



The most complete Microsoft Teams experience

Give your employees the right tools
to make it really work



How do you realise the full potential of Microsoft Teams?

Poly is the global communications company that powers authentic human connection and collaboration with end-to-end solutions. With more Microsoft certified devices than any other provider, Poly has been delivering the highest quality of solutions for Microsoft for over 15 years.

Committed to make collaboration easy for you, we have a long-term partnership with Microsoft to ensure you can achieve more. Our high-quality headsets, voice, video, and video-interop solutions work simply and flexibly with Microsoft Teams, creating a one-stop shop for all your organisation's personal and group collaboration device needs.

Poly solutions protect your investments by enabling existing video and voice conferencing equipment to work easily with your current and future Microsoft collaboration platforms. Our Poly Professional Services team provides you with the expertise to plan, deploy, operate and support your Microsoft solution environment.

68% of companies see increased productivity when employees' endpoints and workstyles are aligned (Nemertes, 2018). Together with Poly, Westcon can help you to get the most out of your Microsoft Teams investment.



How Westcon and Poly can help you



Poly is the only vendor to offer an end-to-end solutions portfolio for Microsoft Teams: from headsets, video and conference to desktop, software and services.



Support with global team of Microsoft MVPs and MCMs to help you architect a complete Microsoft Teams solution.



Provide a robust experience on Microsoft Teams, but also on other platforms that might be used within your organisation.



Ability to provide live demonstrations of all Microsoft Teams certified products, either virtual or on location with the same experience.

Our value to customers and partners

Business leaders—More ways to improve communication and collaboration, and thus improve productivity.

IT managers—More insights and interoperability that help anticipate maintenance needs, solve problems remotely, and reveal the ways users interact with their systems and work environment.

Business partners—More opportunities as we work together to give our customers more of what they want.



Achieve more with end-to-end solutions for Microsoft Teams

Video

Poly room solutions for Microsoft Teams, including Poly Studio Room Kits as well as Poly Studio X30 and Poly Studio X50 video bars for Microsoft Teams, deliver the familiar Teams interface, combined with powerful Poly audio and video technologies.

Standalone USB camera options are also available, such as Poly Studio, Studio P5 and Studio P15. We understand one size doesn't fit all. Poly has the portfolio to help you equip every room, from the home office and executive office to huddle space to large conference rooms.

Video interoperability

Poly RealConnect enables video interoperability with Microsoft Teams without adding complexity. With RealConnect, it's easy to connect your H.323/SIP videoconferencing systems to Microsoft Teams (or Skype for Business) meetings. Keep the workflow you're used to, just add video interoperability so anyone can join the meeting from their personal clients, Microsoft Teams Rooms systems, as well as from video conferencing systems. It is that simple.



Poly Studio
Focus Room Kit



Poly Studio Small-
Medium Room Kit



Poly Studio
Large Room Kit



Poly Studio X30



Poly Studio X50



Poly Studio



Poly Studio P5



Poly Studio P15



Poly Studio P21



EagleEye IV
USB



Voyager 4300
Office UC Series



Voyager 5200
Office UC Series



Voyager
6200 UC



Voyager
8200 UC

Headsets

Poly has the largest portfolio of Teams USB certified headsets in the market. These headsets are designed with today's business professional in mind, enabling rich audio connections no matter what your workstyle is or where you touch down.

Poly's Microsoft Teams-certified headsets meet Microsoft's audio requirements and include a dedicated Teams button to instantly invoke Microsoft Teams to the foreground for streamlined communications. Poly headsets certified for Skype for Business are recertified for Microsoft Teams, providing similar user experience.

The **Voyager** family of Bluetooth® wireless headsets provides seamless, multi-device connectivity for today's workforce.

The **Savi** family provides a selection of DECT™ wireless headsets that offer best-in-class sound quality and multidevice connectivity, long-range and hands-free mobility and hours of talk time for ultimate efficiency.

The **Blackwire** family gives you a broad selection of corded UC devices that deliver outstanding audio quality and reliability, ease of use and price points to meet any budget.



