



# Ready Offer for Polycom RealPresence Platform

## RMX Conference Platforms with MPMx deliver:

**Universal Connectivity:** Unmatched native integration across standard protocols (ISDN, SIP, H.323) and support for proprietary protocols (RTV, TIP) and best-of-breed UC applications and devices

**Lowest TCO:** With up to 3.5x the capacity/resource allocation and utilization of up to 50% less bandwidth (H.264 High Profile) provide the lowest TCO vs. competitors

**Highest Resiliency:** On-board power, network and processor failover for local resiliency and expanded 100% auto-failover when paired with DMA.

**Quality of Experience:** Unmatched support for Lost Packet Recovery, HD Voice and StereoSurround

**Security:** AES media encryption software provides the highest level of security while maintaining interoperability

## NST: 2011-12-71953

Polycom RMX® 2000 and RMX® 4000 multiparty video, voice, and content collaboration software are foundational solutions within the Polycom Real Presence Platform, the most comprehensive software infrastructure for Universal Video Collaboration. The RealPresence Platform interoperates with the broadest range of business, mobile, and social applications and devices. More than 400,000 organizations trust Polycom solutions to collaborate and meet face-to-face from any location for more productive and effective engagement with colleagues, partners, customers and prospects.

Purchase additional RMX port capacity and upgrade from MPM or MPM+ to MPMx modules at no additional charge.

The limited time Ready Offer for Polycom RealPresence Platform enables current Polycom RMX 2000 and RMX 4000 customers to purchase additional RMX capacity at a price of \$6,000 per 720p HD port and receive required upgrades at no additional charge. Customers participating in this program must order the upgrade part number that corresponds with the existing system configuration. Additional port licenses are also available at a price of \$6,000 per 720p HD port to allow for further expansion.

This offer may not be combined with any other product offer.

Older Polycom RMX 2000 systems are either based on MPM modules or MPM+ modules. The table below can be used to determine the MPM/MPM+ version installed.

	RMX 2000 MPM	RMX 2000 MPM+	RMX 4000 MPM+
Dates Sold	Jan 2007 - Dec 2008	Jan 2009 - June 2010	Oct 2009 - June 2010
Part Numbers	VRMX2020R	VRMX2520R	VRMX4040R
	VRMX2030R	VRMX2540R	VRMX4080R
	VRMX2040R	VRMX2580R	VRMX4160R
	VRMX2060R	VRMX2620R	VRMX4240R
	VRMX2080R	VRMX2660R	VRMX4320R

The RMX MPMx Upgrade Calculator posted on PRC can be used to identify the part numbers and promotional list price for all eligible expansions of the RMX 2000 and 4000 systems. A printout from the RMX MPMx upgrade calculator should be submitted with the equipment order.

