



Mine the Base A Trade-in/Trade-up Promotion

NST: 2012-01-73496

Benefit today from Upgrading

Vacation rental powerhouse, HomeAway in Austin, TX had originally implemented another vendor, but upgraded to Polycom after a year. "We used to have complaint after complaint about calls dropping and bad quality with other vendors, since implementing Polycom, we no longer receive those at all. Polycom is the solution that sets us apart from everyone else."

David O'Rourke, HomeAway

More Information

Contact polycom@rebate-zone.com or 1-866-665-7402 regarding any questions on this program.

Get the best for less!

Video Conferencing is exploding worldwide – ensure your customers' collaboration solution connects the most people at highest quality and lowest cost. There has never been a better time to upgrade your customers to the RealPresence Platform with RMX Universal Video collaboration. Trade-in benefits for MGC or competitor MCUs have never been stronger. This new promotion now provides the trade-in benefits in the form of an up-front discount, which streamlines processing and improves cash flow. Most importantly, RMX provides an onramp to the Polycom RealPresence Platform and uniquely provides:

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 resilience 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

Polycom RMX® 1500, 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.

Eligible Polycom RealPresence Platform Universal Video Collaboration Solutions

At the heart of the Polycom RealPresence Platform lies our award-winning RMX technology. The RMX 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, RMX and Polycom RealPresence Platform connects the most people in the highest quality for the lowest cost.

Part #:	Description	Original List Price	Mine the Base Discount
RMX 4000 Systems			
VRMX4315HDR	RMX 4000 IP only 7HD1080p/15HD720p/30SD/45CIF resource	\$190,000	\$41,800
VRMX4315HDR-DC	RMX 4000 IP only 7HD1080p/15HD720p/30SD/45CIF resource	\$190,000	\$41,800
VRMX4330HDR	RMX 4000 IP only 15HD1080p/30HD720p/60SD/90CIF resource	\$280,000	\$61,600
VRMX4330HDR-DC	RMX 4000 IP only 15HD1080p/30HD720p/60SD/90CIF resource	\$280,000	\$61,600
VRMX4360HDR	RMX 4000 IP only 30HD1080p/60HD720p/120SD/180CIF resource	\$493,000	\$108,460
VRMX4360HDR-DC	RMX 4000 IP only 30HD1080p/60HD720p/120SD/180CIF resource	\$493,000	\$108,460
VRMX4390HDR	RMX 4000 IP only 45HD1080p/90HD720p/180SD/270CIF resource	\$706,000	\$155,320
VRMX4390HDR-DC	RMX 4000 IP only 45HD1080p/90HD720p/180SD/270CIF resource	\$706,000	\$155,320
VRMX4420HDR	RMX 4000 IP only 60HD1080p/120HD720p/240SD/360CIF resource	\$919,000	\$202,180
VRMX4420HDR-DC	RMX 4000 IP only 60HD1080p/120HD720p/240SD/360CIF resource	\$919,000	\$202,180
RMX 2000 Systems			
VRMX2710HDR	RMX 2000 IP only 5HD1080p/10HD720p/20SD/30CIF resource (MPMx-S)	\$83,500	\$16,700
VRMX2715HDR	RMX 2000 IP only 7HD1080p/15HD720p/30SD/45CIF resource (MPMx-S)	\$117,500	\$23,500
VRMX2720HDR	RMX 2000 IP only 10HD1080p/20HD720p/40SD/60CIF resource (MPMx-D)	\$151,500	\$30,300
VRMX2730HDR	RMX 2000 IP only 15HD1080p/30HD720p/60SD/90CIF resource (MPMx-D)	\$219,500	\$43,900
VRMX2745HDR	RMX 2000 IP only 22HD1080p/45HD720p/90SD/135CIF resource	\$321,500	\$64,300
VRMX2760HDR	RMX 2000 IP only 30HD1080p/60HD720p/120SD/180CIF resource	\$423,500	\$84,700
RMX 1500 Systems			
VRMX1515	RMX 1500 Base System, loaded with 10 SD, 15 CIF resource (MPMx-Q)	\$23,000	\$3,450
VRMX1525	RMX 1500 Base System, loaded with 14 SD, 25 CIF resource (MPMx-Q)	\$37,000	\$5,550
VRMX1505HDR	RMX 1500 IP only 5HD720p/10SD/15CIF resource (MPMx-S)	\$43,000	\$7,310
VRMX1505HDRE	RMX 1500 IP only 5HD720p/10SD/15CIF resource (MPMx-D)	\$60,000	\$10,200
VRMX1510HDR	RMX 1500 IP only 5HD1080p/10HD720p/20SD/30CIF resource (MPMx-S)	\$75,500	\$12,835
VRMX1515HDR	RMX 1500 IP only 7HD1080p/15HD720p/30SD/45CIF resource (MPMx-S)	\$108,000	\$18,360
VRMX1520HDR	RMX 1500 IP only 10HD1080p/20HD720p/40SD/60CIF resource (MPMx-D)	\$140,500	\$23,885
VRMX1530HDR	RMX 1500 IP only 15HD1080p/30HD720p/60SD/90CIF resource (MPMx-D)	\$205,500	\$34,935

