Executive Briefings

An Executive Briefing is a powerful and persuasive sales tool and one of Polycom's most important sales resources. When you partner with the Polycom Executive Experience Center (EEC) team, we share and understand a customer's unique challenges, collaborating to deliver a tailored briefing that secures and strengthens a long-term relationship with customers and partners.

The Polycom Executive Experience Centers and Solution Centers offer business and enterprise customers a special opportunity to experience one-to-one time with Polycom executives and subject matter experts to identify real-world business and technology strategies applicable to their business challenges.

To set up a one-of-a-kind briefing, contact your Polycom Account Manager, e-mail us at *ebcinfo@ polycom.com* or contact us at 1-800 Polycom (800-765-9266), option 1

For a map of EEC and Solution Center locations, go to *http://www.polycom. com/company/ebc/index.html*.

Demonstration Equipment Program

NST: 2013-11-109300 (Not for Resale)

Polycom's Demo Equipment program allows channel partners to purchase demo products at a discount to effectively demonstrate the value of Polycom solutions for their customers.

"Demo equipment" are those eligible Polycom products that Polycom makes available for purchase by its channel partners at an additional discount above the standard product discount. Polycom may add or delete specific products from the available list of demo equipment at any time without notice.

Generally, demo equipment will include systems, but not accessories unless they are offered as a separate part number. Demo equipment may only be used at the channel partner's business location or demonstration centers. Demo equipment may not be resold or leased for at least one year from purchase, with the exception of software demo products which cannot be resold or made available for a lease at anytime.

Table of Contents

Polycom Standard Demonstration Program – Eligible Products

Polycom RealPresence Platform, Virtual Editions

Part Number	Long Description	Incremental Discount
5230-74601-005	**RealPresence Collaboration Server, Virtual Edition 5HD/10SD/15SVC** resource configured & licensed system (Maintenance Contract Required)	30%
5230-74601-020	**RealPresence Collaboration Server, Virtual Edition 20HD/40SD/60SVC** resource configured & licensed system (Maintenance Contract Required)	30%
5230-74602-005	**RealPresence Collaboration Server, Virtual Edition Resource License Pack**—5HD720p/10SD/15SVC resource licenses (Maintenance Contract Required)	30%
5230-76400-650	**RealPresence DMA 7000, Virtual Edition**—Single Instance Server w/H.323 GK and SIP Registrar. 50 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants, Super-clustering, H.323/SIP Gateway. Extra call licenses sold separately (Mantenance Contract Required)	35%
5230-78800-025	**RealPresence Access Director, Virtual Edition**—25 Call Licenses (Mantenance Contract Required)	35%
5230-72020-000	**RealPresence Resource Manager, Virtual Edition Lab system**—100 devices. Includes API and MT. (Mantenance Contract Required)	35%

Note: Implementation services are available, but not required, for Virtual Edition products.

Polycom RealPresence Group Series

Part Number	Long Description	Incremental Discount
7200-63530-001	**RealPresence Group 300 - 720p**: Group 300 HD codec, EagleEye Acoustic cam., univ. remote, NTSC/PAL. Cables: 1 HDMI 1.8m, 1 CAT 5E LAN 3.6m, Power: AMER - Type A, NEMA 5-15. Maintenance Contract Required	25%
7200-64500-001	**RealPresence Group 300-720p**: Group 300 HD codec, EagleEyeIV-4x camera, mic array, univ. remote, NTSC/PAL. Cables: 1 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI analog 3m, Power: AMER-Type B, NEMA 5-15. Maintenance Contract Required.	25%
7200-63550-001	**RealPresence Group 500 - 720p**: Group 500 HD codec, EagleEye Acoustic cam., univ. remote, NTSC/PAL. Cables: 2 HDMI 1.8m, 1 CAT 5E LAN 3.6m, Power: AMER - Type B, NEMA 5-15. Maintenance Contract Required.	25%
7200-64250-001	**RealPresence Group 500-720p**: Group 500 HD codec, EagleEyeIV-12x camera, mic array, univ. remote, NTSC/PAL. Cables: 2 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI analog 3m, Power: AMER-Type B, NEMA 5-15. Maintenance Contract Required.	25%
7200-64510-001	**RealPresence Group 500-720p**: Group 500 HD codec, EagleEyeIV-4x camera, mic array, univ. remote, NTSC/PAL. Cables: 2 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI analog 3m, Power: AMER-Type B, NEMA 5-15. Maintenance Contract Required.	25%
7200-63630-001	**RealPresence Group 500 - 1080p**: Group 500 HD codec, EagleEye Acoustic cam., univ. remote, NTSC/PAL. Cables: 2 HDMI 1.8m, 1 CAT 5E LAN 3.6m, Power: NA - Type A, NEMA 5-15. Maintenance Contract Required	25%
7200-64270-001	**RealPresence Group 700-720p**: Group 700 HD codec, EagleEyeIV-12x camera, mic array, univ. remote, NTSC/PAL. Cables: 1 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI analog 3m, Power: AMER-Type B, NEMA 5-15. Maintenance Contract Required.	25%
5150-03579-001	**RealPresence Group Series software upgrade** version 4.1.x for all Polycom RealPresence Group Series models.	75%
7200-69848-022	**RealPresence Group 550**: Group 550 HD Codec, EEIV 12x Cam, mic array, univ. remote, NTSC/PAL, Cables: HDCI-HDCI, RCA-RCA, HDMI-HDMI, VGA-VGA, LAN, China pwr. 3 yr ptnr premier service, HW Only - Must order with software : 5150-69990-022 or 5150-69992-022	25% (China Only)
7200-69849-022	**RealPresence Group 550**: Group 550 HD Codec, EEIV 4x Cam, mic array, univ. remote, NTSC/PAL, Cables: HDCI-HDCI, RCA-RCA, HDMI-HDMI, VGA-VGA, LAN, China pwr. 3 yr ptnr premier service, HW Only - Must order with software : 5150-69990-022 or 5150-69992-022	25% (China Only)
5150-69990-022	**RealPresence Group 550 System Software (720p)**, Must Order with hardware: 7200-82802-002	25% (China Only)
5150-69992-022	**RealPresence Group 550 System Software (1080p)**, Must Order with hardware: 7200-82802-002	25% (China Only)

