Polycom® Immersive Telepresence Solutions

The most true-to-life collaboration experiences, providing the fastest return on investment, all in a completely standards-based environment

Polycom immersive telepresence is your portal to a world of increased productivity, better decision making, and lowest total cost of ownership.

Here is the Polycom advantage.

- Polycom delivers the industry's lowest total cost of ownership and accelerated return on investment through breakthrough multi-functional design and up to 50 percent lower bandwidth requirements than any other solution on the market.

- Polycom immersive telepresence provides the most realistic and productive meeting experience in the industry.

- Polycom solutions are built on open standards and natively interoperate with other standards-based solutions, so you enjoy investment protection for your existing high definition and legacy endpoints.

- First solution to optimize experiences with bandwidth saving technology (H.264 High Profile) and Lost Packet Recovery.

- Broadest portfolio with seating for up to 28 participants per room.

- Only multipurpose flexibility allowing you to use the suite for non-telepresence meetings.

- Clearest audio using Polycom StereoSurround™ technology for natural conversations.

- Only immersive telepresence to offer truly hidden technology.

- First and only solution to offer fully immersive telepresence where everyone is seen in true-to-life dimensions sitting, standing, or walking around (Polycom RealPresence® Experience (RPX™) solution).

Polycom immersive telepresence solutions

Exactly how does polycom compare?

Polycom Immersive Telepresence	Other Competitive Products
• Delivers the most open, platform-agnostic architecture for telepresence • Provides unmatched investment protection and flexibility for leveraging existing UC environments with industry leading, standards-based telepresence solutions from Polycom Open Collaboration Network partners	• Are tied to specific call management platforms • Are not standards-based • Require complex bridging and proxy devices that increase cost and complexity, and results in loss of critical collaboration functionality.
• Provides best network adaptability and superior visual experience • Provides the only High Profile H.264 and Polycom® Lost Packet Recovery™ (LPR™) technology in the industry for up to 50% bandwidth savings, network adaptability, and superior video quality	• Offer no High Profile bandwidth savings, less or no network adaptability, and lower video quality
• Offers the largest portfolio and variety of solutions, global services, and operations management options • Accommodates different space, applications, capacity, budget, and support requirements	• No other provider offers our breadth of solutions, services, or operations management options
• Makes distance meetings more productive thanks to Polycom's comfortable and natural telepresence meeting environments that are just like being in the same room. • Only Polycom RPX fully immersive telepresence allows you to be seen in full height whether sitting, standing or walking around	• No other vendor offers fully immersive telepresence • Other telepresence solutions have cameras and microphones in full view which distracts from the natural meeting experience.
• Lets you lower your total cost of ownership with a multipurpose conference table suitable for traditional (non-telepresence) meetings to optimize room utilization	• All other vendors offer telepresence solutions that require dedicated real estate for telepresence meetings and cannot be effectively used for other meetings
• Combined with Polycom RMX® platform, delivers a flexible, open solution supporting calls with any type of endpoint including cell phone callers, video systems, legacy ISDN endpoints, Microsoft® Office Communicator clients—and more	• Require a bridge plus a gateway to talk to other solutions in the network, adding latency and cost

Total cost of ownership comparison vs. Cisco* Typical telepresence deployment for 5,000 person organization 8 Immersive telepresence units, 150 room telepresence units, 1 bridge		
H.264 High Profile OPEX Savings	Equipment CAPEX Savings	Total Cost of Ownership Savings vs. Cisco*
Telepresence Bandwidth Savings (Immersive + Room)	Telepresence Systems and Bridge Savings	$2.111M
$.166M	$1.945M	

* Based on MSRP pricing as of June 2010

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About Polycom

Polycom is the global leader in open standards-based unified communications and collaboration (UC&C) solutions for voice and video collaboration, trusted by more than 415,000 customers around the world. Polycom solutions are powered by the Polycom® RealPresence® Platform, comprehensive software infrastructure and rich APIs that interoperate with the broadest set of communication, business, mobile and cloud applications and devices to deliver secure face-to-face video collaboration in any environment.

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Polycom® RealPresence® Experience

The world's premier fully immersive telepresence solution

Experience effective and effortless visual communication

Why lose productivity, valuable time, and budget traveling for meetings? Instead, imagine walking down the hall to a luxurious meeting environment, taking a seat, and collaborating with remote colleagues, partners, suppliers and vendors around the world. You'll speak with and read the body language of others— just as if you were all in the same room. It's fully immersive telepresence and it's only from Polycom.

Welcome to the world of Polycom® RealPresence® Experience (Polycom RPX™) visual communication, where business gets done in real time. And at day's end, you get to go home.

Transform your business

As your organization looks for ways to make collaboration easier and more productive, Polycom RPX solutions can accelerate change and transform your business. With Polycom, you can:

- Increase organizational productivity by investing in work instead of travel.

- Lower your budget by reducing travel costs.

- Strengthen business relationships with regular, face-to-face immersive communication.

- Improve collaboration and share ideas across distance.

- Speed decision making and reduce time to market with new products.

- Improve the quality of life of your employees by reducing their extended travel.

Effective and natural visual communication for a variety of applications

Polycom RPX solutions bring the world's only fully immersive experience to large or medium-sized rooms and allow up to 28 participants per room to be virtually connected to other teams around the world. Featuring solutions for different space, applications, capacity, and budget requirements, the Polycom RPX allows you to apply intimate, effective collaboration to a broad range of applications including:

Executive meetings

Empower executives, members of the board of directors, and subject matter experts to make decisions at a moment's notice, even when individuals are not in the same office or even the same country. By improving communication, your organizations can compete more effectively, better reach and satisfy your customers, and ultimately maximize shareholder value.

Employee training

Extend the reach of your finest instructors, subject matter experts, and guest lecturers from one or more locations. Share best practices and provide your organization access to more learning options and expertise. With consistent, high impact training in many locations, you'll improve organizational efficiency and productivity.

