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: 2012-11-91372 (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.

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Polycom Standard Demonstration Program – Eligible Products

Polycom RealPresence Group Series

Part Number	Long Description	Incremental Discount
7200-63420-001	**RealPresence Group 300 -720p**: Group 300 HD codec, EagleEye III 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 A, NEMA 5-15. Maintenance Contract Required.	25%
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%
7200-63430-001	**RealPresence Group 500-720p**: Group 500 HD codec, EagleEye III 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%
7200-63490-001	**RealPresence Group 500-1080p**: Group 500 HD codec, EagleEye III 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 A, 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%
7200-63520-001	**RealPresence Group 700-1080p**: Group 700 HD codec, EagleEye III 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	25%
7200-82802-022	**RealPresence Group 550** Codec, EagleEye III Camera, Mic Array, G-Series Remote, Cables: HDCI-HDCI, RCA-RCA, HDMI-HDMI, VGA-VGA, LAN, China pwr. 3 yr ptnr premier service, HW Only Must order with software 5150-69990-001 or 5150-69992-001	25%
5150-69990-022	RealPresence Group550 System Software (720p), Must Order with hardware: 7200-82802-002	25% (China Only)
5150-69992-022	RealPresence Group550 System Software (1080p), Must Order with hardware: 7200-82802-002	25% (China Only)

Polycom HDX and QDX Solutions

Part Number	Long Description	Incremental Discount
2200-26500-001	**HDX 9000-720:** HDX 9006 codec w/ mounting ears, 11*Phoenix connectors. Eng rmt. NA pwr. NTSC (Maintenance Contract Required)	25%
2200-26740-001	**HDX 9000-1080**: HDX 9006 codec w/ mounting ears, 11*Phoenix connectors,1080 license. Eng rmt. NA pwr. NTSC (Maintenance Contract Required)	25%
7200-23150-001	**HDX 8000-720**: HDX 8000 HD codec, EagleEye camera, HDX mic array, Eng rmt. Cables: 2 component video (DVI-RCA), audio (RCA-RCA), LAN, NA pwr. NTSC (Maintenance Contract Required)	25%
7200-23160-001	**HDX 8000-1080**: HDX 8000 HD codec, EagleEye camera&license, HDX mic array, Eng rmt. Cables: 2 component video (DVI-RCA), audio (RCA-RCA), LAN, NA pwr. NTSC (Maintenance Contract Required)	25%
7200-23130-001	**HDX 7000-720**: HDX 7000 HD codec, EagleEye camera, HDX mic array, Eng rmt. Cables: 2 component video (DVI-RCA), audio (RCA-RCA), LAN, NA pwr. NTSC (Maintenance Contract Required)	25%
7200-23140-001	**HDX 7000-1080**: HDX 7000 HD codec, EagleEye camera&license, HDX mic array, Eng rmt. Cables: 2 component video (DVI-RCA), audio (RCA-RCA), LAN, NA pwr. NTSC (Maintenance Contract Required)	25%
7200-23170-001	**HDX 6000 View codec**, EagleEye View with internal microphones and 3m cable, English Remote, Cable bundle (6' HDMI, 12' LAN), 10' NA power cord, NTSC (Maintenance Contract Required)	25%
7200-29025-001	**HDX 6000 HD codec**, EagleEye HD with 3m cable, HDX microphone with 25' cable, English Remote, Cable bundle (6' HDMI, 12' LAN), 10' NA power cord, P+C, PPCIP, (Maintenance Contract Required)	25%
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)	25%
7200-32784-001	**QDX 6000 codec, EagleEye View** with 3m cable, H.239, PPCIP, English Rmt, Cable bundle (6' comp, 12' LAN,6' combo-S-video,RCA composite& dual audio, 1.5m VGA monitor), NA power (Maintenance Contract Required)	25%
7200-30831-001	**QDX 6000 codec, EagleEye** QDX with 3m cable, 2 QDX mics with 25' cables,H.239, PPCIP, English Rmt, Cable bundle (6' comp, 12' LAN,6' combo-S-video,RCA composite& dual audio, 1.5m VGA monitor), NA power, (Maintenance Contract Required)	25%

Polycom Standard Demonstration Program – Eligible Products

HDX Accessories

Part Number	Long Description	Incremental Discount
2200-30070-001	**Polycom Touch Control** for use with HDX 6000, 7000, 8000, and 9000 series codecs with software version 3.0 or later. Requires PoE network connection or optional external power supply (2200-42740-XXX).	25%
2200-61730-001	**UC Board**. Sensor+stylus bundle. Compatible with HDX 7006, 8006, 9006 running HDX software revision 3.0.3 or later	25%
7200-82631-001	**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%
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%

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	**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	**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	**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	**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%

Solution Packages – TeleHealth 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%

Polycom Standard Demonstration Program – Eligible Products

Polycom Immersive Telepresence Solutions

Part Number	Long Description	Incremental Discount
2230-63638-001	**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	**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	**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	**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%

