



Acro-X Corporation

Models used → PJP-25UR (2 units)

Date purchased → July, 2007

Configuration → Installed the PJP-25UR in their Nagoya and Tokyo offices, and linked with Lotus Sametime for smooth remote conferencing.

Corporate Profile

Established June, 2003
Capital 2.2 million yen
Activities IT solutions service business focusing on providing business packages and software to corporations.
Location Head office: Nagoya City, Aichi Prefecture, Japan
 Tokyo office: Chuo-ku, Nihombashi, Tokyo, Japan
Affiliations Notes Consortium, Ltd.; Director, Central Domino Users Society; IBM Japan Users Association; Member, UOS Group
URL <http://www.acro-x.com>

Linking Lotus Sametime and the PJP-25UR for fast, advanced information sharing and management via remote conferencing.

Background

Problem : Conventional microphone speakers produce poor sound quality.

- Needed high speed conferencing between offices
- Built Web conference system with Lotus Sametime
- Resolved many sound issues with the PJP-25UR

Acro-X is a new venture company that is currently in the spotlight for its IBM middleware (Lotus Notes, Lotus Sametime, etc.)-specialized technology. The company was founded in 2003 with the Nagoya head office followed by the opening of the Tokyo office in March 2006, and continues to grow rapidly. Conferencing between Nagoya and Tokyo was initially carried out through e-mail attachments and speaking on the phone, but phone bills were high. Also, management required a more efficient way to share materials among multiple persons, therefore they turned to Web conferencing using Lotus Sametime's e-Meeting function. The basic microphone speaker they used suffered from various problems such as audio cut-out, poor sound quality, and having to constantly lean in toward the microphone. They solved these problems in December 2007 by purchasing the PJP-25UH.

Choosing the PJP

The PJP-25UR provided the sound quality that is indispensable to conferencing.

- Eliminates audio cut-out and echo
- Easy-for-anyone USB connectivity
- More internal control—no more Skype

Why did Acro-X choose Lotus Sametime + PJP-25UR as their remote conferencing system? First, Lotus Sametime enables sharing of materials/screens in real time, and secondly, the PJP-25UR enables smooth two-way simultaneous conversation. Combined, these two offer high fidelity remote conferencing. For a venture company like Acro-X, the ability to share materials and information among multiple persons at high speed, and to have employees always stay "in synch" with two-way simultaneous communication is extremely important for management. Other benefits that contributed to their choice were: elimination of security risks inherent in Skype and instant messaging from the remote conferencing environment, lowering of system installation costs, ease of setup with a USB connection, and simplicity of operation. It matched their ideal audio conferencing solution precisely.

Results

The PJP helped to raise efficiency and foster a new style of working.

- Sharing information increased efficiency
- Keeps all employees in the loop
- The bedrock of their corporate communication

The company currently holds weekly Monday-morning Web conferences with all employees. The meetings are attended by about 20 people in Nagoya, and 10 people in Tokyo for reporting and discussion on sales, technology, projects, and other topics. Additionally, the Lotus Sametime + PJP-25UR remote conferencing system is used regularly for multiperson meetings it forms the bedrock of their corporate communications. Best of all, employees have raved: "conferencing is much easier now;" and "when we see something on screen and talk about it at the same time, it's like we are in the same room." Based on these successes, the company plans to propose new work paradigms using the Lotus Sametime + PJP-25UR system to increase efficiency.

Model purchased

PJP-25UR

Compact & lightweight. Movable microphone arms adapt to various settings.
 The incredibly easy-to-use high fidelity Web conference microphone speaker!



Linking Lotus Sametime with the PJP-25UR easily enables smooth, multipoint, multiperson remote conferencing. A revolutionary solution that changes the shape of conferencing.

Our Customer's Voice

Low in cost, and easy for anyone to hold a remote conference. The ideal communication environment for connecting our 32 locations.

The combination of Lotus Sametime and the PJP-25UR for remote conferencing exceeded our expectations. The ability to share materials and speak simultaneously contributed greatly to coming up with business ideas, quickly identifying problems, handling claims rapidly, giving on-target advice, and other improvements in our quality of work. People sometimes think that it's hard to communicate when they can't see the other party's face, but actually this isn't an issue as long as you can share materials and hear their voices. The PJP-25UR's sound is so incredibly realistic, you can tell when the person is smiling. There are no difficult settings to enter, and with Lotus Notes and an Internet connection you can get started for just about 300,000 yen (3,000 dollars). Remote conferencing with Lotus Sametime and the PJP-25UR has the potential to really change the way businesses handle conferencing.

