



Batelco

VIDEO COLLABORATION - BAHRAIN

## BATELCO USES CLEARONE TO OVERCOME COLLABORATION CHALLENGES

### CHALLENGES

Operating across Bahrain, Jordan, Kuwait, Saudi Arabia, Yemen, and Egypt, Batelco was looking for an integrated audio, video collaboration solution that would enable it to easily and quickly connect and communicate with both employees and vendors, regardless of their locations, from its Bahrain HQ's corporate boardroom.

Batelco had two very specific requirements around the integrated solution it required:

- » No communication devices should clutter up the board room table
- » The ability to record meetings
- » The ability to quickly bring audio-only participants into a video conference

### BACKGROUND

Batelco (Bahrain Telecommunications Company) and part of the Batelco Group is the leading integrated communications' provider in the Kingdom of Bahrain.

Offering end-to-end customised solutions across consumer, corporate and government sectors, via Next Generation, all IP fixed and 4G LTE wireless broadband networks and MPLS-based regional data solutions, Batelco has a proven track record across the Middle East and North African region for delivering innovative solutions and first-class customer service.

### ABOUT CLEARONE

ClearOne is a global company that designs, develops and sells conferencing, collaboration, and network streaming & signage solutions for voice and visual communications.

The performance and simplicity of its advanced, comprehensive solutions offer unprecedented levels of functionality, reliability, and scalability. More information about the company can be found at [www.clearone.com](http://www.clearone.com)

### CLEARONE SOLUTION

As a telecoms service provider Batelco was aware of all the leading conferencing solution providers and was keen to learn more about ClearOne's range of video collaboration solutions from YY Fakhro, a preferred systems integrator for the Ministry of Interior, Bahrain Defence Force, other ministerial divisions, and enterprise and banking sectors.

Following consultation with YY Fakhro, Batelco chose ClearOne's COLLABORATE Pro 900, which includes a video collaboration appliance, ceiling-mounted Beamforming Microphone Array, (which alternatively can be table- or wall-mounted) and the CONVERGE® Pro professional-grade DSP mixer.

ClearOne's integrated all-in-one solution fully met Batelco's needs for a solution that delivered multiple applications: traditional video conferencing, collaboration, and audio.

COLLABORATE's extensive functionality also met Batelco's key requirements by delivering the ability to capture and record meetings conducted locally or via video with remote locations and to share presentations wirelessly.

### CHOOSING CLEARONE OVER OTHER VENDORS

"With ClearOne's proven track record in successfully delivering integrated multimedia communications solutions and YY Fakhro sharing existing customers' feedback and case studies with Batelco, the Batelco AV/IT team quickly understood how ClearOne's integrated solution could solve its historical communications issues," said Yusuf Abdulrahman Fakhro, Managing Director of YY Fakhro. ClearOne's integrated all-in-one solution fully met Batelco's needs for a solution that delivered multiple applications: video conferencing, audio conferencing and collaboration.

### ABOUT THE INTEGRATOR

Founded by Yusif bin Yusif Fakhro in 1945, Yusif bin Yusif Fakhro has set the standard in consumer goods and services for quality, value and style for over 70 years. It designs, supplies and services a wide variety of home and commercial appliances; furniture; audio visual systems; and security solutions, to improve the environments that shape human lives. The major core business of the Safe & Sound division is from ELV & AV Systems. YBYF is one of the preferred system integrators for the Ministry of Interior, Bahrain Defence Force, other ministry divisions and the public and private and banking sectors.

For more info visit: [www.safe-and-sound.me](http://www.safe-and-sound.me) or <http://yyfakhro.com/>



"Together ClearOne and YY Fakhro have delivered a future-proof solution that exactly meets Batelco's conferencing and collaboration requirements"

Yusuf Abdulrahman Fakhro | Batelco

### RESULTS AND BENEFITS

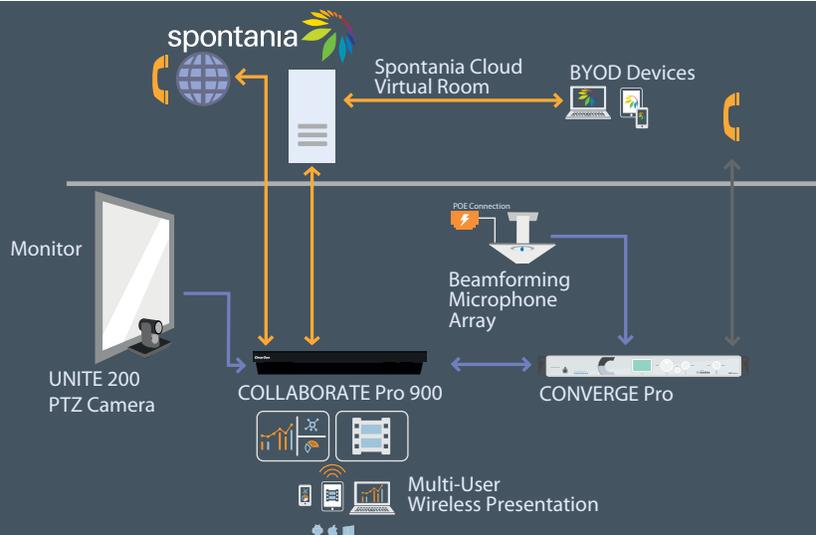
COLLABORATE's ease of use has driven adoption across Batelco. Employees and vendors can now quickly and easily meet, communicate, and collaborate regardless of location and their BYOD communications device of choice, which can include legacy video solutions and third party web-conferencing platforms.

ClearOne's video collaboration solution has enhanced team collaboration across Batelco ensuring that employees feel 'connected' which plays a key role in increasing productivity and efficiency. Reducing the need for employees and vendors to travel to and from meetings has also increased productivity and efficiency by cutting down on 'dead time' spent travelling. The ability to quickly and easily bring together the employees and or vendors it needs, when it needs them, has accelerated Batelco's decision making process significantly improving the company's operations.

### EQUIPMENT LIST

- » 1 x COLLABORATE® Pro 900
- » 1 x CONVERGE® Pro DSP Mixer

### SYSTEM OVERVIEW



### SALES AND INQUIRIES

#### Headquarters

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