



PROGRAM BROCHURE

Polycom® Awards Your Success (PAYS)

Channel Rewards Program



Polycom Awards Your Success (PAYS)



Polycom PAYS Program offers Polycom Certified channel partner sales representatives and sales engineers the opportunity to earn rewards for selling Polycom solutions.

Rewards are issued to your Polycom PAYS Prepaid Visa™ card, which can be used at millions of locations, wherever Visa debit cards are accepted, including retail stores and online merchants.

How to Claim Your Polycom PAYS Rewards

Limited Polycom PAYS funds are available. Sell eligible products and submit your claims early to earn your rewards in Q1 2013.

Eligibility Requirements

- A sales representative or sales engineer at a certified Polycom reseller in good financial standing with Polycom
- A legal resident in the United States or Canada
- Registered to participate in the Polycom PAYS program

Note: Distributors, direct market resellers (DMRs), and retail outlet resellers aren't eligible to participate.

1. **Register online** at www.polycomrewards.com, click the “Registration” button, and complete the form.
2. **Sell eligible Polycom products** (listed in the Polycom PAYS product exhibits on pages 3 – 5) to an end-user customer.
3. **Create a Polycom Financial Services Leasing quotation** and present the option to the end customer during the sale process.
4. **Gather your proof of performance documentation** (a customer invoice or reseller purchase order to Polycom or a distributor), which must include the following information:
 - Name, company, city, and state of the end-user purchasing the product(s)
 - Partner invoice number
 - Date of purchase
 - Product name and official Polycom product number
 - Lease quotation
5. **For Preferred Deal Registration, visit the PolycomConnect for Partners** at partner.polycom.com and access the “deal registration page” to review the program materials, eligibility requirements, and terms and conditions provided.
6. **Access the “Opportunity Registration” system**, select “Register an Opportunity,” and complete the registration form.

Note: Deals need to be registered and approved at least 30 days prior to the deal close date.
7. **Submit all claims within 60 days** of the purchase date shown on the reseller invoice to qualify.
8. **Call 866.326.8689 or send an e-mail** to help@myecount.com for questions on the Visa card, or visit www.myecount.com/polycom for more information.
9. **Visit www.polycomrewards.com** or call 866-237-4768 for claims status information.

Accelerate Your Unified Communications (UC) Sales and More Lucrative PAYS Rewards with Polycom® RealPresence® Platform



Polycom’s focus and leadership in standards-based unified communications has earned us a stellar track record of success. Let’s start 2013 business strong with Polycom’s unique open standards-based approach: Platform + Partners.

To learn how to register and qualify your deals, read “How to Claim Your Polycom Rewards.”

Polycom RealPresence® Platform and Polycom RealPresence® Room Payouts

Solution	Preferred Sales Payout*	Preferred SE Payout*
SECTION A: Polycom® RealPresence® Room		
Polycom HDX® Series	\$50	\$0
Polycom RealPresence® Group Series (300, 500)	\$50	
SECTION B: Universal Video Collaboration		
RMX® 1500 Series	\$150	\$150
RMX® 2000 Series	\$350	\$350
RMX® 4000 Series	\$350	\$350
SECTION C: Video Resource Management		
RealPresence® Access Director	\$300	\$300
SECTION D: Virtualization Management		
Polycom Distributed Media Application™ (DMA™) 7000	\$300	\$300
Video Content Management		
Polycom RealPresence® Media Manager	\$300	\$300
Polycom RealPresence® Capture Station	\$300	\$300
SECTION E: Universal Access and Security		
Polycom VBP™ Series	\$200	\$200

* For Preferred Deal Registration, visit the Polycom PartnerConnect at partner.polycom.com

Solution Selling Bonus

Include one infrastructure product (Infrastructure = RMX, DMA, Resource Mgr , Video Content Manager) your claim (or add in within 90 days of the original claim and receive a \$300 additional payout.

To qualify for the bonus reimbursement each claim must contain at least one item from Section A and one Item from sections B, C, D, or E.

It PAYS to Offer Polycom® Financial Services Leasing Programs



How often do you get paid to offer something even if the customer doesn't buy? With Polycom®, it's every time. That's right. For every qualifying Polycom deal you close that included leasing as an option, you'll be rewarded — whether or not the customer uses Polycom leasing.

It's a classic win-win scenario. You offer your customers an option that makes it easier to get the exact solution they want when they need it without waiting for budget. And you have a tool that makes it easier to close the sale when budget timing is an issue.

Polycom Financial Services Leasing Programs

As your business keeps pace with increasingly complex and evolving voice and video solutions, the financing associated with these solutions can be challenging. Now, to help alleviate upfront costs for maintaining a leading edge solution, Polycom has partnered with Macquarie Equipment Finance and several other leasing partners.

Learn more about Polycom Financial Services Leasing Programs at www.polycom.com/company/how_to_buy/leasing.html

Leasing Offer Bounce

Leasing Offer Bonus	Bounce
Reward deals that have been won where "Polycom Leasing," quotes have been incorporated.	\$250

Note: Minimum leasing amount \$25,000 an invoice.

Polycom Delivers Voice Solutions Work the Way You Work



Voice Solutions with PAYS

Our success today can be attributed to Polycom voice offerings. From SoundStation conference phones to SoundPoint IP phones to the latest Polycom® VVX® 600 next-generation executive business media phone, we have the broadest and highest-performing voice offering in the marketplace today.

