



## POLYCOM PROMOTION

---

# Limited Time Offer! Polycom RealConnect for Microsoft Teams with Polycom Group Series and Polycom Trio 8800/8500 Collaboration Kits.

## Polycom RealConnect

Connect Group Series and other standards-based endpoints into Teams or Skype for Business meetings simply through our cloud-based interoperability service.

## 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>

## What is RealConnect?

Polycom RealConnect Service, a cloud-based video interoperability service, provides connectivity from standards-based video endpoints to Teams and Skype for Business meetings. The video interoperability service allows customers to leverage existing video assets and migrate to Microsoft Teams.

**Polycom RealConnect for Microsoft Teams** offers the following benefits:

- **Flexibility**—Cloud-based solution that can scale easily
- **Simplicity**—The service is operated, managed and supported by Polycom. No hidden operating cost.
- **Stability**—The solution is a global deployment with iterative approach to maintenance updates
- **Confidence**—The service is fully supported by Polycom/Microsoft giving customer peace of mind
- **License Portability**—The same concurrent license supports Skype for Business on-premises, online, and Microsoft Teams meetings

## What's the offer?

1. Purchase two or more of Polycom RealPresence Group Series as listed in this document and receive an equal number of RealConnect for Teams subscriptions (4877-09900-651) that provide access to the Polycom RealConnect Interop service for Microsoft Teams for 9 months at no extra cost.

### OR

2. Purchase two or more Polycom Trio 8x00 Collaboration Kits (single SKU Kits or 'a-la-carte') and receive an equal number of RealConnect for Teams subscriptions (4877-09900-652) that provide access to the Polycom RealConnect interop service for Microsoft Teams for 9 months at no extra cost.

## When does the offer expire?

March 31, 2019.

1. Polycom Group Series part numbers eligible for this offer:

Product Number	Description
7200-65320-xxx	RealPresence Group 310 - 720p: Group 310 HD codec, EagleEye Acoustic cam., univ. remote, NTSC/PAL. Cables: 1 HDMI 1.8m, 1 CAT 5E LAN 3.6m, Power. Maintenance Contract Required
7200-65340-xxx	RealPresence Group 310-720p: Group 310 HD codec, EagleEyeIV-4x camera, mic array, univ. remote, NTSC/PAL. Cables: 1 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI digital 3m, Power. Maintenance Contract Required.
7200-64510-xxx	RealPresence Group 500-720p: Group 500 HD codec, EagleEyeIV-4x camera, mic array, univ. remote, NTSC/PAL. Cables: 2 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI digital 3m, Power. Maintenance Contract Required.
7200-64250-xxx	RealPresence Group 500 , EagleEyeIV-12x camera, mic array, univ. remote, NTSC/PAL. Cables: 2 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI digital 3m, Power: Maintenance Contract Required.
7200-64270-xxx	RealPresence Group 700-720p: Group 700 HD codec, EagleEyeIV-12x camera, mic array, univ. remote, NTSC/PAL. Cables: 1 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI digital 3m, Power. Maintenance Contract Required.

2. Polycom Trio part numbers eligible for this offer:

a. Trio 8800 or Trio 8500 Collaboration Kits – single SKU

Product Number	Description
7200-85310-019	Skype for Business/O365 Ed. RP Trio 8800 Collab. Kit, Polycom UCS SfB Lic., 802.3af/at PoE. Incl. Trio 8800, Trio Visual+, EagleEye Mini,. Includes 1yr Premium CALA,3 year PP China. Maintenance Contract Required
7200-85330-019	Skype for Business/O365/Lync Ed. RP Trio 8500 Collab. Kit, Polycom UCS SfB Lic.,802.3af PoE. Incl. Trio 8500,Trio Visual+,EagleEye Mini, .NO PWR KIT. Includes 1yr Premium CALA,3yr PP China. Maintenance Contract Required

b. Trio 8800 or Trio 8500 Collaboration Kits – ‘a-la-carte’

Product Number	Description
<b>1) Polycom Trio 8800 or Trio 8500</b>	
2200-66070-019	Skype for Business/O365 Edition RealPresence Trio 8800 conf. phone with Polycom UCS SfB Lic., built-in Wi-Fi, Bluetooth and NFC. 802.af/at PoE. NO PWR KIT. (CHINA: incl. 3 yr Partner Premier)
2200-66700-019	Skype for Business/O365 Edition Polycom Trio 8500 conf. phone with Polycom UCS SfB Lic., built-in Bluetooth. 802.3af PoE. NO PWR KIT.
<b>2) Polycom Trio Visual+ OR Trio VisualPro</b>	
<b>2a) Trio Visual+ only</b>	
7200-21540-001	RealPresence Trio Visual+. 802.3af Power over Ethernet. Incl. 1.8m/6ft HDMI cable, 4.5m/15ft Ethernet cable, VESA compliant mount and Setup Sheet. Incl. 1yr Premier for CALA. Maintenance Contract Required.
<b>2b) Trio VisualPro only</b>	
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. Maintenance Contract Required.

