



Polycom® HDX 6000™

The **HDX 6000** is for organizations looking to start or expand a visual communication deployment, which are tasked with cutting expenses while increasing productivity.

- 1) Incredible video quality at any bandwidth, with HD quality at 832 kbps and above.
- 2) Amazing audio with 22 kHz StereoSurround™
- 3) Priced to give a quick ROI.



Key Features & Benefits

1. **Best in Class Performance:** The Polycom HDX 6004 offers the best performance in its class. The HDX 6004 offers users an UltimateHD experience providing HD Video, HD Video and HD Content Sharing.
2. **Easy setup & simple to use:** The Polycom HDX 6004 has a single HDMI connection for both audio & video for quick and simple setup. The HDX 6004 is also fully VC2 compatible; fully managed and provisioned by Polycom's CMA server. The award-winning user interface is simple for any user to learn and use.
3. **Quick ROI** – The Polycom HDX 6004 offers a quick return on investment with a value-price while increasing productivity for users and organizations alike.

Expect ultimate performance regardless of IP network conditions with Lost Packet Recovery (LPR)

- Provide consistent quality to/from home workers or field deployments with incredible QoS for IP packet loss
- Enjoy the expert lecturer in remarkable clarity – even on 'dirty networks' or over the public Internet
- Confidently share complete X-Ray's, MRI's or live diagnostics despite packet loss of 5% or more

Polycom HDX 6000

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Prospect Qualifiers

Q: Would you like to deploy high definition video or expand your existing video network?

Q: Does your organization require a quick ROI on technology investments?

Q: Are you looking for a solution that can easily integrate into a management solution that will make day-to-day administration simple?

Q: Would you benefit from being able to meet with colleagues face-to-face on a regular basis without having to travel?

Q: Would you like to make real-time business decisions using video conferencing technology vs. just talking about making decisions?

A: *If the answer to any one of these questions is **yes**, your customer should consider the **HDX 6000** from Polycom.*

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Value for Your Audience

To the Manager

- **High quality, affordable, easy-to-use video conferencing** – Leverages a powerful codec, studio-quality camera, CD-quality audio and multiple video inputs and outputs.
- **Low bandwidth use** – 256 Kbps to receive DVD quality video. 832 Kbps and higher to achieve HD quality.
- **Highly secure AES encryption** of video and audio communications.
- **Rapid ROI** – pays for itself within two to three business trips.

To the user

- **Simple to use** – easily establish a video conference in seconds.
- **Dramatically improve meeting productivity** with life-like experiences over distance with high definition video, audio and content sharing.
- **Share content and media** with the click of a button from your PC to a DVD.

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Overcoming Objections

Q: Should I be looking at a unit with more inputs and outputs?

A: *The HDX 6000 does offer limited I/O, however, for your application this may be enough. Polycom offers other solutions in the HDX line with more I/O.*

Q: I have limited IT resources and cannot deploy video in our organization.

A: *The HDX 6000 was designed so any user can install, use and maintain the system. Simple audio and video connections make it even easier to start conferencing!*

Q: I have a large network of older conference equipment; will these units be able to communicate with them?

A: *Yes. The HDX 6000 is fully standard's-based.*