

Polycom CX8000 for Microsoft Lync Product Overview Presentation

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Agenda

- “ Introducing the CX8000 for Microsoft Lync
- “ Product Positioning
- “ Product Overview
- “ Availability and Pricing
- “ Certification Program

What is a Lync Room System

- “ Reference design by Microsoft
 - Combination of LRS software and hardware
- “ Lync Room System edition optimized for use in a conference room setting
- “ Bundled solution for a conference room system



Polycom CX8000 for Microsoft® Lync®

- “ A Microsoft Lync Room System (LRS)
- “ Built around Crestron RL system
- “ Enhanced with Polycom CX5100
- “ Power of Three
 - Microsoft: Powerful enterprise UC platform
 - Crestron: Market leading room control solution
 - Polycom: Best video/audio technology with worldwide network of experts



Extending Polycom's leadership in Microsoft Lync Partner Ecosystem

CX8000 Positioning

Polycom® CX8000 for Microsoft® Lync®



Perfect for organizations seeking to seamlessly extend Lync 2013 video and collaboration experience from desktop and conference rooms

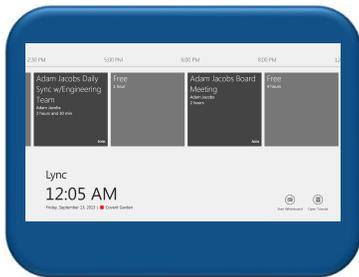
Provides rich two way collaboration capabilities and a familiar Lync experience

Delivers Polycom's high quality voice and video combined with the market leading room control console

Powered by Microsoft Lync software for the best collaboration experience

Works in both Lync Server (on-premises) and Office 365 environments

Superb Collaboration, Capability and Ease of Use



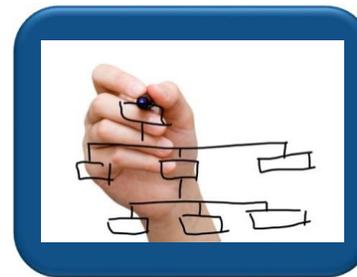
USER INTERFACE

- “ Familiar Lync UI
- “ Outlook calendar view
- “ Touch-based operation for simplicity



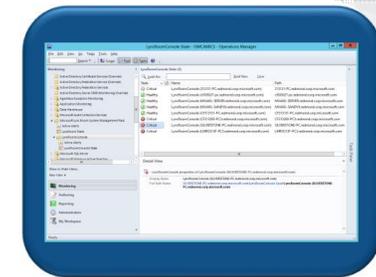
ROOM EXPERIENCE

- “ Market leading, easy-to-use touch table-top console
- “ 360 degree panorama video with active voice tracking
- “ Large, touch monitor support