Polycom Standard Demonstration Program – Eligible Products

Polycom HDX Executive Desktop Systems

Part Number	Long Description	Incremental Discount
7200-09940-001	**HDX 4500 Executive Desktop System**, includes: P+C, People On Content licenses, 24" Widescreen Display, NA power cord, Keypad, Included cables: VGA, DVI, 3.5 mm stereo, and LAN (Maintenance Contract Required)	25%
2200-24560-001	**HDX 4002 Executive Desktop System**, includes: HD codec, P+C, People On Content licenses, 20" Widescreen Display, NA power cord, Included cables: VGA, DVI, 3.5 mm stereo, POTS, and LAN (Maintenance Contract Required)	15%

Polycom Standard Demonstration Program – Eligible Products

HDX and RealPresence Group Series Accessories

Part Number	Long Description	Incremental Discount
8200-30070-002	**Polycom Touch Control for use with Group 300, 500, or 700 models**. Requires PoE network connection or optional external power supply (2200-42740-XXX).	25%
8200-30070-006	**Polycom Touch Control** for use with HDX 6000, 7000, 8000, and 9000 series codecs with software version 3.1.1 or later and Touch Control 1.7 or later. Requires PoE network connection or optional external power supply (2200-42740-XXX)	25%
2200-61730-001	**Polycom® UC Board™**. Sensor+stylus bundle. Compatible with HDX 7006, 8006, 9006 running HDX software revision 3.0.3 or later	25%
2200-61730-002	**UC Board. Sensor+stylus bundle**. Compatible with Group Series 300, 500, 550 & 700 running software revision 4.1.3 or later. Requires dual monitor systems, LCD displays supported.	25%
7200-82631-001	**Polycom® EagleEye™ Director and one EagleEye 3 Camera**, compatible with EE 2, EE 3, HDCI inputs and HDX software version 3.0.1 or later. Includes required power supply adaptor. NA power cord. (Maintenance Required)	25%
7200-82632-001	**EagleEye Director and two EagleEye 3 Camera**, compatible with EE 2, EE 3, HDCI inputs and HDX software version 3.0.1 or later. Includes required power supply adaptor. NA power cord. (Maintenance Required)	25%
2200-69178-001	**EagleEye Director base with no camera**, compatible with EagleEye II and EagleEye III cameras, for use with Group Series software version 4.0.0 or later. Includes required power supply adaptor.NA power cord. (Maintenance Required).	25%
8200-09800-001	**EagleEye 3 Camera**, compatible with HDX 6000 & 7000 main HDCI input and 8000 and 9000 series main and auxiliary HDCI inputs with software version 3.0.1 or later. Includes 3m cable and required power supply adaptor. NA power cord.	25%
7200-69180-001	**EagleEye Director and one EagleEye 3 Camera**, for use with Group Series systems with software version 4.0.0 or later. Includes required power supply adaptor. NA power cord. (Maintenance Required).	25%
7200-69181-001	**EagleEye Director and two EagleEye 3 Cameras**, for use with Group Series systems with software version 4.0.0 or later. Includes required power supply adaptor. NA power cord. (Maintenance Required).	25%
8200-64350-001	**EagleEye IV-12x Camera - 12x zoom, silver body**. Includes 3m HDCI cable. NOTE - Only compatible with RealPresence Group Series codecs. Must have software 4.1.3 and later.	25%
8200-64370-001	**EagleEye IV-4x Camera - 4x zoom, black body**. Includes 3m HDCI cable. NOTE - Only compatible with RealPresence Group Series codecs. Must have software 4.1.3 and later.	25%