Voyager
Focus 2



Voyager
Focus UC



Savi 7300 Office
Series



Savi 8200
Office UC Series



Blackwire
8225



Blackwire
7225



Blackwire
5200



Blackwire 3300
Series (-M)

Desktops

In the office, at home or on the go, Poly delivers the broadest set of voice devices for Microsoft Office 365.

CCX Series—our new native Microsoft Teams phones are designed to support the latest Android platforms for the most robust Teams experience today and in the future.

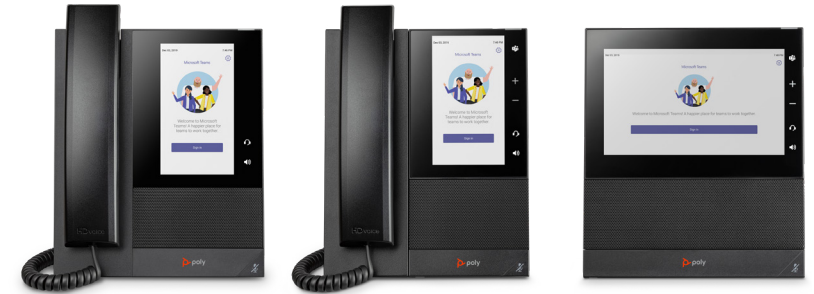
Conference phones

Customers looking for phones for their Microsoft Teams communications turn to Poly when they want high-quality audio and innovative features that make a real difference.

Trio C60, the latest and most powerful Poly Trio conference phone to date, sets the new conferencing standard for Microsoft Teams or Skype for Business calls with familiar interface and one touch-to-join calendar integration.

Sync family smart speakerphones have remarkable sound quality in personal and huddle workspaces plus small conference rooms. Voice calls flow naturally with multiple microphones that track the talker, not the noise. It is simple to join meetings—just plug in or connect via Bluetooth.

The Poly Sync 20 is ideal for personal spaces and the Poly Sync 40 and Poly Sync 60 are for small to medium conference rooms.



