

# Intel® Unite™ Software Powers Secure, Connected Meeting Spaces



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*Loren VonLintel,  
Sales engineer at Nex-Tech*

## Leading Kansas-based managed services provider says HP collaboration PC with Intel Unite software lets customers connect, whether they are sitting around the conference table or are halfway around the world

As work transforms and employees work from home, side-by-side in a conference room, or around the world, businesses need an easier way to host meeting sessions, share content, and provide one-stop access and control of their existing conferencing and facility technologies.



With Intel® Unite™ software<sup>1</sup> you can collaborate more effectively. Sharing a screen with other participants is only the beginning. Instantly switch to another participant’s screen, view multiple screens at once, make temporary annotations, and share files on the fly. Use the new extended mode feature to share your screen and multitask at the same time.

Steve Riat, the sales manager for Nex-Tech\*, a leading managed service provider in Kansas, says, “Getting our customers up to speed on Intel Unite software was really smooth and customers liked what they saw. They found it simple to use. It’s easy to connect systems wirelessly, and there are no wires or adapters to worry about. Intel Unite will be attractive to all types of customers—any business that has a conference room or offices spread out geographically will like the efficiency and professionalism that Intel Unite brings to their meetings.”

Loren VonLintel, a sales engineer for Nex-Tech, continues, “We’ve deployed Intel Unite in government offices, in hospitals, and in classic conference rooms. Any group with a common goal can benefit from the ease in collaboration.”

### Begin meetings in a flash

After a one-time software install on a Windows\* or MacOS\* device, connecting with colleagues near and far is instant. No more fumbling with cables or dongles to share a screen. Simply enter the six-digit PIN shown on the display and press a button to start sharing. 256-bit SSL data encryption helps protect the data you share,<sup>2</sup> while all data traffic remains safely within the company network.

“Even internally at Nex-Tech with our sales team, we’ll be in the same room working on a solution and we’ll have to swap out the dongle. But Unite has now made it so much easier for us to be on the same page, there’s no stopping or stuttering,” says VonLintel.

For more information on the benefits of Intel Unite for small and midsize businesses, visit [intel.com/unite](http://intel.com/unite).

He continues, “The ease of deployment stuns our customers. They’re blown away that all they need is a tiny Mini PC to run the Unite solution. They immediately begin brainstorming the way that they can use it and the value of it. Customers think it’s just another videoconferencing solution and then when you show them the functionality, it’s a big surprise.”

#### Built for business with built-in security

All you need is an Intel® Core™ vPro™ processor-based Mini PC in the meeting space and the Intel Unite application on client devices. The Intel Core vPro processor-based Mini PC provides leading-edge security and performance as well as innovative wireless and remote management capabilities. This Mini PC serves as the hub device. Intel Unite software runs on each client device, enabling attendees to connect and receive content in real time, regardless of location.

“It’s a really inexpensive way to create robust collaboration for our clients—just being able to see each other and talk to each other is a benefit, but then when they can easily share work—and keep it secure—that makes Unite exponentially more valuable. There’s really nothing out there that’s comparable, especially when you consider the pricing,” says Riat.

VonLintel picks up Riat’s thought: “Even in the case of our own company, we have 30 offices and we have connectivity between them all and it’s all private, so we can collaborate without even having to be in a conference room.”

#### Projecting a professional image

According to VonLintel, Nex-Tech’s customers in law, manufacturing, medical, and retail industries can all benefit from using Intel Unite. “Whether you’re a business looking for a simple way to collaborate, a law office looking for an easy way to work remotely with other locations or clients, or a teacher in the classroom who wants to let kids project and show what they’re working on, Intel Unite is the right solution.”

In fact, Nex-Tech has already deployed solutions based on Intel Unite. “One of the customers that we have worked with is a regional hospital. They’re using Intel Unite to conduct IT and administrative meetings and planning sessions.”

Riat adds, “Every customer we show Intel Unite to loves the possibilities—especially compared to the expensive enterprise options that are out there. Intel Unite is very competitive against the subscription- and cloud-based collaboration tools that require monthly payments. The price point is very, too—it’s a powerful and cost-effective new tool that doesn’t cost a fortune.”

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For more information on Nex-Tech, visit [nex-tech.com](http://nex-tech.com).

#### Why HP devices with Intel Core vPro processors?

“The HP product line is excellent. We like HP’s engineering and reliability, and their support is excellent. So it’s natural that we’ll be installing HP’s Unite systems,” says Steve Riat. “The service level that we receive from HP helps us maintain the service level that we must deliver to our customers.”



1. Intel technologies may require enabled hardware, specific software, or services activation. Check with your system manufacturer or retailer.
2. Source: Field testing by Nex-Tech, February 2016. Software and workloads used in performance tests may have been optimized for performance only on Intel® microprocessors. Performance tests, such as SYSmark® and MobileMark®, are measured using specific computer systems, components, software, operations, and functions. Any change to any of those factors may cause the results to vary. You should consult other information and performance tests to assist you in fully evaluating your contemplated purchases, including the performance of that product when combined with other products. Configurations: All claims based on overall packaging of services provided by Nex-Tech. Results may vary. For more information go to [intel.com/performance](http://intel.com/performance). Intel technologies may require enabled hardware, specific software, or services activation. Performance varies depending on system configuration. No computer system can be absolutely secure. Check with your system manufacturer or retailer or learn more at [intel.com](http://intel.com).

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