



# A Detailed Guide of Polycom Video, Voice, and Infrastructure Products and Solutions

## Polycom® Telepresence Solutions

### Polycom® RealPresence® Immersive Solutions



#### Polycom® RPX™ Solutions

Fully immersive solution delivering a 100% controlled, life-like experience.

- Realize low Total Cost of Ownership (TCO) with H.264 High Profile for lower bandwidth requirements
- Fits any group or class size with seating capacity from 4-28 people
- Full screen, cinematic view supporting 2 to 4 screens
- Superior realism delivered with high definition video and audio
- HD video, audio and flexible HD content sharing
- Purpose built for executive and boardroom meetings, corporate trainings and higher education
- Investment protection is ensured as a standards-based, interoperable solution, including TIP support



#### Polycom® OTX™ Solutions

Immersive Telepresence solution combining high performance with unique design elements for small groups.

- Realize low TCO with H.264 High Profile for lower bandwidth requirements
- Seats up to 4 (OTX 100) or 6 (OTX 300) on video, with flexibility for both telepresence and conventional in-person meetings
- Up to three 65-inch LCD displays create the illusion of sitting across the table from distant colleagues
- Easy to use – simple and consistent touch-screen user interface across all locations
- Auto-elevating 21.5-inch widescreen content displays (OTX 300 and OTX 100 Standard)
- Optional Complete Experience Kit includes rear wall and lighting package
- Investment protection is ensured as a standards-based, interoperable solution, including TIP support



#### Polycom® ATX™ Solutions

Customized Immersive Telepresence designed for integrators to create unique telepresence solutions.

- Powerful solutions for developing and deploying customized multi-codec, telepresence meeting rooms
- Flexible design options for nearly any customer requirement allow integrators to wrap telepresence technology with furniture, components, décor and services
- Lower total cost of ownership through the use of the H.264 High Profile video compression standard for reduced bandwidth requirements of up to 50%; opens telepresence to more customers
- Standards-based interoperability and native integration with leading UC solutions support a wide range of deployments environments, including TIP support

### Polycom RealPresence Room Solutions



#### Polycom® HDX® 6000, 7000, and 8000 Series

Advanced solutions bring HD video, voice, and content sharing capabilities to conference rooms, classrooms, and meeting spaces across the enterprise.

- Fully standards-compliant, compatible with the over 2 million video systems deployed
- High definition video quality, up to 1080p
- Bandwidth efficient, using up to 50% less bandwidth than competitive solutions with H.264 High Profile
- Multiple ways to share HD content to fit the needs of any participant
- Legendary HD audio quality, including conversational Polycom StereoSurround™ technology
- Available as a telepresence kit or as a full turn-key solution with display and stand
- Add up to 3 other participants to any call through a 4-way optional MCU (HDX 7000, 8000, 9000)
- Easily add audio-only participants using analog port for telephone connection



### Polycom® EagleEye Director Solution

This camera tracking solution provides 'studio production' performance for enhanced interaction and productivity.

- Transforms a standard conference or class room into an immersive experience where every participant is seen clearly, even in a room of 20+ people
- Broadcast-quality camera locating – highlights, zooms in, and frames active speakers in optimal proportion
- Voice triangulation moves to the speaker's voice, whether standing or sitting
- Face-finding technology looks for speaker's face so errant noises are not a distraction
- Easily installed and configured with any Polycom HDX room telepresence system



### Polycom® UC Board™

Innovative, first of its kind, solution for dynamic whiteboard collaboration over telepresence.

- Users find using the electronic stylus of the UC Board simple and natural with nothing to "turn-on"
- Comprehension is improved when all participants see the whiteboard as clearly as those sitting in the room
- Installation costs are minimal - use existing room infrastructure from whiteboards to LCD monitors
- Usability of telepresence increases, reducing costs in other areas and helping to achieve a fast ROI
- Increase productivity by having import capability of slides and export of all annotations to a USB drive



### Polycom® Touch Control Interface

Place control of your telepresence and audio conferences right at your fingertips.