Client engagements

Empower teams to meet face-to-face with key customers on a regular basis to foster closer, more productive relationships. With greater customer interaction, you can improve customer satisfaction, accelerate decision making, and improve sales cycles.

Connect teams across the country or around the world for highly effective and effortless meeting experiences with unprecedented visual communication using the Polycom RealPresence Experience.

Partner collaboration

Create closer working relationships with strategic partners to accelerate project timelines, bring new solutions to market faster, and gain a competitive edge on the competition.

Higher education

Expand your programs to numerous geographies and conduct classes in multiple locations. This unique ability will let you include remote campuses in your curriculum and attract new students by providing access to the most talented instructors, innovative learning processes, and cutting-edge technologies.

Uniquely designed for natural, effective collaboration

Experience life-like visual communications with team members across the country or around the world with Polycom RealPresence Experience. These easy-to-use solutions allow you and other participants to focus on your meeting topics, not the technology, and communicate naturally and effectively.

Polycom RPX solutions deliver the world's only fully-immersive experience in an all-inclusive, acoustically-tuned, luxury environment that features a panoramic seamless video wall for true-to-life, realistic interaction of all meeting participants— even while standing. And, with the support of an integrated telepresence Video Network Operations Center, your meetings are connected on time, every time—so you can focus on the business at hand.

Just like being there

You will truly be immersed and feel as if you are in the same room with remote meeting participants. With up to 16 feet of seamless, cinematic video wall, every participant is shown in high definition, true-to-life dimensions. This is the only solution that allows you to see all people in true-to-life dimensions whether they sit, stand, or move around the room, providing a truly natural and dynamic meeting experience.

Highly productive meetings

Your teams will experience natural conversation within a welcoming meeting environment. The transparent technology helps eliminate distractions and results in productive meetings. All cameras, microphones, speakers, and other technology are concealed from view. An executive control panel launches calls and controls audio with a simple touch of a button.

Improved team communications and collaboration

Connect naturally face-to-face on large-as-life video displays. With Polycom's UltimateHD™ you will experience superior visual, audio, and multimedia quality. The high definition video and patented EyeConnect™ technology enables you to see facial expressions, make eye contact and read body language. The entire suite design fosters team member participation by providing integrated high resolution content displays within reach of every participant. The powerful combination of these unique Polycom characteristics provide a more effective and natural experience by involving everyone in the meeting as if you were in the same room.

By leveraging Polycom's heritage in industry-leading audio quality you will hear every nuance of the conversation with high definition audio delivered through a professional, integrated sound system and ceiling-mounted, multidirectional microphones. Acoustic treatments throughout the environment block ambient noise so meetings are carried out without background distractions. Studio-quality lighting ensures participants are seen clearly. Network access and power connections are provided for every participant.

Investment protection

Leverage your existing infrastructure and systems while introducing new, higher performance telepresence solutions. Polycom RPX solutions are based on established, open standards and interoperate seamlessly with standards-based video conferencing solutions. Multiple participants can join a call from rooms with high-definition as well as traditional, standard definition, video conferencing systems.

In addition, the modular room-within-a-room configuration allows you to move the Polycom RPX solution to a new location if the existing office configuration changes, or if you move to a new location.

Multipurpose solutions

Choose from a variety of scalable configurations that accommodate from 4 to 28 participants in one room. The multipurpose boardroom-style conference table serves as both an immersive telepresence suite and a traditional conference room that seats participants all around the table. Additional seating for non-telepresence meetings is also a provided benefit to locations with limited space or very high real estate costs.

We focus on you

With Polycom, your immersive solution is ready for meetings when you are. Polycom lifecycle services support you throughout your immersive telepresence experience—from implementation, to maintenance to telepresence VNOC Services. Our team will plan your implementation, install, test, and fine-tune your immersive telepresence solution. The result? You focus on your business and the amazing immersive telepresence experience.

Responsive support

When you need to consult with us, we're here. Our dedicated experts can support you around the clock 24x7. Polycom Telepresence Maintenance Services provides comprehensive support, including telephone technical support, onsite support, parts replacement, software upgrades and updates, and onsite preventative maintenance twice a year.

Amazing meeting experience

Your calls are always connected on time and you don't have to do any of the work when the telepresence VNOC supports you. The telepresence VNOC manages your suite, helps ensure calls are always connected and your meetings start on time. Staffed by telepresence experts, the telepresence VNOC provides seamless operations management so you have the ultimate immersive telepresence experience.

Peace of mind

Today and in the future, across regions and geographies, your business receives the services and support you need from Polycom Global Services and authorized service partners We have the history and experience to deliver everything from comprehensive support services to professional services that include project management, assessments, and integration assistance. In addition, comprehensive training, ongoing education, and professional certification can further maximize your Polycom investment.

Flexible, multiple-seating configurations of the Polycom RPX solution

Facilities management, workforce dynamics, and communications requirements vary from organization to organization. That's why we offer several Polycom RPX HD configurations and guidance in selecting the configuration that's right for you.

	Number of contiguous video displays	Participants on view
Polycom RPX HD 204M	2	4
Polycom RPX HD 208M	2	8
Polycom RPX HD 210M	2	10
Polycom RPX HD 218M	2	18
Polycom RPX HD 408M	4	8
Polycom RPX HD 418M	4	18
Polycom RPX HD 428M	4	28

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About Polycom

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Polycom® Open Telepresence Experience™

Where ideas flow, problems are solved—and productivity soars

Polycom Open Telepresence Experience

Where ideas flow, problems are solved—and productivity soars

To improve collaboration across distance, organizations of all sizes and in all industries are turning to visual communications solutions such as telepresence. They're finding that visual communications—integrated with existing communication solutions and business processes—enhance their productivity, help their teams collaborate no matter where they are, and lower their operating costs by reducing or eliminating the need to travel.

Uniquely enabling people to work more effectively across distances, the Polycom® Open Telepresence Experience™ (Polycom OTX™) solution can enhance the productivity of your organization's key resources and, through Polycom's strong commitment to open standards, natively integrate with best-in-breed unified communications (UC) tools and environments.

