Going Green with Polycom

Polycom Trade-in program includes a recycle option, as part of our Going Green with Polycom initiative. Designed to minimise the environmental impact of our business, Going Green with Polycom touches the full product lifecycle— from research and development and clean manufacturing processes to greener packaging and shipping models to proper product disposal.

Join us in helping keep our planet green. Visit *http://www.polycom. com/company/about_us/global_ sustainability.html* to learn more about Going Green with Polycom.

Polycom® 2014 Trade-in Program

Polycom US & Canada Promotions

Purchase new Polycom infrastructure and video solutions and enjoy significant discounts with the trade-in of eligible legacy or competitive equipment.

Polycom helps people communicate and collaborate more naturally across a variety of organizations. Upgrade to the latest solutions from Polycom and increase your organizations productivity while reducing costs – Polycom solutions deliver results quickly!

Simply trade in your existing legacy Polycom or competitive equipment January 1, 2014 through December 19, 2014 and receive incremental discounts on qualifying new purchases from a Certified Polycom reseller. Then use Polycom's award-winning solutions to "go" wherever you need to be—team meetings, training, brainstorming sessions, customer presentations, and more—with "just like being there" audio and video quality.

Eligible Polycom® RealPresence® Platform Universal Video Collaboration Solutions

At the heart of the Polycom® RealPresence® Platform lies our award-winning Polycom® RealPresence® Collaboration Server technology. The RealPresence Collaboration Server series enables organizations to seamlessly collaborate visually with unprecedented simplicity, interoperability, ROI, quality and scale through design innovations like H.264 High Profile, dynamic resource allocation, native integration and universal bridging. Simply put, RealPresence Collaboration Server and Polycom RealPresence Platform connects the most people in the highest quality for the lowest cost.

Product Number	Description	Incremental Trade-in Discount
Polycom® RealPresence® Collaboration Server 4000 Systems		
VRMX4315HDR	RealPresence Collaboration Server 4000 IP only 7HD1080p/15HD720p/30SD/45CIF resource configured & licensed system equipped with one (1) MPMx-D Media Processing Modules. AC Power (Maintenance Contract Required)	25.00%
VRMX4315HDR-DC	RealPresence Collaboration Server 4000 IP only 7HD1080p/15HD720p/30SD/45CIF resource configured & licensed system equipped with one (1) MPMx-D Media Processing Modules. DC Power (Maintenance Contract Required)	25.00%
VRMX4330HDR	RealPresence Collaboration Server 4000 IP only 15HD1080p/30HD720p/60SD/90CIF resource configured & licensed system equipped with one (1) MPMx-D Media Processing Modules. AC Power (Maintenance Contract Required)	25.00%
VRMX4330HDR-DC	RealPresence Collaboration Server 4000 IP only 15HD1080p/30HD720p/60SD/90CIF resource configured & licensed system equipped with one (1) MPMx-D Media Processing Modules. DC Power (Maintenance Contract Required)	25.00%
VRMX4360HDR	RealPresence Collaboration Server 4000 IP only 30HD1080p/60HD720p/120SD/180CIF resource configured & licensed system equipped with two (2) MPMx-D Media Processing Modules. AC Power (Maintenance Contract Required)	25.00%
VRMX4360HDR-DC	RealPresence Collaboration Server 4000 IP only 30HD1080p/60HD720p/120SD/180CIF resource configured & licensed system equipped with two (2) MPMx-D Media Processing Modules. DC Power (Maintenance Contract Required)	25.00%
VRMX4390HDR	RealPresence Collaboration Server 4000 *IP only 45HD1080p/90HD720p/180SD/270CIF resource configured & licensed system equipped with three (3) MPMx-D Media Processing Modules. AC Power (Maintenance Contract Required)*	*25.00%*
VRMX4390HDR-DC	RealPresence Collaboration Server 4000 *IP only 45HD1080p/90HD720p/180SD/270CIF resource configured & licensed system equipped with three (3) MPMx-D Media Processing Modules. DC Power (Maintenance Contract Required)*	25.00%
VRMX4420HDR	RealPresence Collaboration Server 4000 *IP only 60HD1080p/120HD720p/240SD/360CIF resource configured & licensed system equipped with four (4) MPMx-D Media Processing Modules. AC Power (Maintenance Contract Required)*	*25.00%*
VRMX4420HDR-DC	RealPresence Collaboration Server 4000 *IP only 60HD1080p/120HD720p/240SD/360CIF resource configured & licensed system equipped with four (4) MPMx-D Media Processing Modules. DC Power (Maintenance Contract Required)*	*25.00%*
Polycom® RealPresence® Collaboration Server 2000 Systems		
VRMX2710HDR	RealPresence Collaboration Server 2000 *IP only 5HD1080p/10HD720p/20SD/30CIF resource configured & licensed system equipped with one (1) MPMx-S Media Processing Module. (Maintenance Contract Required)*	*20.00%*
VRMX2715HDR	RealPresence Collaboration Server 2000 *IP only 7HD1080p/15HD720p/30SD/45CIF resource configured & licensed system equipped with one (1) MPMx-S Media Processing Modules. (Maintenance Contract Required)*	*20.00%*
VRMX2720HDR	RealPresence Collaboration Server 2000 *IP only 10HD1080p/20HD720p/40SD/60CIF resource configured & licensed system, equipped with one (1) MPMx-D Media Processing Modules. (Maintenance Contract Required)*	*20.00%*