- Innovative, touch screen solution simplifies the telepresence experience
- Sleek, inviting 7-inch, high resolution screen in full color
- Intuitive graphical user interface shows the user only the options that they need to see at any given time
- Option for all Polycom HDX room telepresence systems
- Standard interface for Polycom OTX™ and RPX™ immersive telepresence solutions
- Option to control Polycom SoundStructure® deployments



### Polycom® Quality Definition Experience™ (QDX™) 6000 Solution

The QDX system provides an optimal price-to-performance ratio for non-HD video applications.

- Simplified installation and ease of use
- Affordability speeds your return on investment (ROI)
- Superb audio clarity with Polycom StereoSurround™ technology
- Quality, performance, simplicity and affordability
- Improved collaboration with intuitive one-touch content sharing

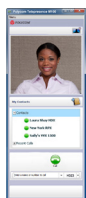
## Polycom RealPresence Desktop Solutions



### Polycom® HDX® 4000 and 4500 Solutions

Polycom personal telepresence solutions are designed to bring high definition audio, video, and content to smaller spaces such as the executive desktop or small meeting room.

- Bright, crisp LCD display in 20-inch or 24-inch designs; also serves as the main or secondary PC display
- Easily add a secondary display via DVI port on HDX 4500
- Fully standards-compliant, compatible with the over 2 million video systems deployed
- High definition video quality, up to 1080p
- Bandwidth efficient, using up to 50% less bandwidth than competitive solutions with H.264 High Profile
- Multiple ways to share HD content to fit the needs of any participant
- Legendary HD audio quality, including conversational Polycom StereoSurround™ technology
- Add up to 3 other participants to any call through a 4-way optional MCU



### Polycom® Telepresence m100 Software

This industry-leading software application delivers premium quality audio, video, and content sharing to small and midsized businesses.

- Always on, always connected. Stay in touch with colleagues, customers from the office, home or while traveling
- Delivers standards-based, HD audio, video, and content
- Easy to use – Simple download and install wizard requires minimal technical knowledge
- Polycom Constant Clarity™ technology produces high-quality audio and video over less than optimal connections
- Works with existing hardware and software solutions from other Telepresence m100 users to room systems using H.323 and SIP



### **Polycom® Converged Management Application™ (CMA®) Desktop Software**

A video conferencing application for knowledge workers, the CMA Desktop solution ensures HD enterprise-grade quality video and voice communication and standards-based content sharing. The CMA Desktop application is supported by Windows® and Mac® platforms. Supporting both H.323 and SIP call signaling, the CMA Desktop provides an excellent, cost effective solution for today's networks and tomorrows protocols.



### **Polycom® VVX® Business Media Phones**

The Polycom VVX series is a family of business media phones that offer a combined high quality audio and video communications experience for busy professionals. These solutions rapidly integrate to a wide range of unified communications environments.

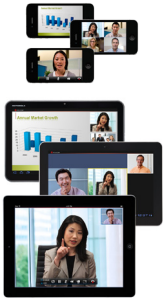
- Premium quality desktop voice and video solutions designed for organizations and businesses of all sizes and budgets
- Intuitive, expandable, business class phones designed for the multitasking needs and shifting schedules of busy managers and knowledge workers
- Quick payback and lower travel expenses. Empower each employee for the cost of only one business trip
- Ready to integrate into a wide range of unified communications environments.

## **Polycom RealPresence Mobile Solutions**

### **Polycom® RealPresence® Mobile Solutions**

You're mobile. You're remote. Sometimes you're in the office. Or working from home. Wherever you are, you need to collaborate face-to-face with colleagues, meet with customers, communicate with partners, patients, students, etc..

Polycom® RealPresence® Mobile instantly transforms your tablet or smartphone into a mobile videoconference system. Only Polycom combines the weblike ease-of-use of a self-service, one-touch software app with enterprise-grade security, reliability, scale and premier-quality.



