




2019 BUYERS GUIDE

COLLABORATIVE SOLUTIONS TO
CREATE THE WORKPLACE OF THE
FUTURE, TODAY

PLANTRONICS + POLYCOM

NOW TOGETHER AS  poly



A background image showing three people in a modern office setting. A man in a light blue shirt is leaning over a woman with long red hair, who is sitting at a desk. Another man with a beard, wearing a plaid shirt, is sitting next to her, looking at a laptop. They appear to be in a collaborative meeting. The desk has papers, a white mug, and a laptop. The background is slightly blurred, showing office shelves and a plant.

POLYCOM 2019 BUYERS GUIDE

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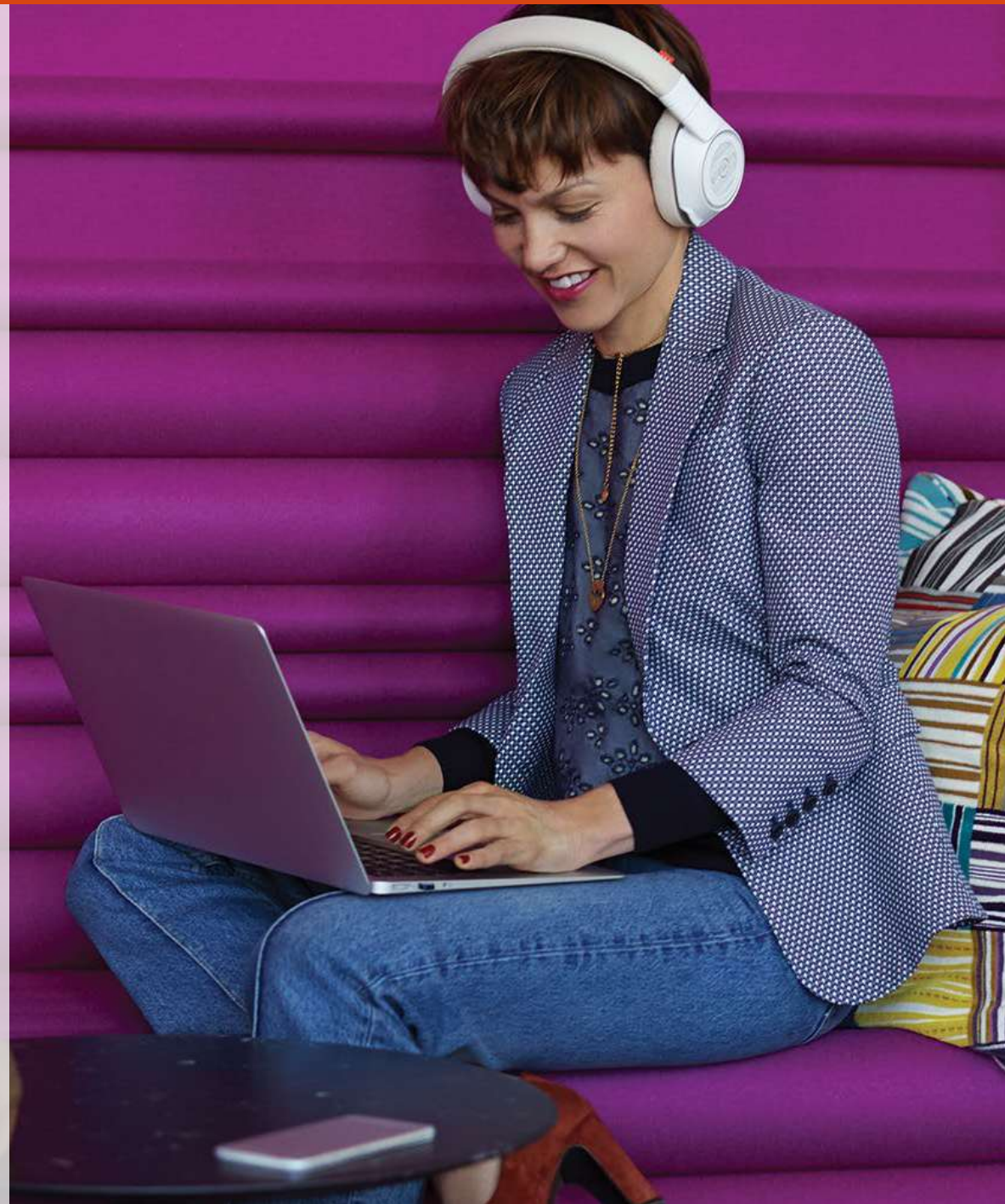
FROM MEETING ROOMS TO MOBILE

WORK IS
WHEREVER
YOU ARE

Traditional offices and meeting rooms are giving way to open team and mobile spaces, as well as huddle rooms, all of which present challenges for effective collaboration in geographically distributed organizations. Additionally, today's workers were raised on technology and expect it to be as natural and pleasant as the air they breathe.

