TOMORROW starts here.

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Cisco Multichannel Contact Centre and Remote Expert Solutions

BRKCCT-2661

Bil Dry Lead Architect Industry Solutions Group



Agenda

- Introduction What Is Remote Expert
- Overview
- Remote Expert Technical Discussion
- Case Studies
- Roadmap
- Conclusion





Remote Expert Vision

- > Experts + customers = improved results
- Create and optimise revenue
- Increase uptime and productivity
- Improve relationships with customers

An end-to-end solution for intelligently connecting customers with skilled experts over video on any device, anywhere



Remote Expert Vision Delivering Engaging Customer Experiences



- Sees the Message
- Video Chats with Expert

Interactive Kiosk "Kiosk"



- Confers with Family
- Video Chats with Expert

Mobile/Remote "Mobile"



- Video Chats with Expert
- Makes the Purchase

Immersive Video "Immersive"



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- Overview What's New in release 1.8.5
- Remote Expert Technical Discussion
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What's New in Remote Expert 1.8.5

New immersive endpoints for consumers and experts





SX-20, MX, and C-Series

Web-based expert desktop support using RE with CCE



Finesse® with RE
Agent Desktop
Gadgets

Remote Expert video sessions on iServices-powered kiosks

Kiosk



•



Document camera support in RE immersive pods





Remote Expert 1.8.5 - New Immersive Endpoints

	Salient Features	Applicability	
MX200	The Cisco® MX Series offers 1080p	Broad applicability as	
MX300	video, superior audio, and HD content sharing. It supports Cisco Medianet. The MX 200 provides a 42 in. screen and MX 300 has a 55 in. screen.	general purpose endpoints at both caller and expert locations	
SX20	Transforms any display panel into a Cisco TelePresence® system	Lower cost alternative to EX Series	
C40	Deliver 1080p30 video with multiple HD sources. Supports up to two microphones	The C Series endpoints are ideal for situations where multiple cameras may be required at the caller end, such as in the Connected Justice use case	
C60	Supports up to 4 HD video sources and 4 microphones. Can composite up to three simultaneous video inputs		
C90	One of the most powerful and flexible TP engines available. Up to 12 HD sources and 8 microphones can be connected directly. Can composite up to five		
	Simultaneous inputs		

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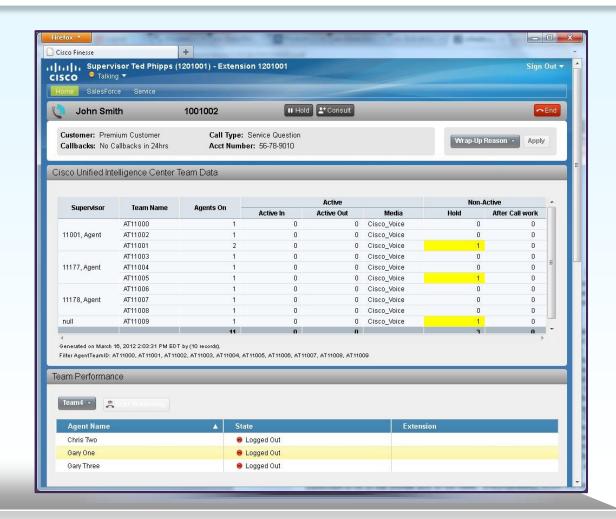
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Remote Expert 1.8.5 - Cisco Finesse for Expert Desktops

- A 100 percent browser-based desktop; no client-side installations required
- A single, customisable "cockpit", or interface, that gives experts quick and easy access to multiple assets and information sources
- Open web 2.0 APIs that simplify the development and integration of value-added applications and reduce the need for detailed desktop development expertise
- Integrates Remote Expert Agent Desktop (READ) for collaboration tools

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Remote Expert 1.8.5 – New Kiosks

- Assist customers through live, two-way video interaction
- Reduce staffing and increase support at the place of business – force multiplier
- Address customer questions and concerns – improve experience
- Provide expert product information and service that can efficiently scale to support all locations
- Access multi-language support





Remote Expert 1.8.5 – New Document Camera

- Vaddio CeilingView HD-18
 - Mounts on ceiling above a customer desk
 - 18 times optical zoom lens
 - 1080p, 1080i, or 720p output
- Controlled from Remote Expert Agent Desktop
- Stream video to expert's desktop
- Take still pictures





http://www.vaddio.com/product/ceilingviewhd-dvi-hdmi



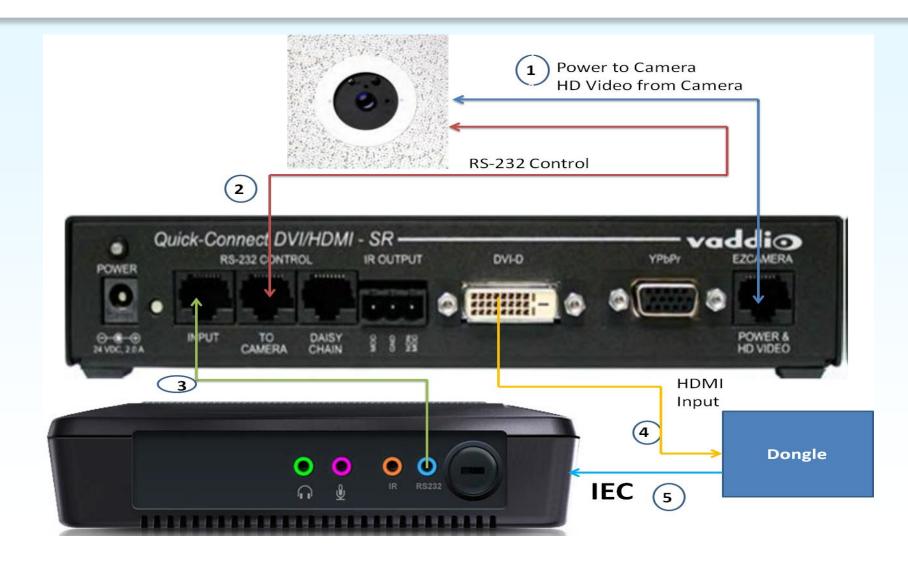
Vaddio HD Document Camera Integration

- The Vaddio CeilingVIEW HD-18 DocCAM high-definition ceiling document camera can be mounted in the ceiling above the customer pod to view live video of a document that the customer is holding or places on a flat surface beneath the camera.
- This camera can also be used to capture live events such as demos or lectures.
- A System Dimensions video encoder dongle is required to stream the live video from the IEC.





Vaddio Camera & Encoder Dongle Set Up





Features Per Solution Configuration

Feature	RE Immersive	RE Kiosk
Audio Recording Using MediaSense	Yes	Yes
C-Series, EX, MX, and SX TelePresence® Endpoint Support	Yes, customer and expert sides	Yes, expert side
Call Conference and Transfer	Yes, with CCE	Yes, with CCE
Document and Application Sharing	Yes	Yes
Grant Consumer Permission to Control Expert's Shared Application or Document	Yes	Yes
Mobile Customer Connectivity on Browsers and iOS	No	No
Peripherals Support (Bar Code Reader, Magnetic Card Reader, Document Cam, Printer, Scanner)	Yes	Yes
Video on Hold	Yes	Yes
Video in Queue	Yes, using IEC or CVP with MediaSense 10.0	Yes, using IEC or CVP with MediaSense 10.0
Web-Based Expert Desktop with API (Cisco Finesse®)	Yes, with CCE	Yes, with CCE



Agenda

- Introduction
- Overview
- Remote Expert Technical Discussion How Do All the Pieces Fit?
 - Integrated and Delivery-Specific Architectures
 - Common Unified Communications (UC) Core
 - Key Common Features
 - Key Delivery-Specific Features
- Case Studies
- Roadmap
- Conclusion



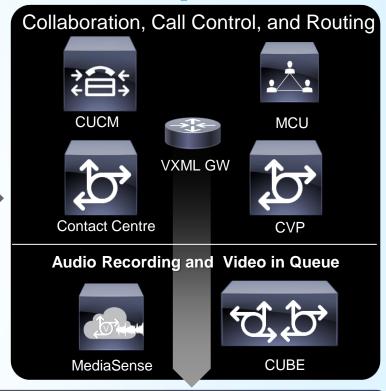


Remote Expert – Functional Component Groups



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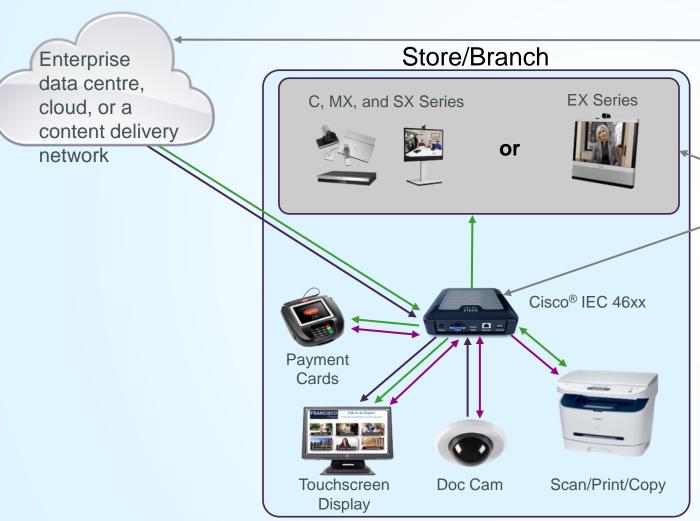


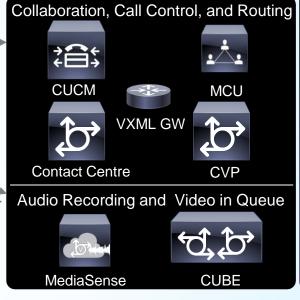


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Remote Expert Immersive Architecture

RE Core Components







Experts





Note: Some active traffic paths are omitted for clarity.