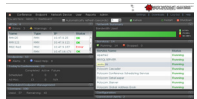
- Free yourself from the office and conference room with the ability to meet anywhere
- Stay connected with a single device for phone calls, video conferences, email, content sharing, calendars and more
- Ensure the usability, reliability, security and enterprise-grade quality of your video calls in any environment, when you register your mobile app with the Polycom RealPresence Platform
- Take charge of your work/life balance by taking video conferencing wherever you go

## **Polycom® RealPresence® Platform**

### **Video Resource Management**

### **Polycom® Converged Management Application™ (CMA®) 5000 and 4000 Solutions**

The highly scalable and fully redundant Polycom CMA solution manages and deploys video throughout the enterprise and allows organizations to fully video-enable personal workspaces, desktops, conference rooms, and mobile devices.



#### **Management**

- Profile provisioning
- Account management
- Software upgrades
- Centralized diagnostics
- Real-time conference monitoring
- Polycom RMX® portal

#### **Gatekeeper**

- Policy and BW management
- Participant admission
- Least cost routing
- Up to 5000 registered users
- Standards-based presence
- One-dial easy call solution

#### **Scheduling**

- Multiple scheduling options
- For Web and Microsoft Outlook and IBM® Lotus® Notes® software

#### **Directory**

- LDAP/H.350 service
- Microsoft AD support Global address book (GAB)

## Virtualization Management

### Polycom® Distributed Media Application™ (DMA™) 7000 Solution

Mission critical application for unifying conferencing and collaboration networks, ensuring business continuity and maximizing UC investments.



- Redundancy with no single points of failure
- Premier Scale – H.323 Gatekeeper/SIP Registrar for up to 75,000 devices & 64 bridges
- Exceptional Connectivity – SIP/H.323 Gateway (ex: connect UC/Voice users with HDX users)
- Unmatched Resiliency – Super cluster (up to 5 DMA nodes) and geographic redundancy
- Only solution for Guaranteed class of service and experience (silver/gold/platinum)
- Centralized administration and provisioning for endpoints and bridges
- Provide resource management, load balancing, scale and resiliency for up to 64 RMX, Codian 4x00, MSE 8000 MCUs
- Native UC integration with Microsoft, Juniper, IBM

## Universal Video Collaboration

### Polycom® RMX® 1500, 2000 and 4000 Platform

Polycom universal conference platforms are real-time media conferencing platforms designed with intelligence built-in—including dynamic resource allocation, network flexibility and reliability, and cost-effective scalability, all tightly integrated with major UC partners—connecting the most people in the highest quality at the lowest cost.



- Universal Bridging capabilities for seamless connectivity for multiple types of devices including H.323, SIP, ISDN, PSTN (phones & cell phones)
- Call at any data rate, any bandwidth with support for resolutions up to 1080p, fully transcoded
- Use up to 50% less bandwidth with H.264 High Profile standard support
- Supports point-to-point calls with integrated dial-through gateway capabilities (ISDN, SIP and H.323)
- Supports advanced bridging capabilities for Polycom Immersive Telepresence Solutions
- Legendary audio quality, supporting StereoSurround, Constant Clarity and Conversational Stereo
- Native integration with Siemens OpenScape, IBM® Sametime®, Microsoft® OCS & Lync™, Avaya Aura® solutions

## Universal Access and Security

### Polycom® Video Border Proxy™ (VBP™) E Series and ST Series



- Simplifies – Inter and intra-company video communications
- Optimizes – Video quality by prioritizing video traffic
- Resolves – NAT/Firewall traversal problems for video and voice
- Protects – Video and voice devices with an application firewall VBP E Application Layer Gateway
- Multiple options and sizes to fit the need of any organization – 1Mbps, 3Mbps, 10Mbps, 25Mbps, 85Mbps, or 200Mbps throughput

## Video Content Management

### Polycom® RealPresence® Media Manager

This powerful platform integrates with your existing IT system and network infrastructure to manage rich media by storing, cataloging, securing, and offering metadata search capability for your organization's presentations and assets.



