

What You Need to Know About Zoom

**Answers to 5 of the most common questions
about Zoom and Google Hangouts Meet**



We've got you covered.

When it comes to finding a video collaboration suite that meets your business needs, Zoom has you covered. From the conference room to ad-hoc meetings, Zoom's enterprise-grade platform powers it all. We know this is an impactful decision, so we've answered the most common questions about Zoom, how we integrate with Google, and how we can help grow your business.

This report will answer these 5 common questions about Zoom:

1. Can it meet all of our video communication needs?
2. What makes Zoom unique?
3. Who else is using it?
4. Does it work with our Google set up?
5. How is Zoom different from Google Hangouts Meet?

Question 1

Can it meet all of our video communication needs?

Yes, with Zoom's comprehensive video collaboration suite, we've got you covered.

Many communications platforms offer a variety of basic services, but lack a comprehensive feature set to meet all your needs. With Zoom and Google together, you can have a single comprehensive communications platform that can meet the demands of your modern business.

With a seamless integration into G Suite Apps, you can use Google where it excels, productivity, and rely on Zoom for the full-featured video conferencing functionality you need to run your business. It's a massive increase in functionality, folded seamlessly into your existing workflows.

Supported Platforms



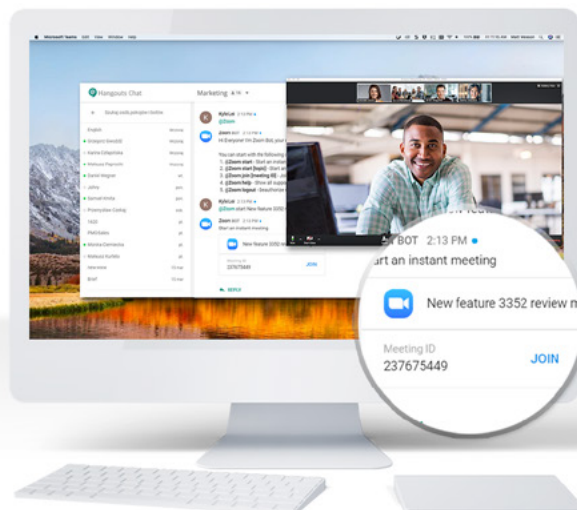
@ Google Hangouts



Chat



1:1 Meetings



zoom



External Meetings



Multi-party Calls



Bandwidth Efficiency



H.323/SIP Connectors



Cloud Phone



Conference Rooms



Interactive Tools



iOS & Android



Training & Webinars



Town Halls

"We evaluated 42 different solutions and had 150 requirements before we switched to Zoom. We are now using 100,000 daily meeting minutes, and our meetings are shorter and more productive because the video is there. Zoom saves everyone time in starting meetings, and my support team isn't getting calls from conference rooms."

Jolean Dekort

Director, Employee Technology, GoDaddy

"Zoom packs impressive functionality into its service... Zoom prices its solutions to be both affordable and high value."

- Frost & Sullivan

Question 2

What makes Zoom unique?

Zoom is built video first.

Consumer-focused apps like Hangouts Meet were only designed to handle the requirements of casual use, and aren't made for the way remote teams communicate today, making it difficult for them to support the demands of enterprise, distributed teams.

Zoom was architected from the ground up for video, which means it can power all the standard web conferencing features that enterprises require – and a lot more. Built with a focus on scalability and reliability, Zoom's simple, all-in-one solution lets you meet across desktop, mobile and conference rooms, and join from anywhere in the world.

"The platform's technical capabilities and broad base of features serve important enterprise use cases."

- Gartner



Zoom integrates directly with many of the G Suite apps you use every day.

Innovative features that set Zoom apart from other solutions:

- **HD Video Conferencing:** Up to 1000 video participants
- **Screen Sharing:** Show video with audio during screen sharing, iOS and Android app screen sharing, share multiple screens simultaneously
- **Mobile Collaboration:** Join, present, share and co-annotate on iOS and Android
- **Zoom Rooms:** Affordable, high quality video, audio, and wireless screen sharing on off-the-shelf hardware for your conference rooms (plus, you can use existing Chromboxes if they meet our requirements)
- **H.323/SIP Interoperability:** Connects your traditional conference room systems to the cloud
- **Recording:** MP4 and M4A formats saved locally or in the cloud, with automatic AI-generated transcripts
- **Video Breakout Rooms:** Ideal for training and education
- **Virtual Backgrounds:** Create a professional or fun backdrop
- **International Performance:** Perfect for globally dispersed teams with added infrastructure in China and India
- **Hybrid Cloud Option:** Meeting data runs through your private servers
- **Freemium Model:** Test the full-featured product in your environment

Question 3

Who else is using it?

Join the 1,000,000+ companies using Zoom.