H.264 Video

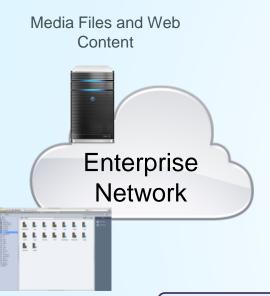
— Graphics Content

Control Traffic



Remote Expert Kiosk - Architecture

RE Core Components







Interactive Services Kiosk





Interactive C, MX, and SX

Experience
Manager (IEM)



Series
Or

Expert PC with RE Agent
Desktop (sharing and

Precision HD Camera



Interactive Experience Client 4632 (IEC)

Optional components:

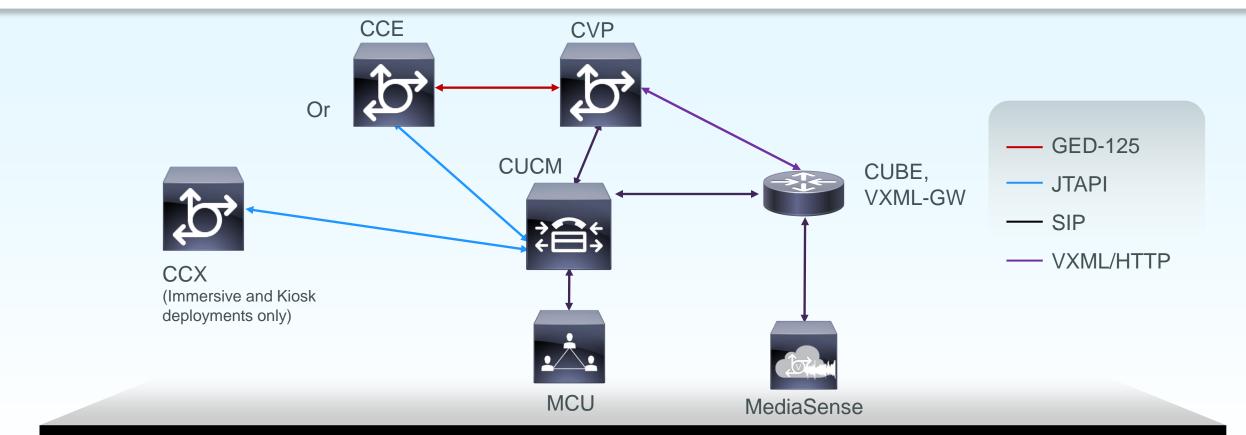
- Touchscreens (third party)
- Enclosures (third party)
- Speakers (third party)
- Peripherals (third party)
- Customer web applications

Note: Refer to the Remote Expert IWE website for a list of supported optional components.



control)

Remote Expert 1.8.5 Core Unified Communications Components



- Provides call routing, queuing, conferencing, and recording capabilities
- Delivers these capabilities to RE Immersive, Kiosk, and Mobile deployments
- Able to use your network's existing UC components*

*Assuming RE compatible software versions & feature licenses

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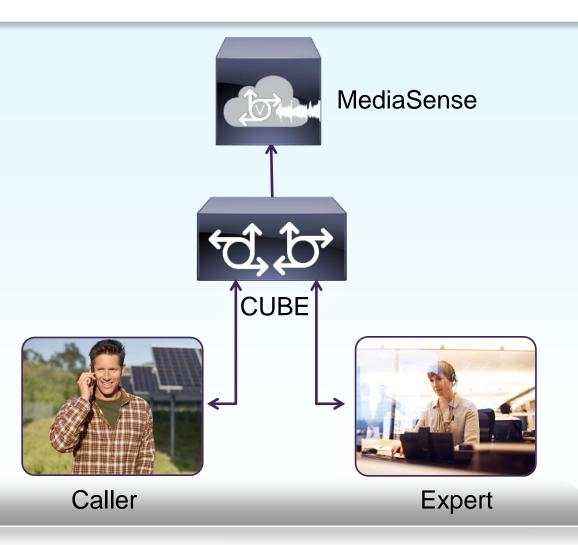
Key Features Available in All Customer Experiences

Enhanced Infrastructure: Call Recording

Done by forking a copy of the audio/video stream through CUBE over to a Cisco® MediaSense server

MediaSense can also be used to manage recording (playback and search)

Can be integrated with Cisco validated third-party call recording products

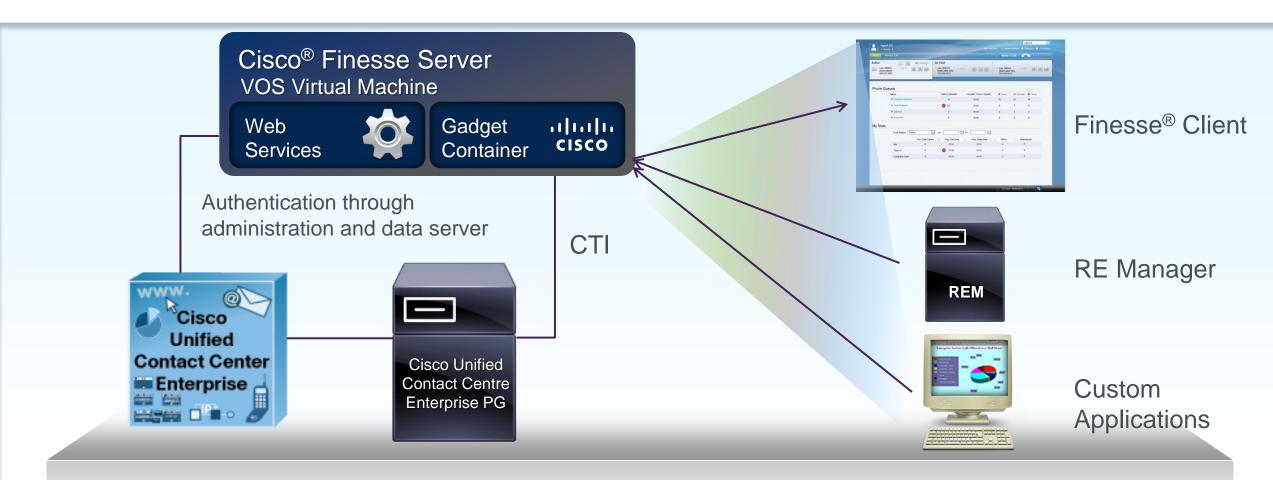




Call Recording: MediaSense and CUBE

Monitoring and Playback MediaSense UI for Search and REM for Search and Playback Third-Party Apps for Search **Options** Playback (Multi-Cluster) (Single Cluster) and Playback (Multi-Cluster) MediaSense Cluster (High Availability and Scale) Web 2.0 APIs Web 2.0 APIs Secondary Server Application, User, and Configuration Application, User, and Configuration Management Management Redundant Metadata Database Redundant Metadata Database Primary Media Management Media Management Server Media Capture and Streaming Media Capture and Streaming SIP Call Control SIP Call Control Audio Stream SIP RE Call Control Network SIP

Enhanced Infrastructure – Finesse Desktop High-Level Architecture



Zero footprint on client

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Mandatory administration workstation (AW)



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Enhanced Infrastructure: Conferencing

- Compatible with CCE deployments
- When more than two parties are involved in a video call, such as during a transfer between experts or conferencing with multiple experts
- The Cisco® family of multipoint control units (MCUs) ties all the streams together
- The MCU is added and registered to the Cisco Unified Communications Manager; the resource is then available for use by the Remote Expert endpoints



