ATP GOV | cisco Partner

Cisco Collaboration & Communications Modernization Guide for the DoW

CUSTOMIZED FOR THE DEPARTMENT OF WAR

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Modernizing Secure Collaboration Across the DoW

INTRODUCTION

Why Organizations Turn to ATP Gov

Across the Department of War, collaboration environments must support more than meetings. They must help teams brief clearly, coordinate securely, train effectively, and communicate consistently across offices, command spaces, and distributed environments.

As organizations modernize their technology ecosystems, collaboration tools and room systems play a growing role in efficiency, user experience, and long-term standardization.

The challenge is not simply adding new devices. It is selecting the right solutions for each environment, reducing unnecessary complexity, and building a secure foundation that can scale.

ATP Gov helps DoW agencies align Cisco collaboration and communications solutions to real operational needs. From personal desks and huddle spaces to boardrooms, training rooms, and voice refresh initiatives.

1. **Public Sector Focus**
   Public sector-focused guidance for secure collaboration modernization
2. **Cisco-Centered Strategy**
   Cisco-centered strategy for room, workspace, and communications standardization
3. **Practical Support**
   Practical support for assessment, deployment planning, and lifecycle refresh
4. **Consultative Approach**
   A consultative approach aligned to mission needs and real-world environments

CHALLENGES & PORTFOLIO

Where Collaboration Gaps Create Friction

Common challenges across DoW environments

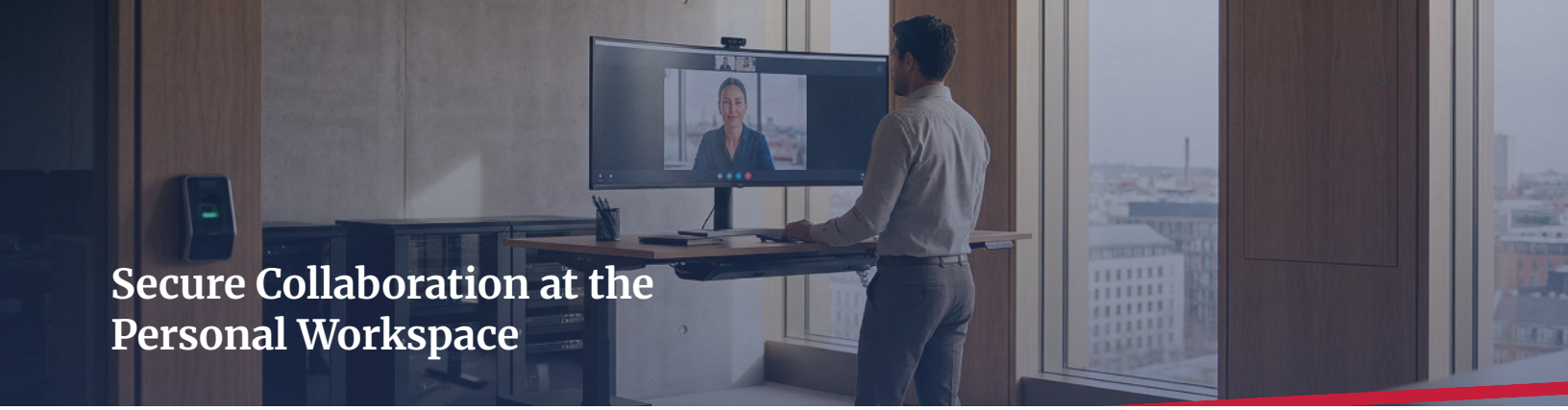
DoW agencies are under pressure to support secure communication, stronger hybrid collaboration, and more consistent user experiences across a wide range of environments. Yet many teams still face room-to-room inconsistency, aging voice endpoints, difficult-to-manage spaces, and collaboration technology that does not scale.