Product Number	Description	Incremental Trade-in Discount
RealPresence Collaboration Server 2000 Systems		
VRMX2730HDR	RealPresence Collaboration Server 2000 IP only 15HD1080p/30HD720p/60SD/90CIF resource configured & licensed system equipped with one (1) MPMx-D Media Processing Modules. (Maintenance Contract Required)	20.00%
VRMX2745HDR	RealPresence Collaboration Server 2000 IP only 22HD1080p/45HD720p/90SD/135CIF resource configured & licensed system equipped with one (1) MPMx-D and one (1) MPMx-S Media Processing Modules. (Maintenance Contract Required)	20.00%
VRMX2760HDR	RealPresence Collaboration Server 2000 IP only 30HD1080p/60HD720p/120SD/180CIF resource configured & licensed system equipped with two (2) MPMx-D Media Processing Modules. (Maintenance Contract Required)	20.00%
RealPresence Collaboration Server 1500 Systems		
VRMX1515	RealPresence Collaboration Server 1500 Base System, loaded with 10 SD, 15 CIF resource licenses, upgradable with SW license to 25 CIF or/and HD support, equipped with MPMx-Q (Maintenance Contract Required)	15.00%
VRMX1525	RealPresence Collaboration Server 1500 Base System, loaded with 14 SD, 25 CIF resource licenses, upgradable with SW license to HD only, equipped with MPMx-Q (Maintenance Contract Required)	15.00%
VRMX1505HDR	RealPresence Collaboration Server 1500 IP only 5HD720p/10SD/15CIF resource configured & licensed system, equipped with one (1) MPMx-S Media Processing Module. (Maintenance Contract Required)	15.00%
VRMX1505HDRE	RealPresence Collaboration Server 1500 IP only 5HD720p/10SD/15CIF resource configured & licensed system, equipped with one (1) MPMx-D Media Processing Modules. (Maintenance Contract Required)	15.00%
VRMX1510HDR	RealPresence Collaboration Server 1500 IP only 5HD1080p/10HD720p/20SD/30CIF resource configured & licensed system equipped with one (1) MPMx-S Media Processing Module. (Maintenance Contract Required)	15.00%
VRMX1515HDR	RealPresence Collaboration Server 1500 IP only 7HD1080p/15HD720p/30SD/45CIF resource configured & licensed system, equipped with one (1) MPMx-S Media Processing Module. (Maintenance Contract Required)	15.00%
VRMX1520HDR	RealPresence Collaboration Server 1500 IP only 10HD1080p/20HD720p/40SD/60CIF resource configured & licensed system, equipped with one (1) MPMx-D Media Processing Module. (Maintenance Contract Required)	15.00%
VRMX1530HDR	RealPresence Collaboration Server 1500 IP only 15HD1080p/30HD720p/60SD/90CIF resource configured & licensed system, equipped with one (1) MPMx-D Media Processing Module. (Maintenance Contract Required)	15.00%

Approved Trade-in Equipment for Video Collaboration Solutions

Polycom MGC 25, Polycom MGC 50/100 , Polycom MGC+ 50/100, RMX 1000, Avaya (MCU), Cisco (3511,3545), Codian (MCU4200, MCU 4500, MSE 8000), Ezenia/Video Server, FVC/Radvision (Click to Meet), Lifesize (Multipoint 24), PictureTel (Prism, Montage, M-8000), Radvision (Invision, VialP, Scopia), Tandberg (MCU, MPS), Vcon-Emblaze (VCB), V-Tel (MCU- 2, Smartlink). All Polycom equipment must have been purchased over one year ago to be eligible for trade-in.

Polycom® RealPresence® Access Director™

Trade-in Polycom's Video Border Proxy products (VPB 5300 and VPB 6400 models) for the new scalable and secure firewall traversal solution RealPresence Access Director. RPAD enables seamless video collaboration across business-to-business and intra-company networks for H.323 and SIP devices. RealPresence Access Director is a single-server appliance that enables users to connect via video whether at home, in the office or on-the-go.

Product Number	Description	Incremental Trade-in Discount
2200-78700-025	Access Director Appliance, 25 Call Licenses (Mantenance Contract Required)	15.00%

Polycom® RealPresence® Group Series

RealPresence Group 300, 500 or 700, combining great video experiences and a new breakthrough simple interface with the broadest interoperability and lowest total cost of ownership of any video collaboration system.

