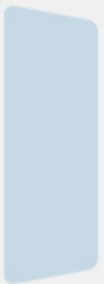




## All-In-One Video Conference Camera



# 01 Market Overview

# Market Overview

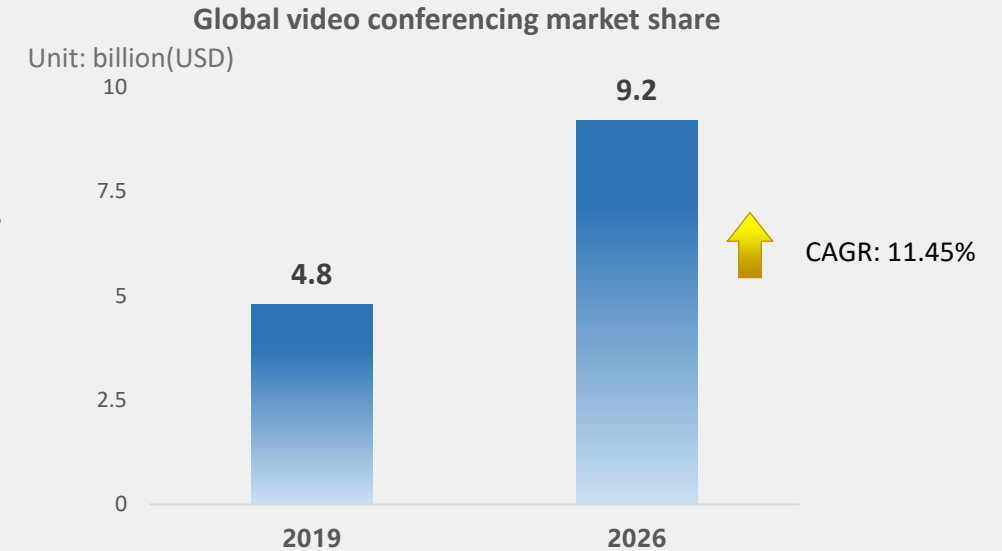
In 2019, the global video conferencing market was **4.8 billion** USD, and over **9.2 billion** USD was anticipated to reach by 2026. The CAGR is expected to grow at **11.45%** during the forecast period. (Facts and Factors, 2020)

## So, what is video conferencing?

Video conferencing refers to a live video-based meeting between two or more people in different locations using video-enabled devices. It allows multiple people to meet and collaborate in real-time and long distances by transmitting audio, video, text, and presentations through the Internet.

Base on the different Internet and software configuration requirement, video conferencing can be classified into three types:

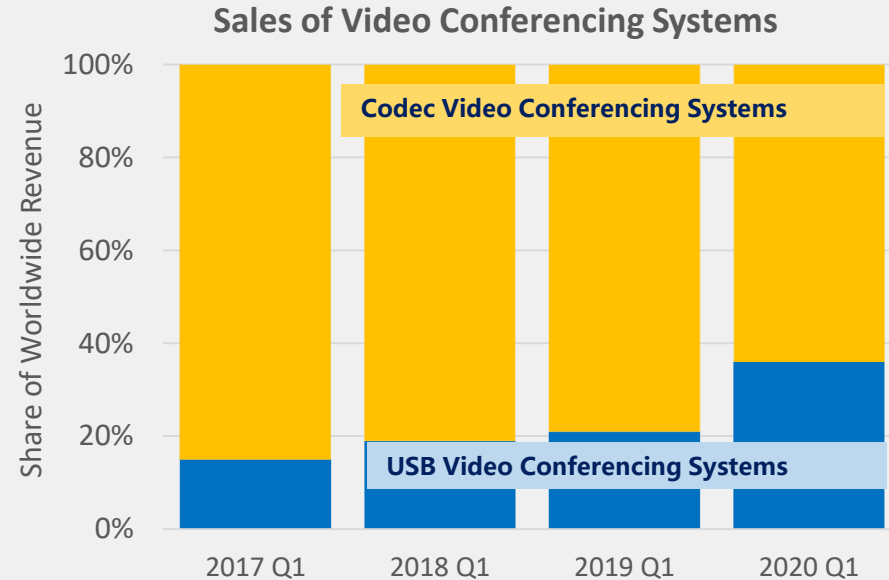
1. **Hardware video conferencing**: use the propriety network with specific meeting cameras, MCUs, and other equipment;  
e.g. Cisco, Polycom
2. **Cloud meeting conferencing**: use the Internet with specific SaaS;  
e.g. Zooms, Microsoft Teams, Google Meets
3. **Instant messaging conferencing**: use the Internet with instant meeting software  
e.g. Skype, Slack, Google Hangouts