- Searchable, branded portal
- Viewer authentication and tracking
- Scalable live event Webcasting
- VOD pre-positioned
- Microsoft® SharePoint® and Lync™ integration



### Polycom® RSS™ 4000 Solution

This network-based appliance records, archives, and streams telepresence and video conferences to desktops, mobile devices and conference rooms.

- Live and On-Demand H.264 streaming to Apple and Android devices.
- Stream to live audiences in up to HD 720p
- Automatically archive in HD 1080p
- Record directly from H.323 endpoints and MCUs
- Record up to 15 simultaneous conferences
- Full management and authentication with AD



### Polycom® RealPresence® Broadcast Producer

This premier software enables you to produce live and on-demand interactive presentations for large audiences.

- Enterprise-class scalability
- Seamless Integration with existing systems
- Multi-publish points and optimized distribution
- Live audience tracking and interaction
- Multi-codec playback and multiple platform choices
- Full-featured presentation editing



### Polycom® RealPresence® Capture Station

This media creation appliance is an easy-to-use solution that can transform any room into a studio for webcasting presentations that contain streaming video and audio synchronized with rich-media content.

- Live and on-demand Webcasting
- Multi-codec, platform and playback support
- Fully customizable interface and presentation editing
- Versatile input/output options
- Seamless integration with Polycom RealPresence Media Manager

## Industry Solutions



### Polycom® RealPresence® Practitioner Cart® 8000

Enables medical professionals to provide patients access to care regardless of time or distance constraints.

- Life-like experience with high Definition 720p 30/60 fps or 1080p video resolution
- Maintain eye contact through easy height adjustment
- Highly mobile, small footprint with enclosed technology compartment for security and spill protection
- Easy addition of medical peripheral devices and connection panel
- AES encryption for HIPAA compliancy; power system UL 60601 compliant for use in patient care environments
- Platform support for customer IT needs (laptop/PC)
- Provisioned for mobile operation with battery power

## Installed Audio Solutions



### Polycom® SoundStructure® Solution

Clear and immersive audio for more productive voice and video conferences.

- Easy installation and configuration, even for very large or complex systems
- Enhances audio quality for video conferences with deep robust integration with Polycom HDX systems
- Highly scalable solution leveraging Polycom's exclusive OBAM architecture
- Expand functionality and protect your investment with optional modular telephony interface cards
- Multiple deployment options and maximum performance using flexible microphone, talker and loudspeaker placements with breakthrough feedback elimination

## Mobile Communications

### Polycom® SpectraLink® and KIRK® Wireless Phones



Allow on-site mobile employees to roam freely throughout the workplace while delivering continuously reliable and available voice and data communications. These solutions interoperate with a customer's existing Voice over IP (VoIP) or time-division multiplexing (TDM) call control system, providing business-grade telephone functionality to a wireless device. By combining customers' existing investments in wire line infrastructure and with the power of workplace mobility, businesses of all sizes realize enhanced worker productivity and deliver improved levels of service to their customers.

- Leverage existing infrastructure with the broadest PBX and WLAN interoperability
- Ensure clear communications with unsurpassed voice quality
- Protect your investments with industry's most durable handsets
- Streamline business processes with extensive application and strategic partnerships
- Minimize down time with best-in-class service and support

## Business Communications



### Polycom® SoundStation® and VoiceStation® Conference Phones

Clear, productive calls from the industry standard for group voice conferencing in meeting rooms worldwide.

- Enjoy life-like audio conversations with HD Voice technology
- Engage everyone in the conference room with exceptional 360-degree microphone coverage and multiple coverage range options
- One-stop-shop for all your conferencing needs featuring the industry's broadest portfolio with models designed for large rooms, standard conference rooms and private offices
- Leverage your existing communication investments with highly flexible connection options supporting analog, VoIP and digital PBXs



### Polycom® SoundPoint® IP Family

The SoundPoint IP family features the most comprehensive, best-sounding, and the most interoperable high-quality IP phone solutions for small and medium-sized businesses and enterprises.