The Power of Polycom OTX

Improve collaboration over distances

Increasing productivity and accelerating the speed and quality of decision-making are vital to your organization's success, even as your teams and individual workers are increasingly spread across geographies. By providing an exceptional, across-the-table experience and an open collaboration environment, the Polycom OTX immersive telepresence solution will power your teams, customers, and partners to work more effectively across distances.

- **Like being in the same room**
  With the Polycom OTX solution, you'll enjoy natural, interactive meeting experiences where people appear to be sitting across the table from one another in true-to-life dimensions thanks to exceptional video quality, spatial audio, and shared content—all delivered in high definition.

- **A design breakthrough enhances your meetings**
  Enable your meeting attendees to fully focus on their interactions and collaboration through the highly intuitive, futuristic Polycom OTX design, where the underlying technological elements are integrated and concealed. What's more, with the Polycom OTX solution you'll benefit from a consistent room-to-room experience with treatments that improve the acoustic and visual quality while minimizing room modification requirements.

- **Connect across all environments**
  Because the Polycom OTX solution seamlessly connects with all standards-based desktop, room, and immersive telepresence systems, your organization will enjoy full support for collaborative tools and native integration directly into leading UC and network environments.

Lower total cost of ownership and accelerate return on investment

To compete in the global marketplace, your organization must optimize its return on investment in all resources, whether human, facilities, or capital. The multifunctional design, deployment ease, and significantly lower bandwidth requirements of the Polycom OTX deliver a lower total cost of ownership and accelerate the return on your investment.

- **Optimizing bandwidth for reduced operating costs**
  Benefit from the lowest ongoing operating expenses even as you enjoy stunning high definition quality visual communications. The Polycom OTX leverages the power of H.264 High Profile, a standards-based video compression technology that delivers full HD quality while lowering your bandwidth requirements by up to 50 percent.

Experience stunning HD quality and lower TCO with bandwidth savings up to 50% using the H.264 High Profile video compression standard.

- Flexible use models
  Maximize your productivity, room utilization, and real estate investments with the Polycom OTX solution that supports a broad variety of uses beyond face-to-face telepresence conferencing, including in-person meetings, audio conferences, and Web conferences.

- Minimal modification requirements
  With a flexible architecture that enables technology elements to be easily modified and upgraded, the Polycom OTX environment is designed from floor to ceiling so you gain long-term value and investment protection.

Leverage Your Investments in Unified Communication Solutions

Organizations like yours need to leverage their investments in existing video and UC tools, as well as select and deploy best-in-breed solutions from a variety of vendors. The Polycom OTX solution provides greater flexibility and investment protection through native standards-based interoperability with existing telepresence and video systems, and by integrating with leading UC platforms as part of the Polycom Open Collaboration Network strategy.

- Connect seamlessly across locations
  Polycom OTX natively interoperates with a global ecosystem of nearly two-million standards-based telepresence and video conferencing systems.

- Collaborate with customers, vendors, and partners
  As part of the industry's broadest portfolio of enterprise-wide visual communication solutions, Polycom OTX enables seamless collaboration with other video solutions within an organization and with those of customers, vendors, and partners.

- Integrate with leading UC Platforms today—and in the future
  Polycom OTX supports existing and future integration with leading UC platforms from Polycom Open Collaboration Network partners, including Microsoft, Avaya, IBM, Siemens, BroadSoft, HP, and Juniper.

Extending Polycom OTX Value With a Full Suite of Services

Developing and implementing an effective immersive telepresence solution is critical to realizing strategic business goals. With Polycom Global Services, your immersive telepresence suites can begin to provide immediate returns. Polycom services can support your organization throughout the full immersive telepresence experience and include Professional Services, Implementation, Maintenance, and Conference Operations Management.

Polycom Professional Services bring extensive technical and project management experience to assess, plan, design, and optimize overall telepresence suite performance. The Implementation team will plan, install, test, and fine-tune the Polycom OTX solution, allowing your organization to focus on its business and fully leverage the immersive telepresence solution.

Polycom offers support 24/7, with two Maintenance Service options that deliver comprehensive support, parts replacement, software upgrades and updates, and preventative maintenance. Whether your organization chooses to self-manage or outsource part or all of your immersive telepresence meeting operations, Polycom and authorized telepresence service partners offer a Management option for immersive telepresence suites that can support any business model.

Learn more

The Polycom Open Telepresence Experience is just a click or a call away. To find out more, visit us at *www.polycom.com/OTX* or call 1-800-POLYCOM to speak with a Polycom representative.

The Polycom OTX 300 solution seats up to 6 participants on video, in life-size across three 65-inch LCD displays in stunning HD quality. Or, seat up to 10 participants in non-video meetings, with power and data jacks available for everyone around the table.

The Polycom OTX 100 solution is ideal for smaller meeting rooms or executive offices and seats up to 4 participants on video, with up to 2 in life-size.

The Polycom OTX 100 Compact solution includes the same "video wall" and core technology as the standard Polycom OTX 100 model, but without the table so customers can select their own furniture to match unique styles and collaborative environments.

About Polycom

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Polycom® Architected Telepresence Experience™ (Polycom ATX)

Enabling AV integrators to deliver customized telepresence solutions

Designed for certified integrators to efficiently deploy turnkey multi-codec telepresence systems across a wide range of customer environments, the Polycom® Architected Telepresence Experience™ (Polycom ATX™) system includes industry-leading codecs, cameras, and microphone arrays for creating life-like immersive telepresence experiences. The Polycom ATX solution also includes telepresence software to deliver multi-codec system intelligence and synchronization, a software development kit (SDK) with support for Crestron and AMX control systems, as well as configuration tools, training and design support services.