CCX Series



Trio C60



Poly Sync 20



Poly Sync 40



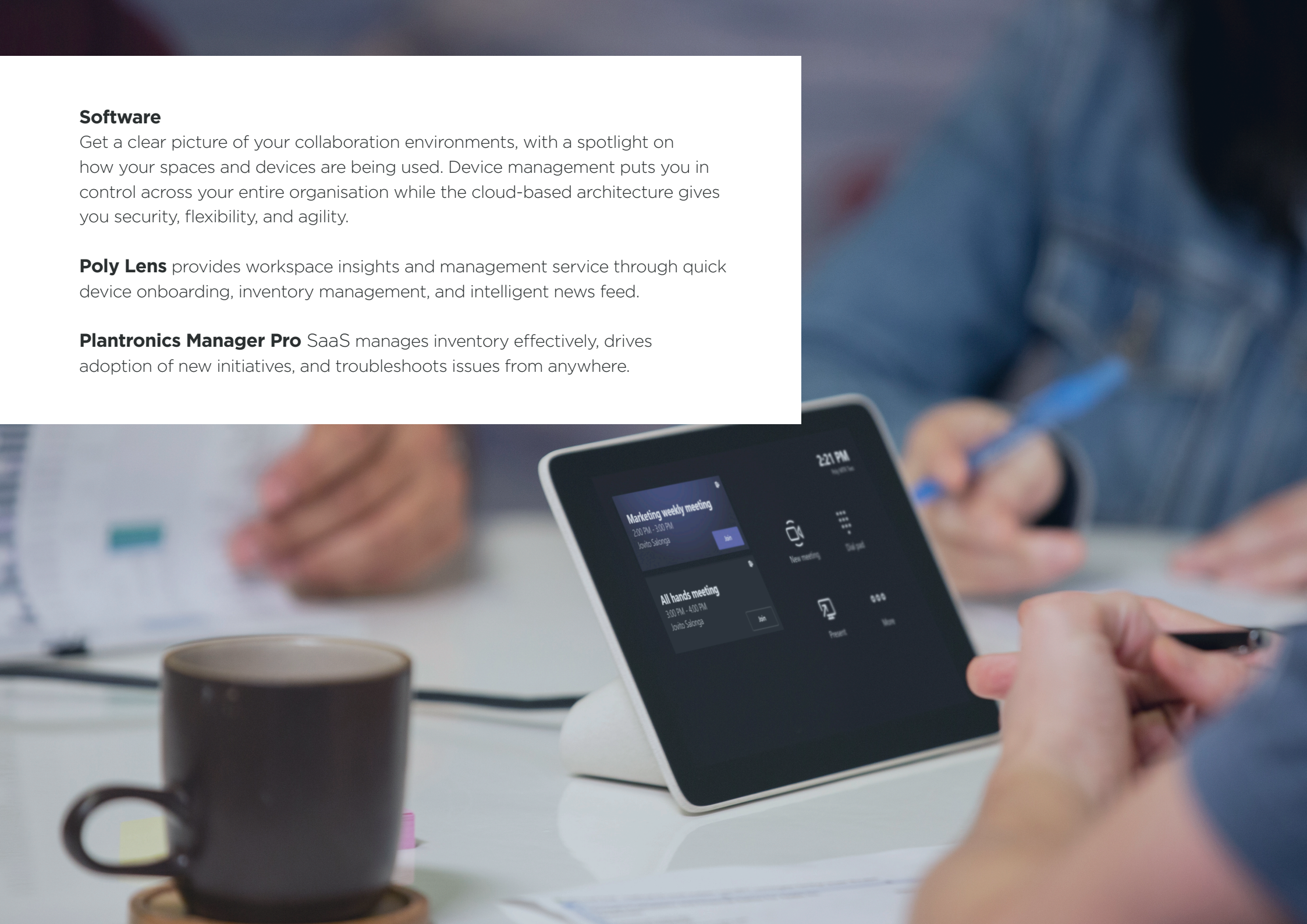
Poly Sync 60

Software

Get a clear picture of your collaboration environments, with a spotlight on how your spaces and devices are being used. Device management puts you in control across your entire organisation while the cloud-based architecture gives you security, flexibility, and agility.

Poly Lens provides workspace insights and management service through quick device onboarding, inventory management, and intelligent news feed.

Plantronics Manager Pro SaaS manages inventory effectively, drives adoption of new initiatives, and troubleshoots issues from anywhere.





Services

Our comprehensive suite of services for Microsoft Teams focuses on supporting the customer through their transformational journey, drives customer success and delivers the required business outcomes with Microsoft Teams. They provide comprehensive, personalised guidance from Poly's Microsoft experts whilst minimising potential impact on end users and speeding up productivity.

Poly Envisioning for Microsoft Teams accelerates digital transformation and assists customers in achieving greater business value through the usage and adoption of Microsoft Modern Workplace Cloud Solutions.

Poly Network Readiness Service for Microsoft Teams ensures the network is capable of performing at a consistent, optimal level for carrying real-time media traffic, delivering a readiness assessment of connectivity from the Edge to the cloud and provides an assessment and remediation plan for improving performance in supporting the low loss, and jitter requirements needed to support real-time media.

Poly Adoption Consulting Services for Microsoft Teams is focused on accelerating the transition and transformation to new and better ways of working while achieving measurable business value through the usage and adoption of Microsoft Teams. Poly User Migration Service for Microsoft Teams focuses on user migration for Microsoft Teams Phone System with Direct Routing and audio conferencing. The service guides the customer through the essential and complex planning, delivery, and operation activities required to successfully migrate users and workloads to Microsoft Teams.

Poly PBX Assessment Service for Microsoft Teams provides the tools you need to totally assess, analyse, and map the full configuration of the source PBX environment to a ready-to-execute Microsoft Teams Phone System production solution. Or you can outsource to Poly and our Managed Services for Microsoft Teams offers you a turnkey solution that drives interoperability of Microsoft Teams via an end-to-end, global, single-source managed service.



WestconComstor.com