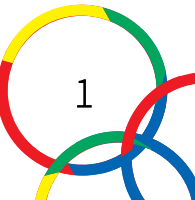




e o s

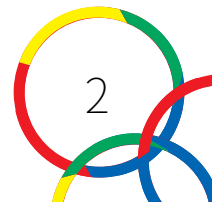
connecting things



The problem



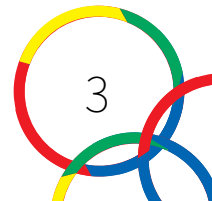
- Wasting time for setup conference
 - Most of the people are wasting their time before and after meetings.
 - Time to plug in devices and start all systems and software
 - Time to join teleconference (e.g. go through all email...)
 - The problems appears or the system is too complex for user
 - Time to call IT guys, because the devices are only working when used by them :)



The problem



- The Lack of Devices/Developers as AV System Supplier Problems
 - There are delays in shipment in current “best” solution (Sonitum sp. z o. o. experience)
 - The product website says that “The Aurora QXT-700 is the World’s first platform” and we know it from experience)
 - The only available device is sold without software, it has to be prepared by AV system supplier.
 - AV system suppliers do not have software developers.
 - Problem with lack of devices: Sonitum sp. z o. o. experience



Motivation



- 457 894 740* conference calls in 2015 in UK(one year) and companies 5 668 000****
- There are 2617920*** companies in Poland and we can estimate that there are 211 491 143 calls
- Skype: 93,69% shares of market
- “5 minutes on average were wasted trying to get screen sharing up and running for guests.”**
- let we assume:
 - 5 minute on the beginning because of software/hardware/meeting planning etc.
 - 4 people in a room (one room + remote)
 - polish earnings and same team as our team (5,95 PLN / minute)
 - we have sold our solution to 1% of skype user market
- 6 291 862 000 PLN wasted, when we consider that we sold our solution to 1% of companies → we saved 62 918 620 PLN for them
- Another market? e.g. USA: 254 000 000 000* video calls
- But we solve much more problem than screen sharing...

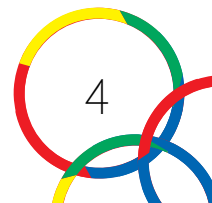
*estimation based on Wainhouse Research, 2015

**Understanding the Impact of Conference Calls on Business, Loopup, 2015

*** tradingeconomics.com

****UK Parliament

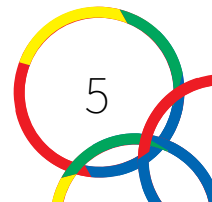
***** concur.com



Solution



- The meetings are started automatically and all the content and the features are available from one easy-to-use 10.1 touch screen.
- The touch screen is easy to install by AV suppliers and might be improved by producent per request.

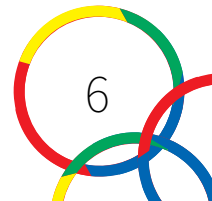
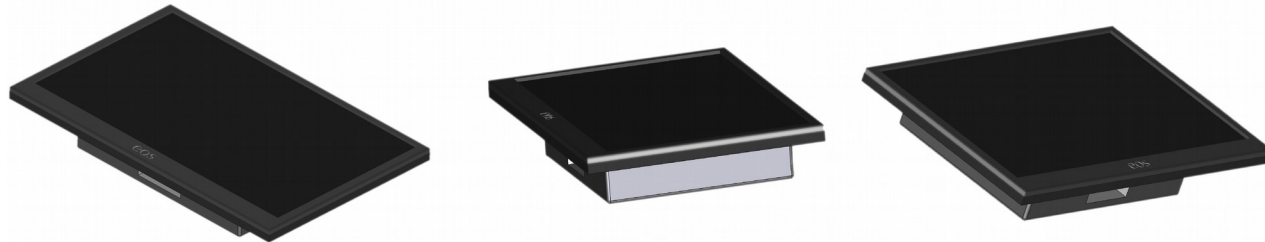


EOS



EOS 100 is the flexible and open room control/management/content distribution platform.

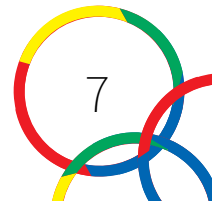
- The system enables communication with most of the office/home/factory devices and gives the opportunity to centralise the room and content management.
- The device provides the powerful hardware that makes the platform quick responsive and yields the opportunity to add customer demand software.
- Furthermore, the internet connection (wireless or ethernet) permits to access the system (e.g., the management console) via public or private internet network (depends on settings). Thus the console can be available on notebooks, smartphones or tablets.



EOS features: all in one



- **Room control** – blinds, light, volume, heating...
- **Room manager** – booking for meetings, calendar
- **Conference phone** – call, answer or manage your own conference device
- **Digital Signage Controller** – distribute, manage and control
- **Multimedia player** – play your media content
- **USB content display** – show your presentation
- **Content server** – distribute your content
- **Cloud gate** – eg Microsoft Office 365, One Drive, Dropbox, Google Drive, etc.
- **Audio/Video Controller** – projectors, TVs, displays, A/V matrix
- **More features per request** – flexible SW allows us to create new features easily



EOS quick and simple



Level knobs

Volume 35 %

Light 70 %

Blinds 50 %

Conference camera steering

Camera

Videoconference phone

301

salesUK@example.call.si

Hewlett-Packard- ...

Intel USA

Jonathann Mest

7 8 9

4 5 6

1 2 3

12:25 am

April 2019

	M.	T.	W.	T.	F.	S.	S.
14	1	2	3	4	5	6	7
15	8	9	10	11	12	13	14
16	15	16	17	18	19	20	21
17	22	23	24	25	26	27	28
18	29	30	31				

12:00 Meeting with J. Mest

1:00

2:00 Financial status

+ Add meeting

Join meeting

Analog clock is available

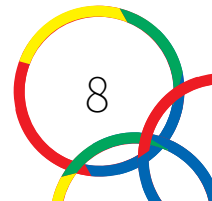
Calendar

All meetings that are scheduled for meeting

Easy join button

Add meeting

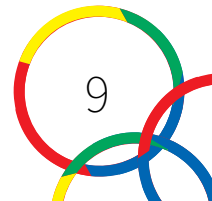
One of EOS software view – all futures in one screen



Future goals



- Increase the productivity in offices – automated office control based on AI algorithms
- Enable 5G for Smart Office
- Enable 5G for Factory automation and robotic control



Brief road map



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