Polycom RealPresence Platform – Universal Video Collaboration

Part Number	Long Description	Incremental Discount
VRMX4315HDR	**RMX 4000** IP only 7HD1080p/15HD720p/30SD/45CIF resource configured & licensed system equipped with one (1) MPMx-D Media Processing Modules. AC Power (Maintenance Contract Required)	25%
VRMX2710HDR	**RMX 2000** IP only 5HD1080p/10HD720p/20SD/30CIF resource configured & licensed system equipped with one (1) MPMx-S Media Processing Module. (Maintenance Contract Required)	25%
VRMX1505HDR	**RMX 1500** IP only 5HD720p/10SD/15CIF resource configured & licensed system, equipped with one (1) MPMx-S Media Processing Module. (Maintenance Contract Required)	25%
VRMX1588P	RMX 1500 E1/T1 Interface Card	25%
VRMX2288P	RMX 2000/4000 E1/T1 Interface Card	25%
2200-74600-100	**Collaboration Server 800s** 5HD/10SD	25%

Polycom RealPresence Platform – Video Resource Management

Part Number	Long Description	Incremental Discount
2200-72111-000	**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%

Polycom RealPresence Platform – Virtualization Management

Part Number	Long Description	Incremental Discount
2200-76300-650	**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%

Polycom Standard Demonstration Program – Eligible Products

Polycom RealPresence Platform – Video Content Management

Part Number	Long Description	Incremental Discount
VRSS4000S	**RSS 4000 5-Port Recording and Streaming Solution**. 5 recording ports with content, 2 CIF or 2 SD live streams, and 100 web viewers. (Maintenance Contract Required)	25%
2200-75000-000	**Express Edition** (Hardware Server). Content Mgmt w/reporting, Forms-based Auth. Supports 1000 concurrent users, WMV unicast (multicast opt'l). Single Portal Only. Req Implementation & 1 Yr Premier. (Does NOT incl power cords for outside the US)	25%
2200-75100-100	**SD Caption Station Appliance** (SVideo / Composite) captures audio & video & PC content. Includes PRCS software & 1 license for Media Editor. Monitor not included. (Order 1456-00286-xxx power cord for non NA). Req Implementation & 1 Year Premier.	25%
2200-75100-200	**HD Caption Station Appliance** (SDI) captures audio & HD video & PC content. Includes PRCS software & 1 license for Media Editor. Monitor not included. (Order 1456-00286-xxx power cord for non NA). Req Implementation & 1 Year Premier.	25%

Polycom Conference Phones

Part Number	Long Description	Incremental Discount
2200-07142-001	**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	**VoiceStation 300** analog conference phone for small rooms and offices. Excludes Mexico & Brazil.	25%
2200-17900-001	**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	**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	**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	**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	**SoundStation Duo dual-mode conference phon**e 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%
2305-16375-001	**SoundStation2 Avaya 2490 conference phone** for Avaya Definity PBX systems, expandable. 110 V *4	25%
2200-17120-001	**SoundStation2 Direct Connect conference phone** for Nortel Meridian PBX systems, expandable. 110V *5	25%
2200-32400-001	**Wireless expansion microphones** for SoundStation VTX 1000, SoundStation2 EX, SoundStation IP6000, and QDX. Includes two wireless mics.	25%

Polycom Standard Demonstration Program – Eligible Products

Polycom RealPresence Platform – Universal Access and Security

Part Number	Long Description	Incremental Discount
2200-78700-025	**Access Director Appliance**, 25 Call Licenses (Maintenance Contract Required)	25%
2583-62565-002	**VBP 200E** - Firewall/ NAT traversal unit for small office/home office (Maintenance Contract Required)	15%
2583-73545-001	**VBP 4555-E3** Firewall/ NAT traversal unit. 4 port 10/100 Ethernet switch, integrated T1 CSU/DSU WAN interface or 1x10/100 Ethernet WAN interface with capacity. Select power cord. (Maintenance Contract Required)	15%
2583-73553-005	**VBP 5300-E10** Firewall/ NAT traversal unit.This 5300LF2 based model includes 2x10/100/1000 Ethernet interfaces, 1x10/100/1000 Ethernet with capacity of 10meg. Select power cord. (Maintenance Contract Required)	15%
2583-73553-006	**VBP 5300-E25** Firewall/ NAT traversal unit. This 5300LF2 based model includes 2x10/100/1000 Ethernet interfaces, 1x10/100/1000 Ethernet with capacity of 25meg. Select power cord. (Maintenance Contract Required)	15%
2583-73553-007	**VBP 5300-ST10** Firewall/ NAT traversal unit.This 5300LF2 based model includes 2x10/100/1000 Ethernet interfaces, a 1x10/100/1000 Ethernet with capacity of 10meg. Select power cord. (Maintenance Contract Required)	15%
2583-73553-008	**VBP 5300-ST25** Firewall/ NAT traversal unit.This 5300LF2 based model includes 2x10/100/1000 Ethernet interfaces, a 1x10/1000 Ethernet with capacity of 25meg. Select power cord. (Maintenance Contract Required)	15%
2583-23542-001	**VBP 6400-E85** Firewall/NAT traversal unit for large enterprises. The 6400LF2 chassis includes 2x10/100/1000 Ethernet interfaces, redundant hot-swap AC power supplies, with a video throughput of 85Mbps. Select power cord (Maintenance Contract Required)	15%
2583-23542-004	**VBP 6400-ST85** Firewall/NAT traversal unit with H.460 support for large ent, 6400LF2 chassis- 2x10/100/1000 Ethernet interfaces, redundant hot-swap AC power supplies, with a video throughput of 85Mbps-Select power cord (Maintenance Contract Required)	15%

