



## Polycom® Sales Promotion for IBM® Customers

**NST: 2011-09-66957**

IBM Sametime communication capability can be embedded to web based applications, Lotus and Microsoft Office applications, as well as Social Business platform such as IBM Connections.

Polycom extends the flexibility of IBM Sametime with Polycom RealPresence Platform, allowing Sametime users to launch calls regardless of location, from web browser or from the client on PC, Mac, or Linux.

Polycom RealPresence Platform empowers Sametime and enables users to access standards-based voice and video systems from their desktop client and enjoy high-quality conference experience.

Polycom and IBM have teamed to deliver UC solutions that enhance IBM's social business applications and connect people from mobile devices to the boardroom from any application where presence is available. The integrated solution leverages Polycom's industry-leading software infrastructure for universal video collaboration and IBM's UC collaboration platform as well as its vast industry business process and implementation expertise.

Organizations are discovering that social business platforms enable them to stay connected and become more productive and competitive in the global market, while facing challenges such as widespread teams working across different time zones under pressure to deliver faster results with fewer resources. For businesses to truly leverage social business platforms, real-time voice and video communications and collaboration solutions play a key role. Through IBM Sametime® communication and collaboration become more streamlined as IM, presence, voice, video, and web collaboration are accessed from within business applications and social business platforms such as IBM Connections. The Polycom RealPresence™ Platform extends social business integration beyond the desktop, providing a rich conference experience, while connecting conference rooms and desktop users seamlessly.

To enable customers to take full advantage of Polycom UC solutions for IBM environments, we have created a unique incentive offer to jump start Polycom and IBM deployments.

The IBM "Get Social" offer provides IBM Lotus/Domino and IBM Sametime customers two incentive choices:

- RMX 1500 based bundle
- RMX 2000 based bundle

### Customer Benefits

Customers can now jumpstart their IBM® Sametime® implementation with proven voice, video and services from Polycom and our partners—at incentive pricing—up to \$45K savings off MSRP. Better yet, we've taken the guess work out of how to get started by providing an offering that leverages the unique benefits of the Polycom and IBM UC solution.

### Partner Benefits

With these bundled offers, Polycom is providing you with a competitive UC offering built for IBM Sametime that you can offer your end user customers that no other provider can offer.



## RMX 1500 Based Bundle

This offer is suitable for medium-sized business.

Product	Part Number	Qty	List Price	Bundle Discount
RMX 1500 IP only 10HD1080p/20HD720p/40SD/60CIF resource configured & licensed system, equipped with one (1) MPMx-D Media Processing Module. (Maintenance Contract Required)	VRMX1520HDR	1	\$140,500	15% Off MSRP
RMX 1500/2000/4000 Encryption License Pack	5150-18200-500	1	\$0	
RMX Power Cord 110/VAC North America	VCCP0101	1	\$0	
Polycom RMX Conferencing Add-in for IBM Sametime. For use on RMX 1500/2000/4000 (MPM+ and MPMx only)	2200-79200-000	1	\$1,895	100% Off MSRP
<b>Additional Required Services</b>				
Implementation, RMX 1500 10HD1080p/20HD720p/40SD/60CIF System (Partner or Polycom provided)	4870-00932-007	1	\$6,995	
Maintenance Services Minimum 1 Year required (Partner or Polycom provided)	Various	1		
(Required when Channel Partner is not IBM UC Professional Services Certified) Full Solution Deployment of Polycom video integration with IBM UC environment including IBM Sametime Server 8.5.2 only. Includes integration of components and roll-out support.	6867-00920-101	1	\$7,495	25% off MSRP when ordered with Polycom implementation service (NST: 2009-05-29162)

## RMX 2000 Based Bundle

This offer supports more desktop users and the capacity can be increased by adding another media module into the system.

