# VQ Conference Manager

## Licensing Model

## 4.x

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# 1 Introduction

In this document, we will run through the VQ Conference Manager solution, and explain the license structure for CMS management and our TMS replacement product, VQ Device Management and Automation (VQ DMA).

If you require any further information or have any questions regarding the content in this document, you can contact the Sales team directly via sales@vqcomms.com.

Alternatively, you can access a wide range of resources and documentation via our website: https://www.vqcomms.com/.

# 2 Licensing Structure

The VQ Conference Manager product has 2 main elements, which are licensed independently. These are our Meeting Services and our DMA solution. Meeting services is our CMS management layer, used for a whole host of functionalities including Operator and Self-Scheduling of CMS meetings, In-call Management, API Integration and CMS Configuration. Our VQ Conference Manager Device Management and Automation (DMA) product directly replaces much of the TMS functionality such as the Phonebooks, Device Configuration and Management, and the One-Button-To-Push functionality that allows devices to join CMS calls at the push of a button.

As a Cisco Solutions+ partner, VQ is available for purchase through Cisco, via the Global Price List (GPL). This means that to purchase the VQ product, you will have to conduct your purchase through a certified Cisco partner, that can purchase via the GPL.

## 2.1 Meeting Services

As our Meeting Services product overlays the CMS platform, the license structure for VQ must mimic the subscription for CMS. If this does not, the VQ Conference Manager will be deployed out of compliance, which may incur issues after implementation.

If you are an existing CMS customer, you will therefore need to know your license count to configure your VQ subscription. If you have yet to purchase CMS, VQ can be configured alongside CMS as a bundle. Further information is provided on this in the ‘CMS VQ Bundle Section’.

CMS is licensed as one of these configurations:

- Enterprise Agreement (EA)
- A La Carte (SMP/PMP)

With VQ, you will need to purchase the same licensing type and number as that of CMS.

For example, if you have an EA with Cisco for 4,000 Knowledge Workers (KW), you take out a subscription with VQ for an EA for 4,000 KW. Alternatively, if you have licensing for 10 SMP and 40 PMP with CMS, you take out a VQ subscription with the same number to ensure compliance.

Each deployment of VQ requires an individual license key, with each license used to manage one instance, or cluster of CMS. Therefore, if there are multiple deployments of CMS you want to manage, you will need to purchase multiple deployments of VQ.

As VQ subscriptions are designed to match the CMS environment, we naturally license in the same way, either the A La Carte model, or the Enterprise Agreement. Where VQ differs, is that we offer a unique bundle, called an Enterprise Agreement PLUS (EA+).

Details on the licensing structure and what is included is better explained in the table below:

| | A La Carte | Enterprise Agreement (EA) | Enterprise Agreement PLUS (EA+) |
|---|---|---|---|
| **License Type** | Shared Multiparty & Personal multiparty (SMP &PMP) | Knowledge Worker Count (KW) | Knowledge Worker Count (KW) |
| **Minimum Order Requirement** | N/A | Minimum of 250 KW | Minimum of 250KW |
| **Licenses Included** | Meeting Services only | Meeting Services only | Each subscription includes:<br>- Meeting services license<br>- 1 x Lab License<br>- VQ App Pack per KW<br>- 1 x Elastic Enterprise License<br>- 1 x DMA Suite license per 25 KW |

Further information can be found below in the sections below for each of the bundled items.

## 2.2 DMA

DMA is VQ's answer to TMS being announced End-of-Sale in January 2024, and End-of-Support in January 2027. DMA directly replaces lots of the TMS functionality as well as offering many additional features. DMA only supports devices running RoomOS 10.8, or CE 9.15 or newer versions of either software.

Where TMS could previously be purchased as bundles of x-number of devices, VQ DMA is licensed on a per device basis. For example, if you have 340 devices you want to access to manage via DMA, you purchase a subscription for DMA for 340 devices.

DMA can be licensed for each of its main components, should you want certain features for a certain number of devices, or as a bundle.