Cisco MCU





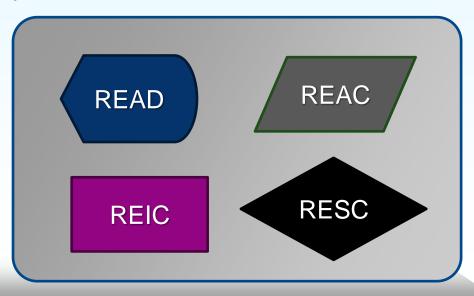


Key Customer Experience-Specific Features

Immersive and Kiosk Infrastructure Session Orchestration

Remote Expert Manager

- Provides control and management for every Remote Expert Immersive and Kiosk session
- Orchestrates all expert and client interactions in the branch or store through a Cisco® IEC 4600 control point embedded in every Remote Expert client-side pod
- Interfaces with external applications and servers
- REM key functional components include:
 - RE Administrator Console (REAC)
 - RE Agent Desktop (READ)
 - RE Interactive Applications Controller (REIC)
 - RE Session Controller (RESC)

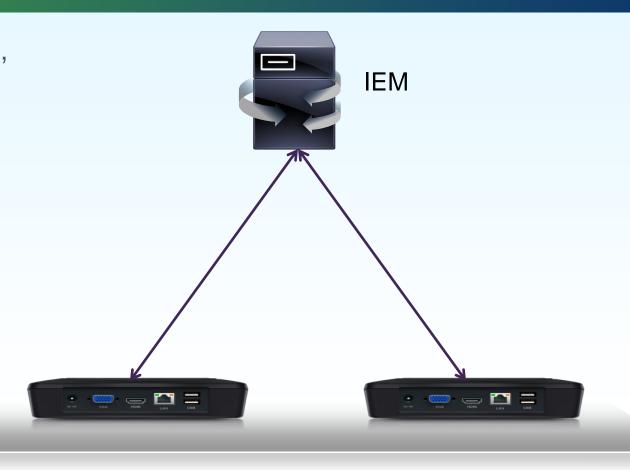




Immersive and Kiosk Infrastructure: Device Management

Interactive Experience Manager and Clients

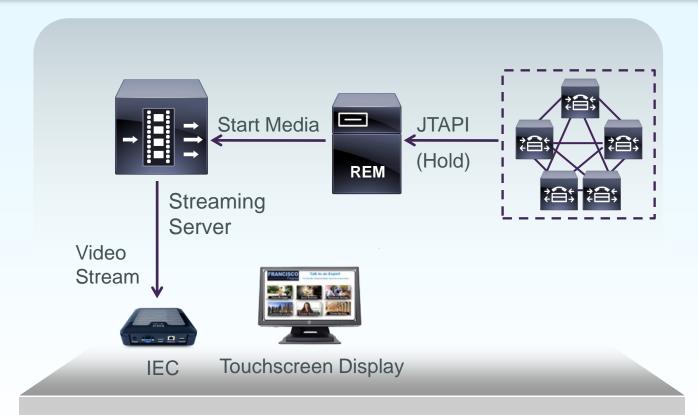
- Provides a user-friendly way to configure, control, and monitor Cisco[®] Interactive Experience Client (IEC) devices
- IECs depend on IEM for:
 - Registrations
 - Monitoring
 - Policy settings
 - Firmware upgrades





Immersive and Kiosk Infrastructure: Video on Hold

- Video is played to a caller when an expert puts them on hold, while being transferred, or while waiting for a conferencing session to begin
- On Immersive and Kiosk access, video is played on a touch panel
- Video is accomplished using REM, which directs the media server to stream video to IECs





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Component Needs Per Solution Configuration

Component	RE Immersive	RE Kiosk
C, EX, MX or SX TelePresence® Endpoints	Yes, customer or expert sides	Yes, expert side
CUCM	Yes	Yes
UCCE Plus CVP Plus Finesse® (Instead of UCCX)	Yes	Yes
UCCX (Instead of UCCE Plus CVP Plus Finesse)	Yes, up to 150 simultaneous RE sessions	Yes, up to 150 simultaneous RE sessions
MediaSense and CUBE	Yes, audio recording and ViQ with CVP	Yes, audio recording and ViQ with CVP
MCU (45XX or 53XX)	Yes, with CCE	Yes, with CCE
RE Manager (REM)	Yes	Yes
Expressway Edge and Control	No	No
Jabber™ Guest Gateway	No	No

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- Case Studies Real Feedback from Remote Expert Users
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What Some of Our Customers Have Achieved Nationwide Building Society

Challenge

- Improve customer satisfaction
- Enhance access to experts
- Reduce leakage of business to competitors

- More than 700 branches
- More than \$300 billion in assets
- Major provider of mortgage loans and savings

Solution

- Deploy "virtual advisors" enabled by Cisco® video collaboration in retail bank branches
- Support close of mortgage sales in branch; printing, scanning, and accessing mortgage advisors from a central pool
- Manage unplanned and scheduled meetings

Results

- Two-thirds improvement in new mortgage business
- Double-digit improvement in customer net satisfaction
- Two-thirds reduction in cost of sale



"The Cisco solution has helped us improve customer satisfaction and staff efficiency while at the same time increasing mortgage sales. The business case in favor of the Cisco solution stacked up quickly."



What Some of Our Customers Have Achieved Global Retailer

Challenge

- Effectively provide product and how-to-use advice to customers when and where they want it with a limited number of experts
- Increase sales by providing customers with detailed visual interactions, removing the barrier to purchase

Solution

- Deploy intelligent routing to experts and help enable video conferencing with customers
- Help enable major purchases that require high-touch interactions and advice

Results

- Sales of the target category increased an average of 15% in stores with Remote Expert compared to 5% for stores without Remote Expert—an increase of 300%
- Retailer is upgrading to the latest version and expanding the number of stores that include the Remote Expert solution

- More than 2200 locations
- More than \$74 billion in sales
- Major player in the home improvement market



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Many of the products and features described herein remain in varying stages of development and will be offered on a when-and-if-available basis. This roadmap is subject to change at the sole discretion of Cisco, and Cisco will have no liability for delay in the delivery or failure to deliver any of the products or features set forth in this document.

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Remote Expert Roadmap Detail — For Internal and NDA Use Only subject to change

 CTS or TANDBERG® endpoints in any location/combination Integration of Cisco® MediaSense to deliver audio call recording Genesys contact centre integration Wet signature capture and printing REM high availability RE session re-direct Expanding customer endpoints to Kiosk; offering self-service experiences as well as escalation to a live expert Click to call and extension mobility Document camera integration Expansion of endpoint choices for customers and agents or experts – MX, SX, and C-Series More simplified customer and agent experience across integrated chat and video Simplified customer and agent experience across integrated chat and video Simplified customer and agent experience across integrated chat and video Simplified customer and agent experience across integrated chat and video Simplified customer and agent experience across integrated chat and video Simplified customer and agent experience across integrated chat and video Simplified outsomer and agent experience across integrated chat and video Simplified sharing of web browsing and applications from customer to expert and expert to customer for mobile experiences Support for mobile or remote consumers outside the firewall: iOS and MAC/PC browsers for all use cases 	Release 1.8 March, 2013	Release 1.8.5 Launch October 22, 2013; FCS Expected March, 2014	Next Planned Release 2.0 TBD – Features subject to change	Future Releases
	endpoints in any location/combination Integration of Cisco® MediaSense to deliver audio call recording Genesys contact centre integration Wet signature capture and printing REM high availability	 Kiosk; offering self-service experiences as well as escalation to a live expert Click to call and extension mobility Document camera integration Expansion of endpoint choices for customers and agents or experts – MX, SX, and C-Series More simplified agent experience: easier to learn, use, and customise (in addition to CAD support) for all 	 More simplified customer and agent experience across integrated chat and video Simplified sharing of web browsing and applications from customer to expert and expert to customer for mobile experiences Support for mobile or remote consumers outside the firewall: iOS and MAC/PC browsers for 	 Big data analytics Multi-tenant architecture for as-a- service Internet of Things (IoT)

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Summary

Remote Expert
Customer Benefits

- Increase revenue while lowering cost
- Increase efficiency by virtualising workforce, helping to enable access to high-value expertise using immersive, kiosk, and mobile customer experiences
- Increased customer satisfaction and retention

Why Cisco

- World leader in video technology
- Uses existing application and web development through SDKs and APIs
- Centralised management, monitoring, and reporting
- Comprehensive validated design for successful implementation

For more information visit the Cisco® Remote Expert Smart Solutions pages at:

www.cisco.com/go/remoteexpert



Remote Expert Customer Engagement Process

Engage

Contact your Cisco® account team for additional information on Remote Expert

Qualify

Gain understanding of your specific business needs

Examine

Host a discovery workshop with business and technical sponsors

Deploy

Deploy Remote Expert pilot with clearly defined business metrics

Validate

Examine pilot outcomes to determine the value for your business



Cisco live!