HDX Software Licenses - available at no charge with purchase of HDX or Group Series Polycom Standard

Part Number	Long Description	Incremental Discount
5150-23912-001	**HDX MPPlus Multipoint Software Option License**. Allows for 4 site MP video calls. Available for HDX systems (4000, 4500, 7000, 8000 and 9000 Series).	no charge
5150-63389-001	**HDX RTV/CCCP license**. Enables support for Microsoft RTV codec and direct calls to MS AV MCU. Available for HDX 9000 rev B, HDX 8000 rev B, HDX 7000 rev C, HDX 6000, HDX 4500, HDX 4000 rev C.	no charge
5150-63611-001	**HDX TIP license**. Enables support for Cisco TIP compatibility. Available for HDX 9000 rev B, HDX 8000 rev B, HDX 7000 rev C, HDX 4500, HDX 4000 rev C.	no charge
5150-65081-001	**RealPresence Group Series Multipoint Software License**. Allows 6-way multipoint in continuous presence video calls on Group 500, 550 (4-way in HD); 8-way multipoint in continuous presence on the Group 700. Valid for Group 500, 550, 700. Maintenance Contract Required.	no charge
5150-65082-001	**RealPresence Group Series 1080p HD Software License**. Enables 1080 encode/decode for both people and content. Valid for Group 300, 500, 550, 700.	no charge
5150-65083-001	**RealPresence Group Series RTV/CCCP License**. Enables support for Microsoft RTV codec and direct calls to MS AV MCU. Valid for Group 300, 500, 550, 700. Maintenance Contract Required.	no charge
5150-65084-001	**RealPresence Group Series TIP License**. Enables support for Cisco TIP compatibility. Valid for Group 300, 500, 550, 700. Maintenance Contract Required.	no charge

Polycom RealPresence Desktop

Part Number	Long Description	Incremental Discount
5150-75109-005	**Polycom® RealPresence® Desktop for Windows** Application for 5 users (Includes 1 year Polycom Premier Maintenance)	25%

Polycom Standard Demonstration Program – Eligible Products

Solution Packages – Cart-Based Vertical Solutions

Part Number	Long Description	Incremental Discount
2230-64973-001	**Polycom® RealPresence® Practitioner Cart 8000** Includes: HDX8K series Codec, EE 1080 camera, HDX MicM LR, P+C, Mobile Cart w/Battery Power System and 24" monitor. Eng. Remote. US - Maintenance Contract Required	25%
7200-64850-001	**Polycom RealPresence Utility Cart 500** Includes: Group 500-720p codec, rmt, MicArray, EE IV-12x camera, 1-27" LCD w/integrated audio, cable bundle, NA pwr cord. (Maintenance Contract Required)	15%
7200-64910-001	**Polycom RealPresence EduCart 500** Includes: Group 500-720p codec, rmt, MicArray, EE IV-12x camera, 1-55" display, 4" 2-way powered monitor speaker system, cable bundle, NA pwr cord. (Maintenance Contract Required)	15%
7200-64890-001	**Polycom RealPresence VideoProtect 500** Includes: Group 500-720p codec, rmt, MicArray, EE Acoustic camera, 1-22" LCD w/integrated audio, handset, cable bundle, NA pwr cord. (Maintenance Contract Required)	15%

