LOGITECH SCRIBE FOR ZOOM ROOMS

logitech | **zoom**

LOGITECH SCRIBE OVERVIEW

Logitech Scribe is a whiteboard content camera for Zoom Rooms.

PROBLEM

From the conference room to the classroom, people rely on whiteboards to brainstorm, teach, and develop new concepts. But for remote participants in video meetings, whiteboards are too far from the camera, off to one side, or blocked by people and furniture.

SOLUTION

Scribe solves this problem with a custom-designed camera that shares any whiteboard into Zoom Rooms meetings.

COMPATIBILITY

Zoom Whiteboard Camera Mode: Enhanced integration with Zoom Rooms (Windows or macOS), and also compatible with other leading video conferencing services. See **logitech.com/support/scribe** for certification and compatibility updates.

Logitech Scribe Whiteboard Camera
Worldwide: 960-001332
India: 960-001383
China: 960-001333
Japan: 960-001334

Extended Warranty for Logitech Scribe
994-000147

Adds a third year to the standard two-year Logitech warranty. Available in the United States, Canada, Latin America, Europe, China, and Japan.

WHY SELL LOGITECH SCRIBE?

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

- ✓ **Increase the average selling price** of Zoom Rooms bundles by adding Scribe.

- ✓ **Unlock new revenue** with your current customers by upselling Scribe for their existing Zoom Rooms.

- ✓ **Target the educational market for distance learning** with an instructor-friendly solution that's easy to use.

Add value to Zoom Rooms, expand revenue opportunities, and solve customer pain points with a dedicated whiteboard camera.

TARGET CUSTOMER

IT DECISION MAKERS ACROSS SMB, MID-MARKET, ENTERPRISE, AND EDUCATION

KEY CHALLENGES FOR WHITEBOARDS IN VIDEO MEETINGS	KEY OUTCOMES OF LOGITECH SCRIBE
Complaints from remote participants or students that they can't see the whiteboard.	Everyone sees the whiteboard on-screen with an AI-powered transparency effect providing an unobstructed view.
High cost and low user adoption of standalone digital whiteboards.	Scribe works with the familiar whiteboards and markers that people use every day.
Disengaged remote participants and learners can feel left out and left behind.	Presenters and instructors can engage everyone with drawings and diagrams to illustrate concepts.
Interruptions, such as requests to take snapshots of the whiteboard, can freeze collaboration in its tracks.	With whiteboard content shared into the video meeting, it's easy to capture recordings and screenshots, without interruptions.

UNIQUE SELLING POINTS

- **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.

- **Unobstructed View:** Powerful AI capabilities can make the presenter transparent so everyone enjoys an unobstructed view.

- **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.

- **Instant Sharing:** A wireless Share Button works with Zoom Rooms (on Windows or macOS) and other supported room solutions for instant sharing.

- **Clean Cabling:** Built-in cable retention and USB-over-Cat5e cabling (10 meters included, 35 meters max) for clean and secure connectivity.

- **Single Vendor Simplicity:** Add Scribe to a Logitech Room Solution for an integrated solution with consistent warranty coverage and device management in Logitech Sync.

CONVERSATION STARTERS

1. How do people share whiteboards with remote participants today?

2. How would a clear view of the whiteboard change the meeting experience for remote attendees? And what difference might it make for people in the room?

3. Tell me about your prior experiences with digital whiteboards or other whiteboard sharing solutions. Why aren't they everywhere?

4. How frequently do teams use meeting rooms for brainstorming and concept development?

OBJECTION HANDLING

Can't people just take a snapshot with their phone?

Snapshots are usually shared after a meeting rather than during a lively discussion. A dedicated whiteboard camera gives remote attendees a live, unobstructed view for greater engagement and participation.

Why not just aim a webcam at the whiteboard?

Webcams need external software processing for keystone correction and image enhancement, which reduces compatibility and adds significant latency. Scribe features a custom lens and built-in AI for maximum clarity, compatibility, and performance.

What about the total cost of ownership? We're worried about hidden expenses.

Unlike alternatives that charge subscription fees or require extra-cost accessories, Scribe is a one-time purchase that includes a mounting kit, 10 meters of cabling, and no-charge device management with Logitech Sync.

We've already tried digital whiteboards and no one uses them.

Even "smart whiteboards" can be intimidating. Because Scribe can share any whiteboard into video meetings, there's no need for user training: just press the share button and start scribing.

LOGITECH SCRIBE	**logitech.com/scribe**
SUPPORT, FAQS, AND AVAILABILITY	**logitech.com/support/scribe**
ONLINE ROOM CONFIGURATOR	**create-your-space.logitech.com**
PARTNER PORTAL	**partners.logitech.com**
DEVICE MANAGEMENT WITH LOGITECH SYNC	**logitech.com/sync**

Contact your Logitech Sales Team to discover how Logitech Scribe unlocks new revenue in the hybrid workplace.

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