- Inconsistent collaboration experiences across facilities
- Outdated desk and voice endpoints
- Rooms that are difficult to standardize and manage
- Complex training and briefing spaces with disconnected AV
- Limited flexibility for laptop-based and hybrid meetings

A Portfolio Built for Every Environment

Cisco's collaboration portfolio offers a right-sized solution for nearly every DoW environment. From one-person desks to boardrooms, training rooms, and advanced multi-source spaces, the portfolio supports secure, scalable modernization across the full range of defense collaboration needs.

PERSONAL | HUDDLE | CONFERENCE | BOARDROOM | TRAINING | VOICE



Secure Collaboration at the Personal Workspace

PERSONAL WORKSPACE

Standardize the desk experience with Cisco solutions built for focus, flexibility, and secure communication.

For individual users, workstation consistency matters. Personal collaboration devices can reduce friction, improve call quality, support laptop-based meetings, and create a more standardized experience across administrative offices, executive workspaces, and distributed teams.

CISCO DESK

Ideal For: Standard personal desk environments where consistent, secure collaboration matters.

How It Helps: A strong option for creating a more consistent desktop collaboration experience across office environments.

Helps standardize personal workspace collaboration for frequent meetings, content sharing, and secure communication.

CISCO DESK PRO G2

Ideal For: Premium desk environments and compact huddle spaces where flexibility matters most.

How It Helps: A more advanced all-in-one collaboration experience for leadership offices and premium workstations.

Supports a higher-performance workspace experience for users who need greater flexibility and visibility.

HOW ATP GOV HELPS

ATP Gov helps teams identify where a personal collaboration standard makes sense, where premium endpoints are justified, and how to create a more consistent user experience across desk-based environments.

HUDDLE & SMALL ROOMS

Simple, Secure Collaboration for Smaller Shared Spaces

Right-sized solutions for huddle rooms, planning spaces, and small meeting environments.

Smaller rooms often carry a heavy collaboration load. These spaces need to be easy to use, quick to join, and capable of delivering a reliable experience without excessive complexity.

CISCO ROOM BAR

Ideal For: Small rooms and huddle spaces

How It Helps: A streamlined room solution that helps standardize smaller collaboration spaces with stronger audio, video, and laptop-based meeting support.

Solves small rooms that rely too heavily on inconsistent laptop-only meeting setups.

CISCO BOARD PRO G2

Ideal For: Small to medium meeting rooms

How It Helps: A more immersive collaboration experience for rooms that need a stronger visual presence and more interactive use.

Rooms that need a stronger all-in-one collaboration experience without unnecessary complexity.

WHERE THIS DELIVERS VALUE

A strong fit for staff coordination rooms, smaller briefing environments, and department-level planning spaces where teams need fast collaboration with a polished user experience.

HOW ATP GOV HELPS

ATP Gov helps organizations determine when a room can be simplified with a compact bar solution and when a more immersive board-based experience is the better fit.

Conference-Ready Solutions for More Demanding Meetings

MEDIUM ROOMS & CONFERENCE

Built for rooms where performance, reliability, and meeting quality matter more.

As rooms become more visible and more frequently used, performance expectations rise. Medium and conference spaces benefit from stronger cameras, better audio pickup, more flexible display support, and a more intentional room design.

CISCO ROOM BAR PRO

Ideal For: Medium rooms

How It Helps: Designed for more demanding meeting environments where stronger audio, camera performance, and room flexibility are essential to a better hybrid experience.

Solves entry-level room systems that no longer meet current collaboration requirements.

CISCO ROOM KIT EQ

Ideal For: Large meeting rooms and boardrooms

How It Helps: A scalable room solution for formal environments where meeting quality, display reliability, and consistent performance matter.

Rooms that need a more polished and professional collaboration experience overall.

WHERE THIS DELIVERS VALUE

Well suited for headquarters conference rooms, recurring program review spaces, and larger internal coordination rooms where collaboration quality and reliability matter most.

HOW ATP GOV HELPS

ATP Gov helps teams standardize around room archetypes, balancing performance, room size, and long-term manageability.

