

Vivi

Reseller presentation
(For internal reseller use only – NOT customer facing)

Presented by:
Fabio Grosso, North American Channel Manager

vivi.io



About Vivi



Built by educators
for educators



US based Customer
Success and Technical
Support teams



Dedicated to empowering
teachers to personalize
student engagement



Vivi operates in 11
countries



Vivi is trusted by over
2,800+ institutions



Vivi is used over
160,000 classrooms

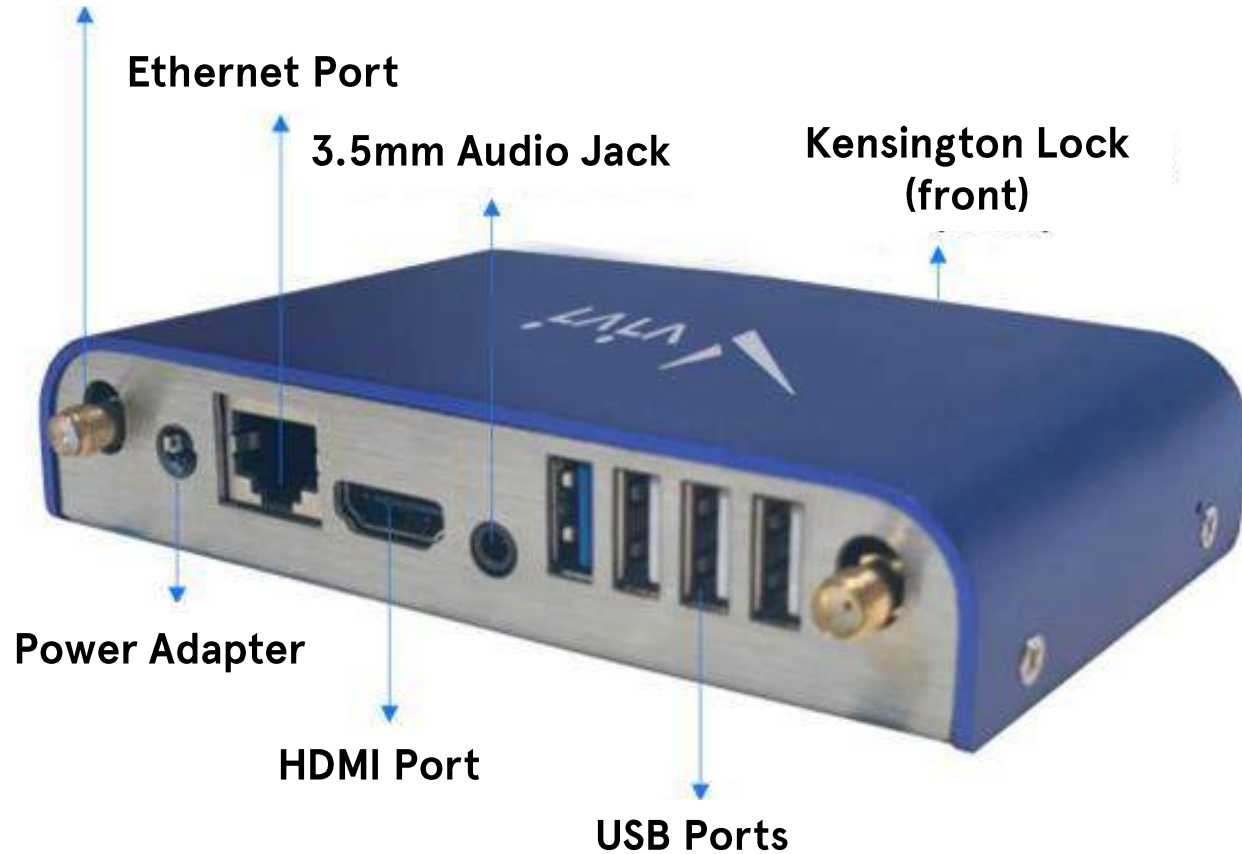


Vivi is loved by
825,000+ students

The Box



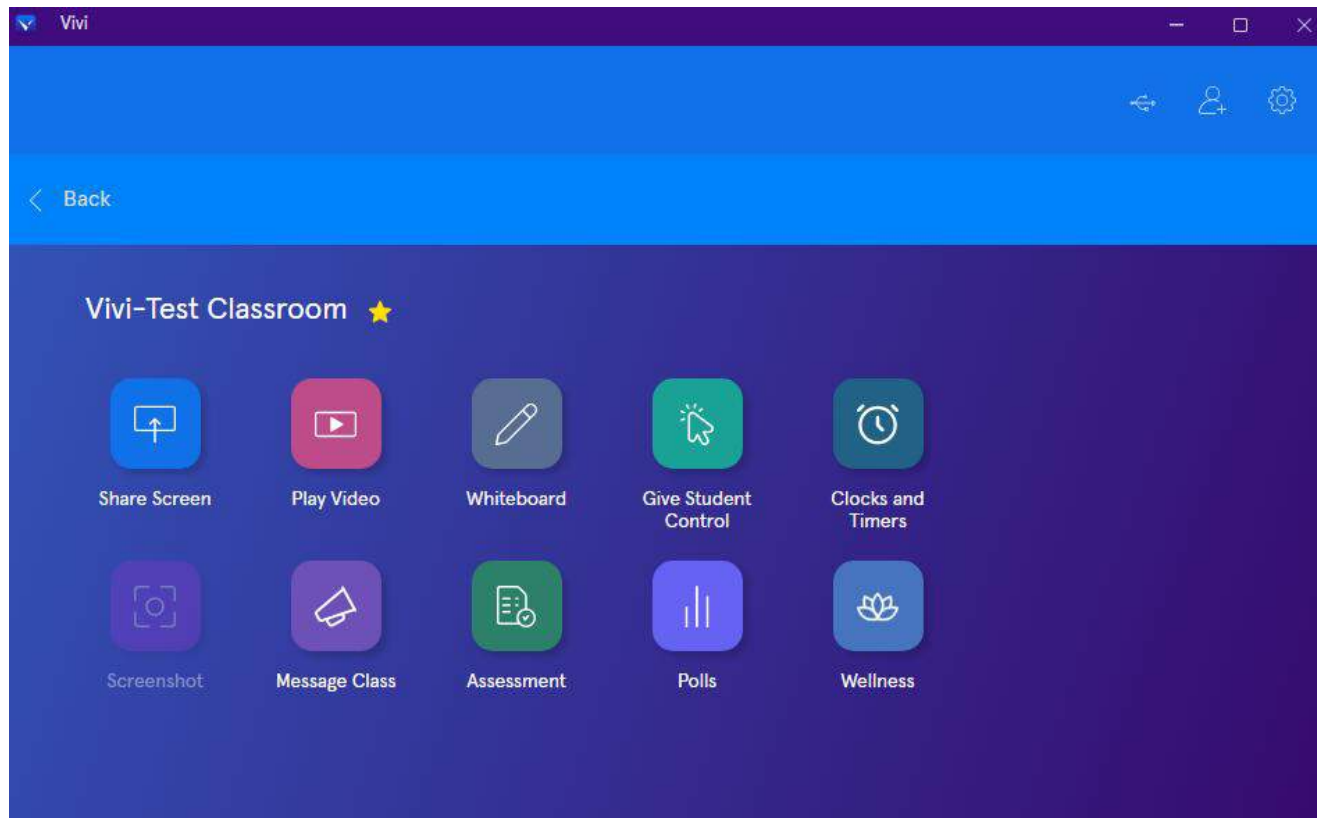
Dual Antennas



Key Features:

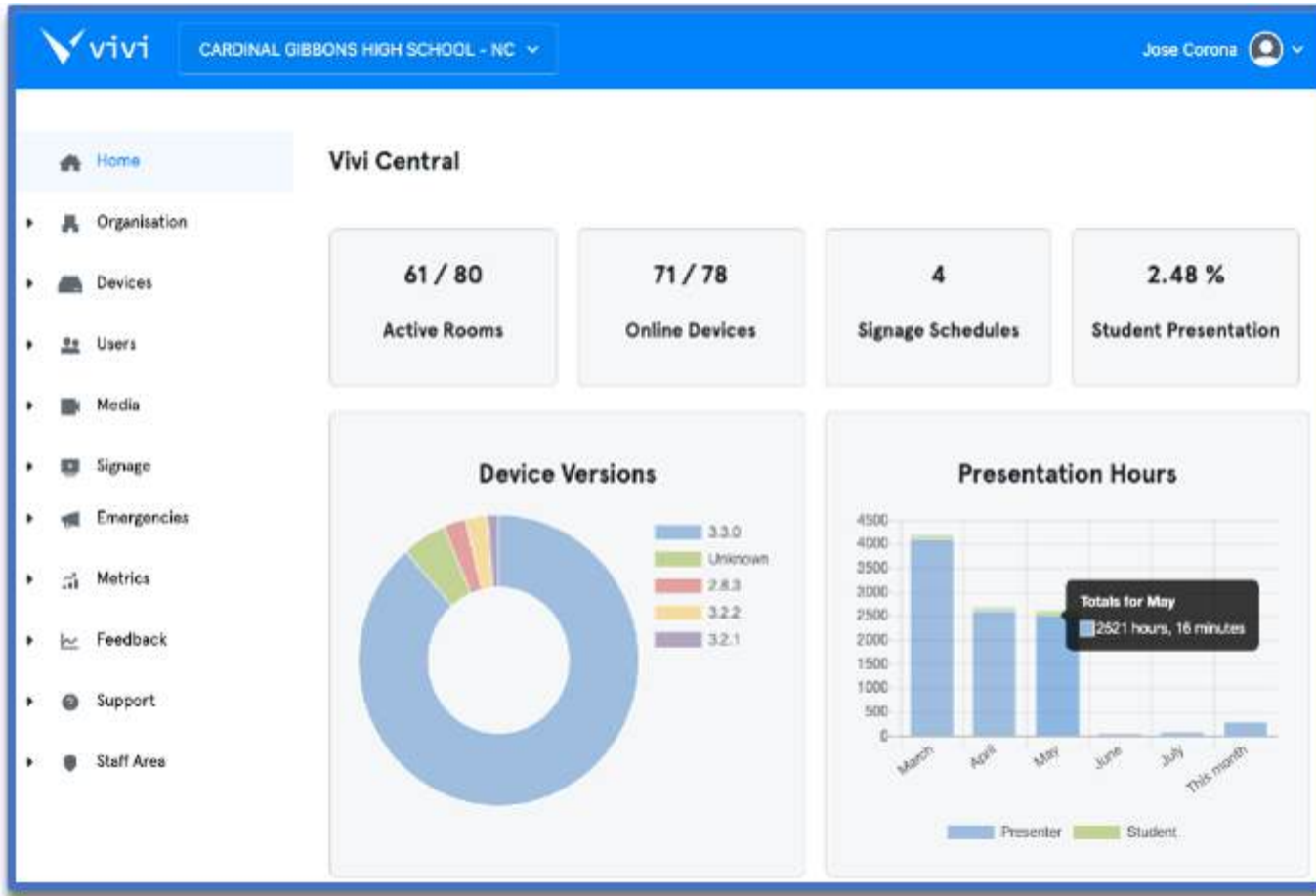
- Connect to any display in your school
- Leverage wired or wireless connections
- Power via adapter or native POE
- Touch Interactivity & USB Passthrough
- Sits securely behind your Firewall & speaks across VLANs/subnets