Product	Part Number	Qty	List Price	Bundle Discount
RMX 2000 IP only 15HD1080p/30HD720p/60SD/90CIF resource configured & licensed system equipped with one (1) MPMx-D Media Processing Modules. (Maintenance Contract Required)	VRMX2730HDR	1	\$219,500	20% Off MSRP
RMX 1500/2000/4000 Encryption License Pack	5150-18200-500	1	\$0	
RMX Power Cord 110/VAC North America	VCCP0101	1	\$0	
Polycom RMX Conferencing Add-in for IBM Sametime. For use on RMX 1500/2000/4000 (MPM+ and MPMx only)	2200-79200-000	1	\$1,895	100% Off MSRP
<b>Additional Required Services</b>				
Implementation, RMX 2000 MPMx 15HD1080p/30HD720p/60SD/90CIF System (Partner or Polycom provided)	4870-00918-007	1	\$19,995	
Maintenance Services Minimum 1 Year required (Partner or Polycom provided)	Various	1		
(Required when Channel Partner is not IBM UC Professional Services Certified) Full Solution Deployment of Polycom video integration with IBM UC environment including IBM Sametime Server 8.5.2 only. Includes integration of components and roll-out support.	6867-00920-101	1	\$7,495	25% off MSRP when ordered with Polycom implementation service (NST: 2009-05-29162)

## Terms and Conditions

1. The Polycom program is valid from December 1, 2011 through March 31, 2012 in North America.
2. To be eligible to participate and purchase the IBM "Get Social" offer (NST # 2011-09-66957) the Polycom or IBM partner must be Polycom video and infrastructure certified and Polycom Services certified to deliver the Professional Services offerings.
3. Purchase Order for the IBM "Get Social" offer needs to include Full Solution Deployment for IBM UC environment, unless channel partner is certified for UC professional services for IBM environment.
4. Polycom Partner must complete the IBM "Get Social" Offer Form and provide a copy of the partner's Statement of Work verifying the end user is an IBM user (Lotus Notes/Domino and/or Sametime). Only one offer per end user/ customer name.
5. This offer may not be used for stocking orders. Purchase order must be tied to a customer order; customer name must be on purchase order, and must match customer name on Statement of Work.
6. NST # 2011-09-66957 must appear on Purchase Order for the IBM "Get Social" offer.
7. Channel partners participating in the program must be in good financial standing with Polycom or Polycom Authorized Distributor.
8. This offer is void where prohibited or otherwise restricted by law, channel, and/or end-user policies.
9. This offer may not be combined with other Polycom NSTs, programs or discounts, with the exception of the UC Implementation Service Offer (NST 2009-05-29162).
10. Polycom reserves the right to modify or terminate offer at any time without notice.
11. Completed offer form must be approved and signed off by Karl Hotz ([karl.hotz@polycom.com](mailto:karl.hotz@polycom.com)) prior to submission to Polycom's Order Management department.

## Polycom Get Social Promotion for IBM Customers – Claim Form

**Offer valid from December 1, 2011 through March 31, 2012. Offer being claimed: NST: 2011-09-66957**

### End User Information

End User Company Name \_\_\_\_\_  
End User Contact Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Phone \_\_\_\_\_ Email \_\_\_\_\_

*I have read and agree to the terms and conditions of the Polycom Social Business Promotion offer.*

End User Signature \_\_\_\_\_ Date \_\_\_\_\_

### Channel Partner Information

Channel Partner Company \_\_\_\_\_  
Sales Person \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
IBM UC Certification Number (if applicable) \_\_\_\_\_  
Phone \_\_\_\_\_ Email \_\_\_\_\_

*I have read and agree to the terms and conditions of the Polycom Social Business Promotion offer.*

Signature \_\_\_\_\_ Date \_\_\_\_\_

*Include copy of approved offer form and end user purchase order in your order package.*

### Polycom Approval

*I have reviewed the offer form and supporting materials and approve the use of the Polycom Social Business Promotion Offer for the End User shown above.*

Signature \_\_\_\_\_ Date \_\_\_\_\_

### Instructions:

- End User completes the attached form
- Fill in End User information section
- Submit to Channel Partner
- Channel Partner
- Completes Channel Partner information
- Submit offer form and copy of End User Purchase Order for Polycom equipment and services as well as Statement of Work to:  
Karl Hotz ([Karl.Hotz@Polycom.com](mailto:Karl.Hotz@Polycom.com)) for approval.

**Polycom Worldwide Headquarters**  
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