



# Polycom® CX Proof of Concept Bundle Offer

## Polycom Proof of Concept Offer NST: 2011-03-56924

The Polycom CX product family, optimized for use with Microsoft Lync, is an integral part of any UC strategy. These natively integrated UC devices deliver rich presence, clear, high definition audio and seamless plug-and-play functionality.

To enable our customers to take full advantage of Polycom UC solutions optimized for Microsoft environments, we have created a unique incentive offer to jump start customer proof of concept trials using Polycom CX endpoints. For a limited time, resellers will receive an **additional 10% discount** when placing a customer order for either a 10 phone or 25 phone proof of concept bundle outlined below.

### 10 Phone Bundle Offer



Part Number	Product Description	Quantity
2200-15987-025	CX600 IP Phone	4
2200-32500-025	CX300 USB Phone	2
2200-44240-001	CX100 USB Speakerphone	2
2200-44300-025	CX500 IP Phone	1
2200-44340-001*	AC power kit for CX500/600 (5 pack)	1
2200-15810-025	CX3000 IP Conference Phone	1
2200-15853-001*	AC Power Kit for CX3000	1

\*AC power kits may be omitted for PoE enabled environments

**Suggested price to end customer: \$2,000**

### 25 Phone Bundle Offer



Part Number	Product Description	Quantity
2200-15987-025	CX600 IP Phone	14
2200-32500-025	CX300 USB Phone	3
2200-44240-001	CX100 USB Speakerphone	3
2200-44300-025	CX500 IP Phone	4
2200-44340-001*	AC power kit for CX500/600 (5 pack)	3
2200-15810-025	CX3000 IP Conference Phone	1
2200-15853-001*	AC Power Kit for CX3000	1

\*AC power kits may be omitted for PoE enabled environments

**Suggest price to end customer: \$4,999**

## Terms and Conditions

1. The Polycom program is valid from April 1, 2011 through June 30, 2012 in North America and EMEA.
2. This offer is available to Polycom or Microsoft Partners that are Polycom Microsoft Endpoint Certified Partner, at a minimum.
3. Limited to one (1) Bundle per end user/organization name.
4. Offer is not publically available and may not be promoted as such.
5. Bundles are fixed and may not be modified with the exception of AC Power Kits which may be omitted if not required.
6. 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.
7. Polycom will ship orders placed directly to the end customer as provided on the purchase order.
8. Channel partners participating in the program must be in good financial standing with Polycom or Polycom Authorized Distributor.
9. This offer is void where prohibited or otherwise restricted by law, channel, and/or end-user policies.
10. This offer may not be combined with other Polycom NSTs or discounts, VIR will still be included.
11. Polycom reserves the right to modify or terminate offer at any time without notice.

For inquires please contact your local Polycom Account Manager or your regional Strategic Client Director.

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