Approved Trade-in Equipment: Polycom

- Polycom MGC-25
- Polycom MGC-50
- Polycom MGC-100
- Polycom MGC+50
- Polycom MGC+100
- Polycom RMX 1000

All Polycom trade-in equipment must have been purchased by the end user through authorized channels over a year prior to the trade-in date to be eligible for this program.

Approved Trade-in Equipment: Competitor

- Cisco CTMS
- Codian MCU 4200
- Codian MCU 4500
- Codian MSE 8000
- Huawei VP9620
- Huawei VP9610
- LifeSize Bridge 2200
- Radvision Invision
- Radvision Scopia
- Radvision VialP
- Tandberg MCU
- Tandberg MPS
- Vidyo Routers

Terms and Conditions

The following Terms and Conditions apply to your participation in the Mine the Base Promotion:

Promotion Dates

The Promotion begins on February 1, 2012 and extends through June 30, 2012, unless until earlier terminated by Polycom.

Promotion Eligibility

This Promotion is available only for Eligible Trade-In Products (defined below) purchased by end user customers from Polycom certified distributors and resellers in the United States and Canada.

The purchase of New Eligible Polycom Product(s) (defined below) and the trade in of Eligible Trade-In Product(s) are required to qualify for this Promotion.

This Promotion cannot be combined with any other promotional offers, programs or discounts.

This Promotion is only available to currently certified Polycom resellers and distributors ("Polycom Channel Partners") and their end user customers.

Eligible Trade-In Products

Please see page 2 for the list of Eligible Trade-In Products.

Eligible Trade-In Products that are Polycom products must have been owned by the end user for at least twelve months prior to the purchase date of new Polycom products.

Eligible Trade-In Products do not include any leased or returned products or products purchased through Internet auctions or any unauthorized channel.

New Eligible Polycom Products

Please see page 2 for the list of new Polycom products eligible under this Promotion.

New Eligible Polycom Products purchased under this Promotion are not eligible for the Polycom Trade-in Program.

Pre-Sale Application Process

The following documents are to be completed and submitted to Polycom@rebate-zone.com:

- Mine the Base Pre-Qualification worksheet (completed by the Polycom Channel Partner)
- Letter of Authentication (completed by the end user customer)
- Digital photograph of the identified Eligible Trade-In Products with model # and serial # clearly visible.
- Please include "MINE THE BASE" in the email subject line.

Polycom Approved Applications:

If the application/documents are properly submitted and eligible, Polycom will approve it, and electronically notify the Channel Partner, Polycom Sales Rep and end user customer identified on the Pre-Qualification worksheet.

Channel Partner submits the Approval notification along with the purchase order to Polycom. The Polycom partner's price will be based on MSRP, less the partner's existing contractual discount, less the Promotion Discount. NST #: 2012-01-73496 must also appear on partner purchase order.