Upgrade From:		Initial RMX System Upgrade - \$6,000 promotional List Price per HD 720p Port				
Part #:	Description	Part #:	Description	Original List Price	# of HD Expansion Ports	Promotional List Price *
VRMX2520R/2020R	RMX 2000 5HD/20CIF	VRMX20510UP	RMX 2000 5HD/20CIF to 10HD with MPMx-S upgrade	\$58,500	5	\$30,000
VRMX2030R	RMX 2000 7HD/30CIF	VRMX20710UP	RMX 2000 7HD/30CIF to 10HD with MPMx-S upgrade	\$44,900	3	\$18,000
VRMX2540R/2040R	RMX 2000 10HD/40CIF	VRMX21015UP	RMX 2000 10HD/40CIF to 15HD with MPMx-S upgrade	\$58,500	5	\$30,000
VRMX2060R	RMX 2000 15HD/60CIF	VRMX21520UP	RMX 2000 15HD/60CIF to 20HD with MPMx-D upgrade	\$58,500	5	\$30,000
VRMX2060R	RMX 2000 15HD/60CIF	VRMX21530UP	RMX 2000 15HD/60CIF to 30HD with MPMx-D upgrade	\$143,000	15	\$90,000
VRMX2580R/2080R	RMX 2000 20HD/80CIF	VRMX22030UP	RMX 2000 20HD/80CIF to 30HD with MPMx-D upgrade	\$109,000	10	\$60,000
VRMX2620R	RMX 2000 30HD/120CIF	VRMX23045UP	RMX 2000 30HD/120CIF to 45HD with MPMx-S and MPMx-D upgrade	\$167,500	15	\$90,000
VRMX2660R	RMX 2000 40HD/160CIF	VRMX24060UP	RMX 2000 40HD/160CIF to 60HD with (2) MPMx-D upgrade	\$218,000	20	\$120,000
VRMX4040R	RMX 4000 10HD/40CIF	VRMX41015UP	RMX 4000 10HD/40CIF to 15HD with MPMx-D upgrade	\$75,000	5	\$30,000
VRMX4080R	RMX 4000 20HD/80CIF	VRMX42030UP	RMX 4000 20HD/80CIF to 30HD with MPMx-D upgrade	\$109,000	10	\$60,000
VRMX4160R	RMX 4000 40HD/160CIF	VRMX44060UP	RMX 4000 40HD/160CIF to 60HD with (2) MPMx-D upgrade	\$218,000	20	\$120,000
VRMX4240R	RMX 4000 60HD/240CIF	VRMX46090UP	RMX 4000 60HD/240CIF to 90HD with (3) MPMx-D upgrade	\$327,000	30	\$180,000
VRMX4320R	RMX 4000 80HD/320CIF	VRMX480120UP	RMX 4000 80HD/320CIF to 120HD with (4) MPMx-D upgrade	\$436,000	40	\$240,000

Upgrade From:		Initial RMX System Upgrade - \$6,000 promotional List Price per HD 720p Port plus \$16,500 for MPMx-D Module				
Part #:	Description	Part #:	Description	Original List Price	# of HD Expansion Ports	Promotional List Price *
VRMX2520R/2020R	RMX 2000 5HD/20CIF	VRMX20510UPE	RMX 2000 5HD/20CIF to 10HD with MPMx-D upgrade	\$75,000	5 + MPMx-D	\$46,500
VRMX2030R	RMX 2000 7HD/30CIF	VRMX20710UPE	RMX 2000 7HD/30CIF to 10HD with MPMx-D upgrade	\$61,400	3 + MPMx-D	\$34,500
VRMX2540R/2040R	RMX 2000 10HD/40CIF	VRMX21015UPE	RMX 2000 10HD/40CIF to 15HD with MPMx-D upgrade	\$75,000	5 + MPMx-D	\$46,500

Additional RMX Expansions - Available at \$6,000 per HD 720p Port				
Part #:	Description	Original List Price	# of HD Expansion Ports	Promotional List Price *
VRMX5HDUP	RMX 1500/2000/4000 MPMx Expansion - 5 HD License Add-on	\$34,000	5	\$30,000
VRMX15HDUP	RMX 2000/4000 MPMx Expansion - 15 HD Licenses plus MPMx-D	\$102,000	15	\$90,000
VRMX30HDUP	RMX 2000/4000 MPMx Expansion - 30 HD Licenses plus MPMx-D	\$204,000	30	\$180,000

## Terms and Conditions

1. To participate in the RMX MPMx Upgrade program customers must provide the following data for existing RMX 2000 or RMX 4000 systems:
  - a. serial number
  - b. chassis part number
  - c. number of 720p HD system licenses purchased

The RMX MPMx Upgrade Calculator should be provided with the equipment order to document the items shown above. Please see Upgrade Process on the next page for more information.