COLLABORATION

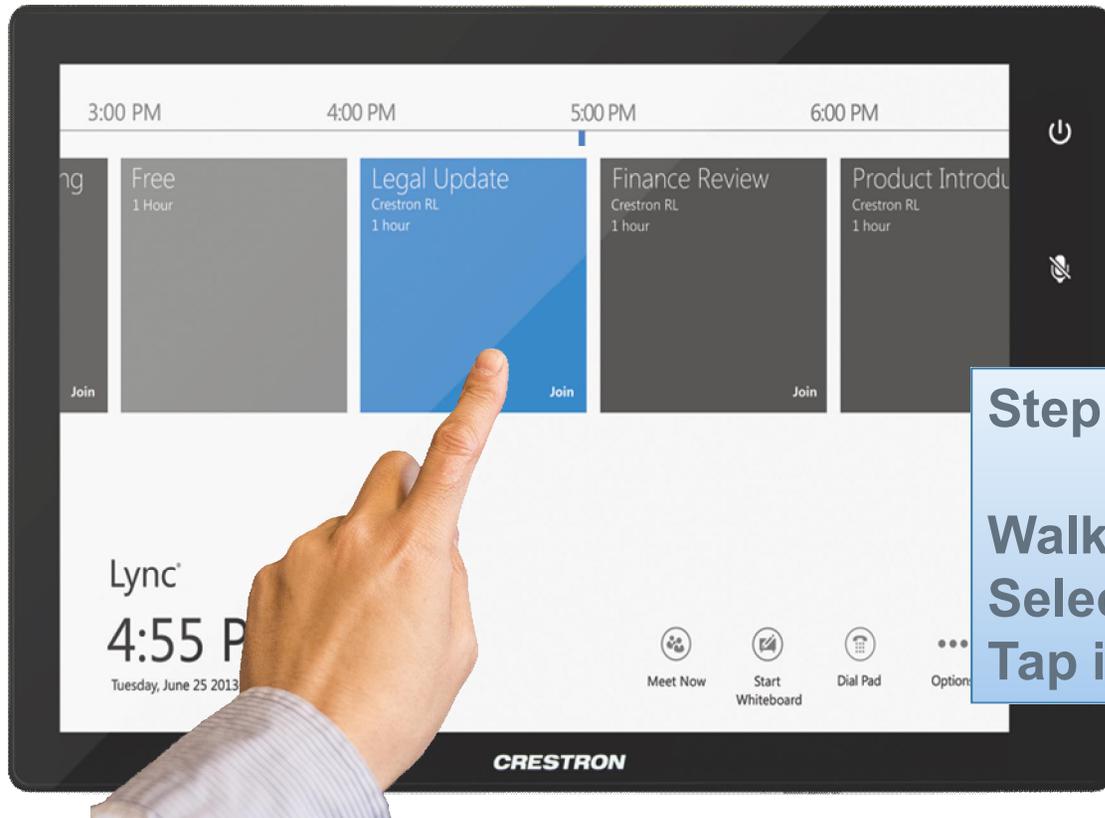
- “ Two-way active collaboration
- “ Whiteboarding & Presentation share with annotation
- “ Desktop & Program share