Customers must purchase an annual maintenance service agreement from a Polycom Certified Channel Partner to be eligible for this Promotion.

If the application is rejected, Polycom will notify the submitter, and any corrective actions required. If the submitter fails to respond or correct any identified deficiency within 10 business days time, the application will be disqualified.

If, for any reason the application is disqualified or ineligible, the application documentation will not be returned and becomes the property of Polycom.

Post-Sale Process

Within 90 days of purchase of the new Polycom Products:

The Polycom reseller or distributor submits the documents listed below to:

Polycom Promotions

P.O. Box 100550
White Bear Lake, MN 55110-0550
Fax 651-762-9701

Polycom@rebate-zone.com

(Please include "MINE THE BASE" in the email subject line.)

The required documents include:

- Polycom's Mine the Base Approval Notification
- Letter of Destruction or Recycler Certification
- Reseller invoice or other sales document that reflects that the end user received the benefit of this Promotional Discount
- Digital photos of the trade-in equipment after destruction with the serial number clearly visible and legible in photos.
- The Channel Partner will be sent an email confirmation when their documentation is received. The Channel Partner will be contacted in the event of incomplete or missing documentation. The partner and/or end user will have 10 business days to correct any documentation issues.

For the Destruction or Recycling of the Eligible Trade-In Products

One and only one Eligible Trade-in product must be confirmed to have been destroyed or recycled for every qualifying new Polycom product purchased.

Customers may access a recycler in their area at www.earth911.com.

IMPORTANT: If the above-listed documentation is not received within 90 days from date of purchase, program participation will be declared incomplete, and in such instances, Polycom reserves the right to invoice Channel Partner for the amount of the Program Discount provided in advance of purchase, and Channel Partner agrees to pay such invoice within thirty days of receipt of same.

General Terms

This Promotion is void where prohibited or otherwise restricted by law.

Polycom makes no commitment that this Promotion will be available in any future program.

Polycom will make all determinations regarding the validity of information and documents. All decisions by Polycom and its authorized representatives are final.

Polycom reserves the right to request additional information concerning the relevant transactions at any time and to reject applications that do not meet the eligibility requirements. Polycom also reserves the right to contact end user customers at any time for such verification purposes.

Polycom is not responsible for lost, stolen, illegible, incomplete, or postage due claims/requests, or for misdirected shipments, email, mail, or faxes. **Program participants should keep copies of all submissions for their records.**

All documentation submitted for this Promotion becomes the property of Polycom and will not be returned.

Changes to and/or Termination of the Promotion.

Polycom reserves the right to modify or cancel this Promotion at any time. Polycom reserve the right to add or delete products from the eligibility list, change the Promotion Terms and Conditions, adjust list pricing and discounts on products, or terminate the Promotion at any time without notice. If possible, we will use reasonable efforts to provide advance notice of any promotion cancellation or modification, but we are not obligated to provide such notice. We disclaim any responsibility of liability for lost sales or profits resulting from the cancellation or modification of this Promotion or from our failure to provide advance notice of cancellation or modification.

False Claims.

Submitting false information to obtain the benefits under this Promotion will disqualify and related claim by an end user and/or reseller, and will make the end-user and/or reseller ineligible for future participation in Polycom promotional programs and may subject an end user and/or reseller to civil liability and/or criminal prosecution.

If any provision of these Terms and Conditions or the application of any provision to any participant or circumstance, is held invalid, the remainder of these Terms and Conditions, and the application of the provision other than to the extent it is held invalid, will not be invalidated or affected.

Any questions regarding this Promotion should be addressed to polycom@rebate-zone.com or 1-866-665-7402.