Q & A

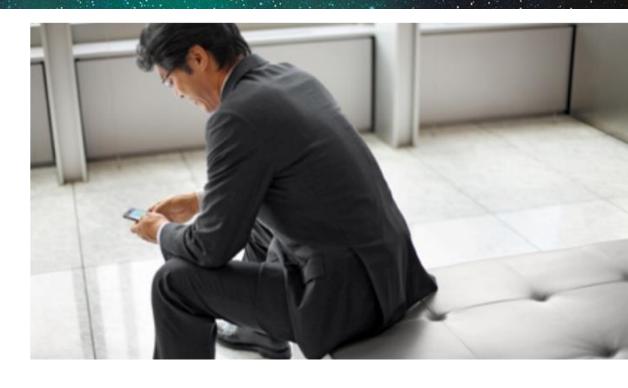
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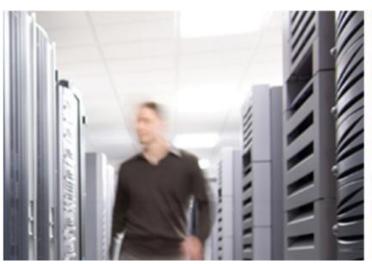
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Backup Slides

Remote Expert 1.8.5 Cisco Technology Stack

Call Control	Contact Centre	Video	Solution Enabling Technology	
CUCM	UCCE	EX Series	REM	
	CVP	SX Series	IEC	
	VXML-GW	C Series	IEM	
	UCCX	MCUs		
	CUBE			
	MediaSense			

Key Technology Components and Software Releases for Remote Expert 1.8.5

Component	Software Version
Unified Communications Manager	9.1 and 10.0
45XX MCU (Optional)	TBD
Unified Contact Centre Express (UCCX)	9.0
Cisco TelePresence® C, EX & SX Series Endpoints	6.1 or greater
IEC-4600	5.48.62
REM	1.8.5.0
Unified Contact Centre Enterprise (UCCE)	9.0 and 10.0
Customer Voice Portal	9.0 and 10.0
CUBE	15.3M
MediaSense	10.0
VXML Gateway	15.3M
Cisco® Agent Desktop Software (Premium)	9.0





Key Technology Components and Software Releases for RE 1.8.5 (continued)

Component	Software Version
Cisco Finesse® for UCCE	10.0
Expressway Control, and Edge	8.1
CUBE	15.3.3M
Interactive Experience Manager (IEM)	2.1





REM Functional Components (2 of 2)

RE Interactive Applications Controller (REIC)

REIC

- Uses Flash/Flex and HTML+Javascript to render graphics, fonts, and video on the touchscreen located in the client-side poda
- Renders desktop apps shared by the expert

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 Relays client touch inputs and facilitates client control of expert's shared application

RE Session Controller (RESC)

RESC

- Includes web-services interfaces to initiate and terminate RE sessions and data sharing sessions, trigger client-side printing, and control video streaming
- Uses JTAPI to initiate, monitor, control, and terminate calls

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REM Functional Components (1 of 2)

RE Administrator Console (REAC)

REAC

 Web-based management interface to add, verify, and update all necessary configurations that are needed for normal operation of the REM platform

RE Agent Desktop (READ)

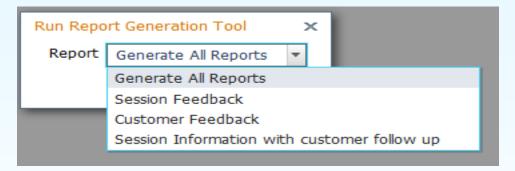
READ

- Web-based application for experts
- Provides CRM, note taking, video streaming, application sharing, and printing capabilities to experts

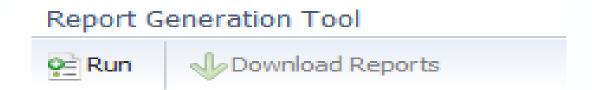


Report Generation

 The Report Tool tab contains a tool for generating reports about the sessions including agent session and customer session results as well as session information with customer follow up.



 Once the report is generated, it is emailed to the administrator. It can also be downloaded from the tool.





Report Generation

Example of Report

\square	А	В	С	D	E	F	G	Н	1
1	Tue Oct 22 14:14:32 PDT 2013								
2	session	starttime	endtime	kiosk_number	queue_name	queue_number	experts	locale	customer
3	19824648	10/21/2013 17:28	10/21/2013 17:31	2506	Commercial Lending	1133	2520	en	
4	19234816	10/18/2013 17:15	10/18/2013 17:15	2510	Help	7777		en	
5	19824662	10/21/2013 18:18	10/21/2013 18:21	2506	Commercial Lending	1133	2520	en	
6	19365888	10/19/2013 16:04	10/19/2013 16:04	2506	Retirement Savings	1133	2515	en	
7	19824642	10/21/2013 16:31	10/21/2013 17:07	2506	Private Banking	1133	2520	en	
8	19365889	10/19/2013 16:05	10/19/2013 16:05	2506	Commercial Lending	1133		en	
9	19365890	10/19/2013 17:03	10/19/2013 17:05	2506	Commercial Lending	1133		en	
10	19365891	10/19/2013 17:08	10/19/2013 17:09	2506	Commercial Lending	1133		en	
11	19365892	10/19/2013 17:11	10/19/2013 17:36	2506	Commercial Lending	1133	2515	en	
12	19365893	10/19/2013 17:38	10/19/2013 17:38	2506	Commercial Lending	1133		en	
13	19365905	10/21/2013 12:36	10/21/2013 12:37	2506	Commercial Lending	1133	2533	en	
14	19365894	10/20/2013 1:00	10/20/2013 1:00	2506	Commercial Lending	1133		en	
15	19824654	10/21/2013 17:49	10/21/2013 17:52	2506	Commercial Lending	1133	2520	en	
16	19365895	10/20/2013 1:26	10/20/2013 1:26	2506	Commercial Lending	1133	2515	en	
17	19365896	10/20/2013 2:01	10/20/2013 2:01	2506	Help	7777		de	
18	19365906	10/21/2013 12:38	10/21/2013 12:39	2506	Commercial Lending	1133	2533	en	



RE-Kiosk Example Applications

Trip Planning and Status

View service advisories and status; plan trips based off of real-time information



Offers and Promotions

Product and service information, along with offers based on interaction, location,



Online Catalog

Touchscreen interaction with "endless aisle" for information and ecommerce



Wayfinding

Touchscreen map with shops, restaurants, services for local area or in-store wayfinding



Remote Expert

Assist customers with live, two-way video interaction



Template-based or custom screens – web-based, content reuse, HTML, HTML5, Flash



RE-Kiosk Application Design Template



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Information Zone

Weather, location name, date/time

Application Zone

Interactive application zone for user input interactivity

Services Zone

Services panels for customised services like shopping, product information, virtual assistant, special promotions, and more

Commerce Zone

Area for playing digital content or videos for branding, promotions, or in-store advertising

Logo Zone and News Zone

Area for displaying sponsored logo and news ticker



Cisco IEC 4600 Series (1 of 2) Its Role in Remote Expert

- Interactive Experience Client (IEC) 4610 is the clientside control point in the RE Immersive Solution
 - IEC 4610 has a single core Intel Celeron 1.2 GHz CPU
- IEC 4632 is the client side of the Remote Expert Kiosk solution
 - IEC 4632 has a dual-core Celeron chip where each core clocks at 1.2 GHZ
 - IEC 4632 handles two-way SIP video client and streaming video
- IEC 4600 is a small appliance (size of a small book)
 - Silent, fan-less mini-computer
 - Weighs around three pounds
 - Low power consumes a maximum of 48 W
- Uses traditional and web applications to provide user interface, peripheral control, and event orchestration



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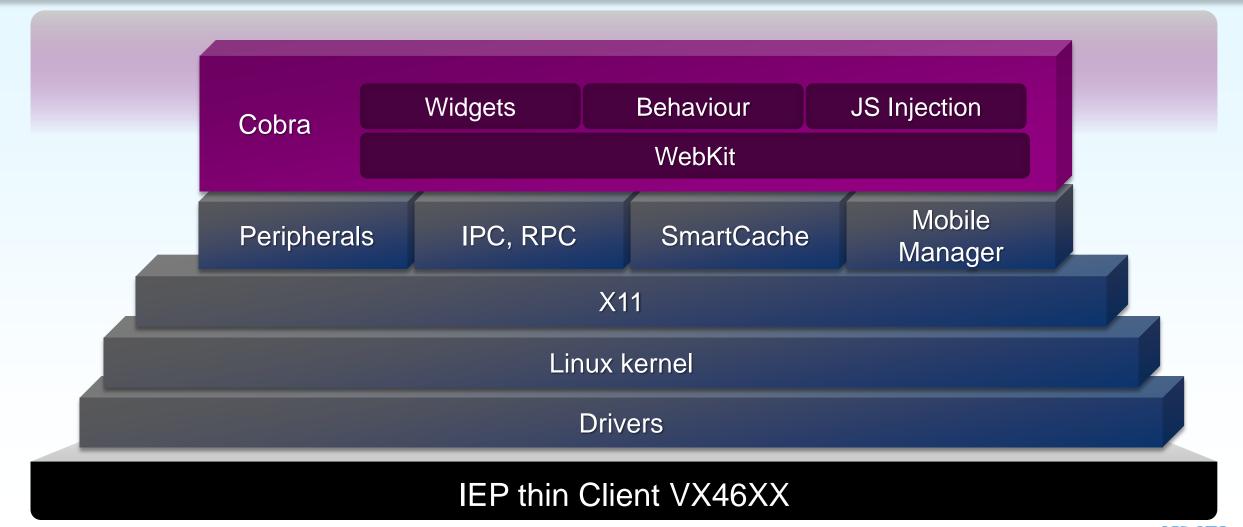
Cisco IEC 4600 Series (2 of 2) Its Role in Remote Expert