- Unrivaled voice quality for the richest desktop audio experiences – HD Voice
- Comprehensive product portfolio from basic entry level models to fully-featured multi-line devices
- Reliable devices designed for use in all business environments
- Leverage existing VoIP investment through interoperability with the industry's broadest array of SIP call platforms
- Simple to operate and maintain with industry's most robust SIP software and refined provisioning system

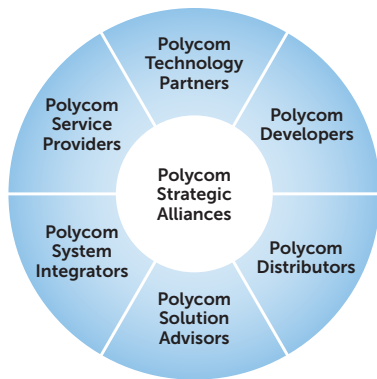
## Solutions for Microsoft

### Solutions Purpose-Built for Microsoft



Only Polycom offers the most comprehensive portfolio of purpose-built voice and video collaboration solutions optimized for Microsoft Lync environments. These endpoints provide the most unified, intuitive, collaboration experience through enhanced Lync features including presence, plug-and-play ease of use and the most consistent UC experience from the desktop to conference room.

- Connect anytime, anywhere with the broadest portfolio of purpose-built devices optimized for use with Microsoft Lync
- Increase productivity and efficiency by combining all the features of Lync with Polycom's industry leading HD technology
- Maximize return on investment by leveraging your existing Microsoft Lync infrastructure servers, and gateways.
- Reduce total cost of ownership through native integration providing plug-and-play functionality for easy deployment



The Polycom Partner Network encompasses many types of partners, including strategic alliances that organizations know and trust, such as HP, IBM, and Microsoft. Together, we ensure Polycom® solutions are interoperable with the industry's most popular business tools and most common UC environments.



#### Microsoft

Polycom is the only company that provides scalable HD voice and HD video integration in environments using Microsoft Unified Communications, including Microsoft Lync® Server 2010, Microsoft Exchange Server 2010, and Microsoft SharePoint® Server 2010. Together Polycom and Microsoft provide a seamless UC solution for voice, video, conferencing, and collaboration that perform "better together."



#### HP

Polycom and HP change the way organizations communicate and collaborate. By bringing together Polycom's industry-leading, standards-based video and voice collaboration with HP's worldwide sales reach, innovative networking technologies, and comprehensive range of UC services, we ensure the effective and successful deployment of best-in-class UC solutions.



#### IBM

Polycom and IBM have teamed up to deliver Polycom Unified Collaboration Solutions for IBM Sametime®, IBM Lotus Notes® and IBM Connections. This joint solution gives your business the social and real-time collaboration tools you need to connect networks of people and drive better business results.



#### Juniper Networks

Integration between Polycom RealPresence Video Solutions and Juniper's infrastructure platforms enable service providers and enterprises alike to maximize their competitive advantage with rich, easy-to-use UC solutions built on a robust network infrastructure that delivers the performance, security, and reliability required to drive a superior user experience and enhanced workforce productivity anywhere, anytime.



#### BroadSoft

Polycom and BroadSoft deliver hosted UC that tightly integrates the BroadSoft BroadWorks VoIP application platform and BroadCloud Video with Polycom voice and RealPresence Video Solutions. This enables a service provider hosted solution that seamlessly integrates telephony, mobility, video, "office" applications like e-mail and IM, and "workforce" applications like CRM and ERP.