In 2013, we will focus on taking our voice business to new heights.

To help our important voice-partners achieve this goal, Polycom is pleased to announce the DoubleWays2PAYS program focused specifically on our voice offering as part of the Accelerate Voice promotions we announced on Oct 25, 2012.

DoubleWays2PAYS – Polycom is doubling the PAYS rewards on specific phone models. Partner Reps receive cash cards with total reward at end of program.

Voice Payouts

Voice	Sales Base Payout	SE Base Payout
SoundPoint® 3XX Series	\$4	\$0
SoundPoint® 4XX, 5XX & 6XX Series	\$6	\$0
Business Media Phones Series	\$10	\$0
Polycom® SoundStation® Series	\$12	\$0
Polycom® CX100-700 Series	\$6	\$0
Polycom® CX5000 & CX7000	\$40	\$0
SoundStructure® Series	\$50	\$50

Note: Payouts limited to 50 phones per invoice per customer.

Terms and Conditions

General

- Polycom® reserves the right, in its sole discretion, to terminate, revise, or amend this promotion for any reason. Polycom will use reasonable efforts to provide timely notification of any such cancellation or modification on the *Polycom PAYS website*.
- Polycom further reserves the right to cancel, terminate, or modify this promotion if it is not capable of completion as planned due to infection by computer virus, tampering, unauthorized intervention, technical failures of any sort, or other similar incident.
- Income taxes are the sole responsibility of each participant. For those participants who earn rewards during a calendar year, Polycom will issue a 1099 form or other applicable form per the participant's country of residence.
- Throughout the year, Polycom may offer other bonus opportunities on a monthly, quarterly, or periodic basis. Promotion announcements will be made via e-mail and on the member's home page after log in.
- A set amount of funds are available each quarter for Polycom PAYS. Once that amount is distributed, no further rewards will be processed that quarter.

Claim Processing and Reward Redemption

- Claims must be submitted within 60 days of the purchase date listed on the reseller invoice provided to the customer. Claims submitted after that period are ineligible and will be rejected.
- Backup documentation (end-user customer invoice) is required for every submission. Claims missing the required information are not eligible to earn rewards. See *Polycom PAYS website* for required information.
- Earnings are automatically deposited into an individual Polycom PAYS Visa debit card for each participant. The card is distributed approximately four weeks after the first valid claim is processed. Subsequent payments are loaded on the same card at two-week intervals after processing. Polycom will notify participants via email that the funds are available. Participants can also view their current account balance and activity online through the *Polycom PAYS website*.
- All funds on the Polycom PAYS card must be used within three months of the conclusion or cancelation of the Polycom PAYS program.
- Visa cards are issued by Citibank, N.A. pursuant to a license from Visa U.S.A. Inc. Cards won't have cash access and can be used everywhere Visa debit cards are accepted.
- Polycom audits all submitted claims. Fraudulent claims will be rejected and any rewards earned will be rescinded from the individual's account.

Eligibility

- Polycom will be the sole judge of eligible sales and program disputes. All decisions regarding award eligibility and award issuance made by Polycom are final.
- Only products sold and shipped to customers in the United States and Canada are eligible for claiming in this program. Products sold to customer locations outside the United States and Canada won't earn rewards.
- Eligible sales must be claimed online via the program website within 60 days of date of purchase noted on the reseller invoice to earn rewards.
- Rewards can only be claimed by certified Polycom reseller sales representatives and sales engineers in the U.S. and Canada who are registered in the program.
- Only direct and indirect resellers are eligible for this promotion.

Exclusions, Exceptions, and Disqualifications

- All accessory products and any product not listed in the product drop down menu on the claim submission page are excluded from this program.
- Sales to Polycom employees, resellers, and family members of reseller employees are excluded from this program.
- Distributors, direct marketing resellers (DMR), and retail outlets are excluded from this promotion.
- Sales representatives and sales engineers earning rewards in this program must be employed by the certified Polycom reseller when a reward is added to their Visa debit card. Award issuance won't be made to sales representatives who've terminated their employment prior to actual issuance and account deposit.
- Polycom, in its sole discretion, reserves the right to disqualify any person tampering with the entry process or website operations or who is otherwise in violation of the rules or what Polycom deems in appropriate activity.

Contact Information

Polycom PAYS Rewards

Specific reward amounts and Polycom product ID numbers for all eligible products are available on the Polycom PAYS website.

Fax: 888.206.1934
admin@polycomrewards.com
www.polycomrewards.com

Claim Status Inquiries

Phone: 717.358.9583
www.polycomrewards.com

Visa Card Inquiries

Phone: 866.326.8689
Help@myecount.com
www.myecount.com/polycom

On Demand PAYS Text Alerts

Cardholders can now request their balance, last payment or last transaction details using a short code from their mobile phone.

Text:

BAL to 445544 for balance information

PAY to 445544 for last payment information

TRAN to 445544 for last transaction information

An immediate reply will be sent to the cardholder with the requested information. To use this feature, cardholders must first register their mobile phone number on the profile page of the Polycom PAYS website, www.polycomrewards.com.

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.
1.800.POLYCOM
www.polycom.com

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

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

