

PJP Series Application Example 12

Kume Sekkei Co., Ltd.

Models used → PJP-25UR (6 units)
Date purchased → June, 2008
Configuration → Installed the PJP-25UR in their head office and five branches, and linked with Lotus Sametime for smooth remote conferencing.

Corporate Profile (as of September 2007)

Established October, 1932
Capital 9 million yen
Registration 1st class authorized architect, number 379 (main office)
Location Head office: Koto-ku, Tokyo, Japan
 Branches: Sapporo, Tohoku, Yokohama, Nagoya, Osaka, Kyushu
 Other offices: Shizuoka, Hiroshima
Employees Executive: 19, Regular: 527 (472 engineering + 55 administrative)
URL <http://www.kumesekkei.co.jp/>

Built creativity-enhancing communications ideal for a design company by linking Lotus Sametime with the PJP-25UR.

Background
Upgraded Lotus Notes, and broadened utilization of Lotus Sametime.

- Needed multilocation conferencing
- Used Sametime's attendance display function
- Higher voice chat sound quality

As an architectural "total solutions firm," Kume Sekkei's numerous personnel have joined forces across specialties to achieve many dazzling design successes. It first installed Lotus Notes R5/Sametime 3.0 in October, 2002. Using Sametime's Meeting Room function, they transmitted the 70-year anniversary commemoration meeting held at the main office to six branches across the country. At that time they also considered remote conferencing, but held off due to server-related problems with sound quality. In October 2007, they upgraded Lotus Notes from version 6.5 to 7.0 and began more full-fledged utilization of Lotus Sametime 7.5. They especially liked Sametime's attendance display and voice chat functions, which are integrated with Notes. The gradually obsolescing attendance display board for executives was also integrated with Lotus Sametime, and could then be used as a company-wide information communication platform.

Choosing the PJP
The PJP-25UR lets you converse naturally without using headsets.

- Heard the PJP's high sound quality during a demo
- Initial costs lower than for video conferencing
- Conferencing from desktops possible in the future

In 2008, Kume Sekkei began discussing the purchasing of a video conferencing system for purposes of sharing information and revitalizing communications. They had compared various products when a remote conferencing demo system that linked the PJP-25UR with Sametime caught their attention at an IBM Lotus Sametime seminar held in April. They immediately brought in the system for a test. Their first impression was the high quality of sound. Combining Sametime's voice chat function with the PJP-25UR enabled natural conversations—even during multipoint, multiperson calls—without troublesome headsets. They decided on this system because, in addition to the above, startup costs were much lower compared with video conference systems using dedicated equipment and lines, and it offered high scalability for the future. In June 2008, their new Sametime + PJP-25UR conferencing system went online, and is still functioning smoothly today.

Results
Created the perfect collaborative environment for a design company.

- Smooth sharing of materials and two-way talks
- Reduces business trip time and expense
- In future, remote conferencing even from desktops

Many materials must be shared during conferences at general design companies like Kume Sekkei. In addition to Excel, PowerPoint, and other files, these materials include site photos, design drawings, and models. The company found the Lotus Sametime + PJP-25UR combination to be ideal for facilitating lively two-way discussions while sharing these diverse materials between multiple points and persons. It also expects to reduce business expenses, and to use what was formerly time in transport for creativity enhancing communications. Currently they place a PJP-25UR and a desktop PC in the conference room at each location, but in the near future they plan to increase their number of licenses and equipment so that employees can easily hold remote conferences any time from their own desks or conference rooms.

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 lets you share various materials and have smooth, natural two-way talks. A revolutionary solution that changes the shape of conferencing.

Our Customer's Voice

Sharing of materials and quality sound are very important for remote conferences. That's why combining Lotus Sametime with the PJP-25UR was the optimal solution.

The PJP-25UR's sound quality is wonderful, surpassing dedicated video conferencing systems. When conferencing with people outside the company, dedicated video conferencing systems are good because you can see the other party's face. But for in-house conferencing, what's important is the audio and the ability to share materials, and the Sametime + PJP-25UR Web conferencing combination is ideal for that. With low initial cost plus the convenience of anytime-anywhere remote conferencing, we plan to expand our utilization of the system going forward. (Mr. Nanbu)

From the beginning we had experience running Lotus Sametime Server, so we did everything involved in building the Web conferencing system by ourselves, from purchasing the equipment to setting it up. Frankly, it took a lot of trial and error before we got the system up and running. We especially learned the necessity of satisfying the PC environment specs, and the need for advanced knowledge of Sametime. If installing for the first time, it's important to have installation support. (Mr. Sato)



Architectural design department, VP of design, Mr. Shin Nanbu



Information & training center, Manager, Mr. Yoshinori Sato

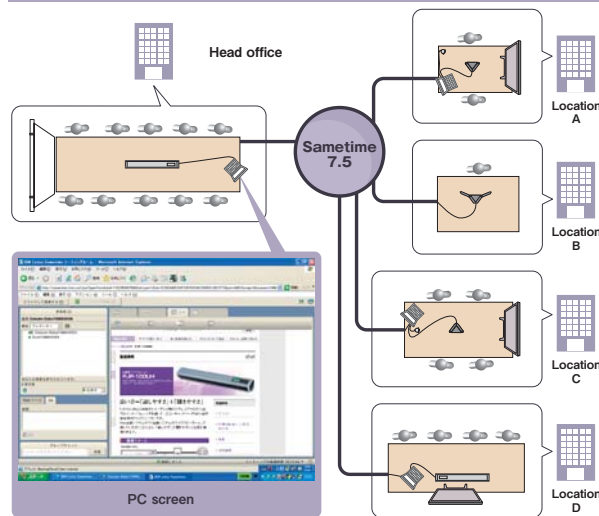
How Kume Sekkei Uses the PJP-25UR

Kume Sekkei holds multipoint, multiperson remote conferences across a wide bandwidth (8 kHz). Flexibly conforms to any desk or meeting space.

Remote conferences at Kume Sekkei linking Lotus Sametime with the PJP-25UR are currently held between the head office and five branches nationwide. Because new construction projects spring up all around the country, they frequently use the system between the head office and branches to discuss design plans and to share engineering related information and structural design materials. On top of these uses, they plan to make it possible to hold "instant meetings" from individual desktops, which is Sametime's original forte. The PJP-25UR's convenient compact and lightweight body, plus its adaptability to diverse conferencing situations make it perfect for these applications that require flexibility.



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-25UH 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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