- The Cisco® IEC 4610 interfaces with the all Remote Expert client-side components
- Uses two independent stateless browsers to display interactive content
- REM loads a control application onto the IEC 4610 at startup



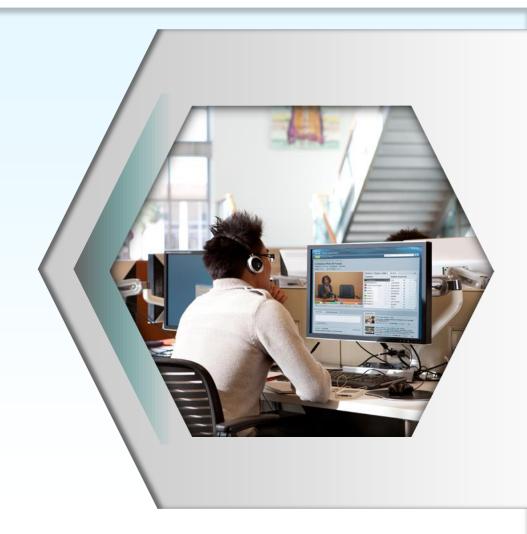


IEC 4600 Series Thin-Client Software Architecture



IEC SIP Video Widget

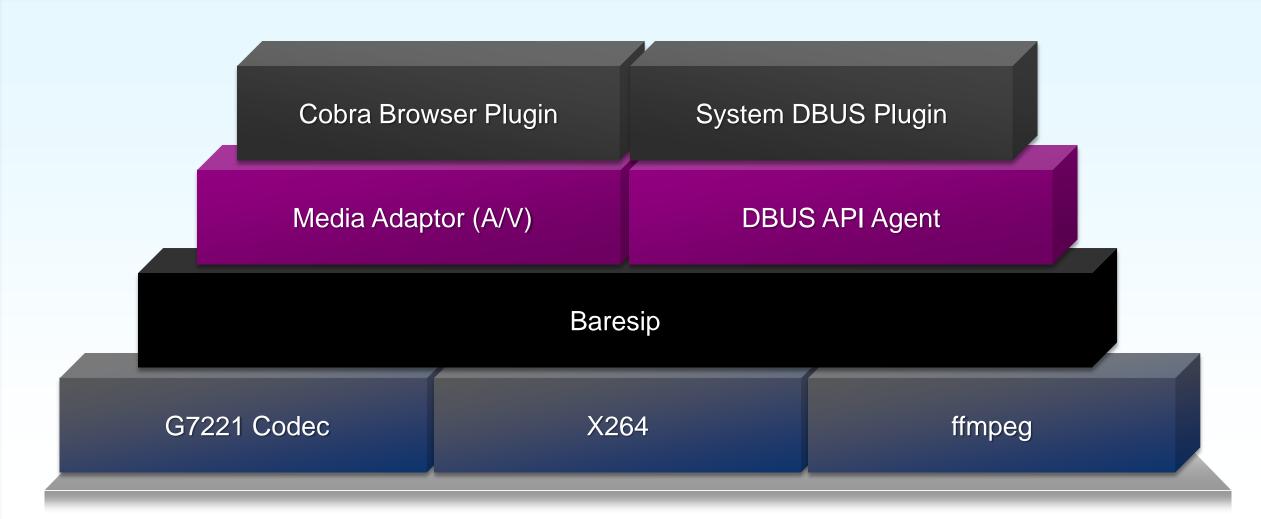
- SIP video widget in the IEC's Cobra browser registers with CUCM
- Widget is initialised and triggered using Cobra browser's JavaScipt API
- Basic SIP widget parameters (e.g. transport protocol, originating phone number) are provisioned using IEM
- SIP video client appears as a window within the Remote Expert-Kiosk screen; this video window may be up to 480 pixels high by 640 pixels wide



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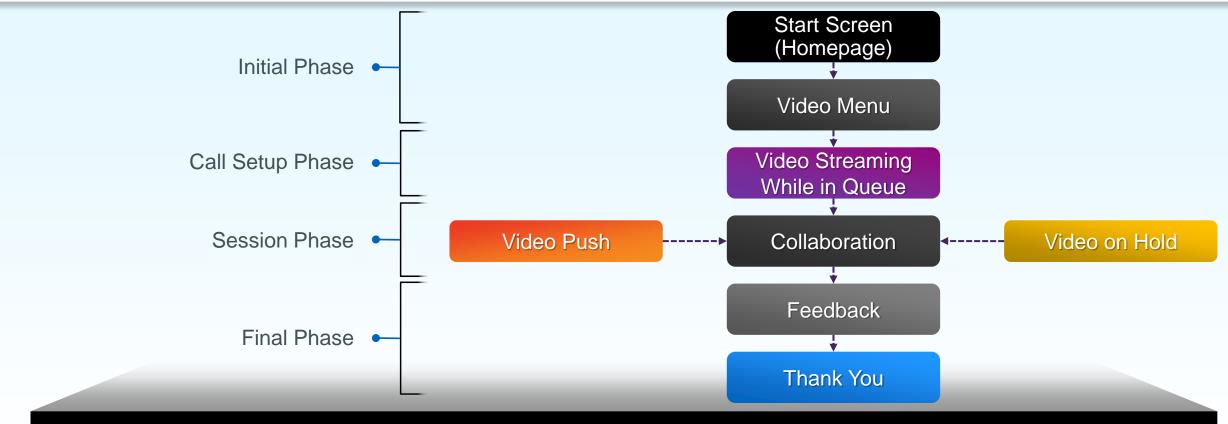
IEC SIP Video Widget Software Architecture



Supported IEC Content Formats

Content Type	Supported Formats
Video	H.264, H.263++, MPEG4, MPEG2, WMV1/2, MJPEG
Video Containers	AVI, MOV, MP4, MPG, MPEG-2/TS, WMV
Audio, Voice	AAC-LC/LD/HE, AC3, MP3, WMA, G.711, G.729ab, AMR
Web	HTML5 (early support), HTML4/CSS3, Flash 11, JRE 1.6.0_24 (Version 6, update 24)
Graphics	PDF, text, JPEG, PNG, GIF, SVG, BMP

Tailoring Remote Expert to Your Brand



- Customer graphic, font, and messaging selections are applied to existing Remote Expert workflows to brand the experience while speeding integration time
- Offered as an consultative service or outsourced engagement

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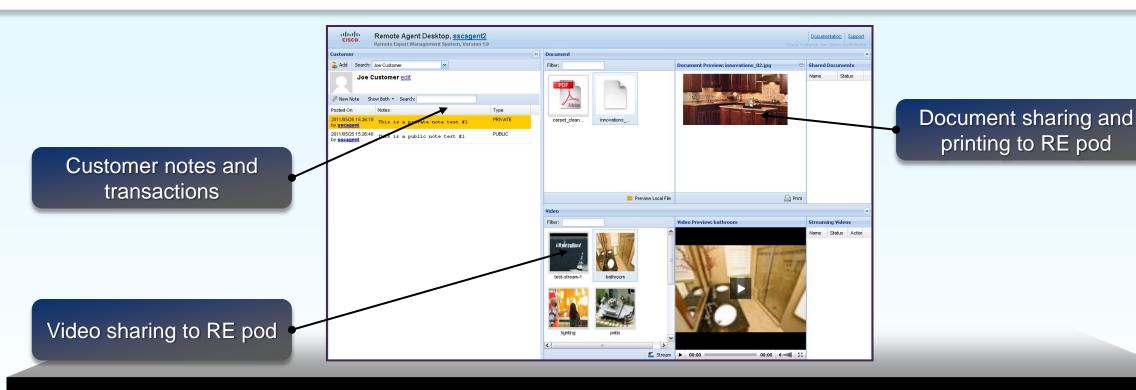
Customising Remote Expert Immersive's Customer-Facing Welcome Screen

- The welcome screen is displayed on the RE pod's touchscreen
- Support for any image and font permitted by WebKit, including Flash 10.2 graphics and animations
- A default banking example is shown here





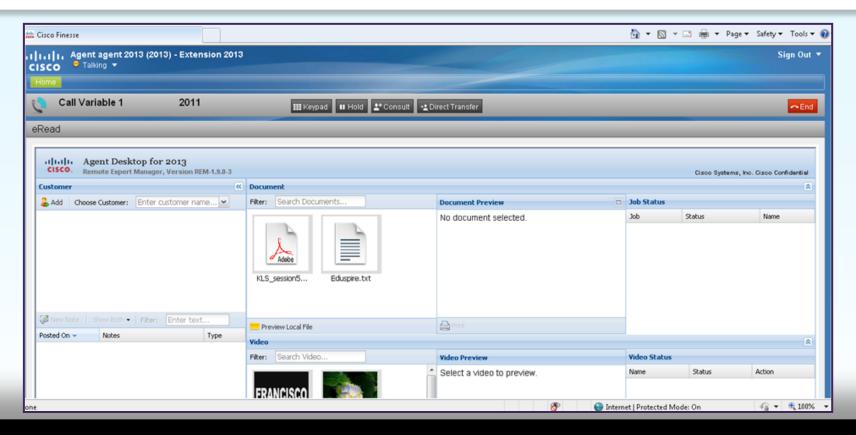
Remote Expert Agent Desktop (READ) Provides Collaboration Tools to Experts



- Provides an expert with RE collaboration tools, including CRM interface, printing, scanning, video streaming, and wet signature capture. It is available for RE-Immersive and RE-Kiosk in Remote Expert Release 1.8.5.
- Each collaboration tool is enabled or disabled in REM so experts are shown only applicable tools. This setting applies to all experts.
- Integrates with Cisco[®] Agent Desktop (CAD) and Cisco Finesse[®].



