POLYCOM PROMOTION

Polycom® 2018 Trio and VVX Trade-In Program for Authorized Polycom ANZ Channel Partners (NST#2018-07-138572)

Purchase a new Polycom Trio or Polycom VVX and enjoy discounts with the trade-in of eligible legacy or competitive equipment. Additional accessories and care options also available.

Conference Phones Reimagined

- **Polycom's legendary voice quality.** The Polycom Trio Family offers the most advanced HD Voice performance – ever.
- **Business-class video and HD content sharing.** When words are not enough, the Polycom Trio easily adapts so you can add content sharing and video conferencing.
- **Skype for Business/Office 365 certified**. Polycom Trio is certified for Skype for Business and O365 bringing the Skype for Business experience and functionality from the desktop to the conference room.
- **Broadest interoperability** of any conference phones in its class.

The Polycom VVX Difference

- **Never miss a word or inflection.** The best sound quality featuring Polycom's exclusive HD Voice
- **Simple and intuitive.** Interfaces that help users get down to work immediately
- **Exclusive Polycom® Acoustic Fence™.** Technology that eliminates distracting background noises.
- **Broad set of devices**. Delivering just the right features for any desktop

Through our 2018 Trio Trade-In Program, customers can now upgrade to the latest Polycom Trio or VVX.

This is how our Trade-In Program works: If an end-user customer trades-in their existing legacy Polycom or competitive device during the time period from July 1, 2018 through December 22, 2018, the customer will be entitled to receive incremental discounts towards their purchase of new Polycom Trio and VVX products through a Polycom Authorized reseller. Specific details and list of eligible products and accessories covered under this Trade-In Program can be found in this document.

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Polycom 2018 Trio® Trade-In Program for Authorized Polycom Channel Partners

Polycom® Trio®

Polycom Trio™ is the conference phone reimagined for small to large conference rooms. Marrying our world-class audio conferencing experience, with business-class video and content, the Polycom Trio connects to the leading unified communications platforms of today and tomorrow. Working together with Microsoft, we have designed the Polycom Trio to maximize the power of Skype for Business and Office 365 Cloud PBX powered by Skype for Business online. Polycom Trio conference phones are certified for Skype for Business. Even though Skype for Business may be your primary platform, if you choose to add others, Polycom Trio can do that – no problem.

Product Number	Description	Incremental Trade-In Discount
2200-66070-019	Skype for Business/O365/Lync Edition RealPresence Trio 8800 conf. phone	20%
7200-25500-019	Skype for Business/O365/Lync Ed. RP Trio 8800 Collab. Kit	20%
2200-66700-019	Skype for Business/O365/Lync Edition Polycom Trio 8500 conf. phone	15%
7200-66779-019	Skype for Business/O365/Lync Ed. RP Trio 8500 Collab. Kit	15%
2200-21540-001	RealPresence Trio Visual+. 802.3af Power over Ethernet	15%
2200-65790-001	Expansion Microphone kit for Polycom Trio 8800/8500.	15%
7200-23490-012	Power Kit for RealPresence Trio 8800 and Trio Visual+	15%
7230-60896-012	EagleEye IV USB Camera, 12x zoom with USB2.0 interface, 1 remote, 1 USB 2.0 5m cable, power supply & AUST/NZ - Type I power cord. Compatible with MSR Skype Room System and Trio 8800 Collaboration Kit.	15%

Polycom 2018 VVX® Trade-In Program for Authorized Polycom Channel Partners

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Polycom® VVX®

Polycom provides 70% of all phones deployed with Skype for Business/Microsoft Lync. That's because we design and engineer our solutions to maximize the Microsoft enterprise voice environment. Deployment is fast, integration is effortless, and interoperability is assured. We offer the broadest set of voice solutions available for Microsoft today—so you get unparalleled selection and performance for whatever your business needs.

