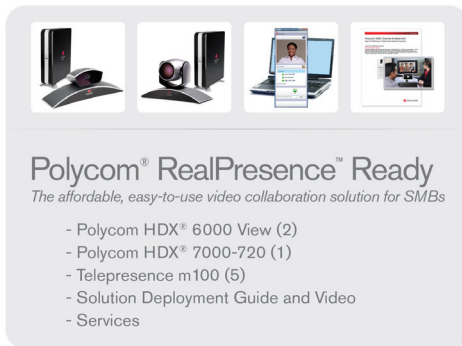


Polycom® RealPresence™ Ready Expansion Offer

Easy, Intuitive Communication and Collaboration—For Less



Improved TCO and User adoption

The Polycom RealPresence Ready room telepresence solutions support H.264 High Profile for the highest-quality video at up to half the bandwidth! High Profile enables a dramatic reduction in the network resources necessary to video-enable organizations. It allows you to meet budget challenges and power visual communication with fewer resources, thus limiting or avoiding costly network upgrades—all while remaining standards-based.

Video deployments can now be extended to more sites, most cost effectively, and with greater quality, than ever before.

The Polycom® RealPresence™ Ready is a video collaboration solution that delivers high quality, reliable video communications in a simple and affordable package that enables users to communicate more effectively, efficiently, and productively. Complement the RealPresence Ready with additional solutions, such as firewall traversal or conference phones, from Polycom to fully address your customer's unique needs.

There's No Better Time for SMB customers to take advantage of the evolving UC landscape – Polycom RealPresence Ready

Increase Efficiency, Effectiveness, Productivity and Morale

- Enhance productivity by instantly meeting face-to-face with remote groups and individuals
- Improve engagement and alignment with remote workers through regular visual communications
- Make faster decisions and accelerate time to market with more frequent collaboration

Fast Return on Investment

- Install quickly and minimize IT involvement with a comprehensive solution deployment guide and installation video
- Benefit from immediate reductions in travel by replacing in-person meetings with high quality, easy-to-use video calls
- Gain the industry's lowest TCO with room systems that use up to 50 percent less bandwidth than comparable solutions
- Drastically reduce the up-front capital outlay with a flexible financing and technology refresh options

Assured Interoperability, Scalability and Security

- Simple integration with current and future video components based on standards-based interfaces
- Investment protection with deep and native integration with industry-leading communication solutions
- Easy expansion with the industry's leading portfolio of group, personal, and mobile solutions
- IT-approved security with standards-based encryption and optional firewall traversal solutions

Business Continuity

- Ensure productive collaboration in the face of natural or man-made disasters
- Partner with the industry's leading provider of video conferencing and UC solutions
- Maximize uptime with a minimum of one year of full solution support from Polycom's global support team

The Polycom solutions below are offered at an incremental discount when purchased with the Polycom RealPresence Ready on the same purchase order – voice and video conferencing tailored to meet the specific needs of SMBs.

Product ID	Long Description	EMEA Region MSRP	Incremental Discount
2583-62565-002	VBP 200E - Firewall/ NAT traversal unit for small office/home office	\$1,399	7%
2583-73545-001	VBP 4555-E3 Firewall/ NAT traversal unit. 4 port 10/100 Ethernet switch, integrated T1 CSU/ DSU WAN interface or 1x10/100 Ethernet WAN interface with capacity. Select power cord.	\$2,100	7%
2583-73553-005	VBP 5300-E10 Firewall/ NAT traversal unit.This 5300LF2 based model includes 2x10/100/1000 Ethernet interfaces, 1x10/100/1000 Ethernet with capacity of 10meg. Select power cord.	\$7,500	7%
2583-73553-006	VBP 5300-E25 Firewall/ NAT traversal unit. This 5300LF2 based model includes 2x10/100/1000 Ethernet interfaces, 1x10/100/1000 Ethernet with capacity of 25meg. Select power cord.	\$10,750	7%
2200-40000-001	SoundStation IP 7000 (SIP) conference phone. 802.3af Power over Ethernet. Expandable. Includes 25' (6 meter) CAT5 shielded Ethernet cable. Does not include Russia.	\$1,339	7%
2230-40300-001	Polycom SoundStation IP 7000 (SIP) conf phone. NA power plug; 25 ft/6m Cat5 shielded Ethernet cable; Pwr Insert Cable. Expandable.	\$1,449	7%
2230-40500-001	Polycom SoundStation IP 7000 multi-unit connectivity kit. Includes two IP 7000 consoles, multi-interface module with universal power supply, console interconnect cable.	\$2,989	7%
2230-40600-025	SoundStation IP 7000 conference phone with 10 ft (3 meter) C-link cable for connection to HDX video systems. Also includes 25 ft (7.5 meter) Cat5 shielded Ethernet cable. Does not include Russia.	\$1,339	7%
5150-26511-001	Software option for HDX 6000 to enable 1080p	\$1,500	20%
5150-26946-001	Software option for HDX 7000 to enable 1080p	\$3,000	20%

Terms and Conditions

1. This offer is available to end-user customers that purchase from a certified Polycom Channel Partner.
2. Partner must be certified to sell Polycom video solutions.
3. This offer may not be used to support stocking orders. Purchase order must be tied to a customer order; customer name must be on purchase order.
4. Qualifying orders must contain the Polycom RealPresence Ready on the same invoice. Polycom Part Number: 7200-61720-XXX.
5. This offer is void where prohibited or otherwise restricted by law, channel, and/or end-user policies.
6. This offer may not be combined with other NSTs or discounts.
7. This offer is valid on purchases from October 1, 2011 through March 31, 2012.
8. Polycom reserves the right to modify or cancel this offer/program at any time without notice.

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