



### Experience Telepresence Anywhere, Anytime

**Polycom® HDX® telepresence solutions offer** users extraordinary visual communication, enhancing collaboration from the desktop to the conference room.

“Microsoft is committed to interoperability and choice; a key priority we share in common with our strategic partner Polycom. Together, we are excited about bringing integrated solutions to our customers, and driving innovative, game-changing video collaboration offerings to market that enhance business productivity.”

Kirk Gregersen,  
Senior Director, Microsoft Lync

## Ready Offer for Polycom HDX Customers

### NST: 2011-12-71934

The Ready offer enables our channels and sales professionals to incorporate the software and hardware upgrades a customer would need to optimize their HDX telepresence systems for Polycom/Lync integration. This offer also addresses customers wishing to integrate HDX telepresence with Cisco Telepresence by ensuring that all HDX personal and room telepresence systems have the TIP protocol embedded natively into the HDX software.

With this offer a customer can purchase the RTV/CCCP (Lync) software license or the TIP (Cisco) license at \$999 for their HDX and receive the HDX Upgrade Kit at no charge! This is a list price savings of up to \$2,999 per HDX!

The following older HDX systems are available to upgrade as a part of this offer:

- HDX 4001 All revisions (*upgrade will turn a 4001 into a fully HD capable 4002*)
- HDX 4002 Hardware Rev A or B
- HDX 7001 All revisions (*upgrade will turn a 7001 into a fully HD capable 7002*)
- HDX 7002 Hardware Rev A or B
- HDX 8000 Hardware Rev A

Looking to also “ready” a customer’s RMX for Microsoft Lync or TIP interoperability? See the Ready Offer for Polycom RealPresence Platform for more details.

HDX UPGRADES - Buy Microsoft RTV/CCCP License - get Upgrade Kit at no charge			
Part #	Description	List Price	Promotional Price *
<b>HDX Upgrade - RTV (HDX 4001)</b>			
2215-61956-001	HDX 4001 upgrade kit	\$2,999	\$0
5150-63389-001	HDX RTV/CCCP license	\$999	\$999
<b>Total</b>		<b>\$3,998</b>	<b>\$999</b>
<b>HDX Upgrade - RTV (HDX 4002)</b>			
2215-61956-002	HDX 4002 upgrade kit	\$1,999	\$0
5150-63389-001	HDX RTV/CCCP license	\$999	\$999
<b>Total</b>		<b>\$2,998</b>	<b>\$999</b>
<b>HDX Upgrade - RTV (HDX 7001)</b>			
2215-12917-001	HDX 7001 upgrade kit	\$2,999	\$0
5150-63389-001	HDX RTV/CCCP license	\$999	\$999
<b>Total</b>		<b>\$3,998</b>	<b>\$999</b>
<b>HDX Upgrade - RTV (HDX 7000/8000)</b>			
2215-12917-002	HDX 7000/8000 upgrade kit	\$1,999	\$0
5150-63389-001	HDX RTV/CCCP license	\$999	\$999
<b>Total</b>		<b>\$2,998</b>	<b>\$999</b>

*Partner receives contractual discount off of the Promotional Price shown above.*

<b>HDX UPGRADES - Buy Cisco TIP License - get Upgrade Kit at no charge</b>			
Part #	Description	List Price	Promotional Price *
<b>HDX Upgrade - TIP (HDX 4001)</b>			
2215-61956-001	HDX 4001 upgrade kit	\$2,999	\$0
5150-63611-001	HDX TIP license	\$999	\$999
<b>Total</b>		<b>\$3,998</b>	<b>\$999</b>
<b>HDX Upgrade - TIP (HDX 4002)</b>			
2215-61956-002	HDX 4002 upgrade kit	\$1,999	\$0
5150-63611-001	HDX TIP license	\$999	\$999
<b>Total</b>		<b>\$2,998</b>	<b>\$999</b>
<b>HDX Upgrade - TIP (HDX 7001)</b>			
2215-12917-001	HDX 7001 upgrade kit	\$2,999	\$0
5150-63611-001	HDX TIP license	\$999	\$999
<b>Total</b>		<b>\$3,998</b>	<b>\$999</b>
<b>HDX Upgrade - TIP (HDX 7000/8000)</b>			
2215-12917-002	HDX 7000/8000 upgrade kit	\$1,999	\$0
5150-63611-001	HDX TIP license	\$999	\$999
<b>Total</b>		<b>\$2,998</b>	<b>\$999</b>

*Partner receives contractual discount off of the Promotional Price shown above.*

It is recommended that the HDX upgrade kit be installed by a certified Polycom video reseller. Failure to do so may void warranty or service contracts. Further details on the installation of the upgrade kit can be found on the Polycom Resource Center (PRC) on the HDX Series product page.

### Terms and Conditions

1. This offer is valid from January 1, 2012 through June 30, 2012.
2. NST number: 2011-12-71934 must appear on the order and the HDX upgrade kit and the software license for RTV/CCCP or TIP must be ordered together on the same order. This offer is not available for stocking orders and end user customer name must appear on order.
3. This offer may not be combined with any other program, discount or NST for the HDX parts shown above. There is a companion offer for the RealPresence Platform (NST: 2011-12-71953). These two NSTs may appear on the same order from the partner.
4. This offer is available to certified Polycom channel partners who are certified to sell the HDX product line.
5. This offer is void where prohibited or otherwise restricted by law, channel and/or end-user policies.
6. Polycom reserves the right to modify or cancel this offer/program at any time without notice.

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