BOARDROOMS, BRIEFING & TRAINING

Advanced Room Systems for High-Visibility Spaces

Support more complex collaboration environments with scalable, higher-performance room systems.

Briefing rooms, boardrooms, training environments, and other complex spaces require more than basic collaboration technology. These rooms often need flexible inputs, stronger audio coverage, multi-display support, and an architecture that can scale without adding unnecessary operational burden.

CISCO ROOM KIT EQX

Ideal For: Medium to large meeting rooms, boardrooms, and training rooms

How It Helps: Built for environments where collaboration must scale with stronger audio, video, and room-level AV.

Rooms that need more than a standard meeting setup but do not require fully customized AV environments.

CISCO ROOM KIT PRO G2

Ideal For: Large meeting rooms, boardrooms, training rooms, and auditoriums

How It Helps: An advanced platform for more complex spaces that need flexible inputs, multi-source support, simplified orchestration, and stronger room control.

Complex environments that are hard to manage or overly reliant on too many disconnected tools.

WHERE THIS DELIVERS VALUE

Ideal for command briefings, executive review spaces, instructor-led training rooms, and other mission-support environments where room performance is critical.

HOW ATP GOV HELPS

ATP Gov helps teams define advanced room standards, simplify complex AV decisions, and align large-space collaboration investments to real operational requirements.

Built for Security, Standardization, and Simpler Management

SECURITY & MANAGEMENT

Across desks, shared rooms, and larger collaboration environments, Cisco's endpoint portfolio supports a secure-by-design approach and a simpler operational model.

For DoW agencies, collaboration modernization is not only about user experience. It is also about creating repeatable room standards, improving supportability, and reducing the operational burden of fragmented technology decisions.

What Security-Conscious Organizations Need

- Secure communications across endpoint types
- Trusted architecture for modern collaboration environments
- Enterprise-ready support for secure communications

What Easier Management Looks Like

- Easier to standardize across room types and workspace needs
- Simplified deployment across desks, huddle rooms, and larger environments
- Better support for laptop-based meetings and flexible collaboration
- Reduced complexity in larger room designs

HOW ATP GOV HELPS

ATP Gov helps organizations assess collaboration environments, define room standards, and create a deployment strategy that improves consistency without overengineering every space.

VOICE MODERNIZATION

A Smarter Path to Voice Modernization

Refresh aging phone environments with a more modern, supportable voice strategy.

While collaboration spaces continue to evolve, reliable voice communications remain essential across many administrative, operational, and support environments. A thoughtful phone refresh strategy can improve consistency, replace aging endpoints, and support broader communications modernization goals.

CISCO DESK PHONE 8875

How It Helps: A modern path for organizations refreshing legacy voice endpoints and looking for a more current user experience.

Legacy phones that no longer align with modernization goals.

CISCO DESK PHONE 9800 SERIES

How It Helps: A broader voice portfolio that supports different user needs, roles, and deployment levels.