Remote Expert Agent Desktop in Finesse

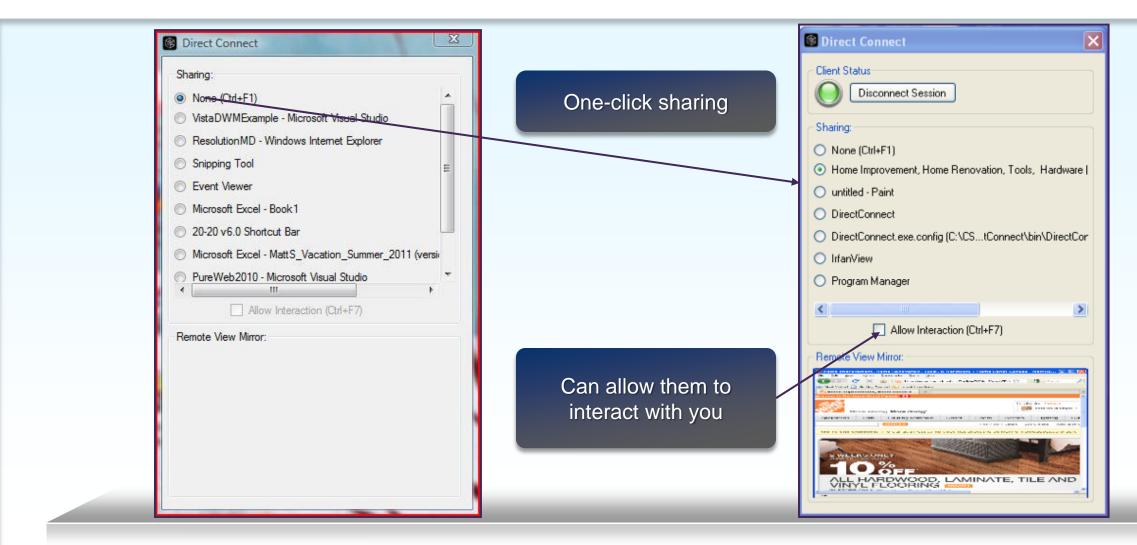


- Complete RE Agent Desktop (READ) loads into Finesse® as one Open Social Gadget
- Additional gadgets from partners or developed by customers may be loaded into Cisco[®]
 Finesse along with READ



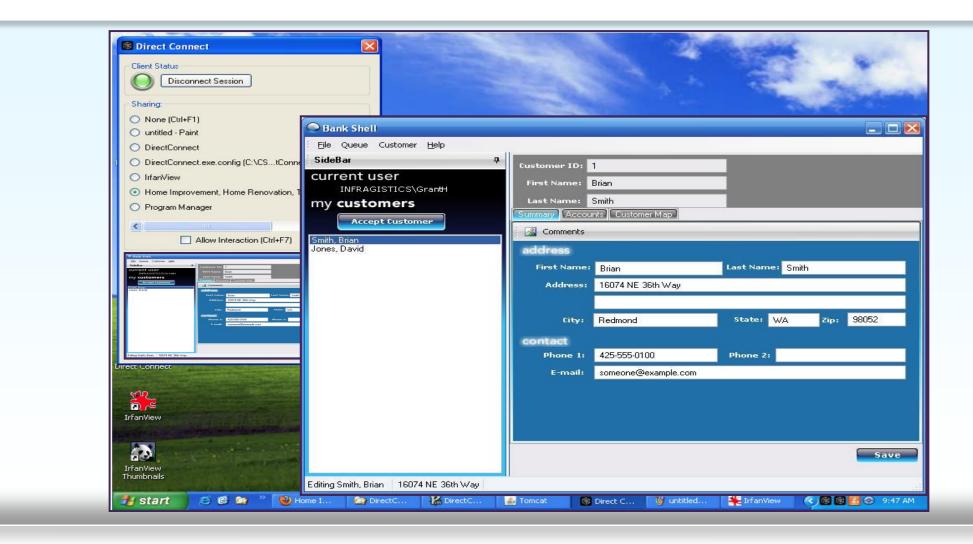
Cisco Public

Expert's Application-Sharing Tool Once Logged in, Simply Select What You Want to Share



Cisco Public

The Expert's View of Sharing



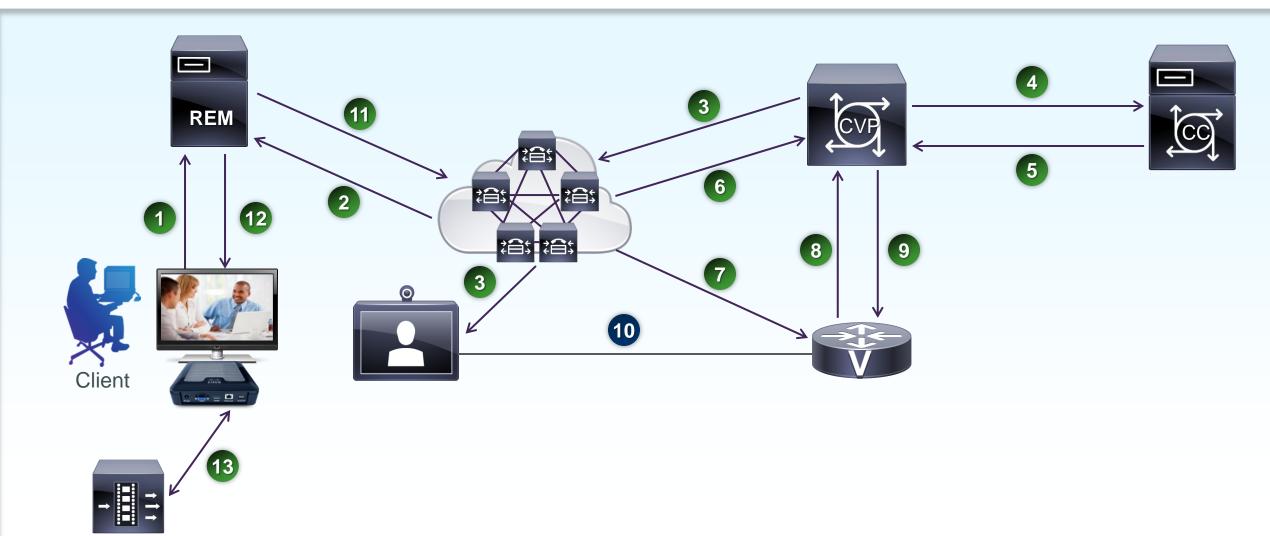






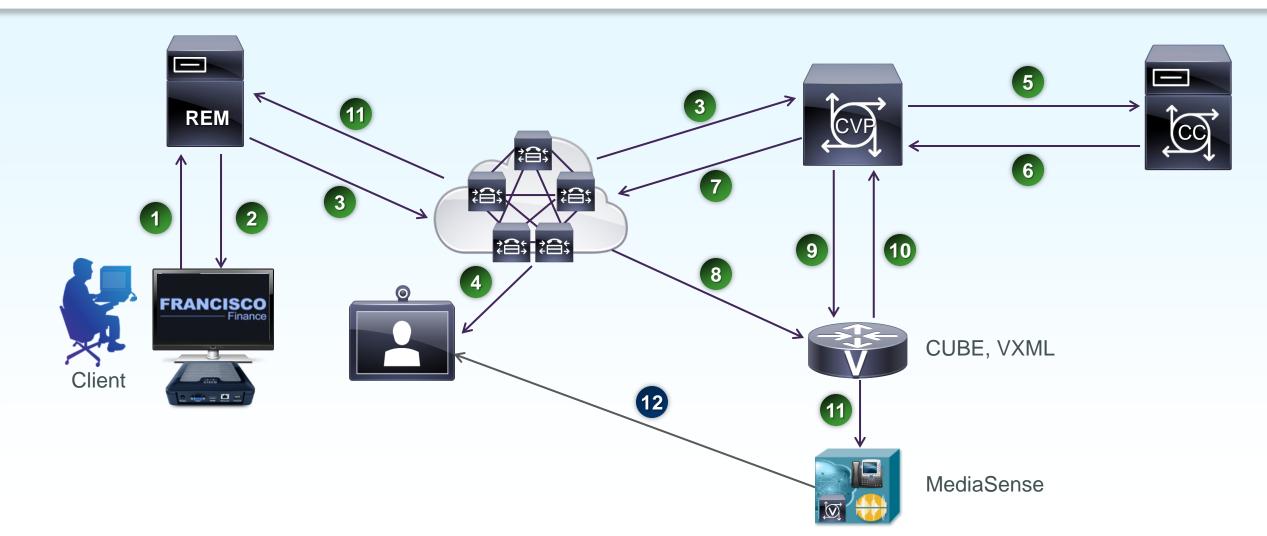
Backup Slides – Remote Expert 1.8.5 Call Flows