With the highest quality video collaboration service on the market, it's no wonder that everyone is turning to Zoom, a Leader in the Gartner Magic Quadrant for Web Conferencing. From startup to enterprise, from global to local, from nonprofit to Fortune 500, Zoom is there. Whatever your industry, wherever your offices, Zoom offers the flexible, affordable solution to meet your needs.

Over 10,000 schools choose Zoom.

"It's been about 99.5% hands off. People pretty much get their invitation, set it up themselves and they're off and running. There's no need to hear from them again. It's been that intuitive."

Howard Miller

Deputy CIO, Columbia Business School

Hundreds of businesses have shared their success stories with us.

"Zoom made our lives much easier. It translates right down to the bottom line. Communication helps us go faster, it helps us be more innovative, and helps us serve our customers better."

Peter Gassner

CEO, Veeva Systems, Inc.

Healthcare organizations turn to Zoom for video conferencing that enables HIPAA compliance.

"Zoom has jump-started our communications. With it, we were able to condense multiple different platforms and technologies into one simple solution."

Stefan Scherbik

Associate, BAYADA Home Health Care

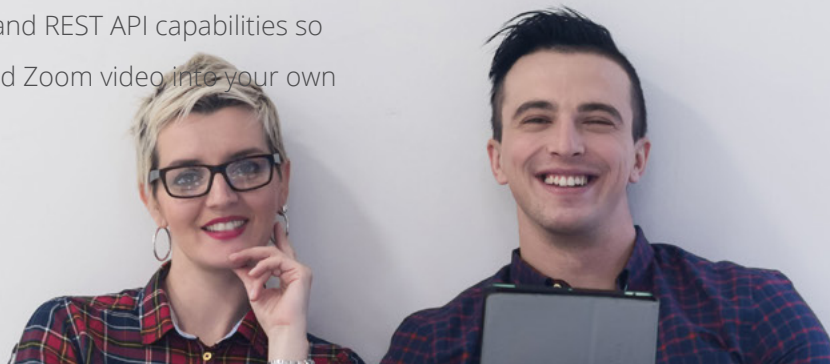


Question 4

Does it work with our Google set up?

Yes, Zoom will integrate into your critical Google workflows.

Zoom works for you, not the other way around. We have created a variety of integrations with the G Suite Apps you use most, so you don't miss a beat. We've also built powerful Mobile SDK and REST API capabilities so you can seamlessly add Zoom video into your own platforms.



Unified Login	Microsoft Active Directory, Google, Okta, Facebook, Centrify
Scheduling & Starting Meetings	Outlook, Google Calendar, iCal, Google Chrome, FireFox, Salesforce
Enterprise Social Networks / Project Management	Slack, Skype for Business, Microsoft Teams, Google Hangouts, Redbooth, HipChat, and others through Zapier like Jira and Basecamp
Sales & Marketing / Process Automation	Salesforce, Marketo, Eloqua, HubSpot, Infusionsoft, and through Zapier you get Paypal, Eventbrite, MailChimp, and more
Content Sharing	Microsoft OneDrive, iCloud, Google Drive, Dropbox, and Box
LTI / LMS	BlackBoard, Canvas, Desire2Learn, Moodle
Conference Room Collaboration	H.323/SIP systems, Intel Unite, Kubi, Logitech
Healthcare / EMR	Epic

Question 5

How is Zoom different from Google Hangouts Meet?

Zoom is the modern solution.

Zoom was built video-first, and that makes a big difference. We built Zoom with a modern backbone and interface for video and web conferencing. This gives Zoom the scalability, quality, and ease of use that drives high adoption.

Built for reliability

Zoom's architecture offers unparalleled quality in meetings across the world, delivering reliable video across all network conditions and bandwidth-restricted sites. By contrast, Hangouts Meet [requirements](#) translate to inefficiency in bandwidth usage, quality, and reliability. While Google excels in areas like productivity, it will continue to lag behind with video.

Feature rich

Zoom's comprehensive platform includes important features missing from Hangouts Meet, like support up for 1000 video participants in a meeting and support for use cases like all-hands meetings, webinars and trainings.

Zoom also provides built-in collaboration tools that Hangouts Meet customers need separate tools for, like co-annotation, whiteboarding, breakout rooms, and content sharing (e.g. sharing video with audio).

Plus, Zoom supports users wherever they are, on whatever device or operating system they're using.

Integrating Zoom is easy.

Native interoperability allows Zoom to be used as an enhancement to G Suite Apps, easily incorporating into your existing workflows.

Simply download our integrations to get started. No matter where you're meeting or collaborating, all your meetings will be run through Zoom's superior cloud.

With answers to 5 of the most important questions about Zoom, it's time to get connected.

Visit zoom.us/livedemo to talk to a product specialist.