Polycom Mine the Base Pre-Qualification Worksheet

Promotion valid from February 1, 2012 through June 30, 2012

End User Information:

Company Name _____

First Name _____ Last Name _____ Title _____

Address: Street _____ City _____ State _____ Zip _____

Email Address _____ Phone Number _____

Channel Partner Information:

Company Name _____

First Name _____ Last Name _____ Title _____

Address: Street _____ City _____ State _____ Zip _____

Email Address _____ Phone Number _____

Distributor Partner Information (If Applicable):

Company Name _____

First Name _____ Last Name _____ Title _____

Address: Street _____ City _____ State _____ Zip _____

Email Address _____ Phone Number _____

Polycom Sales Rep Name _____ Polycom Sales Rep Email Address _____

Model purchased: (check box)

Part #:	Description	Mine the Base Discount
RMX 4000 Systems		
VRMX4315HDR	RMX 4000 IP only 7HD1080p/15HD720p/30SD/45CIF resource	\$41,800
VRMX4315HDR-DC	RMX 4000 IP only 7HD1080p/15HD720p/30SD/45CIF resource	\$41,800
VRMX4330HDR	RMX 4000 IP only 15HD1080p/30HD720p/60SD/90CIF resource	\$61,600
VRMX4330HDR-DC	RMX 4000 IP only 15HD1080p/30HD720p/60SD/90CIF resource	\$61,600
VRMX4360HDR	RMX 4000 IP only 30HD1080p/60HD720p/120SD/180CIF resource	\$108,460
VRMX4360HDR-DC	RMX 4000 IP only 30HD1080p/60HD720p/120SD/180CIF resource	\$108,460
VRMX4390HDR	RMX 4000 IP only 45HD1080p/90HD720p/180SD/270CIF resource	\$155,320
VRMX4390HDR-DC	RMX 4000 IP only 45HD1080p/90HD720p/180SD/270CIF resource	\$155,320
VRMX4420HDR	RMX 4000 IP only 60HD1080p/120HD720p/240SD/360CIF resource	\$202,180
VRMX4420HDR-DC	RMX 4000 IP only 60HD1080p/120HD720p/240SD/360CIF resource	\$202,180
RMX 2000 Systems		
VRMX2710HDR	RMX 2000 IP only 5HD1080p/10HD720p/20SD/30CIF resource (MPMx-S)	\$16,700
VRMX2715HDR	RMX 2000 IP only 7HD1080p/15HD720p/30SD/45CIF resource (MPMx-S)	\$23,500
VRMX2720HDR	RMX 2000 IP only 10HD1080p/20HD720p/40SD/60CIF resource (MPMx-D)	\$30,300
VRMX2730HDR	RMX 2000 IP only 15HD1080p/30HD720p/60SD/90CIF resource (MPMx-D)	\$43,900
VRMX2745HDR	RMX 2000 IP only 22HD1080p/45HD720p/90SD/135CIF resource	\$64,300
VRMX2760HDR	RMX 2000 IP only 30HD1080p/60HD720p/120SD/180CIF resource	\$84,700
RMX 1500 Systems		
VRMX1515	RMX 1500 Base System, loaded with 10 SD, 15 CIF resource (MPMx-Q)	\$3,450
VRMX1525	RMX 1500 Base System, loaded with 14 SD, 25 CIF resource (MPMx-Q)	\$5,550
VRMX1505HDR	RMX 1500 IP only 5HD720p/10SD/15CIF resource (MPMx-S)	\$7,310
VRMX1505HDRE	RMX 1500 IP only 5HD720p/10SD/15CIF resource (MPMx-D)	\$10,200
VRMX1510HDR	RMX 1500 IP only 5HD1080p/10HD720p/20SD/30CIF resource (MPMx-S)	\$12,835
VRMX1515HDR	RMX 1500 IP only 7HD1080p/15HD720p/30SD/45CIF resource (MPMx-S)	\$18,360
VRMX1520HDR	RMX 1500 IP only 10HD1080p/20HD720p/40SD/60CIF resource (MPMx-D)	\$23,885
VRMX1530HDR	RMX 1500 IP only 15HD1080p/30HD720p/60SD/90CIF resource (MPMx-D)	\$34,935

Eligible Trade-in Products: (check box)