With the Polycom ATX solution, integrators provide their customers with consulting for needs analysis, room assessment and design, integration, and ongoing services to help ensure an immersive telepresence solution that addresses both existing and evolving needs. Integrators also provide the furniture, displays, décor and unique telepresence space designs. Content displays can be incorporated into the ATX room for real-time collaboration, and control interfaces can be customized to control lighting, additional cameras, audio sources, and electronic whiteboards and other multimedia devices. Interfaces can be tailored to include branding, different languages, or a specific color scheme or style. The Polycom SoundStructure® installed audio solution can also be used with Polycom ATX, enabling integrators to design powerful and flexible acoustic environments to enhance the telepresence experience.

With a lower total cost of ownership, the Polycom ATX solution enables life-like telepresence for more customers and more environments than ever by leveraging the H.264 High Profile video compression standard, which reduces bandwidth requirements by up to 50%. To further expand and enhance deployment options, the hightly adaptable Polycom Architected Telepresence Experience solutions are completely standards-based and fully interoperable with the millions of existing video conferencing systems in use around the world today, including all Polycom immersive, room, and personal telepresence solutions, as well as Polycom's conference platforms, recording and streaming servers, and video management applications.

Benefits

- Powerful solutions for developing and deploying customized multi-codec, telepresence meeting rooms

- Flexible design options for nearly any customer requirement allow integrators to wrap telepresence technology with furniture, components, décor and services

- Lower total cost of ownership through the use of the H.264 High Profile video compression standard for reduced bandwidth requirements of up to 50% opens telepresense to more customers

- Standards-based interoperability and native integration with leading UC solutions support a wide range of deployments environments

The powerful technologies of the Polycom Architected Telepresence Experience (Polycom ATX) solution, empower leading AV integrators to support the unique immersive telepresence deployment requirements of their most valued customers.

Complete solution—available in 2, 3 or 4-codec versions

Polycom components
- Polycom HDX™ 8000-1080 codecs and rack mount brackets
- Polycom EagleEye™ III HD cameras (silver), and mounting brackets
- HDX Ceiling Microphone Arrays and extension kits, white
- Accessory kit

Polycom telepresence software and documentation
- HDX telepresence software
- Crestron® control system software (non-SDK, Polycom version)
- Telepresence configuration tool
- Integration guide with setup instructions
- Quick reference card
- User guide

Additional SDK components
- Crestron control module, sample UI code and technical documentation available from and supported by Crestron
- AMX control module, sample UI code and technical documentation available from and supported by AMX

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Partner-supplied components (including but not limited to):
- Consulting including customer needs analysis, room assessment, system recommendation, and project management
- Design of the complete experience including room design and layout, UI design, and programing (or use the ATX 300)
- Implementation of equipment such as:
  - Displays and display mountings
  - Control system hardware
  - Content displays if needed
  - Component rack and cabling as needed
  - Speakers and speaker mounts if needed
  - Custom hardware and furniture as required by customer

Technical specifications
- Video Standards & Protocols
  - H.264 High Profile
  - H.264 video codec with H.239 People+Content
  - H.261 and H.263++ for compatibility with legacy video conferencing endpoints
  - H.264 and H.263 Video error concealment (including Polycom Lost Packet Recovery™) for resiliency against network issues
  - AES media encryption for secure video/audio and content
- Audio Standards & Protocols
  - 22kHz bandwidth with Polycom StereoSurround™ and Polycom Siren™ 22
  - 14kHz bandwidth with Polycom Siren 14, G.722.1 Annex C
  - 7 kHz bandwidth with G.722, G.722.1
  - 3.4 kHz bandwidth with G.711

Room dimensions

Polycom ATX 200
- Minimum: 18' x 13'6" x 8' (5.5m x 4.1m x 2.4m)
- Recommended 24' x 15' x 8'8" (7.3m x 4.6m x 2.7m)

Polycom ATX 300
- Minimum: 23' x 13'6" x 8' (7.0m x 4.1m x 2.4m)
- Recommended 29' x 15' x 8'8" (8.8m x 4.6m x 2.7m)

Polycom ATX 400
- Minimum: 28' x 13'6" x 8' (8.5m x 4.1m x 2.4m)
- Recommended 34' x 15' x 8'8" (10.4m x 4.6m x 2.7m)

Operating environments
- Operating temperature: 5° C to +30° C
- Relative humidity: –10% to 80% non-condensing

Regulatory
- CSA
- CE

Network & analog requirements
- Network bandwidth, excluding overhead and management traffic, for 720p/60 or 1080:
  - Recommended, 3 Mbps per codec
  - Minimum, 1.5 Mbps per codec
  - Maximum, 6 Mbps per codec
- One LAN connection per codec, plus one for the controller. Additional LAN connections may be needed based upon design requirements for network access for users of the system.
- 1 Analog phone line for integrated Audio Add-on

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A Detailed Guide of Polycom Video, Voice, and Infrastructure Products and Solutions

Polycom® Telepresence Solutions

Polycom® RealPresence® Immersive Solutions

Polycom® RPX™ Solutions

Fully immersive solution delivering a 100% controlled, life-like experience.

- Realize low Total Cost of Ownership (TCO) with H.264 High Profile for lower bandwidth requirements
- Fits any group or class size with seating capacity from 4-28 people
- Full screen, cinematic view supporting 2 to 4 screens
- Superior realism delivered with high definition video and audio
- HD video, audio and flexible HD content sharing
- Purpose built for executive and boardroom meetings, corporate trainings and higher education
- Investment protection is ensured as a standards-based, interoperable solution, including TIP support

Polycom® OTX™ Solutions

Immersive Telepresence solution combining high performance with unique design elements for small groups.

- Realize low TCO with H.264 High Profile for lower bandwidth requirements
- Seats up to 4 (OTX 100) or 6 (OTX 300) on video, with flexibility for both telepresence and conventional in-person meetings
- Up to three 65-inch LCD displays create the illusion of sitting across the table from distant colleagues
- Easy to use – simple and consistent touch-screen user interface across all locations
- Auto-elevating 21.5-inch widescreen content displays (OTX 300 and OTX 100 Standard)
- Optional Complete Experience Kit includes rear wall and lighting package
- Investment protection is ensured as a standards-based, interoperable solution, including TIP support

Polycom® ATX™ Solutions

Customized Immersive Telepresence designed for integrators to create unique telepresence solutions.

