



## Going Green with Polycom

Polycom Trade-in program includes a recycle option, as part of our Going Green with Polycom initiative. Designed to minimise the environmental impact of our business, Going Green with Polycom touches the full product lifecycle—from research and development and clean manufacturing processes to greener packaging and shipping models to proper product disposal.

Join us in helping keep our planet green. Visit [http://www.polycom.com/company/about\\_us/global\\_sustainability.html](http://www.polycom.com/company/about_us/global_sustainability.html) to learn more about Going Green with Polycom.

## Polycom® 2017 Trade-in Program

Purchase new Polycom video solutions and enjoy significant discounts with the trade-in of eligible legacy or competitive equipment. Select new products are now eligible for discounted CARE services!

Polycom helps people communicate and collaborate more naturally across a variety of organizations. Upgrade to the latest solutions from Polycom and increase your organizations productivity while reducing costs – Polycom solutions deliver results quickly!

Simply trade in your existing legacy Polycom or competitive equipment January 1, 2017 through June 23, 2017 and receive incremental discounts on qualifying new purchases from a Certified Polycom reseller. Then use Polycom's award-winning solutions to “go” wherever you need to be—team meetings, training, brainstorming sessions, customer presentations, and more—with “just like being there” audio and video quality.

**Unused CARE Maintenance Contracts:** For those customers trading-in eligible Polycom products listed on this document that still have active maintenance contracts, adjustments for those unused services may be applied to new the Polycom product maintenance contracts. Refer to the Polycom Unused CARE Process with your Polycom representative for details.

**Additional 4%Discount is available when the Polycom Deal Registration program is followed.** Refer to Polycom Deal Registration program for details.

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## Polycom® RealPresence® Media Suite

Provides simple, self-service workflows to capture and share video.

Product Number	Description	Incremental Trade-in Discount	Total Incremental Discount with approved Deal Registration ID
VRSS5000-6ve	RealPresence Media Suite Virtual Edition - Records 6 SIP/H323 calls	15%	19%
VRSS5000-12ve	RealPresence Media Suite Virtual Edition - Records 12 SIP/H323 calls	15%	19%
VRSS5000-18ve	RealPresence Media Suite Virtual Edition - Records 18 SIP/H323 calls	15%	19%
VRSS5000-40ve	RealPresence Media Suite Virtual Edition - Records 40 SIP/H323 calls	15%	19%
VRSS5000-6	RealPresence Media Suite Appliance Edition (2U Server) - Records 6 SIP/H323 calls	15%	19%
VRSS5000-12	RealPresence Media Suite Appliance Edition (2U Server) - Records up to 12 SIP/H323 calls	15%	19%
VRSS5000-18	RealPresence Media Suite Appliance Edition (2U Server) - Records 18 SIP/H323 calls	15%	19%
VRSS5000-40	RealPresence Media Suite Appliance Edition (2U Server) - Records 40 SIP/H323 calls	15%	19%
2200-70220-000	Rack Server 220 - No Software or Licenses Included (Maintenance required)	10%	10% *
2200-70620-000	Rack Server 620 - No Software or Licenses Included (Maintenance required)	10%	10% *

*\*Deal Registration Discount not available on this SKU*

### Approved Trade-In Equipment for RealPresence Media Suite

Cisco Digital Media Manager for Show and Share, Cisco Show and Share Enterprise, Cisco Show and Share Workgroup, VBrick 9000 Encoder, VBrick Rich Media Studio (RMS), Polycom RSS 2000, Polycom RSS 4000, and Polycom RealPresence Capture Station products.

## Polycom® RealPresence® Group Series Products and CARE Services

RealPresence Group 300, 310, 500 or 700, combining great video experiences and a new breakthrough simple interface with the broadest interoperability and lowest total cost of ownership of any video collaboration system. Discounted 3-year term RealPresence Group Series Premier CARE service contracts are now available for those units purchased under this program. See the chart below for those Product Numbers available for discount. **Note:** No CARE service contract discounts are available through this program for different terms or products.