How quickly and effectively organizations adapt to these expectations and new ways of working is key to sustaining a competitive advantage.

Technology trends like mobility, the cloud, big data, social media and consumerization are removing the many barriers that once prevented effective workforce collaboration within organizations across the globe. Polycom can help you transform the way you and your teams work and compete more effectively with intuitive collaboration tools that fit with the way your teams work, not the other way around.



PERSONAL: HOME/OFFICE/ROAD

OVERVIEW

Meet face to face wherever you are. Collaborate at your desk or on the road. Boost productivity by giving your workforce the flexibility to collaborate in high definition audio, video and content with anyone. From any personal device, from any location.

Use Cases

- Traveling sales teams staying connected
- Working with external parties
- Tele-working & flexible workplace strategies
- Distance training & learning

Featured Products

POLYCOM® REALPRESENCE® MOBILE

Extending rich video collaboration to your mobile device using your iPad or iPhone to connect and collaborate face to face with colleagues, partners, customers, students, and patients—anyone, anywhere.

POLYCOM® REALPRESENCE® DESKTOP

Polycom RealPresence Desktop for Windows and Apple® Mac OSX is a powerful, enterprise-grade collaboration app that extends video communications beyond the typical conference room setting to mobile professionals.

POLYCOM® REALPRESENCE® GROUP CONVENE™

RealPresence Group Convene delivers rich video and content experiences for smaller groups, huddle rooms and personal workspaces. It's an ideal solution for personal collaboration from the desktop, giving users a dedicated solution for high-quality video, audio and content collaboration.

POLYCOM® VVX® BUSINESS MEDIA PHONE SERIES

By combining Polycom's superior audio and video technology with innovative industrial designs and user interfaces, Polycom VVX Business Media Phones improve productivity by simplifying communication processes and business workflows.

POLYCOM® REALPRESENCE® WEB SUITE

RealPresence Web Suite lets users arrange impromptu or scheduled meetings by automatically sending invitations with meeting details including a web link for simple click-to-connect convenience. With a browser and web camera on a PC, smartphone, or a tablet, RealPresence Web Suite makes it easy to extend collaboration to anyone, anywhere.

POLYCOM® VOXBOX™

Polycom VoxBox sets a new standard in ultra-compact Bluetooth/USB speakerphone performance and packs it with Polycom HD Voice and patented Polycom NoiseBlock technology. Give your mind and ears the quality they deserve, wherever your travels may take you.



The use of iPads for secure HD video collaboration is a natural extension of Catlin's communication strategy and has made accessing and collaborating with people on video much faster and more productive.

JAMES STRATFORD

Catlin's group operations
manager of UK property and
facilities management

A woman is shown on a large video screen, smiling and interacting with three people in a meeting room. The room has a white wall with a large abstract painting of a tree. The three people, two women and one man, are seated around a white table, looking at the screen and talking. The woman on the screen is wearing a black top, while the others are in business casual attire.

SMALL/HUDDLE OVERVIEW

Video collaboration is quickly becoming the preferred method of communication. Your workforce needs high quality audio, video, and content sharing for meetings in small huddle rooms and spaces.

Use Cases

- Brainstorming & ideation
- Virtual team meetings
- Interviewing & performance reviews
- Customer/vendor meetings

Featured Products

POLYCOM® STUDIO

Bringing premium performance to huddle spaces everywhere, Polycom Studio delivers business-class audio and video capabilities in an easy-to-use USB video bar. Designed to work in smaller rooms, it's based on decades of technology expertise that you'd expect from more expensive enterprise video solutions.

POLYCOM® TRIO™ 8500

Polycom Trio 8500 is a smart conference phone perfect for small sized conference rooms. The compact, yet powerful EagleEye Mini, 4x ePTZ camera provides business-class video conferencing. You can also bring your own device and share content to add another dimension to your meetings.