Polycom Immersive Telepresence Solutions

Part Number	Long Description	Incremental Discount
2230-63638-001	**Polycom® OTX® 100 Compact** (1) 65" LCD display, StereoSurround, (1) ceiling mic, (1) HD camera, Front video wall, camera shroud, Plcm Touch Control. NORAM only (Maintenance Contract Required)	25%
2230-63639-001	**OTX 100 Standard** (1) 65" LCD display, StereoSurround, conf. table, (1) ceiling mic, (1) HD camera, Plcm Touch Control, (2) 21.5" content displays, 4/6 person capacity. Chairs not incl. MUST ORDER TABLE COLOR. NORAM only (Maintenance Contract Required)	25%
2200-12820-001	**Complete Experience Kit - OTX 100**, includes 4 lights and textured free-standing rear wall. Suitable for NORAM	25%
7200-30090-001	**Polycom® ATX™ 200 solution**: (2) HDX codecs & brkts, (3) ceiling mics & kit, (2)EagleEye II cameras & brkts, P+C, ATX Telepresence SW and cables. For Certified ATX integrators only. NA pwr kit. See order guide on PRC for cntry avail. Maintenance Contract Required	25%
7200-30000-001	**Polycom® ATX 300 solution**: (3) HDX codecs & brkts, (3) ceiling mics & kit, (3)EagleEye II cameras & brkts, P+C, ATX Telepresence SW and cables. For Certified ATX integrators only. NA pwr kit. See order guide on PRC for cntry avail. Maintenance Contract Required	25%
7200-30100-001	**Polycom® ATX™ 400**: (4) HDX codecs & brkts, (3) ceiling mics & kit, (4)EE II cameras & brkts, P+C, ATX Telepresence SW and cables. For Certified ATX integrators using ATX SDK ONLY. NA pwr kit. See order guide on PRC for cntry avail. Maintenance Contract Required	25%
2230-64710-001 or 2230-64750-001	**RealPresence Immersive Studio 9-seat (base studio)***	Call for Quote
2230-64760-001 or 2230-64780-001	**RealPresence Immersive Studio 21-seat (base studio)***	Call for Quote

Contact your Polycom representative

Polycom RealPresence Platform – Universal Video Collaboration

Part Number	Long Description	Incremental Discount
VRMX4015HDRX	**Polycom® RealPresence® Collaboration Server 4000**/MPMRx IP only 3x1080p60/7x1080p30/15x720p/30xSD resource configured & licensed system. AC Power (Maintenance Contract Required),	25%
VRMX2010HDRX	**Polycom® RealPresence® Collaboration Server 2000**/MPMRx IP only 2x1080p60/5x1080p30/10x720p/20xSD resource configured & licensed system (Maintenance Contract Required)	25%
VRMX1505HDR	**Polycom® RealPresence® Collaboration Server 1500** IP only 5HD720p/10SD/15CIF resource configured & licensed system, equipped with one (1) MPMx-S Media Processing Module. (Maintenance Contract Required)	25%
RPCS1810-005	**RealPresence® Collaboration Server 1800 IP only 2x1080p30/5x720p/10xSD** resource configured & licensed system. (Maintenance contract required)	25%
VRMX1830-020E	**Polycom® RMX® 1800 IP only 20 ports 720p HD** resource configured & licensed system, can get to 90 720p ports by SW upgrade. (Maintenance Contract Required)	25% China only
VRMX1588P	**RealPresence Collaboration Server 1500 E1/T1 Interface Card**	25%
VRMX2288P	**RealPresence Collaboration Server 2000/4000 E1/T1 Interface Card**	25%
5150-18200-510	**RealPresence Collaboration Server 1500 SVC License**. Required for SVC support in RMX v8.1 and up.	55%
5150-69866-001	**RealPresence Collaboration Server 1800 SVC Resource Enablement License**. Required for SVC and SVC/AVC mixed operation on licensed resources	55%
5150-18200-511	**RealPresence Collaboration Server 2000 SVC Resource Enablement License**. Required for SVC and SVC/AVC mixed operation on licensed resources	55%
5150-18200-512	**RealPresence Collaboration Server 4000 SVC Resource Enablement License**. Required for SVC and SVC/AVC mixed operation on licensed resources	55%

Polycom Standard Demonstration Program – Eligible Products

Polycom RealPresence Platform – UCIC Software Applications

Part Number	Long Description	Incremental Discount
2200-72111-000	**Polycom® RealPresence® Resource Manager** Appl +100 Dev incl Appliance, Conf Mon, Sched, Dev Mgmt; sw updat, provisioning, Integ. to DMA GK and VMR Scheduling, entitlements for CMAD and RP Mobile. Mtce Contract Required) Multi-tenancy, APIs extra.	25%
2200-76300-650	**Polycom® RealPresence® DMA® 7000 Server w/H.323 GK and SIP Registrar.** 50 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants. Super-clustering, H.323/SIP Gateway. Extra call licenses up to 5K sold separately. (Maint Contract Req)	25%
5230-70200-100	**Base SW Bundle includes RealPresence CloudAXIS™ Suite**, Services Portal, Meeing Portal and provides 100 concurrent web participant sessions. Cannot be sublicensed.	35%
5150-49454-005 or 5230-49454-005	**Content Sharing Suite software**, 5 Concurrent Call Licenses. (Maintenance Contract Required)	35%
2200-73000-100	**Polycom® RealPresence® Dual Manager 400™**. Virtual RealPresence DMA/Resource Manager with appliance server. Up to 100 concurrent calls on RealPresence Resource Manager and 50 devices on RealPresence DMA, no redundancy. Separate API licences. (Maintenance Contract Required)	25%
2200-73022-100	**Polycom® RealPresence® Dual Manager 400™**. China only. Virtual RealPresence DMA/Resource Manager with appliance server. Up to 100 concurrent calls on Resource Manager and 50 devices on RealPresence DMA, no redundancy. Separate API licences. (Maintenance Contract Required)	25% (China only)