Remote Expert Immersive Client Initiates a New Session (CCE-Based Call Flow)



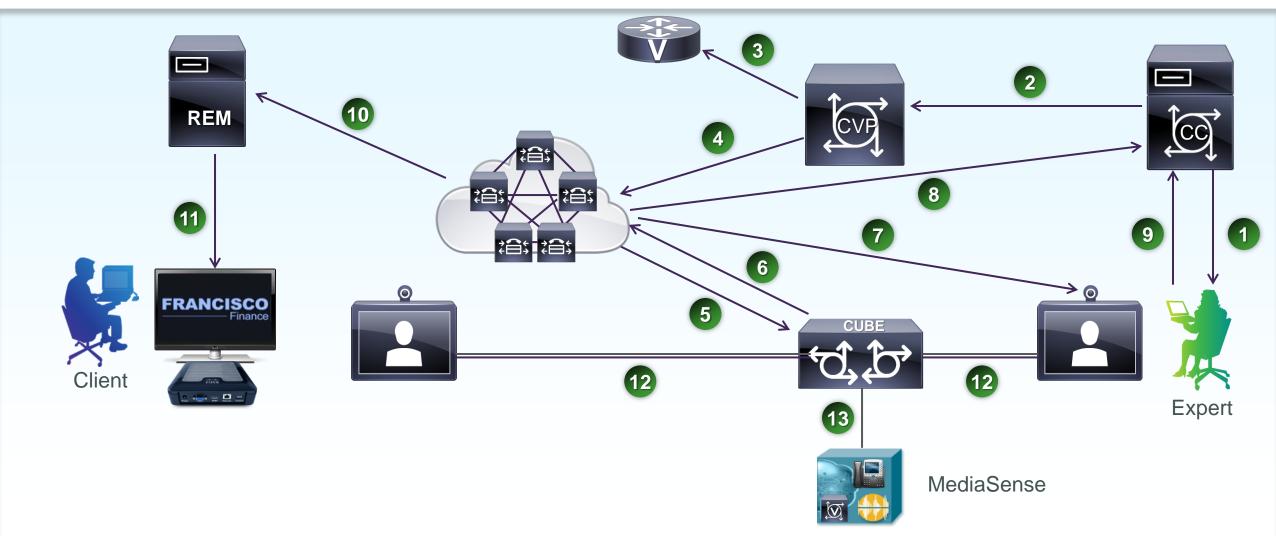


RE Immersive Call Flow - Client Initiates a New Session (CVP and MediaSense Deliver Video in Queue)

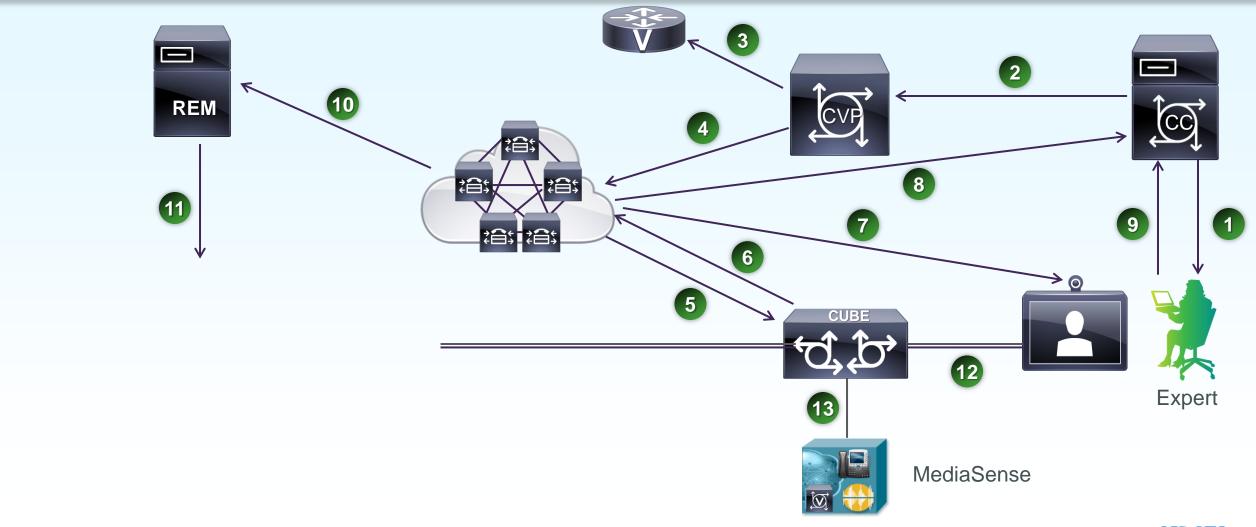




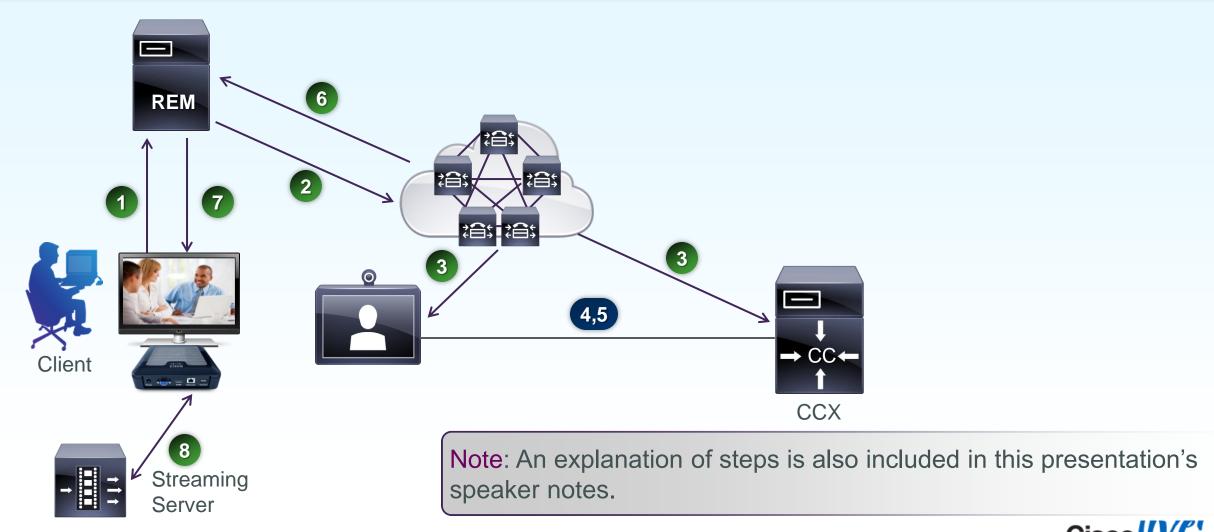
RE Call Flow - Expert Accepts a New Session (CCE-Based Call Flow)