# Market Overview

Video conferencing devices are used to improve the video conferencing experience. From traditional video conferencing devices to USB devices and codec devices, the video conferencing market is experiencing a huge transformation.

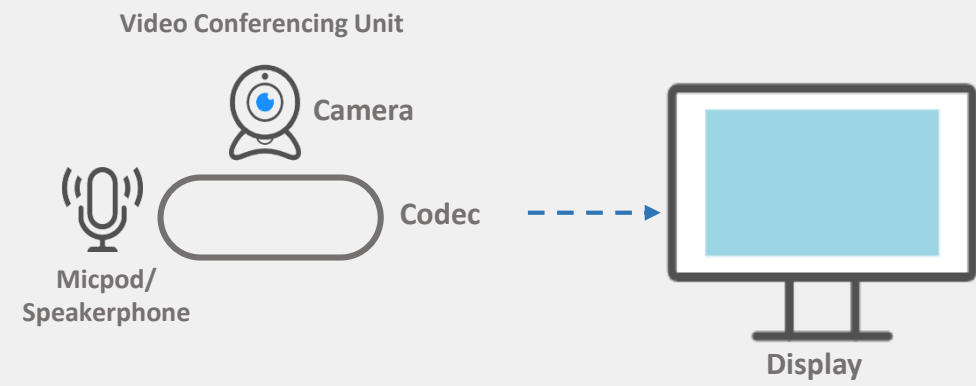
Synergy Research reveals that USB video conferencing systems are in a rapid increase accounted for **36%** of the whole video conferencing market revenues in 2020 Q1, up from 21% a year ago.