The App



Key Features:

- Device/OS agnostic
- SSO Integration & uniform user experience across platforms
- Straightforward location & room navigation
- One-click Screen Mirroring
- Facilitates student engagement
- Classroom & school management and messaging – Teacher Toolbox



Key Features:

- Cloud-based device management
- Thoughtful & consistent layout
- Monitor, Configure & push out firmware updates in bulk
- Create & Manage custom Splash Screens & Digital Signage schedules
- Metrics to keep track of your ROI in real-time
- Submit Support tickets (US-based team)

Vivi Use Cases



LAB



CLASSROOM



COMMON AREA



CONFERENCE

Why position Vivi? (over anyone else)

Unique Selling Properties (USPs)
Vivi vs others & ideal education customers

vivi.io



USPs for Directors



- OS agnostic (i.e., Apple, Windows, Chrome, Android, etc.)
- Centrally managed (making it easy to configure and support across all classrooms)
- Works across all sub-net and sub-domain configurations
- Vivi is a 4-in-1 solution that includes Wireless Screen Sharing, Digital Signage, Emergency Alert notifications and announcement capabilities
- Includes Power Management for all panels (CEC required)
- Roster all students and teachers via the SSO integration (Clever, ClassLink, SAML, LDAP, Microsoft AD & Google)

Vivi vs others & Ideal customer profile



Vivi vs the others:

Apple TV customers

- Vivi is Device & OS agnostic - not just Apple
- Vivi brings a complete communication suite including digital signage & emergency integration

Airtame customers

- Vivi designed from ground up for education means more functionality and classroom management features built in.
- Vivi includes instructional tools, SSO integration, emergency alert integration = ROI
- Vivi solution is all in, no additional components

Chrome cast customers

- Difficult to manage & secure as Chrome was never intended for education use

Ideal customer profile:

- Districts with large projector install base
- Non-interactive TV purchasers
- Districts considering the new low-cost like Newline C-series or Promethean LE without OS
- Districts looking for a lower cost alternative to unify sharing & integration
- Districts heading into a refresh cycle
 - In current economic climate, districts are more budget conscious than ever. IFP likely not be the preferred refresh choice to stretch budgets

How Vivi will help you win!



- ✓ **Deal registration program** secures greater reseller margin and provides price protection
- ✓ Purchasing options to sell Vivi Pro:
 1. Purchase 3-year subscriptions of Vivi Pro with SW & HW support and warranty for entire contract
 2. Upfront pre-paid 3-year or 5-year subscriptions of Vivi Pro for customers who need to purchase in current budget year
- ✓ Vivi account managers will co-present to your schools and/or districts and take the heavy lifting off to help grow your deals
- ✓ Partner with Vivi on key education events and conferences to provide an OEM presence in your booth!
- ✓ Vivi supplied simple & brief [marketing resources](#)
- ✓ Vivi will help your customers with set up and onboarding with training for Teachers and Staff in the evaluation