- Powerful solutions for developing and deploying customized multi-codec, telepresence meeting rooms
- Flexible design options for nearly any customer requirement allow integrators to wrap telepresence technology with furniture, components, décor and services
- Lower total cost of ownership through the use of the H.264 High Profile video compression standard for reduced bandwidth requirements of up to 50%; opens telepresence to more customers
- Standards-based interoperability and native integration with leading UC solutions support a wide range of deployments environments, including TIP support

Polycom RealPresence Room Solutions

Polycom® RealPresence® Group (300, 500, 700) Series

Next-generation HD video, voice, and content sharing capabilities for conference rooms, classrooms, and meeting spaces across the enterprise.

- Breakthrough simple user interface speeds video adoption and lowers IT support costs
- Multiple control options, including Polycom SmartPairing™ technology so your employees can start collaborating instantly with their iPad
- 1080p60 video and content collaboration heightens realism and boosts meting productivity
- Interoperable SVC delivers a great experience even on bandwidth-limited networks
- Lowest total cost of ownership, with up to 50% bandwidth savings via H.264 High Profile
- Enable more people to join calls without requiring a separate bridge with up to 8-way multipoint
- High-performance architecture meets your most demanding needs today and into the future

Polycom® HDX® 6000, 7000, and 8000 Series

Advanced solutions bring HD video, voice, and content sharing capabilities to conference rooms, classrooms, and meeting spaces across the enterprise.

- Fully standards-compliant, compatible with the over 2 million video systems deployed
- High definition video quality, up to 1080p
- Bandwidth efficient, using up to 50% less bandwidth than competitive solutions with H.264 High Profile
- Multiple ways to share HD content to fit the needs of any participant
- Legendary HD audio quality, including conversational Polycom StereoSurround™ technology

Polycom® EagleEye Director Solution

This camera tracking solution provides 'studio production' performance for enhanced interaction and productivity.

- Transforms a standard conference or class room into an immersive experience where every participant is seen clearly, even in a room of 20+ people
- Broadcast-quality camera locating — highlights, zooms in, and frames active speakers in optimal proportion
- Voice triangulation moves to the speaker's voice, whether standing or sitting
- Face-finding technology looks for speaker's face so errant noises are not a distraction
- Easily installed and configured with any Polycom HDX room telepresence system

Polycom® UC Board™

Innovative, first of its kind, solution for dynamic whiteboard collaboration over telepresence.

- Users find using the electronic stylus of the UC Board simple and natural with nothing to "turn-on"
- Comprehension is improved when all participants see the whiteboard as clearly as those sitting in the room
- Installation costs are minimal - use existing room infrastructure from whiteboards to LCD monitors
- Usability of telepresence increases, reducing costs in other areas and helping to achieve a fast ROI
- Increase productivity by having import capability of slides and export of all annotations to a USB drive

Polycom® Touch Control Interface

Place control of your telepresence and audio conferences right at your fingertips.

- Touch screen solution simplifies the telepresence experience
- Sleek, inviting 7-inch, high resolution screen in full color
- Intuitive graphical user interface shows the user only the options that they need to see at any given time
- Option for all Polycom HDX room telepresence systems
- Standard interface for Polycom OTX™ and RPX™ immersive telepresence solutions
- Option to control Polycom SoundStructure® deployments

Polycom® Quality Definition Experience™ (QDX™) 6000 Solution

The QDX system provides an optimal price-to-performance ratio for non-HD video applications.

- Simplified installation and ease of use
- Affordability speeds your return on investment (ROI)
- Superb audio clarity with Polycom StereoSurround™ technology
- Quality, performance, simplicity and affordability
- Improved collaboration with intuitive one-touch content sharing

Polycom RealPresence Desktop Solutions

Polycom® HDX® 4000 and 4500 Series

Polycom personal telepresence solutions are designed to bring high definition audio, video, and content to smaller spaces such as the executive desktop or small meeting room.

- Bright, crisp LCD display in 20-inch or 24-inch designs; also serves as the main or secondary PC display
- Easily add a secondary display via DVI port on HDX 4500
- Fully standards-compliant, compatible with the over 2 million video systems deployed
- High definition video quality, up to 1080p
- Bandwidth efficient, using up to 50% less bandwidth than competitive solutions with H.264 High Profile
- Multiple ways to share HD content to fit the needs of any participant
- Legendary HD audio quality, including conversational Polycom StereoSurround™ technology
- Add up to 3 other participants to any call through a 4-way optional MCU

Polycom® RealPresence® Desktop for Windows®

RealPresence Desktop for Windows frees business professionals from the traditional boundaries of the conference room, allowing them to enjoy video collaboration from their personal computers from anywhere. Polycom's enterprise-class HD video software solution allows customers to pay-as-they-grow – start with a few software clients and grow up to 10,000 users. When connected to the RealPresence Resource Manager organizations can leverage app management, scalability, resiliency, security, multi-point and lifelike quality that users and IT managers demand.

- Share the industry's highest-quality audio, video, and content though standards-based protocols
- Quickly search existing corporate directories for ease-of-dialing
- Select individual applications like spreadsheets, videos, presentations or share monitors all in HD quality
- Experience the value and benefit of SVC and AVC interoperability – producing optimized quality even over limited bandwidth wireless networks
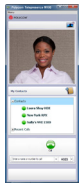
Polycom® Converged Management Application™ (CMA®) Desktop Software

A video conferencing application for knowledge workers, the CMA Desktop solution ensures HD enterprise-grade quality video and voice communication and standards-based content sharing. The CMA Desktop application is supported by Windows® and Mac® platforms. Supporting both H.323 and SIP call signaling, the CMA Desktop provides an excellent, cost effective solution for today's networks and tomorrows protocols.

Polycom® Telepresence m100

The perfect software video collaboration solution for the small business delivering standards-based, premium quality audio, video and content sharing.