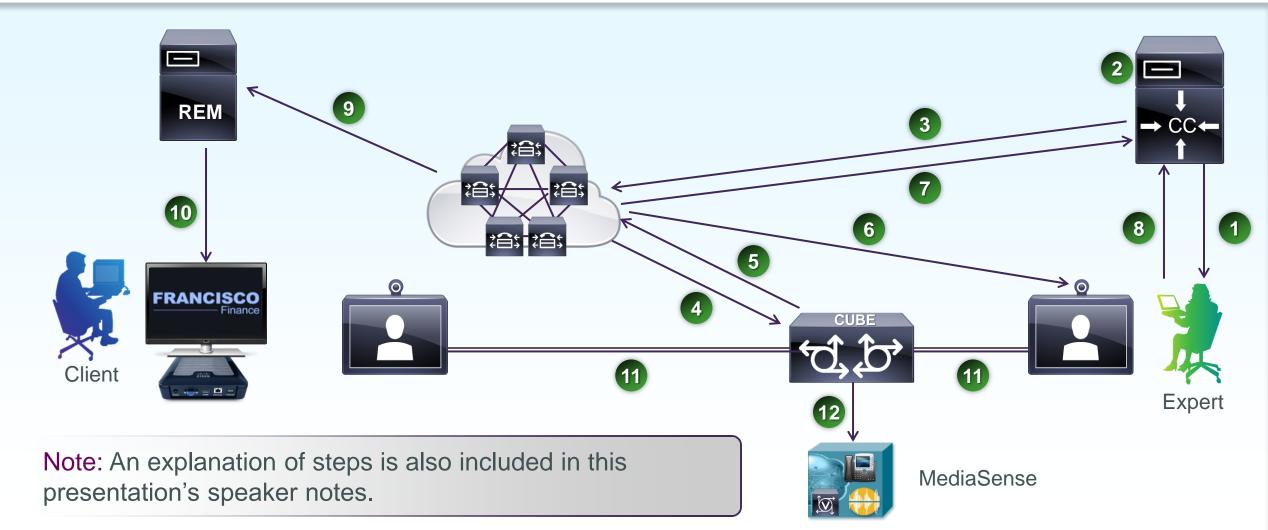
RE Call Flow - Expert Accepts a New Session (CCE-Based Call Flow)



Remote Expert - Client Initiates a New Session (CCX-Based Call Flow)



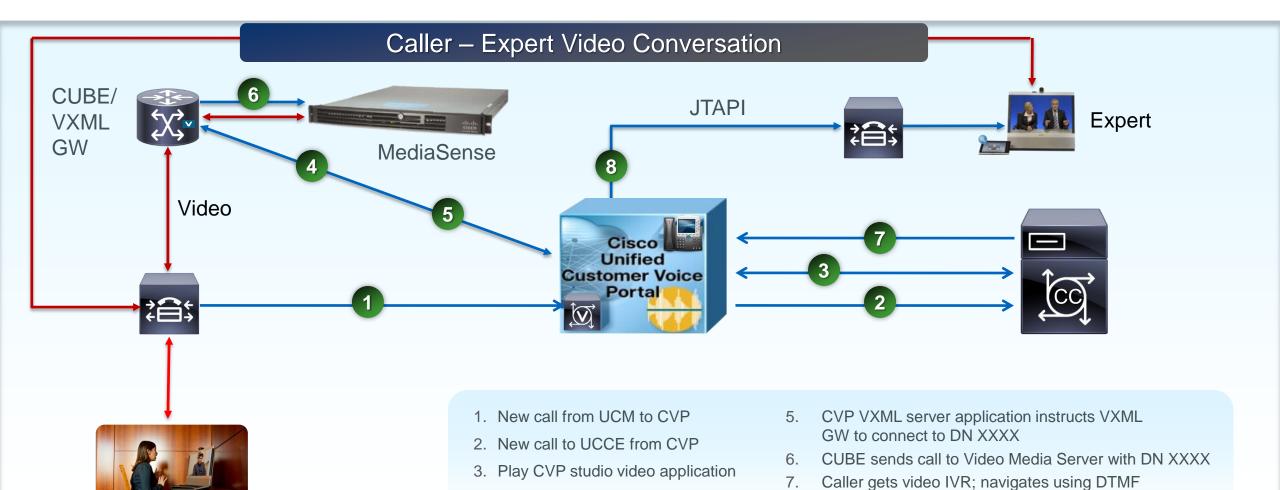
RE Immersive Call Flow - Expert Accepts a New Session (CCX-Based Call Flow)



Video in Queue Call Flow

Caller

BRKCCT-2661



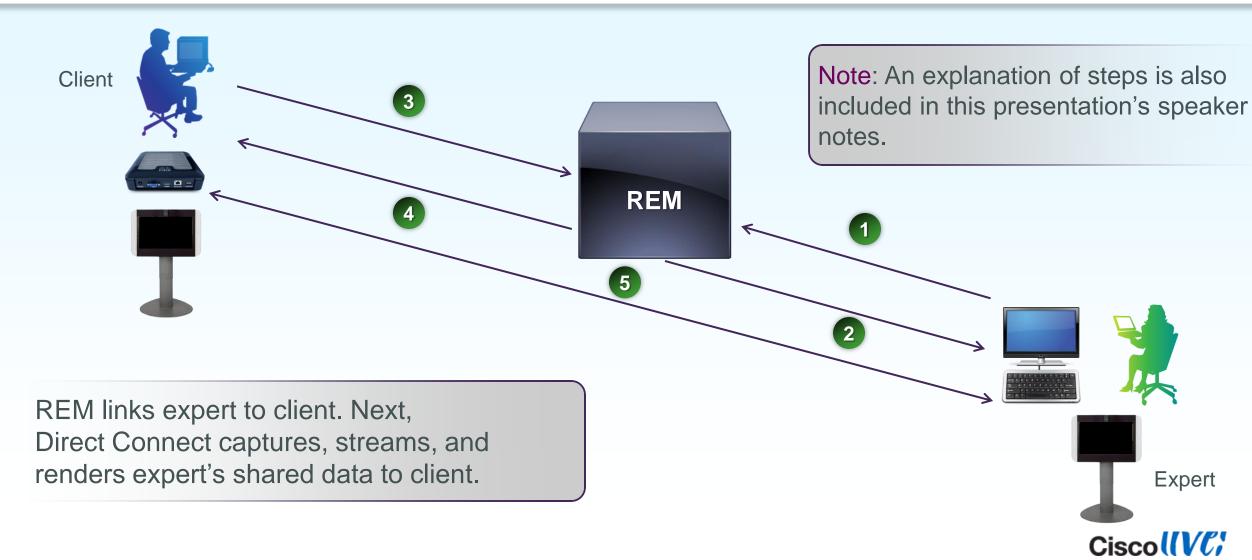
Agent is now available

Cisco Public

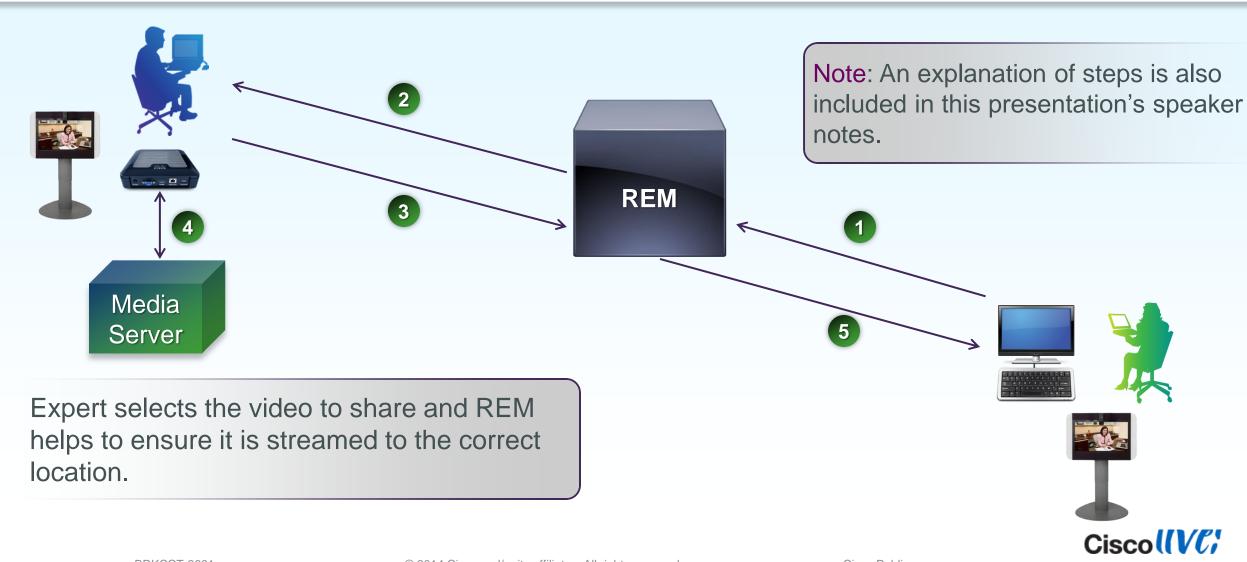
CVP sends call to an agent

4. CVP sends call to CUBE/VXML GW

RE Call Flow – Application and Data Sharing



RE Call Flow - Expert Shares a Video



Cisco Interactive Services Solution Data Flows

Public and private application and data sources

Content and Applications

3 IEC communication to applications and content is based on profile (pull model)

1 HTTP(S) communication to IEM is initiated from IEC

IEM deployment model independent of content sources

Interactive Experience Manager

BRKCCT-2661

2 Load profile, configuration, etc.

Interactive Services Endpoint
Cisco® IEC 4632



Device gets IP address using DHCP; IEM is contacted for configuration

Displayed content is acquired directly from customer application platforms and the Internet.

IE Manager controls policies, schedule, device configuration, and user experience.



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