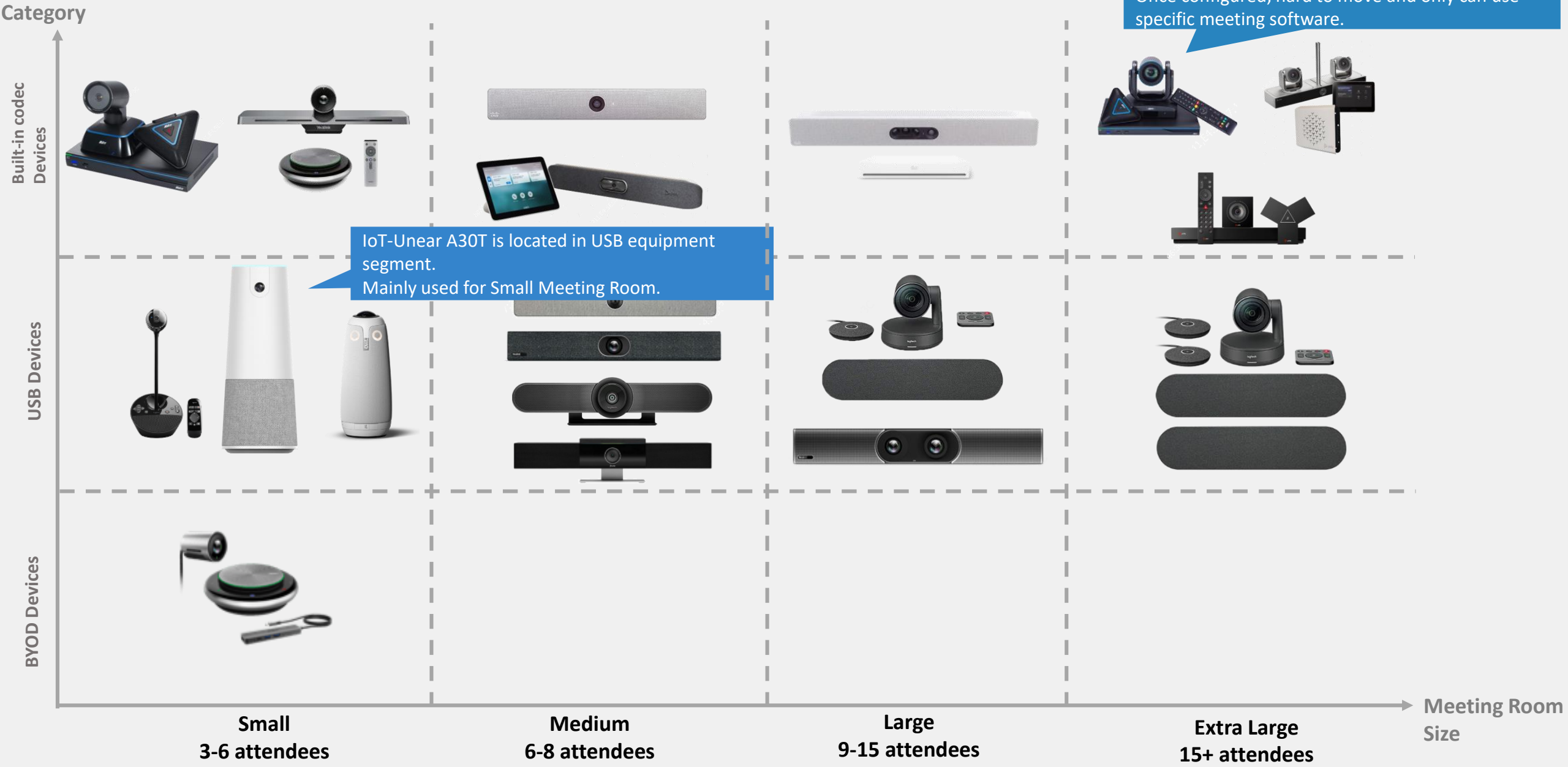
**USB video conferencing systems**



**Codec video conferencing systems**



# Product Positioning



## 02 Product Features

# Product Overview

## Circular Status Indicator

- Yellow Light: device initiation
- Blue Light: normal operation
- Red Light: microphone muted
- Orange Light: camera turned off

## 4-Element Omnidirectional Microphones Array

## 360° High-quality Wideband Speaker

## Touch Buttons

- one-click microphone mute and camera off
- volume adjustment

## 100° Ultra Wide-Angle Camera

- fixed focal length:2.96mm
- 1080p

## Matte Pearl White Body

- Anti-fingerprint
- Prevent from knocked over by wide bottom & narrow top



**IoT-Unear A30T**

# Key Requirements Analysis

Small group team meetings are usually used for informal collaborations (such as brainstorming, mobile officing, etc. ), discuss matters with clients or partners (such as sales presentations), remote interviews, and other **flexible application scenarios**.

For these small group team meetings, **how to pick up video conferencing devices?** Which factors will influence the success of the video meeting?



**Foolproof operation-one click to attend the meeting**

- **USB Plug-and-play**
- **Compatible with various platforms**



**See every attendee and see the meeting image clearly**

- **Ultra wide-angle**
- **High-quality resolution**



**Hear every attendee clearly**

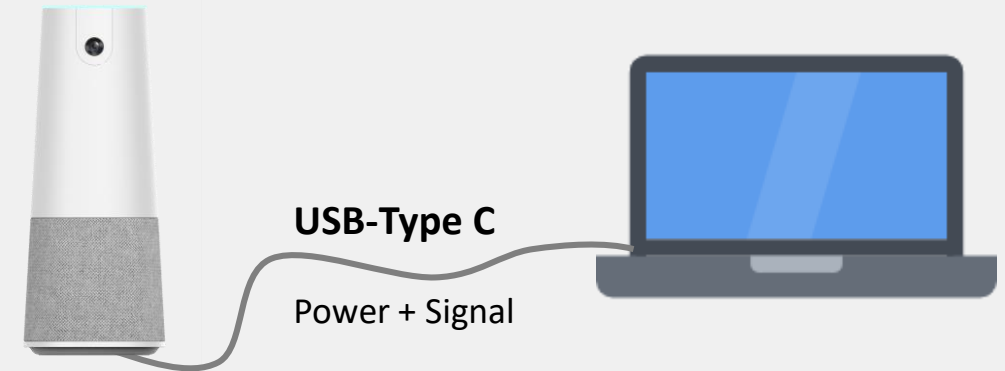
- **Full-Duplex**
- **Echo Cancellation**
- **High voice pickup distance**
- **Noise Suppression**