- Always on, always connected. Stay in touch with colleagues, customers from the office, home or while traveling
- Delivers standards-based, HD audio, video, and content
- Easy to use – Simple download and install wizard requires minimal technical knowledge
- Polycom Constant Clarity™ technology produces high-quality audio and video over less than optimal connections

Polycom® VVX® Business Media Phones

The Polycom VVX series is a family of business media phones that offer a combined high quality audio and video communications experience for busy professionals. These solutions rapidly integrate to a wide range of unified communications environments.

- Premium quality desktop voice and video solutions designed for organizations and businesses of all sizes and budgets
- Intuitive, expandable, business class phones designed for the multitasking needs and shifting schedules of busy managers and knowledge workers
- Quick payback and lower travel expenses. Empower each employee for the cost of only one business trip
- Ready to integrate into a wide range of unified communications environments.

Polycom RealPresence Mobile Solutions

Polycom® RealPresence® Mobile Software

You're mobile. You're remote. Sometimes you're in the office. Or working from home. Wherever you are, you need to collaborate face-to-face with colleagues, meet with customers, communicate with partners, patients, students, etc.

Polycom® RealPresence® Mobile instantly transforms your tablet or smartphone into a mobile videoconference system. Only Polycom combines the weblike ease-of-use of a self-service, one-touch software app with enterprise-grade security, reliability, scale and premier-quality.

- Free yourself from the office and conference room with the ability to meet anywhere
- Stay connected with a single device for phone calls, video conferences, email, content sharing, calendars and more
- Enjoy the same rich features normally found exclusively in conference rooms - simplified dialing, camera control, content sharing, multipoint and more
- Realize the lowest total cost of ownership benefits through extensive BYOD support
- Experience the value and benefit of SVC and AVC interoperability - producing optimized quality even over limited bandwidth wireless networks
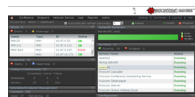
Polycom® RealPresence® Platform

Polycom RealPresence Resource Manager

Polycom RealPresence Resource Manager helps IT organizations reduce ongoing management and maintenance costs and optimize video performance, and includes a rich suite of APIs for customized integration into the video network. With hardened Linux operating system, multi-tenant partitioning, and scale to 10,000 managed mobile, desktop and group video devices, confidently deploy and manage your video network with Polycom RealPresence Resource Manager application.

- Scale to 10,000 devices to manage H.323, SIP, AVC and SVC supported endpoints, bridges and recording servers
- Easy administration through comprehensive device monitoring, provisioning, management and software revision control
- Directories and presence engines provide simplified dialing
- API suite for direct integrations into your key applications and systems
- Multi-tenant support for cloud based hosting
- Scheduling options via Web GUI or APIs for a holistic application

Polycom® Converged Management Application™ (CMA®) 5000 and 4000 Solutions

The CMA solution manages and deploys video throughout the enterprise and allows organizations to fully video-enable personal workspaces, desktops, conference rooms, and mobile devices. Utilizing the built in Gatekeeper, makes the CMA 4000 a cost effective management solution for small to mid size businesses.

Management	Gatekeeper	Scheduling
• Profile provisioning	• Policy and BW management	• Multiple scheduling options
• Account management	• Participant admission	• For Web and Microsoft Outlook and IBM® Lotus® Notes® software
• Software upgrades	• Least cost routing	
• Centralized diagnostics	• Up to 5000 registered users	**Directory**
• Real-time conference monitoring	• Standards-based presence	• LDAP/H.350 service
• Polycom RMX® portal	• One-dial easy call solution	• Microsoft AD support Global address book (GAB)

Polycom® Distributed Media Application™ (DMA™) 7000 Solution

Mission critical application for unifying conferencing and collaboration networks, ensuring business continuity and maximizing UC investments. Includes call control for SIP and H.323 devices (AVC and/or SVC).

- Premier Scale – H.323 Gatekeeper/SIP Registrar for up to 75,000 devices & 64 bridges
- Exceptional Connectivity – SIP/H.323 Gateway (ex: connect UC/Voice users with HDX users)
- Unmatched Resiliency – Super cluster (up to 5 DMA nodes) and geographic redundancy
- Only solution for Guaranteed class of service and experience (silver/gold/platinum)
- API Suite – Increase end user productivity and lower administration cost via API for conference monitoring, provisioning users and VMRs, resource reporting and billing
- Provide resource management, load balancing, scale and resiliency for up to 64 Collaboration Servers, Codian 4x00, MSE 8000 MCUs
- Native UC integration with Microsoft, Juniper, IBM

Polycom® RealPresence® Collaboration Servers (RMX®) 1500, 2000, 4000

Polycom universal conference platforms are real-time media conferencing platforms designed with intelligence built-in—including dynamic resource allocation, network flexibility and reliability, and cost-effective scalability, all tightly integrated with major UC partners—connecting the most people in the highest quality at the lowest cost.

- Universal Bridging capabilities for seamless connectivity for multiple types of devices including H.323, SIP, ISDN, PSTN (phones & cell phones); support for both AVC and Polycom SVC solutions
- Call at any data rate, any bandwidth with support for resolutions up to 1080p, fully transcoded
- Use up to 50% less bandwidth with High Profile standard support
- Supports point-to-point calls with integrated dial-through gateway capabilities (ISDN, SIP and H.323)
- Supports advanced bridging capabilities for Polycom Immersive Telepresence Solutions
- Legendary audio quality, supporting StereoSurround, Constant Clarity and Conversational Stereo
- Native integration with Siemens OpenScape, IBM® Sametime®, Microsoft® OCS & Lync™, Avaya Aura® solutions

Polycom® RealPresence® Collaboration Server 800s, Virtual Edition

- Universal bridging capabilities for H.323 and SIP endpoints as well as AVC and Polycom SVC solutions
- Supports up to HD resolution for both AVC and SVC
- Supports mixed AVC/SVC calls for extreme flexibility
- Optimized for Mobile and Desktop video collaboration
- Legendary audio quality, supporting StereoSurround, Constant Clarity and Conversational Stereo
- Use up to 50% less bandwidth with High Profile standard support

Firewall Traversal & Security

Polycom® RealPresence® Access Director™

RealPresence Access Director provides secure video collaboration from anywhere, supporting SIP and H.323 devices and both AVC and SVC protocols. Users can connect their devices and mobile clients simply and easily — reducing the cost to support the growing number of video-enabled workers in your organization without compromising network security.