Within the configuration, select the quantity required for each of the components, or the bundle product.

There are 4 options for licensing around DMA:

- One Button to Push
- Directory Services
- Device Configuration
- Device Maintenance

The table below explains these options further:

| | |
|---|---|
| **One Button to Push (OBTP)** | OBTP provides licensing which allows devices to join CMS calls via One-Button-to-Push functionality. |
| **Directory Services** | Directory Services is VQ's replacement to TMS phonebooks, providing each of the endpoints with a directory of contacts which can be configured per device type or access level. |
| **Device Configuration and Maintenance** | Centrally manage and secure your conferencing endpoints, alongside assigning configuration templates to each. DMA can only be used to manage and configure Cisco devices. |
| **Suite** | Our DMA bundle, including each of the 3 components:<br>- OBTP<br>- Directory Services<br>- Device Configuration and Maintenance |

# 3 Additional Licensing and Configurations

## 3.1 High Availability

High Availability (HA) when purchased as part of the VQ solution is a resiliency option, providing a secondary deployment to act as a failover should the first fail. Our HA product is a 2-node solution, with each node requiring an Elastic License for the transfer of call data and history. These licenses and all required parts are configured automatically within the Cisco pricing tool. You will have to advise how many of your deployments you want to be HA, should you be purchasing more than one deployment of VQ.

**NOTE:** Each HA deployment requires the use of 2 F5 load balancers, which are included within the cost.

## 3.2 Lab Licenses

A lab license is designed to be run in a pre-deployment setting, or for testing purposes for a solution. Many customers have a lab environment alongside a working, running deployment of VQ Conference Manager. This is a separate license, by which you quantify how many of these licenses you require. Each license emulates a deployment of VQ, so a new lab license would be needed for each lab environment or deployment required.

## 3.3 VQ App Pack

There are several tools in which our App-Pack purchase will allow you to access, which are detailed in the table below:

| | |
|---|---|
| **Outlook Add-in** | Outlook integration of VQ Conference Manager.<br>• Create Outlook meeting invitations, add space details with a single click.<br>• Meeting Space Management<br>• Self-Service Call Control<br>• Outlook 2016, 2019 and Office 365 on Windows and MacOS. |
| **Outlook Plug-In** | Outlook Integration of VQ Conference Manager<br>• 'Meet me' – insertion of call details, selecting role type.<br>• Scheduling and meeting management<br>• Highly configurable meeting types, including OBTP enablement.<br>• Compatible on all versions of Outlook newer than 2013. |
| **Metro** | Metro is a new end user focused client for use in VQCM environments. Metro provides a consistent user experience and runs on a wide range of devices as a native app or accessed via a browser. Examples include desktop, tablet, smartphone, Cisco collaboration devices, or directly within Microsoft Office and Microsoft Teams. |
| **Jabber Integration** | VQCM Jabber extension, allowing the creation of meeting spaces from Jabber directly, without launching the VQCM portal. |

To license the App-Pack with an EA, simply state to add this to your licensing configuration and this will provide access for all Knowledge Workers. If licensed via an A La Carte SMP/PMP model, you will need to advise how many users you want to be able to access this functionality. These functionalities are only included in the VQ App-Pack and are not able to purchase individually.

## 3.4 Elastic Enterprise License

As standard, VQ comes with a rich set of analytics data and features. These come with both the meeting services and DMA licensing. There are a series of additional features, which can be accessed via an enhanced analytics license, known as an Elastic Enterprise License. The main features this allows you to do are to export call analytics, to schedule the download and export of these reports to occur periodically or at a time that suits you, and to receive alerts based on the analytics data, which could be jitter, packet loss or call participant information. An Elastic license is needed per node or deployment of VQ CM.

An Elastic Enterprise License is needed for the FIPS/JITC approved version of VQ CM.

