 2017. This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from Cisco. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

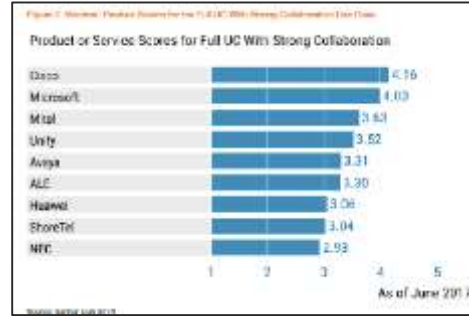
# Highest Scores In All Use Cases

## Gartner UC Critical Capabilities Report

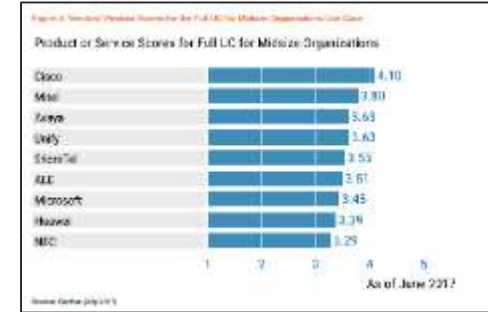
### Full UC with Strong Telephony



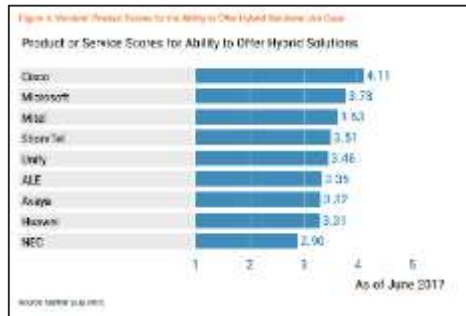
### Full UC with Strong Collaboration



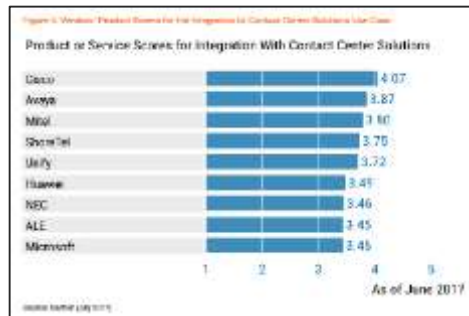
### Full UC for Midsize Organizations



### Ability to Offer Hybrid Solutions



### Integration to Contact Center Solutions



### Gartner: Critical Capabilities for Unified Communications

Mike Fasciani, Megan Marek Fernandez, Steve Blood, Rafael A Benitez, July 2017

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# Cisco Leader Position in New Analyst Reports

## Gartner Meeting Solutions Magic Quadrant 2017

New Magic Quadrant Report Combines:

- Video Conferencing
- Web Conferencing
- Audio Conferencing
- Across all deployment modes



# More info on Cisco Collab solutions

Check my community posts here →

## [Looking for info on Cisco Collab solutions ?](#)

select Cloud or On-premises section

some selected posts for on-premises collab:

[Cisco Collab solution overview preso \(IPTelephony, UC, Video\)](#)

[Cisco IPPhone options for CUCM/BE6K](#)

[Cisco Video Collab solution on-premises - Overview and major components](#)

[Cisco Video Endpoints overview and positioning](#)

[Room kit and Room Kit Plus - new video endpoints for meeting rooms](#)

[How to add Video Meetings services - for existing Cisco Communications Manager or VCS customers](#)

[Cisco Meeting Server \(CMS\) - overview and useful info/resources](#)

[Introducing new Cisco Headset 500 series!](#)

.... plus more to be added soon...



# Partner Resources

**BE6K Partner Sales Guide on salesconnect.cisco.com → [click here](#)**

**VMWARE Placement tool → [tools.cisco.com/ucs](https://tools.cisco.com/ucs)**

**Demos and Trainings → [Dcloud.cisco.com](https://Dcloud.cisco.com)**

Cisco Preferred Architecture for Video 11.5 v1

ID: 179704 Published Date: 21-Mar-2017 00:04 Demonstration Collaboration Conferencing English

This lab will show how to deploy and configure a BE6k or BE7k which includes: Unified CM, Unity Connection, IM & Presence, Licensing, Conductor, TelePresence Server, Expressway (MRA and B2B). This lab also includes how to migrate from VCS/TMS to UCM/TMS.

★ Favorite

Schedule

# Partner Resources

## Cisco Preferred Architectures and Validated Design Guides

[https://www.cisco.com/c/en/us/td/docs/voice\\_ip\\_comm/uc\\_system/design/guides/PAdocs.html](https://www.cisco.com/c/en/us/td/docs/voice_ip_comm/uc_system/design/guides/PAdocs.html)

### Midmarket Deployments

#### Cisco Collaboration System Release (CSR) 11.6

Design overviews:

- Cisco Preferred Architecture for Midmarket Collaboration 11.6, Design Overview - March 2017
- Cisco Preferred Architecture for Video 11.6, Design Overview - March 2017
- Cisco Preferred Architecture for Midmarket Voice 11.x, Design Overview - June 2016

Cisco Validated Design (CVD) guides:

- Unified Communications Using Cisco Business Edition 6000, CVD - August 2016
- Video Conferencing and Recording Using Cisco Business Edition 6000, CVD - July 2017
- Collaboration Edge Using Cisco Business Edition 6000, CVD - August 2016