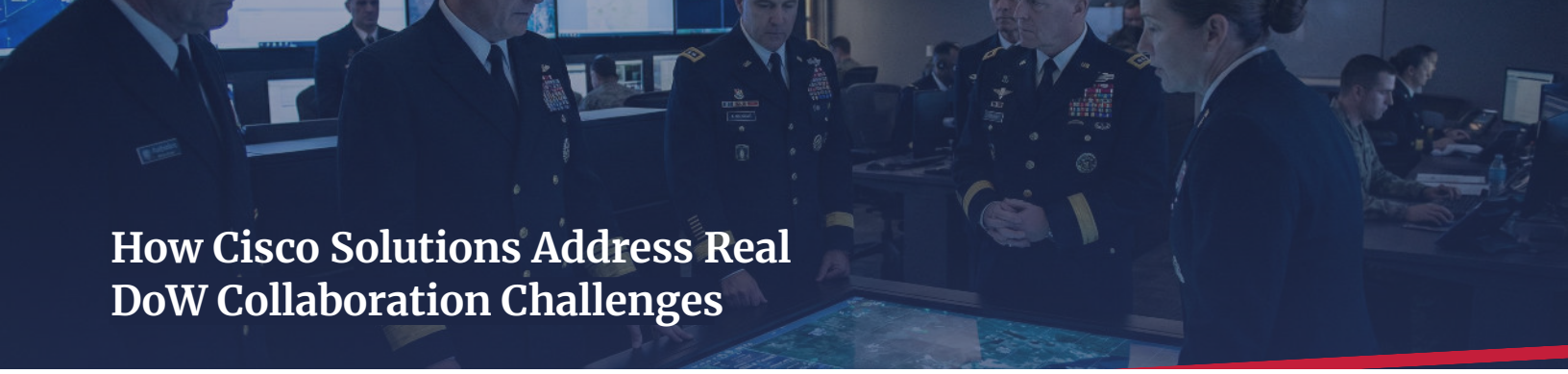
Inconsistent phone standards across offices and facilities.

WHERE THIS DELIVERS VALUE

A strong fit for base administrative offices, headquarters support functions, shared work areas, and environments where dependable voice communication remains a daily requirement.

HOW ATP GOV HELPS

ATP Gov helps customers evaluate where a direct refresh makes sense, where portfolio standardization is needed, and how voice modernization can align with broader collaboration planning.



How Cisco Solutions Address Real DoW Collaboration Challenges

DOW USE CASES

Mission-focused examples of how the portfolio supports modernization across defense environments.

Command and Leadership Briefings

THE CHALLENGE

High-visibility meetings suffer when large rooms are not built for clear audio, strong camera coverage, and flexible content sharing.

RECOMMENDED SOLUTION SET

Room Kit EQ, Room Kit EQX, Room Kit Pro G2

THE OUTCOME

Stronger AV performance, better support for large-room collaboration, and a more polished hybrid meeting experience.

Training and Instruction Environments

THE CHALLENGE

Training rooms often require multiple content inputs, better presenter visibility, flexible layouts, and easier management.

RECOMMENDED SOLUTION SET

Room Kit EQX, Room Kit Pro G2

THE OUTCOME

Supports advanced room setups, instructor-led training, and hybrid content delivery with less complexity.

Desk and Admin Workspace Standardization

THE CHALLENGE

Users across offices and support teams often have inconsistent collaboration experiences that depend too heavily on personal setups.

RECOMMENDED SOLUTION SET

Desk, Desk Pro G2

THE OUTCOME

Creates a more intentional personal workspace standard and improves day-to-day consistency.

Voice Refresh Across Facilities

THE CHALLENGE

Legacy phone deployments create support challenges and inconsistent user experiences.

RECOMMENDED SOLUTION SET

Desk Phone 8875, 9800 Series

THE OUTCOME

Supports a more modern, supportable, and standardized voice environment.

From Assessment to Deployment, ATP Gov Helps You Modernize with Confidence

Choosing the right collaboration technology is only one part of the modernization process. Long-term success depends on creating room standards, simplifying deployment decisions, and aligning endpoint choices to real operational needs.

ATP Gov helps DoW agencies take a practical approach to Cisco collaboration and communications modernization, with support that spans planning, standardization, deployment, and lifecycle strategy.

HOW ATP GOV SUPPORTS THE MODERNIZATION JOURNEY

1. Collaboration workspace and room assessments
2. Standards development by room type and use case
3. Endpoint and room solution alignment
4. Deployment planning and rollout support
5. Integration guidance for complex environments
6. Voice refresh and endpoint modernization planning
7. Lifecycle strategy and future-state roadmap support

START THE CONVERSATION

Ready to evaluate the right Cisco collaboration standard for your environment? ATP Gov can help you build a secure, scalable modernization strategy for desks, rooms, training spaces, and voice environments.

CONTACT US

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