



Intelligence Community Customer Success Story

## Upgrading videoconferencing capabilities for a highly sensitive community.

### CHALLENGE

**Consulting on the optimal solution for significant security requirements.**

The IC and DoD communities are privy to highly sensitive information and require advanced security measures as well as the intuitive usability to meet the demands of their mission. Our experienced staff of consultants and engineers integrate secure collaboration components across various network classification levels (JWICS, SIPR, and NIPR). With expertise in integrating complex projects on highly classified projects, our highly qualified and cleared team leverage our unique and secure infrastructure and established technology partnerships to deliver the highest quality results wherever and whenever.

Bringing  
**INNOVATION**  
and ironclad  
**SECURITY**  
to the conference  
room.

### SOLUTION

**Implementing a solution that addresses current and emerging needs.**

In 2021, an Intelligence Community customer selected the CIS Secure team to help solve the challenges of updating the aging Video Telepresence Conferencing (VTC) and AV infrastructure of more than 1,000 of their conference rooms. Our team engaged with the customers' leadership and technology teams to identify mission collaboration goals in order to design, deploy and operate a robust VTC solution. By understanding the type of room, the number of participants, the personnel involved and needed functionality, our team is designing and integrating solutions for the following areas:

- Traditional Conference Rooms – small, medium, large, and customized environments
- Operational Training Rooms
- Operational Laboratory Environments
- Auditoriums
- Leadership-level Conference Centers
- Command Centers

# CUSTOMER SUCCESS STORY

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## Results

### Bringing innovation and ironclad security to the conference room.

This diversity of rooms and physical environments drives the need for innovative design and deployment of solutions in the following areas for the customer:

**Video** – The HD camera or video source facilitates the visual connection for team members at another facility, in the field and in the home. From a mobile device to a video wall, we bring these customers' stakeholders closer together.

**Audio** – As the baseline medium for collaboration, audio can be interpreted as inputs such as microphones or outputs such as speakers. Whether table-top or ceiling-based solution, our engineers work with the customer to design the best audio solution based on the dimensions, materials and functionality of the room.

**Collaboration Codec Endpoints** – Standardization on a scalable platform and flexible set of codecs is critical to a successful deployment. CIS Secure engineers integrated a family of codecs to accommodate customer requirements while still providing a supportable environment.

**Digital Signage** – Ensuring that only authorized individuals are allowed into a conference room is critical to maintaining the security of classified environments. Properly labelled signage helps CIS Secure enable the customer allows the correct resources to enter secure conference rooms.

**Furniture** – CIS Secure makes rooms more usable by securely storing collaboration infrastructure components in the proper racks, credenzas and tables contributes to the functionality of the environment.

**Adoption** – CIS Secure drives higher (and faster) adoption rates by ensuring that room functionality is simplified, and end-users are well trained. Good training and documentation make for a more usable platform, provides better functionality and an increased awareness of security-related issues to alert users to threats.

**Support** – CIS Secure provides management and support services to keep rooms functional and available for the customer to ensure that they can carry out their mission.

## About CIS Secure

### A commitment to defense defines us.

CIS Secure is an innovator, integrator and expert advisor supporting the broadest portfolio of powerful, mission specific C5ISR communications and cybersecurity solutions. And, as it is with you, our nation's security forms the foundation of everything we do.

CIS Secure operates 24/7, because your mission never sleeps. Almost every one of our customer-facing staff holds a security clearance – with the vast majority at the highest available level. Our team is proud of their personal history supporting our country in the DoD or IC. Our products are certified to the highest government standards and come from suppliers and manufacturers with documented secure supply chains.

### CIS Secure Computing, Inc

21050 Ashburn Crossing Drive, Suite 145

Ashburn, VA 20147

(703) 996-0500

[www.cissecure.com](http://www.cissecure.com)