Polycom RealPresence Platform – Video Content Management

Part Number	Long Description	Incremental Discount
VRSS5000-6	**RealPresence Capture Server Appliance** records up to 6 SIP/H323 calls, 3 of which can be used as live .mp4 streams. Maintenance Contract Required. Installation recommended.	15%
VRSS5000-6VE	**RealPresence Capture Server Virtual Edition**-records up to 6 SIP/H323 calls, 3 of which can be used as live .mp4 streams. For use with supported VMWare environments. Maintenance Contract Required. Installation recommended.	25%
2200-75000-400	**RealPresence Media Manager Server Appliance v6.x** - Includes 500 concurrent users, 1 portal, AD/LDAP, web SSO, TestCert, MediaDirector, Mobility (3 licenses), UC Utlity (Lync/ST). Order nonNA power. Req. basic (or opt'l advanced) install & 1 year HW/SW support.	15%
2200-75022-400	**RealPresence Media Manager Server Appliance (China only) v6.x**. - 500 concurrent users, 1 portal, AD/LDAP, web SSO, Test/Cert, MediaDirector, Mobility (3 licenses), UC Utlity. Includes 3 years Premier support. Reqs Basic Install (adv install opt'l Order CN power.	15%
5230-75000-400	**RealPresence Media Manager v6.x SW** - 500 concurrent users, 1 portal w/ AD/LDAP, webSSO, Test/Cert, MediaDirector, Mobility (3 licenses), UC Utlity (Lync/ST). Reqs basic install (adv install optl) on CPE svrs (see min reqs) & 1yr SW support.	25%
5230-75003-250	**RealPresence Media Manager, Virtual Edition v6.x (VMWare OVA)** - w/250 concurrent users, 1 portal, AD/LDAP, web SSO, TestCert, MediaDirector, Mobility, UC Utlity (Lync/ST). Physical Shipment. Req. basic (or opt'l advanced) install & 1 year SW support.	25%
5230-75022-400	**RealPresence Media Manager v6.x SW (China Only) on Customer CPE** (see min req) - 500 concurrent users, 1 portal w AD/LDAP, webSSO, Test/Cert, MediaDirect, Mobility, UC Utlity (Lync/ST). Inclds 3 years Premier support. Reqs Basic Install (adv install optional).	25%

Polycom RealPresence Platform – Universal Access and Security

Part Number	Long Description	Incremental Discount
2200-78700-025	**Polycom® RealPresence® Access Director™ Appliance,** 25 Call Licenses (Maintenance Contract Required)	25%

Polycom Standard Demonstration Program – Eligible Products

Polycom Conference Phones

Part Number	Long Description	Incremental Discount
2200-07142-001	**Polycom® SoundStation VTX 1000** (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer and VTX EX Mics	25%
2200-17910-001	**Polycom® VoiceStation 300** analog conference phone for small rooms and offices. Excludes Mexico & Brazil.	25%
2200-17900-001	**Polycom® VoiceStation 500** analog conference phone for small rooms and offices. High quality, standard analog connection plus computer or mobile phone calls via Bluetooth or wired mode. Excludes Brazil.	25%
2200-30900-025	**Polycom® SoundStation® IP 5000 (SIP) conference phone**. 802.3af Power over Ethernet. Includes 25' (6 meter) Cat5 Ethernet cable. Does not include China, Russia.	25%
2200-15660-001	**Polycom® SoundStation IP 6000 (SIP) conf phon**e. AC pwr or 802.3af Power over Ethernet. Incl 100-240V power supply, 0.4A, 48V/19W; NA power plug; 25 ft/6m Cat5 shielded Ethernet cable; Pwr Insert Cable. Expandable. Does not include Brazil.	25%
2200-40000-001	**Polycom® SoundStation IP 7000 (SIP) conference phone**. 802.3af Power over Ethernet. Expandable. Includes 25' (6 meter) CAT5 shielded Ethernet cable. Does not include Russia.	25%
2230-40300-001	**SoundStation IP 7000 (SIP) conference phone**. AC pwr or 802.3af Power over Ethernet. Incl 100-240V power supply, 1.5A, 48V/50W; NA power plug; 25 ft/6m Cat5 shielded Ethernet cable; Pwr Insert Cable. Expandable. Does not include Brazil.	25%
2230-40600-025	**SoundStation IP 7000 conference phone** with 10 ft (3 meter) C-link cable for connection to HDX video systems. Also includes 25 ft (7.5 meter) Cat5 shielded Ethernet cable. Does not include Russia.	25%
2200-19000-001	**Polycom® SoundStation Duo conference phone** including Power Supply, Power Cord with North American plug, Power Injection Module (PIM) with 6.4m combined PSTN/Cat5 cable, 2.1m RJ-11 PSTN cable, 2.1m Cat5 cable and Quick Start Guide	25%
2200-16200-001	**Polycom SoundStation2™ conference phone**, expandable, w/display,110V	25%
2200-07800-160	**Polycom® SoundStation2W™ (Expandable)** 1.9GHz DECT6.0 Wireless, 24 hour talk time battery, Expandable with 2Ex mics(sold as accessory),Secure voice encryption, Cell phone connection. 100-240V	25%