- Single server application that combines the remote and B2B calling scenarios with SIP and H.323 capabilities enabling a seamless video collaboration experience within and beyond the firewall
- Collaborate over video while on-the-go, in the office, or from home
- Support up to 1,000 simultaneous video calls securely without requiring additional client hardware or software
- Leverage existing investments in UC products and IT infrastructure and build towards a SIP based future.
- Easily, securely and reliably extend the use of video collaboration to your mobile workforce

Polycom® Video Border Proxy™ (VBP™) E Series and ST Series

- Simplifies – Inter and intra-company video communications
- Optimizes – Video quality by prioritizing video traffic
- Resolves – NAT/Firewall traversal problems for video and video
- Protects – Video and voice devices with an application firewall VBP E Application Layer Gateway
- Multiple options and sizes to fit the need of any organization – 1Mbps, 3Mbps, 10Mbps, 25Mbps, 85Mbps, or 200Mbps throughput

Video Content Management

Polycom® RealPresence® Media Manager

This powerful platform integrates with your existing IT system and network infrastructure to manage rich media by storing, cataloging, securing, and offering metadata search capability for your organization's presentations and assets.

- Searchable, branded portal
- Viewer authentication and tracking
- Scalable live event Webcasting
- VOD pre-positioned
- Microsoft® SharePoint® and Lync™ integration

Polycom® RSS™ 4000 Solution

This network-based appliance records, archives, and streams telepresence and video conferences to desktops, mobile devices and conference rooms.

- Live and On-Demand H.264 streaming to Apple and Android devices.
- Stream to live audiences in up to HD 720p
- Automatically archive in HD 1080p
- Record directly from H.323 endpoints, Microsoft Lync clients, and MCUs
- Record up to 15 simultaneous conferences
- Full management and authentication with AD

Polycom® RealPresence® Broadcast Producer

This premier software enables you to produce live and on-demand interactive presentations for large audiences.

- Enterprise-class scalability
- Seamless Integration with existing systems
- Multi-publish points and optimized distribution
- Live audience tracking and interaction
- Multi-codec playback and multiple platform choices
- Full-featured presentation editing

Polycom® RealPresence® Capture Station

This media creation appliance is an easy-to-use solution that can transform any room into a studio for webcasting presentations that contain streaming video and audio synchronized with rich-media content.

- Live and on-demand Webcasting
- Multi-codec, platform and playback support
- Fully customizable interface and presentation editing
- Versatile input/output options
- Seamless integration with Polycom RealPresence Media Manager

Polycom® RealPresence® Practitioner Cart® 8000

Enables medical professionals to provide patients access to care regardless of time or distance constraints.

- Life-like experience with high Definition 720p 30/60 fps or 1080p video resolution
- Maintain eye contact through easy height adjustment
- Highly mobile, small footprint with enclosed technology compartment for security and spill protection
- Easy addition of medical peripheral devices and connection panel
- AES encryption for HIPAA compliancy; power system UL 60601 compliant for use in patient care environments
- Platform support for customer IT needs (laptop/PC)
- Provisioned for mobile operation with battery power

Polycom® SoundStructure® Solution

Clear and immersive audio for more productive voice and video conferences.

- Easy installation and configuration, even for very large or complex systems
- Enhances audio quality for video conferences with deep robust integration with Polycom HDX systems
- Highly scalable solution leveraging Polycom's exclusive OBAM architecture
- Expand functionality and protect your investment with optional modular telephony interface cards
- Multiple deployment options and maximum performance using flexible microphone, talker and loudspeaker placements with breakthrough feedback elimination

Polycom® SpectraLink® and KIRK® Wireless Phones

Allow on-site mobile employees to roam freely throughout the workplace while delivering continuously reliable and available voice and data communications. These solutions interoperate with a customer's existing Voice over IP (VoIP) or time-division multiplexing (TDM) call control system, providing business-grade telephone functionality to a wireless device. By combining customers' existing investments in wire line infrastructure and with the power of workplace mobility, businesses of all sizes realize enhanced worker productivity and deliver improved levels of service to their customers.

- Leverage existing infrastructure with the broadest PBX and WLAN interoperability
- Ensure clear communications with unsurpassed voice quality
- Protect your investments with industry's most durable handsets
- Streamline business processes with extensive application and strategic partnerships
- Minimize down time with best-in-class service and support

Polycom® SoundStation® and VoiceStation® Conference Phones

Clear, productive calls from the industry standard for group voice conferencing in meeting rooms worldwide.

- Enjoy life-like audio conversations with HD Voice technology
- Engage everyone in the conference room with exceptional 360-degree microphone coverage and multiple coverage range options
- One-stop-shop for all your conferencing needs featuring the industry's broadest portfolio with models designed for large rooms, standard conference rooms and private offices
- Leverage your existing communication investments with highly flexible connection options supporting analog, VoIP and digital PBXs

Polycom® SoundPoint® IP Family

The SoundPoint IP family features the most comprehensive, best-sounding, and the most interoperable high-quality IP phone solutions for small and medium-sized businesses and enterprises.