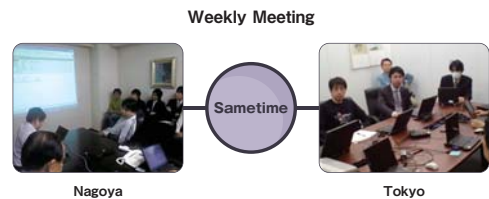


President of the Eastern Japan Customer Relations group, Mr. Joe Kimura

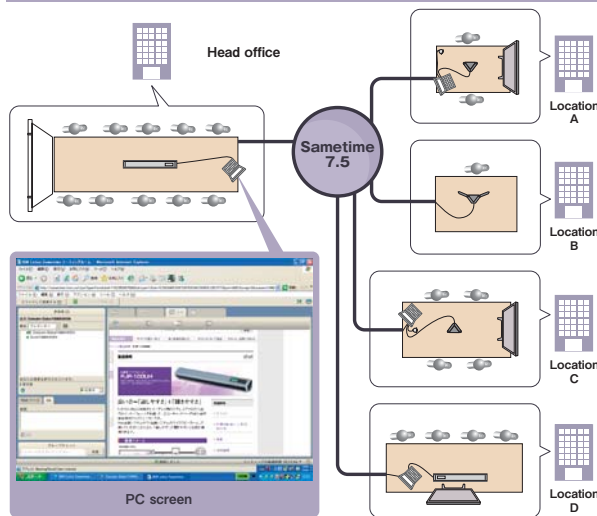
How Acro-X Uses the PJP-25UR

Acro-X holds multipoint, multiperson remote conferences with wide bandwidth (8 kHz). Even with all employees in attendance, conversations at meetings are incredibly realistic.

All employees at Acro-X gather in the Tokyo and Nagoya conference rooms for weekly Monday-morning meetings. They start by projecting materials onto white walls, with the PJP-25UR placed in the center of the large table. Management, sales, engineering, and administrative departments give their reports, and lively discussions ensue. In addition to Lotus Sametime supporting a wide bandwidth (8 kHz), voice chat has little delay over a peer-to-peer connection. Therefore, combining it with the PJP-25UR advanced conferencing microphone speaker with its wide bandwidth echo canceller achieves multipoint, multiperson smooth remote conferencing.



Features of remote conferencing with Lotus Sametime + PJP-25UR



1. Accommodates multiple attendees

When several people participate in a conference at one location, traditionally people sitting next to each other would talk to each other through headsets. But with the PJP-25UR, none are needed you can speak naturally to the people next to you, and to other parties in multiple locations.

2. Easy to connect

The PJP-25UR connects easily to a PC via USB. No software installation is required, and the intuitive interface lets anyone start using the PJP right away.

3. Easy on the talkers, easy on the listeners

Built with a combination of Yamaha's sound technologies, the PJP-25UR maintains high performance parabolic reflection and playback. Also, Yamaha's proprietary adaptive echo canceller provides smooth conversations with no audio cut-out.

4. Easy Web conferencing

With Lotus Sametime's e-Meeting function, you can share materials and screens, making it easy to hold Web conferences.

5. Easy operation with a single interface

From Lotus Sametime's Attendance Checking and chat screen, the user can seamlessly transition to voice conferences using the PJP-25UR.

6. Making administrative operation and internal control efficient

Since Groupware can be integrated with the Web conference system, it is very easy to manage equipment and IDs. Also, by eliminating ASP-type Web conferencing and other applications that introduce security risks such as instant messaging and Skype, internal control issues at the company can be resolved at once.

PJP-25UR Specifications

- Dimensions: 229 (W) × 152 (D) × 34 (H) mm • Weight: 570g • Runs on outlet- or USB bus-power, self-powered (AC adapter sold separately)
- Use: Conference microphone speaker • Audio interface: USB 2.0 Full-Speed, analog input/output × 1 each (stereo minijacks)
- Frequency bandwidth: 300–20,000 Hz (during stereo playback) • Main speakers: 2; mono/stereo playback (when only speaker in use) • Main microphones: arrayed (4×3)
- Other functions: adaptive echo canceller, microphone array control, stereo speaker playback, firmware revision upgrade (transferred from PC via USB)



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