Siemens Enterprise Communications

#### Siemens

Polycom's solution for Siemens OpenScape personalizes collaboration and reduces conferencing costs by building on a single dial plan for rich voice and video across the enterprise. Polycom voice and video is natively integrated with Siemens premier UC platform, offering a best-of-breed solution that further improves productivity and reduces costs for mutual customers.



#### Avaya

Polycom solutions are Avaya-Ready, with support for Avaya's legacy and next-generation UC environments, delivering everything from wireless voice to scalable video infrastructure for Avaya communications platforms, including Avaya Aura for enterprise and Avaya IP Office for small and mid-size businesses.

#### Cisco Interoperability

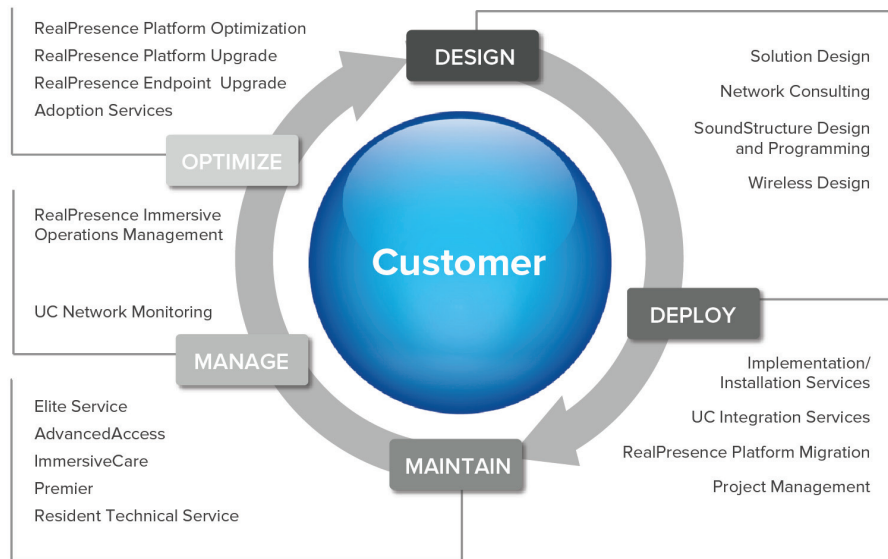
Customers can confidently and seamlessly deploy Polycom voice and video solutions with Cisco Unified Communications Manager (CUCM) environments. With Polycom native support for TIP, Cisco TelePresence customers now have the freedom to seamlessly collaborate across standards-based telepresence and video conferencing platforms and scale their network with standards-based Polycom solutions that deliver flexibility, investment protection and lower operating costs.

## Polycom Global Services

Polycom Global Services help customers realize the full potential of their investment in Polycom, regardless of where they are in the solution lifecycle.

In the design phase, we help customers lay the groundwork for a successful deployment whether that means translating our broad portfolio into the solution that will work best for your business or evaluating the network on which the video collaboration solution will reside. Beyond simple installation, when you're ready to deploy Polycom has the expertise to integrate our products into a unified communications environment and the resources to project manage complex or geographically dispersed solutions. Once installed, Polycom maintains the technology at the level that meets your needs. Customers with mission-critical video deployments can even outsource the management of the technology to Polycom experts. Finally, to extend your return on investment, Polycom has a range of services to help you optimize infrastructure and endpoints.

### Services Throughout the Solution Lifecycle



Need flexible financing?

Polycom **CAPITAL**  
Collaborative Financing

[www.polycom.com/polycom-capital](http://www.polycom.com/polycom-capital)

### About Polycom

Polycom is the global leader in standards-based unified communications (UC) solutions for telepresence, video, and voice powered by the Polycom® RealPresence® Platform. 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, specialists, and prospects. Polycom, together with its broad partner ecosystem, provides customers with the best TCO, scalability, and security for video collaboration, whether on-premises, hosted, or cloud-delivered. Visit [www.polycom.com](http://www.polycom.com) or connect with Polycom on Twitter, Facebook, and LinkedIn.

Polycom, Inc.  
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