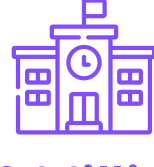


# LOGITECH SCRIBE

Boost revenue and upsell opportunities with a whiteboard camera for meeting spaces and classrooms.



**90 Million**  
Meeting Rooms<sup>1</sup>



**22 Million**  
Classrooms<sup>1</sup>

Every room needs a whiteboard camera for remote workers and distance learners



## CUSTOMERS WANT A WHITEBOARD SOLUTION THAT

- Instantly shares whiteboards into video meetings
- Works with any whiteboard and dry erase markers
- Delivers a simple user experience with no training or extra software
- Enhances engagement with remote participants and distance learners

## HIGH STAKES IN THE HYBRID WORKPLACE



**67%**

work from home at least one day/week<sup>2</sup>



**2X**

Executives and senior managers are twice as likely to be fully remote<sup>2</sup>



## UNIQUE SELLING POINTS

From the conference room to the classroom, people rely on whiteboards to brainstorm, teach, and develop new concepts. Logitech Scribe mounts above any whiteboard for instant sharing into any video meeting.

- Purpose-Built for Whiteboard Sharing:** Unlike general-purpose cameras and webcams, Scribe features a custom lens and built-in AI for optimal clarity and real-time, low-latency performance.
- Instant Sharing:** A wireless Share Button and touch controller integration support instant sharing with Microsoft Teams Rooms on Windows, Zoom Rooms (on Windows or macOS), and other supported room solutions.
- Unobstructed View:** Powerful AI capabilities can make the presenter transparent so everyone enjoys an unobstructed view.
- Clean Cabling:** Built-in cable retention and USB-over-Cat5e cabling (10 meters included, 35 meters max) for clean and secure connectivity.
- Easy Compatibility:** Works with virtually any video conferencing application as a USB content camera—just connect to a laptop and switch the camera to Scribe.
- Single Vendor Simplicity:** Deploy Scribe with a Logitech Room Solution for an integrated solution with consistent warranty coverage and device management in Logitech Sync.



## REASONS TO SELL LOGITECH SCRIBE

### INCREASE CUSTOMER LIFETIME VALUE

**Help IT satisfy user requests** for whiteboards in video meetings with an affordable and easy-to-use solution.

**Unlock new revenue** with your current customers by upselling Scribe for their existing video meeting rooms.

**Boost loyalty** with an all-inclusive whiteboard solution free from subscription fees.

### INCREASE AVERAGE SALES PRICE (ASP)

**Add Scribe** to Logitech room solution bundles to expand solution value and differentiate from competitors.

**Elevate the room solution** with design and installation services.

**Protect customer's investment**, maximize its value, and ensure optimal performance by offering the Extended Warranty for Logitech Scribe.

## SCRIBE UNLOCKS OPPORTUNITIES IN THE HYBRID WORKPLACE

Partner Logo

Contact Information