# Easy-to-use

## USB Plug-And-Play

Without complex configuration, A30T can be set up within 3 seconds by just connect to laptops/PCs over a single USB cable.



## Compatible with various platforms

A30T is compatible with all of the current **mainstream video conference platforms** such as Zoom, Microsoft Teams, and Google Meet.

**Support systems:** Mac OS, Windows7, Windows 10 and Linux

# See Clearly

## Ultra wide-angle

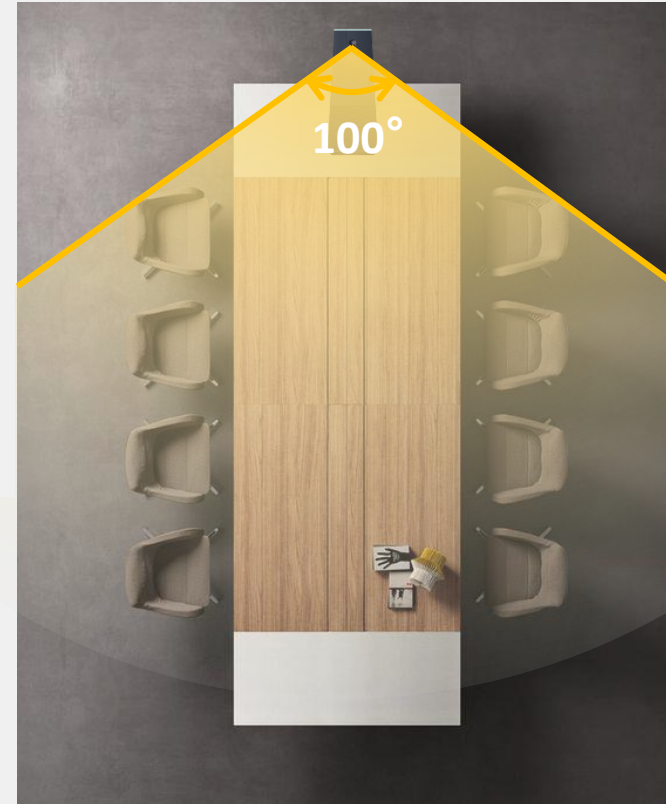
With the 100° horizontal wide-angle camera, up to 8 attendees can be on the camera together.

## High-quality resolution

The full HD camera with non-distortion provides attendees a seamless conference experience with **1080p** resolution.



1080p



# Hear Clearly

## Full-Duplex

A30T supports **full-duplex** mode, transmission is simultaneously bi-directional which means attendees from the proximal end and distal end can communicate seamlessly.

With the full-range speaker, the full-duplex mode can make bi-directional attendees take long calls without fatigue.



## Echo Cancellation

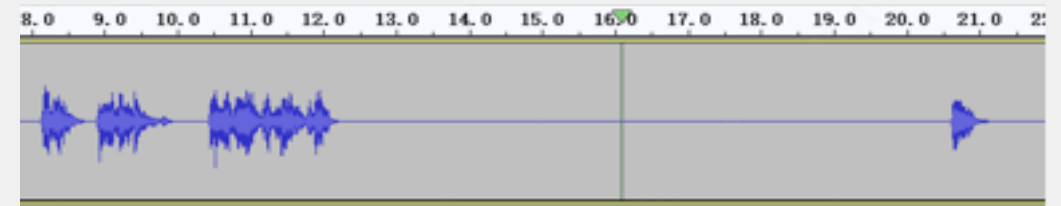
Embedded AI algorithm can realize **echo-cancellation**, when attendees from the proximal end and distal end switch on the microphone, all of them won't hear their own voice.