Eligible Trade-in Products - Polycom	
<input type="checkbox"/>	Polycom MGC-25
<input type="checkbox"/>	Polycom MGC 50 / Polycom MGC-100
<input type="checkbox"/>	Polycom MGC+50 / Polycom MGC+100
<input type="checkbox"/>	Polycom RMX 1000"

Eligible Trade-in Products - Competitor			
<input type="checkbox"/>	Cisco CTMS	<input type="checkbox"/>	Radvision Invision
<input type="checkbox"/>	Codian MCU 4200	<input type="checkbox"/>	Radvision Scopia
<input type="checkbox"/>	Codian MCU 4500	<input type="checkbox"/>	Radvision VialP
<input type="checkbox"/>	Codian MSE 8000	<input type="checkbox"/>	Tandberg MCU
<input type="checkbox"/>	Huawei VP9620	<input type="checkbox"/>	Tandberg MPS
<input type="checkbox"/>	Huawei VP9610	<input type="checkbox"/>	Vidyo Routers
<input type="checkbox"/>	LifeSize Bridge 2200		

Mine the Base - A Trade-in/Trade-up Promotion

Trade-in System Serial # _____

Discount per table above: \$ _____

Destruction Method

Recycle

Destroy

_____ I acknowledge that I have read and am authorized to, and do accept terms and conditions of the Mine the Base Promotion, on behalf of my identified business organization .

_____ Partner Signature

_____ Company Name

_____ Date

Polycom Mine the Base Trade-in/Trade-up Promotion

End User Letter of Authentication

On behalf of _____ (company name), I do hereby certify by my signature below, that the trade-in equipment listed below was purchased on _____ (Date of Purchase), and was installed and in use in our normal business operations.

Manufacturer	Model #	Serial #

Trade-in Equipment:

I further certify that the equipment being traded in will be properly destroyed or recycled and will not be used in any capacity within our organization or be resold for use at any other company. To confirm the trade-in product will not be used, we agree to provide digital photos of the equipment before and after destruction or recycling, clearly and legibly showing the serial number in both photos and recycler certification for verification purposes. I further agree to provide the Certificate of Destruction or Certificate of Recycling, Digital Photos, Mine the Base Approval form and Invoice showing proof of purchase of the new equipment will be provided to Polycom within 90 days of purchase.

Signature _____

Date _____

(Must be signed by an authorized End User customer representative)

Please enclose a photograph of the equipment being trade-in, with the model # and serial # clearly visible.

Pre-Authorization Process:

Reseller/Installing Channel Partner:

1. Channel Partner will work with End User to complete Mine the Base Pre-qualification Worksheet (our goal is to have this be an on-line prequalification process, although may not be available from day 1):
 - a. Customer name, title, address, phone #, email address
 - b. Channel Partner company, contact name, title, address, phone #, email address
 - c. Distributor company, contact name, title, address, phone #, email address (may be left blank if not applicable)
 - d. Polycom Sales Rep Name and email address
 - e. RMX Equipment being purchased – from list of eligible products for this new program
 - f. Equipment being traded-in – from list of eligible trade-in products (Polycom or competitor)
 - g. Planned means of destruction: recycle or destroy
 - h. Serial # of equipment being traded-in and when purchased (month/year)
 - i. Letter of Authentication from the end user, certifying that the equipment being traded-in is in good operating order and in use within their organization, and detailing the equipment being traded-in.
 - j. Photograph of equipment being traded-in, with model # and serial # clearly visible.
 - k: Email required documentation to Polycom@rebate-zone.com. Be sure to include “MINE THE BASE” in the email subject line.
2. Channel Partner submits form and acknowledges acceptance of the terms of the program.
3. Partner will receive a Mine the Base Approval Notification email with a claim number detailing what they have entered on the Pre-Qualification worksheet and authorizing them to proceed. This Mine the Base Approval Notification must be submitted with their order to their distributor or to Polycom, if they buy direct. The Mine the Base Approval must also be submitted to the Polycom Rebate Center. The Rebate Center will monitor open claims and follow up to ensure all required documentation is completed
4. The equipment ordered must match the equipment listed on the Mine the Base Approval Notification, and the price the partner includes in their purchase order must equal the MSRP, less their contractual discount, less the Mine the Base Discount amount. No substitutions are allowed, except where a non-North American country kit is required. Any changes in equipment ordered after approval, must be resubmitted and reapproved. NST#: 2012-01-73496 must be included on partner purchase order.