Product Number	Description	Incremental Trade-in Discount
7200-63420-xxx	RealPresence Group 300 -720p:Group 300 HD codec, EagleEye III camera, mic array, univ. remote, NTSC/PAL. Cables: 1 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI analog 3m, NEMA 5-15. Maintenance Contract Required.	15.00%
7200-63530-xxx	RealPresence Group 300 - 720p: Group 300 HD codec, EagleEye Acoustic cam., univ. remote, NTSC/PAL. Cables: 1 HDMI 1.8m, 1 CAT 5E LAN 3.6m, NEMA 5-15. Maintenance Contract Required	15.00%
7200-63430-xxx	RealPresence Group 500-720p: Group 500 HD codec, EagleEye III camera, mic array, univ. remote, NTSC/PAL. Cables: 2 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI analog 3m, NEMA 5-15. Maintenance Contract Required.	15.00%
7200-63490-xxx	RealPresence Group 500-1080p: Group 500 HD codec, EagleEye III camera, mic array, univ. remote, NTSC/PAL. Cables: 2 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI analog 3m, NEMA 5-15. Maintenance Contract Required.	15.00%
7200-63550-xxx	RealPresence Group 500 - 720p: Group 500 HD codec, EagleEye Acoustic cam., univ. remote, NTSC/PAL. Cables: 2 HDMI 1.8m, 1 CAT 5E LAN 3.6m, NEMA 5-15. Maintenance Contract Required	15.00%
7200-63630-xxx	RealPresence Group 500 - 1080p: Group 500 HD codec, EagleEye Acoustic cam., univ. remote, NTSC/PAL. Cables: 2 HDMI 1.8m, 1 CAT 5E LAN 3.6m, NEMA 5-15. Maintenance Contract Required	15.00%
7200-63450-xxx	RealPresence Group 700-720p: Group 700 HD codec, EagleEye III camera, mic array, univ. remote, NTSC/PAL. Cables: 1 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI analog 3m, NEMA 5-15. Maintenance Contract Required.	15.00%
7200-63520-xxx	RealPresence Group 700-1080p: Group 700 HD codec, EagleEye III camera, mic array, univ. remote, NTSC/PAL. Cables: 1 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI analog 3m, NEMA 5-15. Maintenance Contract Required.	15.00%

Approved Trade-In Equipment for RealPresence Group Series Solutions

Cisco/Tandberg (C Series, MXP Series, MSE Series, Edge Series), Lifesize (Room, Team, Express), Sony (PCS Series), Aethra (Vega series), Huawei (View Point Series), Radvision Scopia VC240, VTEL conferencing systems, Polycom iPower, Polycom View Stations, Polycom VSX series, Polycom V500, and discontinued Polycom HDX series. All Polycom equipment must have been purchased over one year ago to be eligible for trade-in.

Polycom Trade-in Offer

Terms and Conditions

1. Program valid from January 1, 2014 through December 19, 2014, or until terminated by Polycom. **NST 2013-11-109352** must be referenced in the PO to Polycom.

2. The equipment being traded in must be in use and in working condition prior to destruction to be eligible for this discount. See Claim Form.

3. End Users must purchase one new qualified unit, or enter into a non-cancellable lease agreement with a term of at least 36 months for one new qualified unit, and trade in one eligible system to qualify for this discount. Customers purchasing or leasing new qualified video conferencing or infrastructure solutions must purchase an annual maintenance service agreement from a Polycom Certified Channel Partner to be eligible for this offer.

   Special Note: In order to qualify for the discount for trading in Polycom products, the old Polycom equipment must have been purchased at least 12 months prior to the purchase date of the new equipment.

4. Polycom must receive a trade-in Claim Form with the Polycom Purchase Order. Orders received without the 2014 Trade-in Claim form will not be processed until the claim form is received.

5. This offer is only available to End User customers who purchase or enter into 36 month non-cancellable lease agreements from a certified Polycom Channel Partner.

6. This offer is void where prohibited or otherwise restricted by law.

7. This offer may not be combined with any other promotional offer or discounts, and 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.

Trade-in 2014 Claim Form

Valid from January 1, 2014 through December 19, 2014
NST#: 2013-11-109352

End User Information:

Company Name _____

First Name _____ Last Name _____

Title _____

Addrress _____

City _____ State/Province _____ Postal Code _____

Phone _____ Email _____

I acknowledge that I have read and am authorized to, and do accept terms and conditions of the **Trade-in 2014** on behalf of my identified business organization. I do hereby certify that the equipment being traded-in was purchased more than twelve (12) months ago and is installed and in use in our normal business operations. I further certify that the equipment being traded-in will be properly disposed of and will not be used in any capacity within our organization or be resold for use at any other company.

Customer Signature _____ Date _____

Partner Information:

Company Name _____

Partner Company Representative _____ Email _____

About Polycom

Polycom is the global leader in open standards-based unified communications and collaboration (UC&C) solutions for voice and video collaboration, trusted by more than 415,000 customers around the world. Polycom solutions are powered by the Polycom® RealPresence® Platform, comprehensive software infrastructure and rich APIs that interoperate with the broadest set of communication, business, mobile and cloud applications and devices to deliver secure face-to-face video collaboration in any environment.

Polycom, Inc.	Polycom Asia Pacific Pte Ltd	Polycom EMEA
1.800.POLYCOM	+65 6389 9200	+44 (0)1753 723282
www.polycom.com	www.polycom.asia	www.polycom.co.uk

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