Polycom Communicator

Part Number	Long Description	Incremental Discount
2200-44000-001	**Polycom Communicator**, Model: C100S. USB Speakerphone for Skype. Blue model. English-only retail box.	15%

Polycom Standard Demonstration Program – Eligible Products

Polycom Business Media Phones

Part Number	Long Description	Incremental Discount
2230-18064-025	**Polycom Teleworker Solution bundle offering incl. Polycom® VVX® 1500 D dual stack business media phone** for business-grade desktop video & VBP 200E network appliance(First year maintenance contract required).	15%
2200-18061-025	**VVX 1500 6-line Business Media Phone** with video capability and HD Voice. Compatible Partner platforms: 2 and 9. Ships without power supply.	15%
2200-17671-xxx	**Universal Power Supply** for SoundPoint IP 560 and 670, and VVX 1500 Product Family. 1-pack, 48V, 0.4A, All country power plugs.	15%
2200-46135-025	**Polycom® VVX® 300 6-line Desktop Phone with HD Voice**. Compatible Partner platforms: 20. POE. Ships without power supply.	15%
2318-46135-025	**VVX 300 6-line Desktop Phone with HD Voice and LYNC License, POE**	15%
2200-46161-025	**Polycom® VVX® 310 6-line Desktop Phone Gigabit Ethernet with HD Voice**. Compatible Partner platforms: 20. POE. Ships without power supply.	15%
2318-46161-025	**VVX 310 6-line Desktop Phone Gigabit Ethernet with HD Voice and LYNC License, POE**	15%
2200-46157-025	**Polycom® VVX® 400 12-line Desktop Phone with HD Voice**. Compatible Partner platforms: 20. POE. Ships without power supply.	15%
2318-46157-025	**VVX 400 12-line Desktop Phone with HD Voice and LYNC License, POE**	15%
2200-46162-025	**Polycom® VVX® 410 12-line Desktop Phone Gigabit Ethernet with HD Voice**. Compatible Partner platforms: 20. POE. Ships without power supply.	15%
2318-46162-025	**VVX 410 Desktop Phone Gigabit Ethernet with HD Voice and LYNC license, POE**	15%
2200-44500-025	**Polycom® VVX® 500 12-line Business Media Phone** with HD Voice. Compatible Partner platforms: 20. excluding China, Korea, and Brazil. POE. Ships without power supply.	15%
2318-44500-025	**VVX 500 12-line Business Media Phone with HD Voice and LYNC license, POE**	15%
2200-44600-025	**Polycom® VVX® 600 16-line Business Media Phone** with built-in Bluetooth and HD Voice. Compatible Partner platforms: 20. POE. Ships without power supply	15%
2318-44600-025	**VVX 600 16-line Business Media Phone with LYNC license, POE**	15%
2200-46200-025	**VVX Camera**	15%
2200-46300-025	**VVX Expansion Module (Paper directory)** for VVX 300, 310, 400, 410, 500 and 600. Includes AUX cable and attachment hardware.	15%
2200-46350-025	**VVX Color Expansion Module** for VVX 300, 310, 400, 410, 500 and 600. Includes AUX cable and attachment hardware.	15%