Polycom Business Media Phones

Part Number	Long Description	Incremental Discount
2230-18064-025	**Polycom Teleworker Solution bundle offering incl. 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%
2200-17671-001	**Universal Power Supply** for SoundPoint IP 560 and 670, and VVX 1500 Product Family. 1-pack, 48V, 0.4A, NA power plug.	15%
2200-46135-025	**VVX 300 6-line Desktop Phone with HD Voice**. Compatible Partner platforms: 20. POE. Ships without power supply.	15%
2200-46161-025	**VVX 310 6-line Desktop Phone Gigabit Ethernet with HD Voice**. Compatible Partner platforms: 20. POE. Ships without power supply.	15%
2200-46157-025	**VVX 400 12-line Desktop Phone with HD Voice**. Compatible Partner platforms: 20. POE. Ships without power supply.	15%
2200-46162-025	**VVX 410 12-line Desktop Phone Gigabit Ethernet with HD Voice**. Compatible Partner platforms: 20. POE. Ships without power supply.	15%
2200-44500-025	**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%
2200-44600-025	**VVX 600 16-line Business Media Phone** with built-in Bluetooth and HD Voice. Compatible Partner platforms: 20. POE. Ships without power supply	15%
2200-46200-025	**VVX Camera**	15%

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 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	**CX300 Desktop Phone** for Microsoft Lync. 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%
2200-31400-025	**CX700 IP Desktop Phone** for Microsoft Lync. POE.	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%
2200-61910-100	**CX5000 Unified Conference Station** for Microsoft Lync, HD. Includes power-data box, 2 satellite mics, external dial pad, local phone adapter & power cord, documentation and cables. English. US only.	15%
7200-82755-001	**CX7000 View System**. Includes System Unit, EagleEye View Camera (w/ Built-in Mics), US English Keyboard/Mouse, Cables (2xHDMI, DVI-D, DVI-A to VGA, DVI-I to HDMI Connector; HDCI, VGA Content, 3.5mm Audio, Ethernet), PSU with NA Plug.	15%
7200-82584-001	**CX7000 HD System**. Includes System Unit, EagleEye III Camera, HDX Mic Array (w/ Cable), US English Keyboard/Mouse, Cables (2xHDMI, DVI-D, DVI-A to VGA, DVI-I to HDMI Connector; HDCI, VGA Content, 3.5mm Audio, Ethernet), PSU with NA Plug.	15%
7200-82985-022	CX7000 View System, no Keyboard/Mouse. Includes System Unit, EagleEye View Camera (w/ Built-in Mics), Cables (2xHDMI, DVI-D, DVI-A to VGA, DVI-I to HDMI Connector; HDCI, VGA Content, 3.5mm Audio, Ethernet), PSU with China Plug. (Maint Req'd)	15%
7200-82986-022	CX7000 HD System, no Keyboard/Mouse. Includes System Unit, EagleEye 3 Camera, HDX Mic Array (w/ Cable), Cables (2xHDMI, DVI-D, DVI-A to VGA, DVI-I to HDMI Connector; HDCI, VGA Content, 3.5mm Audio, Ethernet), PSU with China Plug. (Maint Req'd)	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.	15%
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.	15%
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.	15%
2200-35003-001	**SoundStructure TEL1** - single-line PSTN interface for SoundStructure C-series and SR-series products.	15%
2200-35004-001	**SoundStructure TEL2** - dual-line PSTN interface for SoundStructure C-series and SR-series products.	15%
2200-35005-001	**SoundStructure VoIP Interface** - SIP interface with HDVoice for SoundStructure C and SR series products. NA.	15%
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.	15%

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 for Polycom solutions totaling $1,000 or more. For example, obtain $25,000 worth of equipment for as little as $786 per month for 24 months! 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 2012-11-91372 is available Jan 1,2013 through Dec 31,2013.
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. 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.
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 2012-11-91372 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.

Polycom Standard Demonstration Program – Eligible Products

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

NST: 2012-11-91372

PGS NST: 2005-08-02373

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 _____

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Polycom

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