



Executive Briefings

An Executive Briefing is a powerful and persuasive sales tool and one of Polycom's most important sales resources. When you partner with the Polycom Executive Experience Center (EEC) team, we share and understand a customer's unique challenges, collaborating to deliver a tailored briefing that secures and strengthens a long-term relationship with customers and partners.

The Polycom Executive Experience Centers and Solution Centers offer business and enterprise customers a special opportunity to experience one-to-one time with Polycom executives and subject matter experts to identify real-world business and technology strategies applicable to their business challenges.

To set up a one-of-a-kind briefing, contact your Polycom Account Manager.

For a map of EEC and Solution Center locations, go to:

<http://www.polycom.com/company/about-us/executive-experience-center.html>

POLYCOM PROMOTION

Limited Time Offer! Polycom Trio™ Small Room Starter Kit.

What's the offer?

Buy a Polycom Trio 8x00 with Polycom Trio VisualPro and the EagleEye Acoustic and save 15% on the overall package price.

Who is this offer for?

This offer is aimed at customers with small to mid-size rooms who want: a combined voice and video experience, fantastic user interface, best-in-class audio performance with Polycom Trio exclusive features such as:

- An intuitive and easy to use color touch screen interface
- Versatile content sharing options delivering a rich collaboration experience
- Easy and cost-efficient management with one device for voice and video calls in all rooms
- Connection to multiple ecosystems to maximize flexibility and investment protection
- Polycom NoiseBlock™—automatically muting extraneous background noises like keyboard tapping sounds.

When does the offer expire?

March 31st, 2019

Part numbers to be ordered

1. Choose the Polycom Trio model required

Product Number	Description	Incremental discount
2200-66070-001	RealPresence Trio 8800 IP conference phone with built-in Wi-Fi, Bluetooth and NFC. 802.af/at Power over Ethernet. SHIPS WITHOUT POWER KIT. Incl. 7.6m/25ft Ethernet cable, 1.8m/6ft USB 2.0 cable and Setup Sheet.	10%
2200-66700-025	Polycom Trio 8500 IP conference phone with built-in Bluetooth. 802.3af Power over Ethernet. SHIPS WITHOUT POWER KIT. Incl. 7.6m/25ft Ethernet cable, and Setup Sheet. (CHINA: incl. 3 yr Partner Premier)	10%

2. Add Polycom VisualPro and EagleEye Acoustic Camera

Product Number	Description	Incremental discount
7200-85660-125	Trio VisualPro: VisualPro codec only. For Trio 8800/8500 only. Order supported Polycom EagleEye HDCI cameras separately. Cables: 1 HDMI 1.8m, 1 CAT 5E LAN 3.6m. NO PWR CORD - order Group 310 pwr cord separately. Not for RUS,CHN. Mntc Cntrct Reqd.	15%
2624-65058-001	EagleEye Acoustic Camera: Compatible with Group Series HDCI inputs. Electronic Pan Tilt 2x Digital Zoom. Auto focus. Embedded stereo microphone. Single built-in HDCI cable (incl: power, Comm, IR, Y/Pb/Pr, audio) 2M cable length.	30%

3. Select Service

Product Number	Description	Incremental discount
4870-66070-112	Premier, One Year, RealPresence Trio 8800 IP Conference Phone	10%
4870-85660-112	Premier, One Year, Trio VisualPro: HD codec only for Trio 8800/8500.	10%
4870-65058-112	Premier, One Year, EagleEye Acoustic Camera	10%
4870-66700-112	Premier, One Year, Polycom Trio 8500 IP conference phone	10%

Terms and Conditions

1. Program valid from November 9th, 2018 **through December 22nd, 2018**, or until terminated by Polycom. **NST 2018-11-139956** must be referenced in the PO to Polycom. This promotion is available in NA only.
2. "J" and "G" part number variants are eligible for this promotion.
3. All units must be purchased on one purchase order and all units must ship within the same calendar quarter.
4. This offer is only available to End User customers who purchase from a certified Polycom Channel Partner.
5. This offer is void where prohibited or otherwise restricted by law.
6. This offer may not be combined with any other promotional offer or discounts apart from deal registration where applicable.
7. Polycom reserves the right to modify or cancel this program at any time.
8. No exceptions to this program will be allowed. Polycom has the right to deny all claims that do not meet the criteria outlined in this document.

About Polycom

Polycom helps organizations unleash the power of human collaboration. More than 400,000 companies and institutions worldwide defy distance with secure video, voice, and content solutions from Polycom to increase productivity, speed time to market, provide better customer service, expand education, and save lives. Polycom and its global partner ecosystem provide flexible collaboration solutions for any environment that deliver the best user experience, enterprise-grade solutions, the broadest multi-vendor integration, and customer choice.

Polycom, Inc.
1.800.POLYCOM
www.polycom.com

Polycom Asia Pacific Pte Ltd
+65 6389 9200
www.polycom.com.sg

Polycom EMEA
+44 (0)1753 723282
www.polycom.co.uk

