

## SOLUTION OVERVIEW

# 8 Benefits of Secure Video Communications for Life Sciences

60%  
of patients  
want to use  
technology  
more for  
communicating  
with healthcare  
providers and  
managing their  
conditions

(Accenture Patient  
Survey May 2020 )

The worldwide pandemic has transformed the Healthcare industry, and since the start of lockdown, Healthcare professionals (HCPs) have been compelled to change how they communicate with staff, partners and patients. Understanding the benefits of video communications and the delivery of video content in a secure, scalable, accessible online platform is critical.

Video communications are used for a variety of applications in the healthcare industry all of which are centered around patient care, including education, employee collaboration, training and compliance, onboarding, crisis communications, and more. The need for secure video communications presents an opportunity for organizations to implement solutions that engage medical staff, patients and providers with full governance and control – from anywhere on any device.

With healthcare costs continuing to increase as well as restrictions on in-person events, video communications have become the “new” preferred method for communicating information in most industries. Enterprise video

84%  
of physicians  
were offering  
video visits and  
57% would prefer  
to continue  
offering virtual  
care

(McKinsey & Company, 2021)

Enjoy an engaging  
viewer experience  
with Q&A, chat and  
interactive polling.

Support numerous  
formats, devices with an  
embedded player that  
automatically matches  
viewer capabilities.

Leverage branded  
microsites for targeted  
content by topic or  
audience

Experience webcasts  
that scale to reach  
many thousands of  
simultaneous viewers.

Automatically record,  
caption, and transcribe  
webcast for future  
distribution

platforms offer the opportunity to combine people and technology. It also enables and promotes human connection and engagement.

### Benefits of Secure Video Communications

- (1) Empower busy healthcare professionals to connect with leaders** in their field or patients without leaving their office or home.
- (2) Collect real-time questions from doctors and other HCPs during live video seminars.** Marketers can get additional insight from the questions asked during the event and create supporting materials on the specific topics.
- (3) Engage with the audience** through chat, polls and surveys, pharma staff can identify clinical dilemmas and address them or plan for future Key Opinion Leader (KOL) webcasts.
- (4) Share expertise and build libraries of knowledge.** By providing valuable content, pharma companies can build relationships with healthcare professionals and be known as an expert in therapeutic areas.
- (5) Increase collaboration between HCPs and pharma companies,** including those individuals that have not been visited face-to-face.
- (6) Offer on-demand content that can be shared through digital channels,** this allows maximum reach and significant impact for each dollar invested in speakers and other resources.
- (7) Drive improved patient outcomes with collected data from webcast.** Analyze data and engagement at the user level or by topic.
- (8) Reduce risk and fulfill compliance requirements** with video workflows and controls

## About Qumu Cloud for Secure Video Communications

### Broaden Your Reach

Qumu Cloud helps users create, manage and deliver video across hundreds of thousands of global employees, customers and partners in a work from wherever, whenever world.

Qumu video presentations drive greater engagement than traditional video formats, and enhance understanding by being accessible and visually engaging.

Videos can be viewed on demand or live on desktops, mobile devices and public displays. They are delivered by embedding directly onto a website or intranet site, or shared via email or URL.

Depending on the security settings of the presentation, it can be delivered to viewers by email, RSS, or by embedding it in other websites either as a link or by using a widget. Email can be sent to individuals or to a group of individuals on a contact list. Advanced users can make use of the API if required. Users can leverage Qumu's registration feature to track attendance and follow attendees learning path.

### Content Creator

Creating presentations is easy and intuitive. Users can upload video, audio and PowerPoint presentations as well as record video directly into their presentations.

### View Live or On Demand

Our live offering includes a wide range of interactive features that allows presenters to gather feedback, data and opinions from the viewing audience. Our on demand offering retains all interactive features, and allows the viewer watch at their leisure

### Viewer Portal

Swiftly create viewer portals for company or external groups.

Customize the look and feel with colors, logos and layout. Includes search and playlists.

Full security support.

### Reporting and Analytics

Evaluating the effectiveness of each presentation is made easy by the built-in reporting engine. The engine provides real-time metrics and analysis for both on-demand and live presentations. In-depth features such as drop-off curves enable you to see how your viewers engage with content.

### Captions

#### Automatic Live Captions

Live captions instantly recognize the words spoken and provides machine-based captions for maximum indexing and optimal search.

#### Translate and Transcribe

Global organizations can now transcribe, translate, edit and publish captions to their video assets—in both original and translated languages—for maximum audience reach and accessibility.

### Real-time Engagement

Keep the audience engage with moderated **Q&A, Chat and Polls.**

The incoming questions are shown on the Q&A moderation screen.

The Chat allows for participants to interact with each other.

Polls can be pre-set and displayed at key points of the presentation

### Advanced Search

Search for content inside your videos and across your video library. Search by keywords, metadata or audio.

### Integrations

Leverage current technology with our extensible video platform and broad partner ecosystem





### Encryption

Automatic protection and encryption of both internal and external video streams.



### OAuth Tokens

Only play content from web portals where users are already authenticated.



### User Authentication and Single Sign On

Control specific users and groups, and self-service configure SSO thru SAML 2.0 providers.



### Content Classification & Approval

Define and enforce different content workflows and classifications for content and groups.



### Advanced User Security

Set password policies and enforce them across the environment, including expiration rules, timeouts, password complexity, user name and history restrictions.



### Global Content Management

Leverage group-based functional controls and content and user audit trails, with either centralized or regional administration.



### Retention Policies

Define content retention by group or by individual asset, with automatic content expiration, deletion and ability to archive.



### IP Restriction

Identify and control users of internal or external content, and apply custom rules at an individual content or group level.

Learn more at [www.qumu.com](http://www.qumu.com)

#### Disclaimer

Copyright 2021 Qumu Corporation (Qumu) and/or its affiliates. All rights reserved. Qumu and the Qumu logo are trademarks of Qumu Corporation or its affiliates. All other trademarks are the property of their respective owners. This publication may not be distributed in any form without Qumu's prior written permission. The information contained in this publication has been obtained from sources believed to be reliable. Nevertheless, Qumu provides this publication and the information contained in it "AS IS," without warranty of any kind. To the maximum extent allowed by law, Qumu expressly disclaims all warranties as to the accuracy, completeness or adequacy of such information and shall have no liability for errors, omissions or inadequacies in such information. This publication consists of the opinions of Qumu and its affiliates and should not be construed as statements of fact. The opinions expressed here-in are subject to change without notice. Although Qumu may include a discussion of related legal issues, Qumu does not provide legal advice or services and any information provided herein should not be construed or used as such.



Qumu empowers hyper-distributed organizations to leverage the full power of video to move forward faster. Only Qumu's Video Engagement platform helps businesses build connectedness and shape a culture that is more engaged, motivated, aligned – and human – to drive impact in a work from wherever, whenever world.