2. To take advantage of the functionality of MPMx, customers will need the RMX 2000 7.0 or higher software version.
3. Purchase order must be tied to a customer order. Customer name and NST #: 2011-12-71953 must be on purchase order.
4. This offer is available to end user customers that purchase from a certified Polycom Channel Partner (Partner must be certified to sell RMX series). Polycom partners will receive their contractual discount off of the \$6,000 per 720p HD license price.
5. Maintenance services are required for the additional licenses and must be coterminous with existing RMX system maintenance contract. Additional Microsoft Lync integration services are available from Polycom or certified resellers for customers who desire a more turnkey deployment.
6. This offer is void where prohibited or otherwise restricted by law, channel and/or end-user policies.
7. There is a companion Ready Offer for HDX Customers (NST: 2011-12-71934). These two NSTs may be referenced on the same purchase order. This offer may not be combined with any other program, discount or NST.
8. Polycom reserves the right to modify or cancel this offer/program at any time without notice.
9. This offer is valid from January 1, 2012 through June 30, 2012.

## Upgrade Process

### **RMX 2000/4000 MPM+ to RMX MPMx Upgrade Program Process:**

1. Order is placed for the RMX MPMx Upgrade program (part numbers noted above). Polycom Sales Engineer or Partner Sales Engineer will obtain the chassis serial number and part number from the RMX Manager Hardware monitor. Proof of serial Number and licenses authorized must be included in order package sent to Polycom.
2. Optional upgrade installation service ordered (part number 4870-00378-150).
3. If existing system is covered by a maintenance contract, then the same level of coterminous maintenance must be ordered for the additional licenses. The Polycom Service Pricing Tool can be used to calculate the additional maintenance.
4. Order Management will indicate the serial number and chassis part number on the order.
5. New MPMx card(s) will be shipped to the customer including new licenses.
6. Customer should upgrade from MPM+ to MPMx using the detailed upgrade document. Following is a summary of the required steps:
  - A. Existing RMX 2000/4000 system will be upgraded (with current MPM+ hardware) to Version 7.0 or higher. Successful upgrade should be verified.
  - B. New keycode for the increased capacity should be obtained from Polycom website and installed.
  - C. Turn off the RMX and replace the MPM+ with MPMx.
  - D. Turn on the RMX. Once system has been rebooted the additional licenses will be available.
  - E. The Service Help Desk may be contacted for support should any issue arise.

### **RMX 2000 MPM to RMX MPMx Upgrade Program Process:**

Customers with the MPM version of the RMX 2000 hardware will need a new chassis as well as the MPMx card upgrade. Polycom will provide the new chassis and fan tray free of charge. Field replaceable components are repurposed in the new chassis. The existing chassis (for MPM cards) will not support the MPMx cards and must be destroyed or recycled.

1. Order is placed for the RMX MPMx Upgrade program (part numbers noted above). Polycom Sales Engineer or Partner Sales Engineer will obtain the chassis serial number and part number from the RMX Manager Hardware monitor. Proof of Serial Number and licenses authorized must be included in order package sent to Polycom.
2. Optional upgrade installation service ordered (part number 4870-00378-150).
3. If existing system is covered by a maintenance contract, then the same level of coterminous maintenance must be ordered for the additional licenses. The Polycom Service Pricing Tool can be used to calculate the additional maintenance.
4. Order Management will indicate the serial number and chassis part number on the order.
5. New RMX 2000 chassis, if required, and MPMx card(s) will be shipped to the customer including new licenses.
6. Customer should upgrade from MPM to MPMx using the detailed upgrade document. Following is a summary of the required steps:
  - A. If a new chassis is required, customers with MPM systems need to perform hardware swap of the modules by moving the FRUs (CPU module, Power supplies, RTM IP and RTM ISDN) from the old chassis to the new chassis.
  - B. Bridge should be upgraded to Version 7.0 or higher. Successful upgrade should be verified.
  - C. New keycode for the increased capacity should be obtained from Polycom website and installed.
  - D. Turn off the RMX and replace the MPM with MPMx.
  - E. Turn on the RMX. Once system has been rebooted the additional licenses will be available.
  - F. Old chassis may be recycled.
  - G. The Service Help Desk may be contacted for support should any issue arise.