Distributor – if applicable:

1. Distributor must provide a copy of the Mine the Base Approval Notification document from the reseller along with their order for the equipment covered by the program. The equipment ordered must match with the Mine the Base Approval. No substitutions are allowed, except where a non-North American country kit is required. Any changes in equipment ordered after approval, must be resubmitted and reapproved.
2. Distributor price in their purchase order must equal the MSRP, less their contractual discount, less the Mine the Base Discount Notification.

Polycom Order Management:

1. Order Management (OM) will receive the order from the reseller or distributor along with the Mine the Base Approval Notification.
2. OM will validate that the equipment being ordered exactly matches the equipment on the Mine the Base Approval, and that the discounts are properly shown on the order.
3. OM will enter the order into the Polycom system and equipment will ship and be invoiced normally.

Post Shipment:

Reseller/Installing Channel Partner:

1. Channel Partner will work with End User to gather documentation required to support the Mine the Base Program:
 - a. Certificate of Destruction (including detailed information on what was destroyed...model #, serial # and photographs of equipment after destruction) or Certificate of Recycling (including detailed information on what was recycled...description, model #, serial #)
 - b. Proof of Purchase (partner invoice) with Mine the Base discount clearly noted on the invoice
 - c. Mine the Base Approval Notification – contains tracking number
2. Channel partner will forward supporting documentation to Polycom Rebate Center...scan and email, fax or USPS, if a direct partner. If not a direct partner, then reseller must forward supporting documentation their distributor, who will submit it to the Polycom Rebate Center.
3. Partner has 90 days to forward required documentation to the Polycom Rebate Center.
4. In the event that the required documentation is not provided within 90 days, Polycom reserves the right to invoice channel partner for the Mine the Base Discount that was given up-front. Channel Partner will be contacted prior to invoicing by the Polycom Rebate Center requesting this paperwork.

Distributor:

1. Distributor will work with resellers to get supporting documentation from the end user.
2. Distributor has 90 days to forward required documentation to the Polycom Rebate Center.
3. In the event that the required documentation is not provided within the 90 days, Polycom reserves the right to invoice distributors for the Mine the Base Discount that was given up-front. Distributor will be contacted prior to invoicing by the Polycom Rebate Center requesting this paperwork.

Polycom Rebate Center:

1. Rebate Center will validate that supporting documentation matches the information provided in the Mine the Base Approval Notification. They will validate:
 - a. Certificate of Destruction (including detailed information on what was destroyed...model #, serial # and photographs of equipment after) or Certificate of Recycling (including detailed information on what was recycled...description, model #, serial #)
 - b. Proof of Purchase (partner invoice) for new equipment with Mine the Base discount clearly noted on the invoice
 - c. Mine the Base Approval Notification– contains tracking number
2. If supporting documentation is insufficient, or inaccurate, they will work with the partner to correct or obtain the appropriate documentation.
3. If fully supported documentation cannot be obtained in a timely manner after requested, then the Polycom Rebate Center will notify Polycom Order Management to generate an invoice to the Polycom partner who ordered the equipment for the Mine the Base Discount that was taken, but not supported on the back end. .
4. Rebate Center will maintain a record of all approved Mine the Base Approvals and report monthly on status of each...approved...within 90 days...open outside 90 days...properly completed within 90 days.

Order Management:

1. In the event of a breach of the Mine the Base Program terms and conditions, Polycom Order Management will invoice the Polycom channel partner for the Mine the Base Discount that was taken and not properly supported.