POLYCOM® EAGLEEYE™ MINI CAMERA

Suitable for a variety of spaces, bring along the EagleEye Mini and work anywhere. This compact camera with big time performance mounts on the wall or on the top or the bottom of a display, for comfortable eye-contact for everyone in the room.

POLYCOM® REALPRESENCE® GROUP 310

Optimized for smaller groups, the Polycom RealPresence Group 310 solution is ideal for small meeting rooms, huddle rooms, and personal workspaces. It features simple setup and configuration, with software options for Skype for Business and Lync integration.

POLYCOM® PANO™

Polycom Pano is the easiest way to connect and share content at work. Connect up to four simultaneous streams from your personal device with a simple touch, all in crystal-clear 4K resolution. Now every room can be turned into a powerful collaborative environment.

POLYCOM® VOXBOX™

Polycom VoxBox sets a new standard in ultra-compact Bluetooth/USB speakerphone performance and packs it with Polycom HD Voice and patented Polycom NoiseBlock technology. Give your mind and ears the quality they deserve—in offices, in huddle spaces, and wherever your travels may take you.



A move from just audio to video technology has improved the collaboration within teams and across offices as it provides better cues around body language, engagement and 'presence' in a meeting.

ALLA KEOGH

General Manager of People and Performance MYOB

MID-SIZED

OVERVIEW

Workforce collaboration needs are changing and conference rooms need to change with them. Get improved efficiency and productivity with enterprise-grade collaboration solutions that are designed to equip all of your different meeting spaces.

Use Cases

- Distance training & learning
- Sales review meetings
- Customer/vendor meetings
- Internal team meetings

Featured Products

POLYCOM® REALPRESENCE® GROUP 500

The Polycom RealPresence Group 500 solution is ideal for conference rooms and other collaborative environments, from small meeting rooms to larger rooms with dual screens.

POLYCOM® EAGLEEYE™ PRODUCER

EagleEye Producer changes the face of video collaboration through automatic, intimate framing of meeting participants. Utilizing the latest in facial recognition, the system continually views the room and seamlessly commands the EagleEye Camera (sold separately) to appropriately frame the users with subtle pan, tilt, zoom technology.

POLYCOM® TRIO™ 8800

The Polycom Trio 8800, when combined with Polycom's 12x MPTZ EagleEye IV USB and Polycom Trio Visual+, makes team meetings of 6-8 people productive and efficient.

POLYCOM® REALPRESENCE® MEDIALIGN

Polycom RealPresence Medialign solutions deliver the industry's best video collaboration that deploys in minutes. See your team's reactions in stunning high-definition video and easily screenshare and annotate content with your laptop or mobile device.

POLYCOM® PANO™

Polycom Pano is the easiest way to connect and share content at work. Connect up to four simultaneous streams from your personal device with a simple touch, all in crystal-clear 4K resolution. Now every room can be turned into a powerful collaborative environment.

POLYCOM STUDIO

Bringing premium performance to huddle spaces everywhere, Polycom Studio delivers business-class audio and video capabilities in an easy-to-use USB video bar. Designed to work in smaller rooms, it's based on decades of technology expertise that you'd expect from more expensive enterprise video solutions.



Polycom has alleviated the need for our managers to travel, increasing their efficiency and productivity. Being able to collaborate with our peers and improve decision-making gives us a competitive edge.

**CHINA
MERCHANTS BANK**

A large, modern boardroom with floor-to-ceiling windows on the left side, offering a view of greenery outside. Several people are seated around a long, dark conference table. In the background, a large video wall displays a 3D wireframe model of a red sports car. The room is well-lit with natural light from the windows and interior lighting.

LARGE/BOARDROOM OVERVIEW

Every important business discussion should be face to face. Our executive solutions combine the highest quality voice, video and content sharing to ensure everyone is able to fully participate in the conversation. Now your teams can collaborate, make decisions and drive impact.

Use Cases

- Executive business reviews
- Formal customer presentations
- Distance training & learning
- Media briefings/roundtable

Featured Products

POLYCOM® REALPRESENCE® GROUP 700

The Polycom RealPresence Group 700 solution is designed for larger meeting rooms, training rooms, classrooms, and other workspaces that have more complex requirements.

POLYCOM® TRIO™ 8800

The Polycom Trio 8800, when combined with Polycom's 12x MPTZ EagleEye IV USB and Polycom Trio Visual+, makes team meetings of 6-8 people productive and efficient.

