



### Video Conferencing

O'Neal Consultants video conferencing consulting services have been developed to address the impact of new technologies on an organization from both a financial and technical perspective, two different yet intimately related aspects.

Our first objective is to develop the highest possible Return on Investment (ROI) for our clients. We accomplish this by understanding a client's strategic goals and challenges for the coming year and beyond, and developing an implementation methodology that addresses these company goals. We believe that the strategic returns possible through appropriate implementation of this technology are largely ignored by most technology-focused implementations.

#### Return on Investment (ROI) Optimization:

- Application Development
- Internal Marketing Development
- Development of Revenue Growth Opportunities
- Management of Client Revenue Growth Opportunities
- Project Management
- Profit Center Development
- Internal Cost Reduction

The second objective to keep in mind when implementing the technology is to make sure it is a reliable and highly utilized business tool. The technology needs to be designed so that it fades into the background, and the end users can “forget” that they are not all in the same room.

We also believe that a having a technically robust, but manufacturer proprietary system is often not in our clients' best interest. Portions of this technology have shorter life expectancies of two to four years, while others should last 10 years. O'Neal Consultants enhances and protects our client's investments by developing modular systems where appropriate.

Our experience with 100+ installations has taught us that the network connections between the rooms are at least as important as the equipment in the rooms. At O'Neal, we help our clients get the connectivity that works best for them in their specific situation.



### Technical Services:

- Conference Room Design
- Equipment Specification
- Network Interface Specification
- Communications Network Specification
- Project Management
- Service Management



### O'Neal Consultants' Outstanding Accomplishments Speak for Themselves:

- Highly Diverse Hospitality Clientele
- International Project Base
- Services Performed in 35 of the 50 United States & 14 Countries
- Clients Include Over 800 Hotels
- Serves Clients with Over 26,000 Rooms in Las Vegas
- Serves 15 Hotels in Manhattan Alone
- Positive Customer Satisfaction has Yielded Significant Long-Term Client Relationships

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