Product Number	Description	Incremental Trade-in Discount	Total Incremental Discount with approved Deal Registration ID
7200-64270-001	RealPresence Group 700 with EagleEyeIV-12x camera	20%	24%
7200-63550-001	RealPresence Group 500 with EagleEye Acoustic camera	20%	24%
7200-64250-001	RealPresence Group 500 with EagleEyeIV-12x camera	20%	24%
7200-64510-001	RealPresence Group 500 with EagleEyeIV-4x camera	20%	24%
7200-65320-001	RealPresence Group 310 with EagleEye Acoustic camera	20%	24%
7200-65340-001	RealPresence Group 310 with EagleEyeIV-4x camera	20%	24%
7200-67190-001	RealPresence Group Convene GS 310 Bundle	20%	24%
7200-61070-001	RealPresence Group Convene GS 500 Bundle	20%	24%

## Approved Trade-In Equipment for RealPresence Group Series Solutions

Cisco/Tandberg (C Series, MXP Series, MSE Series, Edge Series, EX family, SX family), Lifesize (Room, Team, Express), Sony (PCS Series), Aethra (Vega series), Huawei (View Point Series and TE30), Radvision Scopia VC240, VTEL conferencing systems, telyHD Pro Video Conferencing Systems, Polycom QDX series, Polycom iPower, Polycom View Stations, Polycom VSX series, Polycom V500, and all Polycom HDX models purchased prior to June 1, 2017.

## RealPresence Group Series CARE Services contracts

For RealPresence Group Series products above, discounted 3-Year CARE Services may be ordered. Polycom-branded 3-year contracts are eligible for 20% incremental discount. Partner-branded 3-year contracts are eligible for 10% incremental discount.

Additional Deal Registration discounts are not available on CARE Services contract.

Please refer to your Polycom CARE Service Representative for specific product numbers eligible for discounts under this program that are available in your region.

## Polycom Trade-in Offer

### Terms and Conditions

1. Program valid from January 1, 2017 through June 23, 2017, or until terminated by Polycom. **NST 2015-12-131348** must be referenced in the PO to Polycom. This promotion is available in all regions.
2. Part numbers on GMT are for North America, but all region-specific part number variants are eligible for this promotion. "J" and "G" prefix part number variants eligible for this promotion.
3. Approved Deal Registration ID number must appear on the order to take advantage of the additional 4% Deal Registration discount. Discounts previously approved through the Deal Registration program are replaced by this additional 4% discount for applicable products.
4. 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 Acknowledgment Form.
5. All units with installation and maintenance services must be purchased on one purchase order and all units must ship within the same calendar quarter.
6. 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.
7. Polycom must receive a trade-in Acknowledgement Form with the Polycom Purchase Order. Orders received without the 2017 Trade-in Acknowledgment Form will not be processed until the claim form is received.
8. This offer is only available to End User customers who purchase or enter into 36 month non-cancellable lease agreements from a certified Polycom Channel Partner.
9. This offer is void where prohibited or otherwise restricted by law.
10. This offer may not be combined with any other promotional offer or discounts, and Polycom reserves the right to modify or cancel this program at any time except Deal Registration as described here.
11. 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 2017 Acknowledgement Form

Valid from January 1, 2017 through June 23, 2017

NST#: 2015-12-131348

### End User Information:

Company Name \_\_\_\_\_

First Name \_\_\_\_\_ Last Name \_\_\_\_\_

Title \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ Postal Code \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

I acknowledge that I have read and am authorized to, and do accept terms and conditions of the **Trade-in 2017** on behalf of my identified business organization. I do hereby certify that the equipment being traded-in was purchased more than twelve (12) months ago and 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 any capacity within our organization or be resold for use at any other company.

Customer Signature \_\_\_\_\_ Date \_\_\_\_\_

### Partner Information:

Company Name \_\_\_\_\_

Partner Company Representative \_\_\_\_\_ Email \_\_\_\_\_

## About Polycom

Polycom helps organizations unleash the power of human collaboration. More than 400,000 companies and institutions worldwide defy distance with video, voice and content solutions from Polycom. Polycom and its global partner ecosystem provide flexible collaboration solutions for any environment that deliver the best user experience and unmatched investment protection.

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