Polycom Standard Demonstration Program – Eligible Products

Polycom SoundPoint IP

Part Number	Long Description	Incremental Discount
2200-12360-025	**SoundPoint® IP 321, 2-line SIP desktop phone** with single 10/100 Ethernet port and PoE support. Compatible Partner platform: 20. Does not include AC power supply	15%
2200-12365-025	**SoundPoint IP 331, 2-line SIP desktop phone** with integrated 2-port 10/100 Ethernet switch and PoE support. Compatible Partner platform: 20. Does not include AC power supply	15%
2200-12375-025	**SoundPoint IP 335, 2-line SIP desktop phone** with HDVoice, integrated 2-port 10/100 Ethernet switch and PoE support. Compatible Partner platform: 20. Does not include AC power supply	15%
2200-12450-001	**SoundPoint IP 450 3-line IP phone** with HD Voice. Compatible Partner platforms, 20. Ships with 24V 0.5A universal power adapter with NA power plug.	15%
2200-12550-001	**SoundPoint IP 550 SIP 4 line IP desktop phone** with HD voice. Compatible Partner Platforms: 20. Ships with universal power supply with NA power plug.	15%
2200-12560-001	**SoundPoint IP 560 SIP 4 line Gigabit Ethernet IP desktop phone** with HD voice. Compatible Partner platforms, 20. Includes AC power supply with plug for North America.	15%
2200-12651-001	**SoundPoint IP 650 6-line IP phone** with HD Voice. Compatible Partner platforms, 20. Ship with 24V 0.5A universal power adapter with NA power plug.	15%
2200-12670-001	**SoundPoint IP 670 6-line color display IP phone** with HD Voice. Compatible Partner platforms, 20. Ship with 48V 0.4A universal power adapter with NA power plug.	15%
2200-12750-025	**SoundPoint IP Backlit Expansion Module** for SoundPoint IP 650 SIP desktop IP phone.	15%
2200-12770-025	**SoundPoint IP Color Display Expansion Module** for SoundPoint IP 670 SIP desktop IP phone.	15%
2200-17877-001	**Universal Power Supply** for SPIP 321, SPIP 331, SPIP 33 SPIP 450. 5-pack, 24V, 0.5A, NA power plug.	15%

Polycom CX Endpoints

Part Number	Long Description	Incremental Discount
2200-44240-001	**CX100 Speakerphone** for Microsoft Lync. Integrated USB cable, carrying case, Grey.	15%
2200-32500-025 or 2200-32530-025	**CX300 Desktop Phone** for Microsoft Office Communications Server 2007 R2. USB	15%
2200-44300-025	**CX500 IP Phone** for Microsoft Lync. Ships with Lync 2010 Phone Edition and requires Lync Server 2010. POE only. Includes stand/support and 7 ft. Ethernet cable. Order AC Power Kit separately.	15%
2200-15987-025	**CX600 IP Phone** for Microsoft Lync. Ships with Lync 2010 Phone Edition and requires Lync Server 2010. POE only. Includes stand/support, 7 ft. Ethernet cable and 6 ft. USB cable. Order AC Power Kit separately.	15%
2200-15810-025	**CX3000 IP Conference Phone** for Microsoft Lync. Ships with Lync 2010 Phone Edition and requires Lync Server 2010. POE only. Includes 25 ft. Ethernet cable and 6 ft. secureable USB cable. Order AC Power Kit separately.	15%
2200-63880-xxx	**CX5500 Microsoft Lync Unified Conference Station**	15%
2200-63890-xxx	**CX5100 Microsoft Lync Unified Conference Station**	15%

Polycom Standard Demonstration Program – Eligible Products

Polycom Installed Voice Products

Part Number	Long Description	Incremental Discount
2200-33080-001	**SoundStructure C8** - Eight-channel AEC / Noise canceller / Feedback reduction w/Auto Mic Mixing and Matrix Mixer.- Includes NA power cord, user manual, software.	25%
2200-33120-001	**SoundStructure C12** - Twelve-channel AEC / Noise canceller / Feedback reduction w/Auto Mic Mixing and Matrix Mixer.- Includes NA power cord, user manual, software.	25%
2200-33160-001	**SoundStructure C16** - Sixteen-channel AEC / Noise canceller / Feedback reduction w/Auto Mic Mixing and Matrix Mixer.- Includes NA power cord, user manual, software.	25%
2200-35003-001	**SoundStructure TEL1** - single-line PSTN interface for SoundStructure C-series and SR-series products.	25%
2200-35004-001	**SoundStructure TEL2** - dual-line PSTN interface for SoundStructure C-series and SR-series products.	25%
2200-35005-001	**SoundStructure VoIP Interface** - SIP interface with HDVoice for SoundStructure C and SR series products. NA.	25%
2200-36120-001	**SoundStructure SR12** - Twelve-channel Noise canceller / Feedback reduction w/Auto Mic Mixing and Matrix Mixer.- Includes NA power cord, user manual, software.	25%

Polycom Global Services

Channel Partners are required to purchase a Polycom Service Agreement when purchasing a video, infrastructure, or Polycom VVX 1500 demo unit.* Polycom Service Agreements for demo products may be purchased at 50% off of list. Refer to NST 2013-01-93089.