## A30's $erle \geq 30\text{dB}$

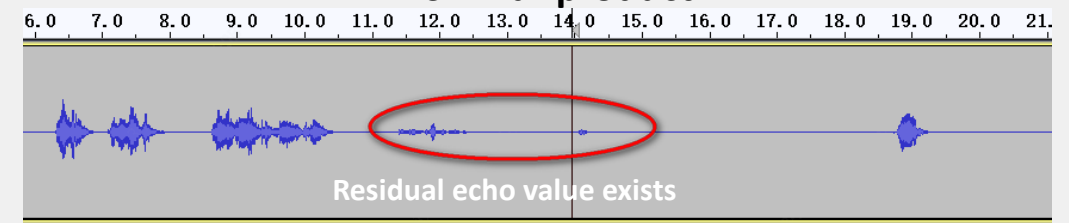
With a higher  $erle$ (echo return loss enhancement) value, the relative value of residual echo value is smaller which means the echo cancellation effect is better.

- Speex & Webrtc  $\leq 30\text{ dB}$

IoT-UNear A30T



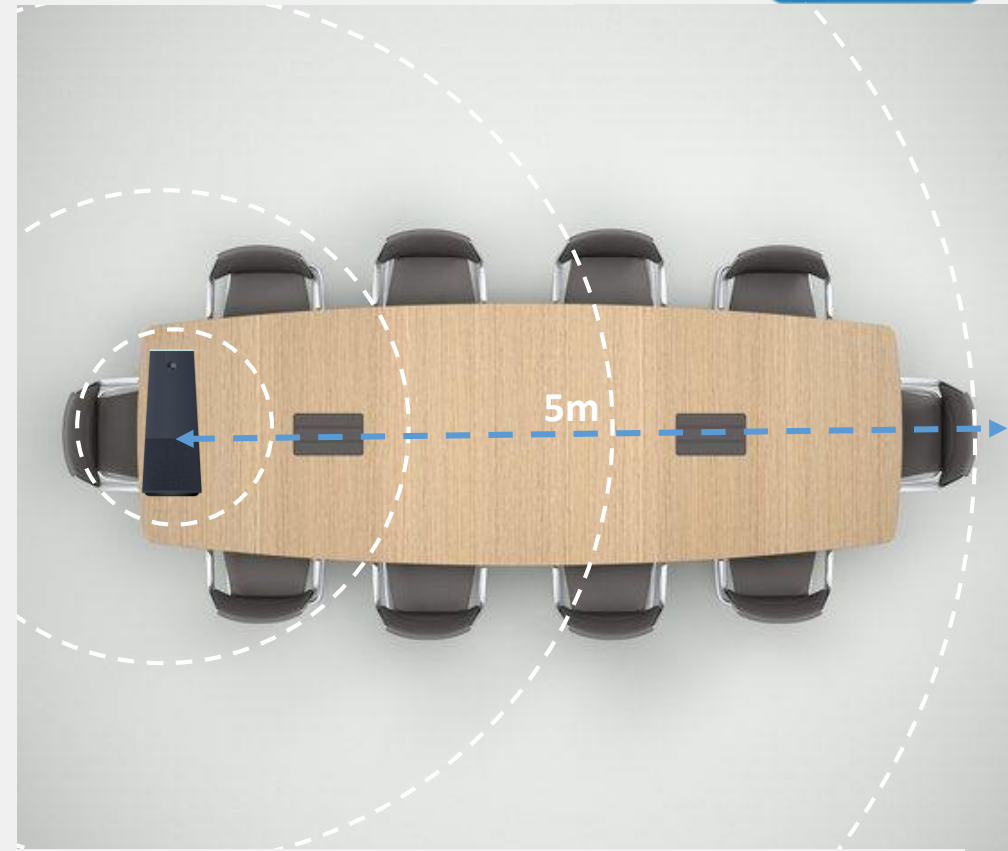
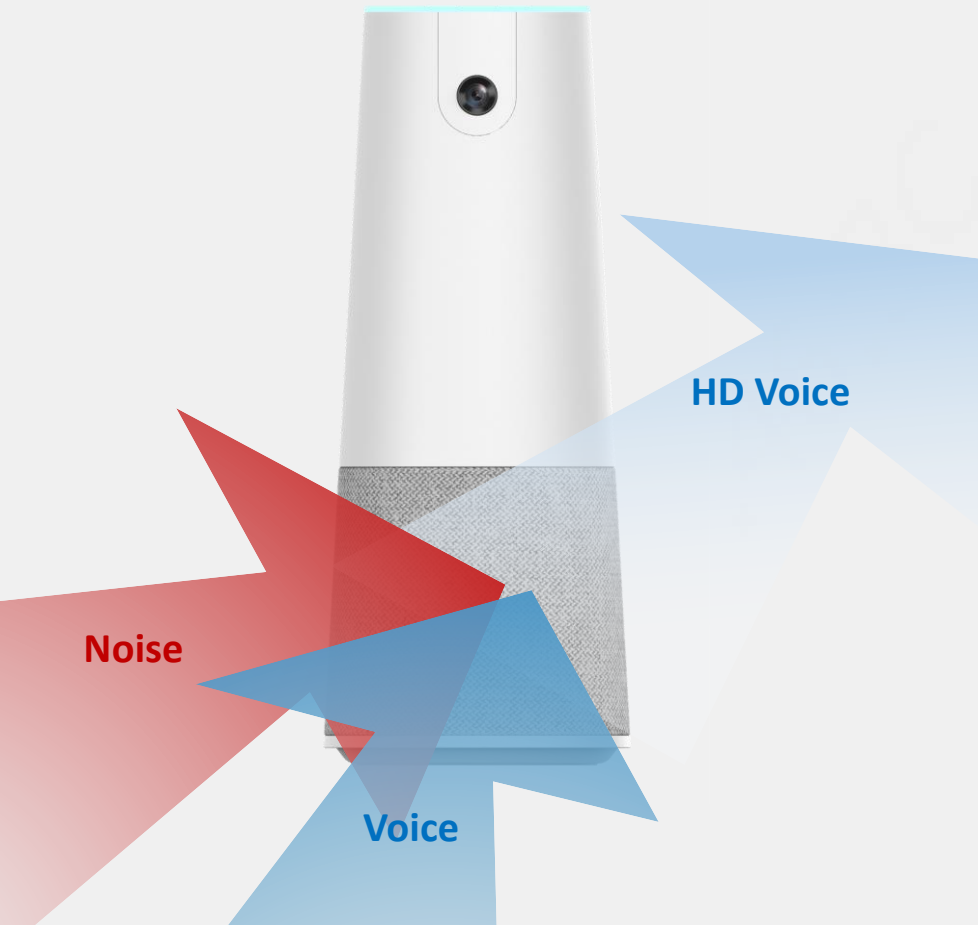
Similar product



# Hear Clearly

## Far-field Clear Voice Pickup

Normal pronunciation dB of attendees are between 75~80dB, A30T's effective pickup distance is **5 meter** in the 75dB condition.



## Noise Suppression

Embedded **AI algorithms** can effectively suppress ambient noises such as mouse/keyboard tapping sound and running sound of computers and air conditioners.

Different from other products, the noise-suppression principle of A30 is "voice gain, noise suppression". In such a principle, communications can be extremely comfortable.

# 03 Application



# Application Scenarios



**Huddle Room**  
3-6 Attendees



**Medium Meeting Room**  
6-8 Attendees

# Application Industries



**Corporate**



**Healthcare**



**Education**

# Application Industries-Corporate



**Remote Work**



**Brainstorm**



**Remote Interview**



**Sales Presentation**



# Application Industries-Healthcare



**Remote Diagnosis**



**Doctor Consultation**

# Application Industries-Education



**Remote Education**



**Academic Exchange**



Better Security, Better World