Product Number	Description	Incremental Trade-In Discount
2200-40250-025	VVX 101 1-line Desktop Phone with single 10/100 Ethernet port. PoE only.	15%
2200-40450-019	Microsoft Skype for Business/Lync edition VVX 201 2-line Desktop Phone with HD Voice, dual 10/100 Ethernet ports and Polycom UCS SfB/Lync License.	15%
2200-40450-025	VVX 201 2-line Desktop Phone with dual 10/100 Ethernet ports. PoE only.	15%
2200-48350-019	Microsoft Skype for Business/Lync edition VVX 311 6-line Desktop Phone with HD Voice, GigE and Polycom UCS SfB/Lync License.	15%
2200-48350-025	VVX 311 6-line Desktop Phone Gigabit Ethernet with HD Voice. Compatible Partner platforms: 20. POE.	15%
2200-48450-019	Microsoft Skype for Business/Lync edition VVX 411 12-line Desktop Phone with HD Voice, GigE and Polycom UCS SfB/Lync License. Ships without power supply.	15%
2200-48450-025	VVX 411 12-line Desktop Phone Gigabit Ethernet with HD Voice. Compatible Partner platforms: 20. POE. Ships without power supply.	15%
2200-48500-019	Microsoft Skype for Business/Lync edition VVX 501 12-line Desktop Phone with HD Voice, GigE and Polycom UCS SfB/Lync License.	15%
2200-48500-025	VVX 501 12-line Business Media Phone with HD Voice. Compatible Partner platforms: 20. POE. Ships without power supply. c License. Ships without power supply.	15%
2200-48600-019	Microsoft Skype for Business/Lync edition VVX 601 16-line Desktop Phone with HD Voice, Bluetooth, GigE and Polycom UCS SfB/Lync License. Ships without power supply.	15%
2200-48600-025	VVX 601 16-line Business Media Phone with built-in Bluetooth and HD Voice. Compatible Partner platforms: 20. POE. Ships without power supply.	15%

Approved Trade-In Equipment for Polycom Trio and Polycom VVX

Cisco, Yealink, AudioCodes, Snom, Avaya, Logitech, Jabra, Plantronics and Polycom conference phones, phones, speakerphones and video conferencing devices.

Polycom Trio and VVX Trade-In Offer

Terms and Conditions

- Program valid from July 1, 2018 through December 22, 2018, or until terminated by Polycom. NST#2018-07-138572 must be referenced in the PO to Polycom.
- This promotion is for ANZ region only.
- PO needs to include NST number, serial numbers of trade in devices, end user details and reseller details
- The equipment being traded in must be in use and in working condition prior to disposal or decommissioning to be eligible for this discount. See Acknowledgement Form.
- All units with installation and maintenance services must be purchased on one purchase order and all units must ship within the same calendar quarter.
- End Users must purchase one new qualified unit, or enter into a non-cancellable lease agreement with a term of at least 36 months for one new qualified unit, and trade in one eligible system to qualify for this discount. Customers purchasing or leasing new qualified video conferencing or infrastructure solutions must purchase an annual maintenance service agreement from a Polycom Certified Channel Partner to be eligible for this offer.
- Polycom must receive a trade-in Acknowledgement Form with the Polycom Purchase Order or email approval from the Polycom CAM. Orders received without the 2018 Trade-In Acknowledgement Form or Polycom CAM email approval will not be processed until the claim form or approval email is received.
- This offer is void where prohibited or otherwise restricted by law.
- This offer may not be combined with any other promotional or offer discounts as described here.
- Polycom will reverse or not pay the rebate on any of that month's claims if incorrect CX serial numbers have been provided
- Polycom reserves the right to modify or cancel this program at any time.
- 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.

Trade-In 2018 Claim Form

Valid from July 1, 2018 to December 22, 2018
NST#: 2018-07-138572

End User Information:

Company Name_____

First Name_____ Last Name_____

Address_____

Address_____

City_____ State/Province_____Postal Code _____

Phone_____ Email_____

I acknowledge that I have read and am authorized to, and do accept the terms and conditions of the **Trio Trade-In 2018 program** on behalf of my identified business organization. I do hereby certify that the equipment being traded-in is installed and in use in our normal business operations. I further certify that the equipment being traded-in will be properly disposed of and will not be used in capacity within our organization or resold for use at any other company.

Customer Signature_____ Date_____

Partner Information

Company Name _____

Partner Company Representative _____Email_____

Note: Please list products and serial numbers.

Eligible legacy Product Name	Part Number	Serial Number

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 flexible collaboration solutions for any environment that deliver the best user experience, enterprise-grade solutions, the broadest multi-vendor integration, and customer choice.

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