## 3.5 CMS VQ Bundle

If you are yet to purchase CMS and VQ, you can combine the orders into one and align the subscriptions. Your partner can select this on Cisco's quoting tool, by using the product SKU A-CMS-VQ-BUNDLE. Here both the CMS and VQ options can be configured in a single order.

## 3.6 Terms

All orders can be anywhere between 12 and 84 months in duration. Orders can also be co-termed to existing subscriptions or aligned to expire on a day that suits you via the ‘co-termed to an end date’ option in the terms section of the configuration.

# 4 Professional Services & Training

Our professional services and training is available for purchase under a separate product code:

A-VQ-PS.

## 4.1 Professional Services

Our professional services packages are designed to support the installation and deployment of the VQ solution into the chosen environment.

Within this, there are 2 options:

- Remote Configuration (1-Day)
    - This is 1 full day of allocated time with our Operations Department. You purchase the quantity of days of assistance you require.
- Deployment Assist (13 Hours)
    - Upon purchasing this option, a booking link is provided, whereby you book onto 1 or 2-hour slots of assistance with the team. These sessions can be booked totalling up to your allocated 13-hour allowance, or there is the option of purchasing further hours in 10-hour bundles.

## 4.2 Training

Our training is purchased in quantities of vouchers, with each training voucher entitling one user to one day of training. If for example, a customer would like 2 users to access a 2-day training course, 4 training vouchers would have to be purchased.

Further information on our training and certification offerings can be found on our website: https://www.vqcomms.com/resources-and-knowledge-base/training

# 5 Ordering Examples

Below there are 2 examples of configurations of VQ to match a customer's environment.

## 5.1 Simple

A customer is looking for VQ to manage their CMS deployment in 1 data centre, as well as 25 Cisco VTC endpoints. The customer has a current CMS subscription on an A La Carte model, with 30 SMP and 100 PMP. The customer was previously using TMS for phonebooks and wants to replace this functionality with VQ DMA.

What is their VQ configuration?

- 1 deployment of VQ Conference Manager
- A La Carte model for 30 SMP and 100 PMP
- DMA Directory Services Licensing for 25 VTC end points. (Directory Services x 25)

## 5.2 Complex

A US DoD customer is enquiring about their VQ configuration, to manage the CMS across 11 data centres, requiring HA on 4 of these deployments. They have an Enterprise Agreement with Cisco for 50,000 KW and have 5000 Video devices to configure & manage, as well as wanting to provide the OBTP functionality and phonebooks. They have a lab environment they want to trial VQ in, with any software upgrades and features, before deploying this in their wider environment for all users to access. All users are to be able to schedule CMS meetings themselves from Outlook.

What do they purchase with VQ?

The customer has 2 options for their configuration, both of which are the FIPS/JITC configuration. The first is:

- an EA for 50,000KW
- 11 deployments of VQ, 4 of which are HA
- 1 x Lab License
- DMA Suite licensing for 5000 Devices.
- 15 x Elastic Enterprise Subscriptions, 11 included with the FIPS/JITC deployments and a further 4 for the HA deployments (2 per HA instance, 1 already included).
- VQ app pack included x 50,000

The second option is an EA+:

- 11 deployments under the EA+ with a KW count of 50,000
    - Provides licensing for 1 x Elastic Enterprise Subscription, 1 x Lab License and DMA suite for 2,000 Devices (1 per 25 KW) and App-pack for all users.
- 4 HA deployments

- 10 Elastic Enterprise Licenses (1 included with the EA+ subscription)
- Additional DMA Suite licensing for 3,000 Devices

Although the licensing count is the same for the EA and EA+, the EA+ is a cheaper solution in this instance due to the bundling of licenses within the EA+ configuration.

# 6 Open Source Software

The VQ Conference Manager software product and the copyright in it is owned by VQ Communications Ltd. Some elements of the software product are used under licence from third parties or are open source and used under appropriate open source licences.

The open source software incorporated within the VQ Conference Manager software product can be viewed by navigating to **About** on the VQ Conference Manager Navigation panel.

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