POLYCOM® REALPRESENCE® MEDIALIGN

Polycom RealPresence Medialign solutions deliver the industry's best video collaboration that deploys anywhere in minutes. See your team's reactions in stunning high-definition video and easily screenshare and annotate content with your laptop or mobile device.

POLYCOM® EAGLEEYE™ DIRECTOR II

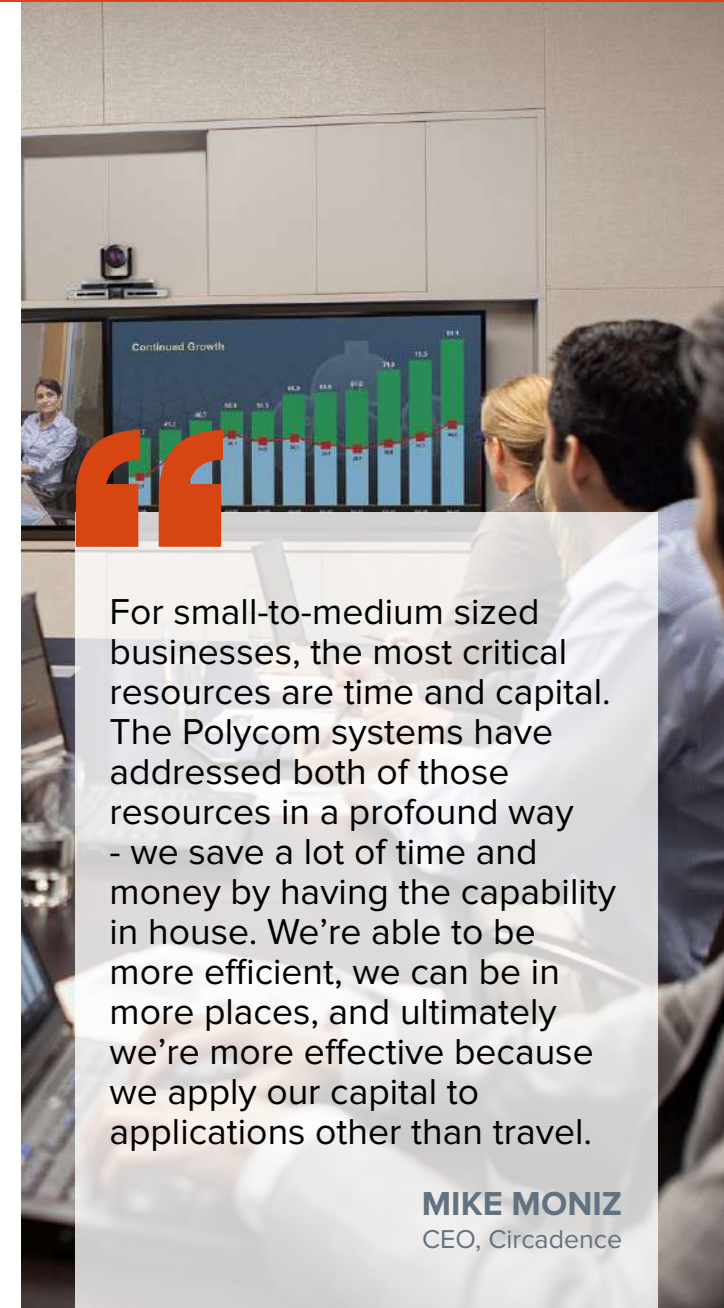
The Polycom EagleEye Director II changes the face of group video communications by enabling close-up views of every speaker in a video conference, regardless of their location or the number of people in the room.

POLYCOM® SOUNDSTRUCTURE®

Some conference rooms require more audio capabilities than a standard conference phone or video system can provide. For rooms of that nature, the Polycom SoundStructure C-Series is an installed audio solution that delivers a truly immersive audio experience for both voice and video conferences.

POLYCOM® CEILING MICROPHONE

Polycom's easy-to-mount Ceiling Microphone Array eliminates conference table clutter and stays out of the way of pencil tappers and paper rustlers, while providing the same clear, crisp audio delivery as our tabletop microphone arrays.



For small-to-medium sized businesses, the most critical resources are time and capital. The Polycom systems have addressed both of those resources in a profound way - we save a lot of time and money by having the capability in house. We're able to be more efficient, we can be in more places, and ultimately we're more effective because we apply our capital to applications other than travel.

MIKE MONIZ
CEO, Circadence

IMMERSIVE OVERVIEW

When the meeting is important, you want the most true-to-life collaboration experience possible. Every detail is perfected to create a visual, audio and content sharing experience that is so real, you forget about the technology and focus only on the objective and content of your meeting.