- Unrivaled voice quality for the richest desktop audio experiences – HD Voice
- Comprehensive product portfolio from basic entry level models to fully-featured multi-line devices
- Reliable devices designed for use in all business environments
- Leverage existing VoIP investment though interoperability with the industry's broadest array of SIP call platforms
- Simple to operate and maintain with industry's most robust SIP software and refined provisioning system
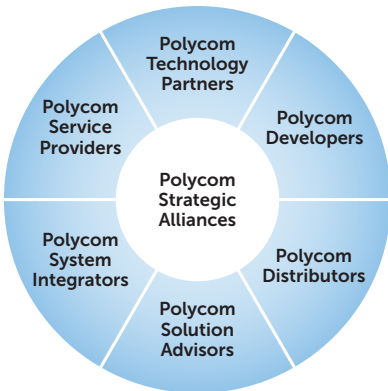
Solutions for Microsoft

Polycom offers the most comprehensive portfolio of purpose-built voice and video collaboration solutions optimized for Microsoft Lync environments. These endpoints provide the most unified, intuitive, collaboration experience through enhanced Lync features including presence, plug-and-play ease of use and the most consistent UC experience from the desktop to conference room.

- Connect anytime, anywhere with the broadest portfolio of purpose-built devices optimized for use with Microsoft Lync
- Increase productivity and efficiency by combining all the features of Lync with Polycom's industry leading HD technology
- Maximize return on investment by leveraging your existing Microsoft Lync infrastructure servers, and gateways.
- Reduce total cost of ownership through native integration providing plug-and-play functionality for easy deployment

Polycom Partner Network™ Strategic Alliances

The Polycom Partner Network encompasses many types of partners, including strategic alliances with leading companies who make some of the most popular business apps, including Microsoft, IBM, and HP. Together, we ensure Polycom® solutions are interoperable with the industry's most popular business tools and most common UC environments.

Cisco Interoperability

Customers can confidently and seamlessly deploy Polycom voice and video solutions with Cisco Unified Communications Manager (CUCM) environments. With Polycom native support for TIP, Cisco TelePresence customers now have the freedom to seamlessly collaborate across standards-based teleprescence and video conferencing platforms and scale their network with standards-based Polycom solutions that deliver flexibility, investment protection and lower operating costs.
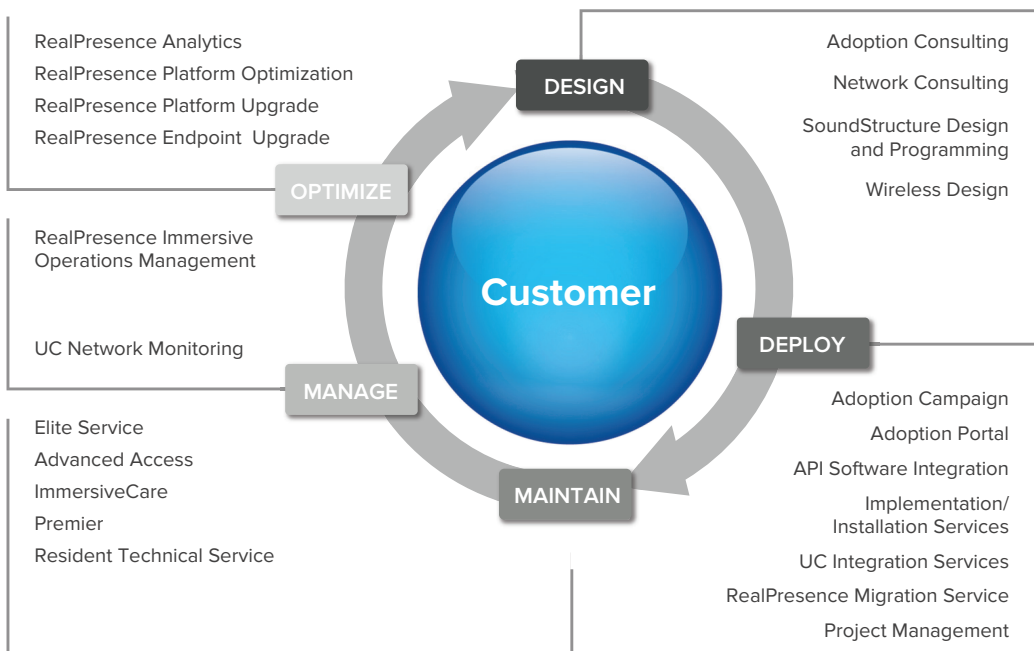
Polycom Global Services

Polycom Global Services help customers realize the full potential of their investment in Polycom, regardless of where they are in the solution lifecycle.

In the design phase, we help customers lay the groundwork for a successful deployment whether that means translating our broad portfolio into the solution that will work best for your business or evaluating the network on which the video collaboration solution will reside. Beyond simple installation, when you're ready to deploy Polycom has the expertise to integrate our products into a unified communications environment and the resources to project manage complex or geographically dispersed solutions. Once installed, Polycom maintains the technology at the level that meets your needs. Customers with mission-critical video deployments can even outsource the management of the technology to Polycom experts. Finally, to extend your return on investment, Polycom has a range of services to help you optimize infrastructure and endpoints.

Services Throughout the Solution Lifecycle

RealPresence Analytics
RealPresence Platform Optimization
RealPresence Platform Upgrade
RealPresence Endpoint Upgrade

OPTIMIZE

RealPresence Immersive
Operations Management

UC Network Monitoring

MANAGE

Elite Service
Advanced Access
ImmersiveCare
Premier
Resident Technical Service

DESIGN

Customer

DEPLOY

MAINTAIN

Adoption Consulting

Network Consulting

SoundStructure Design
and Programming

Wireless Design

Adoption Campaign
Adoption Portal
API Software Integration
Implementation/
Installation Services
UC Integration Services
RealPresence Migration Service
Project Management

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www.polycom.com/polycom-capital

About Polycom

Polycom is the global leader in open standards-based unified communications (UC) solutions for voice and video collaboration, trusted by more than 415,000 customers around the world. Polycom solutions are powered by the Polycom® RealPresence® Platform, comprehensive software infrastructure and rich APIs that interoperate with the broadest set of communication, business, mobile and cloud applications and devices to deliver secure face-to-face video collaboration in any environment. Polycom and its ecosystem of over 7,000 partners provide truly unified communications solutions that deliver the best user experience, highest multi-vendor interoperability, and lowest TCO. Visit *www.polycom.com* or connect with us on Twitter, Facebook, and LinkedIn to learn how we're pushing the greatness of human collaboration forward.

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