1. Channel Partners can also purchase Service Agreements for existing demo equipment already in use at their demo facilities when originally purchased through this Demo and Equipment Certification Program.

2. When older demo equipment is sold by a partner to End User, the service contract will NOT transfer to the End User. A new contract will be required to cover the equipment. Partners will be eligible for credit of unused portion of maintenance contract towards contracts on new demo units.

* Polycom or Partner Branded

Polycom Financial Services

United States Only

Looking for ways to minimize the up-front expense of securing demonstration equipment? Consider leasing! Polycom Financial Services has a variety of attractive leasing options. Terms and restrictions apply, for details contact your Polycom Channel Account Manager.

Polycom demonstration equipment obtained through a Polycom Financial Services lease is subject to the terms and conditions of the Demo Equipment Program; the equipment may not be resold or leased during the term of the lease without the express agreement of the leasing company; software products obtained through the demonstration program cannot be resold or leased at anytime and are only available for full payout lease.

Terms and Conditions

1. This NST 2013-11-109300 is available Jan 1, 2014 through Dec 19, 2014.
2. When purchasing Demo Products, channel partners must complete a Demo Equipment Processing Form (see program document), and submit to Polycom order management along with a purchase order.
3. Demo Equipment orders must be new orders placed by a channel partner to Polycom (cannot convert an existing order or take from inventory).
4. Maintenance Services are required on the Group, Resource Manager and Access Director systems associated with this promotional offer plus all other products where listed in the product description. The Demo Services program NST is applicable and offers partners a 50% discount off Polycom Premier and Partner Premier Services associated with these solutions. Refer to NST: 2013-01-93089 on the order to Polycom for these services.
5. Polycom will drop ship all 2nd-tier reseller orders directly to the reseller location.
6. Demo Equipment may be shipped from refurbished stock when available.
7. Demo Equipment purchases for infrastructure and video endpoints are limited to one (1) unit per product line per demo facility, Phones are limited to five (5) per product per demo facility.
8. All products in a particular category may not be eligible for demo discount.
9. To be eligible to purchase Demo Equipment, channel partners must have applied to become a Certified Polycom Channel Partner or already be certified and in good financial standing with Polycom.
10. Polycom reserves the right to audit channel partner demo facilities to ensure compliance with certification program guidelines.
11. Demo discounts may not be combined with any other Polycom offers and purchases of Demo Equipment will not be eligible for additional incentive rebates. Please note that VIR is not applicable to any EMEA promotions including trade-in and demo offers.
12. Demo equipment resold or made available for lease after one year must be sold with an approved service contract. Software products cannot be resold or leased at any time.
13. NST 2013-11-109300 must be included on all Sales Orders for this promotion.
14. Polycom reserves the right to modify or terminate this Demo Equipment Program at any time without notice.
15. Partner will be responsible for all duties and taxes on priced and "no charge" products.

Polycom Standard Demonstration Program – Eligible Products

Note: Video and Infrastructure Demo Equipment bundle purchases are limited to one per demo facility.

NST: 2013-11-109300

PGS NST: 2013-01-93089

Distributor or Direct Channel Partner

Contact Name _____

Partner Company Name _____

Address _____

City _____ State/Province _____ Postal Code _____

Phone _____

Email _____

Indirect Channel Partner (if applicable—required for drop shipping)

Contact Name _____

Partner Company Name _____

Address _____

City _____ State/Province _____ Postal Code _____

Phone _____

Email _____

Demo Products and Services Purchased (the following information is required)

Product Name _____ SKU _____ Quantity _____

Product Name _____ SKU _____ Quantity _____

Product Name _____ SKU _____ Quantity _____

Product Name _____ SKU _____ Quantity _____

Product Name _____ SKU _____ Quantity _____

I have read and agree to the terms and conditions for the Polycom Demo Equipment Program. We further agree to use the demo equipment at one or more of our demo facilities for customer demonstration purposes and will not resell the equipment per the terms on the program overview document.

Signature _____ Date _____

(Refer to the Demo Equipment Program overview for complete details and terms and conditions)

Polycom Channel Account Manager Name _____

Polycom Channel Account Manager Signature _____

About Polycom

Polycom helps organizations unleash the power of human collaboration. More than 400,000 companies and institutions worldwide defy distance with video, voice and content solutions from Polycom. Polycom and its global partner ecosystem provide flexible collaboration solutions for any environment that deliver the best user experience and unmatched investment protection.

Polycom, Inc.	Polycom Asia Pacific Pte Ltd	Polycom EMEA
1.800.POLYCOM	+65 6389 9200	+44 (0)1753 723282
www.polycom.com	www.polycom.asia	www.polycom.co.uk

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