Use Cases

- Executive business reviews
- Formal customer presentations
- Media briefings/roundtable
- Command and control functions

Featured Products

POLYCOM® REALPRESENCE IMMERSIVE STUDIO™

The next evolution in immersive video experiences, with 1080p60 quality on next-generation 4k Ultra HD displays for stunning realism. Fully standards-based to easily connect to any standards-based video, including other immersive rooms, room video systems, desktop and mobile clients.

POLYCOM® PANO™

Polycom Pano is the easiest way to connect and share content at work. Connect up to four simultaneous streams from your personal device with a simple touch, all in crystal-clear 4K resolution. With advanced content sharing abilities, Pano allows for a truly immersive meeting experience.

POLYCOM® REALPRESENCE IMMERSIVE STUDIO™ FLEX

RealPresence Immersive Studio Flex is surprisingly affordable, delivering the best immersive experience without breaking your budget or requiring customized rooms or expensive design work. With RealPresence Immersive Studio Flex you can select just what's needed to fit with the rooms and furniture you already have in place.



The quality of Polycom's immersive telepresence environment is more robust and richer than anything we have seen. It's as close to the 'real presence' experience as you can get.

DAN DARLING
CEO, Turner
Broadcasting System

Over the years, Polycom has developed industry-leading patented technology that pushed the boundaries of innovation so we could deliver incredible experiences to millions of people around the globe.



POLYCOM® NOISEBLOCK™

Eliminate disruptive noise when you're not speaking. Polycom NoiseBlock removes distracting noises between comments - from shuffling papers to typing on a laptop - and enables an uninterrupted flow of ideas.



POLYCOM® ACOUSTIC FENCE™

Ensure that your ideas are heard. Polycom Acoustic Fence creates an invisible bubble around your workspace that blocks out nearby conversations and ambient noise, including noisy neighbors and even street noise.



AUTO FRAME AND ZOOM

Don't waste any time adjusting the camera view. Polycom EagleEye Producer automatically frames and zooms in on the participants no matter where they are in the room. Make sure everyone is seen and heard clearly in the video conference.



SELF-SERVICE PRODUCTION

Polycom VisualBoard technology also enables meeting participants to share annotations on any standard whiteboard of LCD display with everyone on the call.



REALCONNECT FOR MICROSOFT TEAMS

RealConnect for Teams is a version of the RealConnect Service designed to support Microsoft Teams, allowing standards-based video endpoints to dial directly into Teams meetings. Both Teams users and standards-based participants can enjoy a high quality, quad screen video experience with excellent video and audio.



REALCONNECT FOR MICROSOFT SKYPE FOR BUSINESS

The RealConnect solution simplifies communications by leveraging native Microsoft Outlook calendaring and bringing everything and everyone together through click-to-join across devices.

THE POLYCOM DIFFERENCE

CUSTOMERS CHOOSE
POLYCOM FOR / **5 IMPORTANT REASONS**

1

INTEROPERABILITY & INTEGRATION

At Polycom, we believe interoperability with other communications solutions in the market is critical for our customers. We go beyond interoperability and have deep integration with key partners, like Microsoft. This provides investment protection for our customers and does not put them in a position of having to rip and replace like other competitors require.

2

INNOVATION

Polycom has a rich history of bringing new technologies to market that provide easy-to-use, yet powerful experiences. No UI is the best UI.

3

BRAND PREFERENCE

Polycom delivers enterprise class, high quality, reliable, secure and IT friendly collaboration experiences in any meeting space.

4

DEEP MICROSOFT INTEGRATION

Polycom is a partner of choice for customers deploying Lync, Microsoft Teams, Skype for Business or Office 365.

5

DELIVERY OPTIONS

Choose to deploy on-premises in your own data center, in a public or private cloud, or take advantage of both to optimize your demands for performance, flexibility and expense management.

INNOVATION



The company that started with a vision of transforming a simple device - the speaker phone - into an indispensable business tool has grown to become a global leader in video, voice and content collaboration solutions serving industries and enterprises of all shapes and sizes.

Polycom is now a part of Plantronics. 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, the broadest multi-vendor interoperability and unmatched investment protection.

Experience what the workplace of the future could look like in your organization.

[LEARN MORE](#)[VISIT](#)[CONTACT US](#)



- Get started today -