Product Number	Description
<b>2c) Trio VisualPro with EagleEye IV 4x OR 12x</b>	
7200-85460-xxx	Trio VisualPro Collaboration Kit with EEIV 12x: VisualPro codec, EagleEyeIV-12x camera. For Trio 8800/8500 only. Cables: 1 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI digital 3m, Power cord. Maintenance Contract Required.
7200-85470-125	Trio VisualPro Collab Kit with EEIV 12x: VisualPro codec, EagleEyeIV-12x camera. For Trio 8800/8500 only. NO PWR CORD – order Group 310 power cord separately. Not for CHN, RUS, JPN. Maintenance Contract Required.
7200-85480-xxx	Trio VisualPro Collaboration Kit with EEIV 4x: VisualPro codec, EagleEyeIV-4x camera. For Trio 8800/8500 only. Cables: 1 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI digital 3m, Power cord. Maintenance Contract Required.
7200-85490-125	Trio VisualPro Collab Kit with EEIV 4x: VisualPro codec, EagleEyeIV-4x camera. For Trio 8800/8500 only. NO PWR CORD – order Group 310 power cord separately. Not for CHN, RUS, JPN. Maintenance Contract Required.
<b>3) Cameras</b>	
<b>3a) Cameras for use with Trio Visual+</b>	
7230-60896-xxx	EagleEye IV USB Camera, 12x zoom with USB2.0 interface, 1 remote, 1 USB 2.0 5m cable, power supply & power cord. Compatible with MSR Skype Room System and Trio 8800 Collaboration Kit.
<b>3b) Cameras for use with Trio VisualPro</b>	
8200-64350-001	EagleEye IV-12x Camera with Polycom 2012 logo, 12x zoom, silver and black, MPTZ-10. Compatible with RealPresence Group Series software 4.1.3 and later. Includes 3m HDCI digital cable.
8200-64370-001	EagleEye IV-4x Camera, 4x zoom, MPTZ-11. Compatible with RealPresence Group Series software 4.1.3 and later. Includes 3m HDCI digital cable.
2215-69791-xxx	EagleEye Producer for EagleEye IV camera. Maintenance contract required.
7230-69420-xxx	EagleEye Director II with 2-EagleEye IV-12x cameras. Maintenance Contract Required.

### 3. RealConnect for Teams Part Numbers for this promotion:

Product Number	Description
4877-09900-651	RealConnect Service for MSFT Teams Video Interop. Concurrent VTC, 9 month GS promotion plan effective on service commitment. Service includes Advantage support and PLCM OTD only. No cancellation or reduction of the plan or scope allowed, (Qty 2-99 only)
4877-09900-652	RealConnect Service for MSFT Teams Video Interop. Concurrent VTC, 9 month Trio promo plan effective on service commitment. Service includes Advantage support and PLCM OTD only. No cancellation or reduction of the plan or scope allowed, (Qty 2-99 only)

#### Terms and conditions

1. Program valid from November 2, 2018 **through March 31, 2019**, or until terminated by Polycom. This promotion is available in all regions.
2. **NST 2018-10-139877** must be quoted on the purchase order to Polycom.
3. For each Group Series system ordered (minimum order of 2) a matching quantity of the RealConnect for MSFT Teams Service part number must be ordered.
4. For each Polycom Trio 8800/8500 Collaboration Kit (minimum order quantity of 2 of a single SKU or 'a-la-carte') ordered a matching quantity of the RealConnect for MSFT Teams Service part number must be ordered.
5. The RealConnect for MSFT Teams Service must be activated by May 31st, 2019
6. Part numbers on NST are for North America but all region-specific part number variants are eligible for this promotion. "J" and "G" part number variants are eligible for this promotion.

7. This offer is not valid in Russia, China and any other countries where the eligible Polycom products for this offer are not available.
8. This offer is only available to End User customers who purchase from a certified Polycom Channel Partner.
9. This offer is void where prohibited or otherwise restricted by law.
10. Where Deal Registration is available on hardware, the Approved Deal Registration ID number must appear on the order to take advantage of the additional 8% Deal Registration discount.
  - a. Note that the The Deal Registration Program Guide and FAQ are published on PartnerConnect --> Resources --> Sales Tools -->Deal Registration Program.
  - b. Deal Registration is only applicable to deals of \$20,000 and over.
11. Polycom reserves the right to modify or cancel this program at any time.
12. 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.
13. To make calls to the RealConnect Service over the internet, firewall traversal must be available for video endpoints to establish connection and receive media. The RealConnect Service does not include a firewall traversal solution.
14. This promotion is not stackable with any other promotional offer or discount apart from Deal Registration where applicable.

## 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

Polycom, Inc.  
1.800.POLYCOM  
[www.polycom.com](http://www.polycom.com)

Polycom Asia Pacific Pte Ltd  
+65 6389 9200  
[www.polycom.com.sg](http://www.polycom.com.sg)

Polycom EMEA  
+44 (0)1753 723282  
[www.polycom.co.uk](http://www.polycom.co.uk)

