

## Harris Stratex Networks Makes HD Video Communications a Part of the Corporate Culture

Leading wireless solutions provider chooses LifeSize HD video systems to enhance communications and productivity, keep colleagues connected across the globe

### Organization

**Harris Stratex Networks, Inc. (NASDAQ: HSTX), Research Triangle Park, North Carolina, USA**

A leading provider of wireless solutions that enable the evolution to full-on 4G wireless broadband, Harris Stratex Networks is a global provider of end-to-end solutions for mobility and fixed network applications. Supported by comprehensive network management software, energy-efficient site infrastructure and world-class professional services, Harris Stratex Networks combines leading technology innovation, solution agility and global reach to anticipate and adapt to changing market trends to develop the right solutions that meet the customer’s needs now and in the future.

Harris Stratex serves all global markets including mobile network operators, public safety agencies, private network operators, utility and transportation companies, government agencies and broadcasters. The company has a strong and growing presence in all regions, including North America, Europe, the Middle East, Africa, Asia, the Pacific Rim and Latin America, with customers in over 135 countries. Harris Stratex Networks is also the largest supplier of microwave systems in North America and a top-tier provider of wireless infrastructure solutions worldwide.



In 2009, Harris Stratex Networks ranked 175 on the *InformationWeek 500 List of Top Technology Partners*.



#### CHALLENGE

As a global company, Harris Stratex Networks needed a communications tool that delivered superior quality, unique flexibility and unmatched price performance. Easy to deploy, simple to use, with lifelike, crisp HD quality no matter the distance.



#### SOLUTION

Over 50 LifeSize HD endpoints were installed around the globe, including four LifeSize® Conference 200™ telepresence systems and LifeSize® Control™ software, for effortless management of Harris Stratex’s video communication networks.



#### RESULTS

30% travel reduction in the first six months of deployment. Quick ROI realization in just four months after implementation. Increased usage, better communication across continents and improved remote employee morale.



## Challenge

In 2007, the organization completed the merger of Stratex Networks and Harris Corporation's Microwave Communications Division,

In 2008, the company spent more than \$17 Million on travel, which also equated to loss of personal time, low return on travel investment and non-essential carbon emissions generated by travel. Both organizations previously used standard definition, legacy video conferencing systems for meetings, but these systems were outdated, difficult to operate and therefore barely used.

Now as an increasingly global organization with offices, employees and partners in nearly every major country worldwide, it became apparent that Harris Stratex Networks needed an alternative to travel -- a better, more cost-effective way of connecting dispersed teams while increasing productivity and promoting face-to-face communication.

### Harris Stratex Network's key needs included:

**Superior quality:** True-to-life, crisp HD video quality for meaningful, rich communication

**Unique flexibility:** Easy to deploy among all locations, including those with less use of resources

**Unmatched price-performance:** High demand for video systems among offices means a communications system must make sense from an investment perspective



## Solution

After a thorough analysis of all telepresence and video communications options on the market, Linda Carr, Director of Global IT, Operations and Infrastructure for Harris Stratex Networks, and her team decided that the offering from LifeSize was the solution that best met their needs.

"The key drivers for LifeSize were the ability to interact seamlessly, cost-effectiveness, bandwidth utilization and ease-of-use for non-technical users," said Carr.

"We performed a detailed cost analysis, and determined that for the investment, LifeSize effectively addressed the needs of our organization, allowing us to enable 50 sites with HD video conferencing," said Carr. "Also, we could do it all on our existing network infrastructure -- no waiting for the manufacturer to approve configurations and networks beforehand, which can be timely and expensive."

Crisp, clear video was also an important deciding factor for Harris Stratex Networks. The exceptional audio and video quality of the LifeSize systems, coupled with its ease of use and value as a productivity tool so impressed senior management that video communications soon became part of the company's culture.

Over 50 LifeSize HD video systems were implemented worldwide along with LifeSize® Control™ management software. Additionally, four LifeSize® Conference 200™ telepresence systems were set up in key locations. From the high-end executive suites to personal meeting rooms and offices to the homes of senior executives, Harris Stratex Networks has created a unique video environment where parties can participate in meetings at any time from virtually any location around the world.



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— LINDA CARR, DIRECTOR OF GLOBAL IT, OPERATIONS AND INFRASTRUCTURE, HARRIS STRATEX NETWORKS





## Results

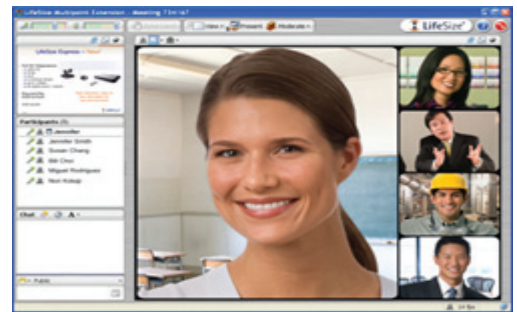
The deployment of LifeSize video conferencing, in addition to the implementation of significant budgetary controls on travel spending, have enabled Harris Stratex Networks to bridge the communications gap, leading to a dramatic cost savings for the company. In the past, monthly sales meetings required 20 or more employees to travel to a central location. Now, it's all conducted via LifeSize.

In just the first six months of deployment, travel was reduced by 30%. The company's ROI was realized in just four months.

"We spent \$17 million on travel last year," Carr said. "This year, we've already saved \$2.25 million so far. The LifeSize systems have virtually paid for themselves twice over."

Globally dispersed engineering teams in North Carolina, Florida and New Zealand are using LifeSize to conduct project meetings and view schematics in real-time, over video. Smaller offices in Scotland, India, Singapore, the UK, Poland, Slovenia, South Africa and Dubai are just a click away from headquarters. Many remote employees have expressed that they feel more connected to the company as a whole now that video communications is a part of their working environment. HR and recruiting teams are also using the systems to conduct remote candidate interviews. Throughout the organization, interaction of teams in functional areas increased as well as collaboration between offices.

"What we've seen from LifeSize to date is tremendous," Carr said. "From the telepresence systems down to the desktop, it's just great technology. We look forward to seeing future products from LifeSize and expanding our deployment as we grow."



**LifeSize**<sup>®</sup>  
A division of Logitech

**LifeSize Communications:**  
1601 S. Mopac Expressway  
Suite 100  
Austin, Texas 78746 USA

Phone: +1 512 347 9300  
Fax: +1 512 347 9301  
Email: [info@lifesize.com](mailto:info@lifesize.com)  
[www.lifesize.com](http://www.lifesize.com)

**EMEA:**  
LifeSize Europe  
LifeSize Communications, Ltd.  
Phone: 00 8000 999 09 799

**APAC:**  
LifeSize Asia Pacific  
Phone: +65 6303 8370