MANAGEMENT

- “ Remote Admin Portal
- “ Update and Monitoring
- “ SCOM management pack

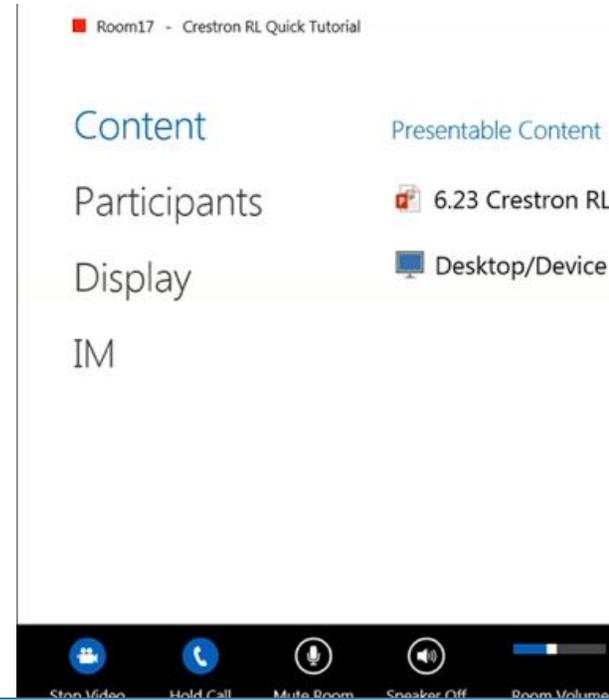
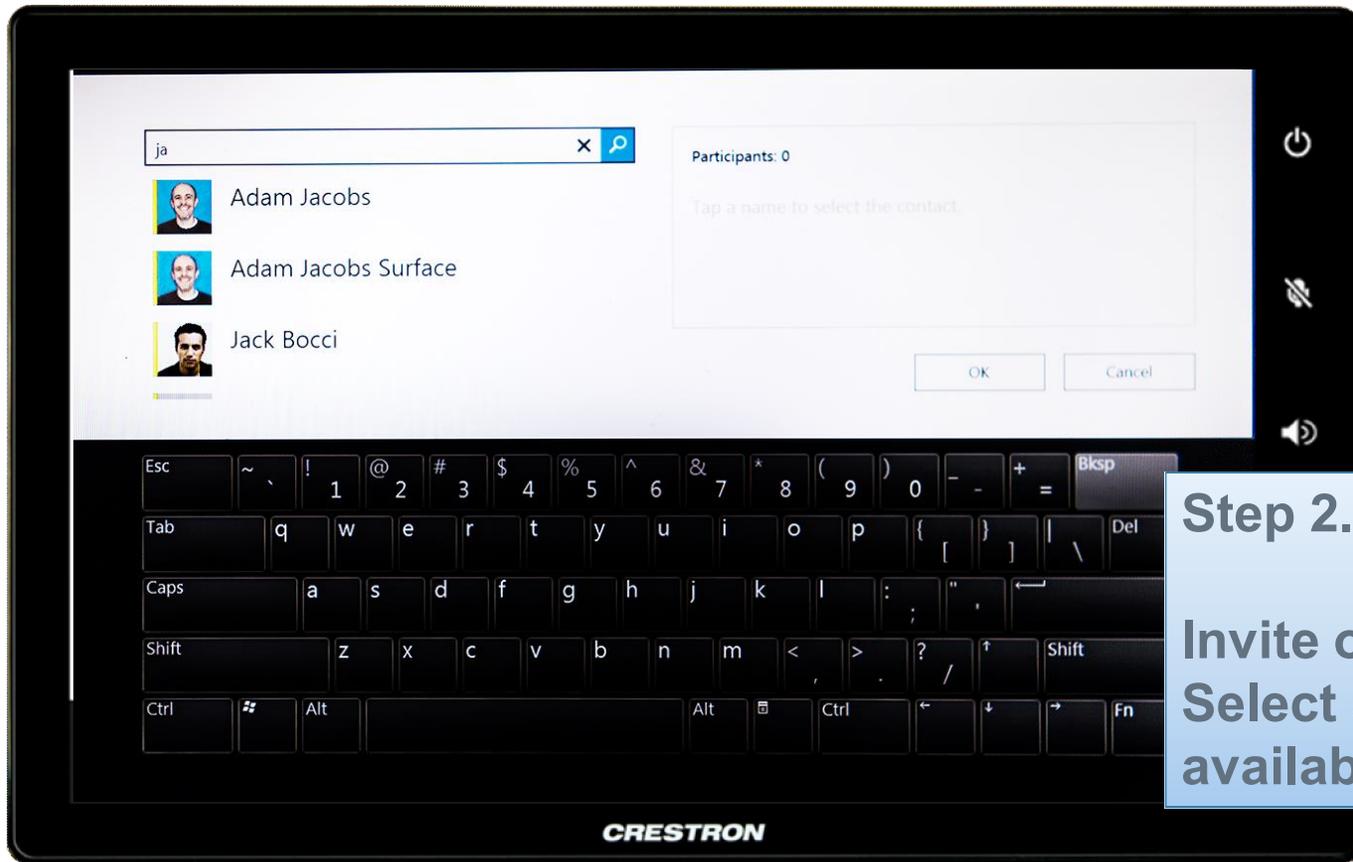
Ultimate Ease of Use



Step 1.

Walk into a meeting room
Select your meeting on the Calendar UI
Tap it to join in the meeting

Ultimate Ease of Use



Step 2.
Invite others if required (Search AD)
Select a new whiteboard or content available in the meeting

Ultimate Ease of Use

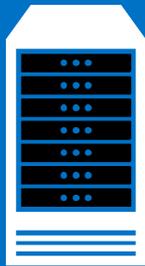


Step 3.

Start collaborating instantly!

Flexible Deployment Options

Support for both on-premises and hosted Lync environments



Lync Server

Lync Server
Private cloud



Lync Hybrid

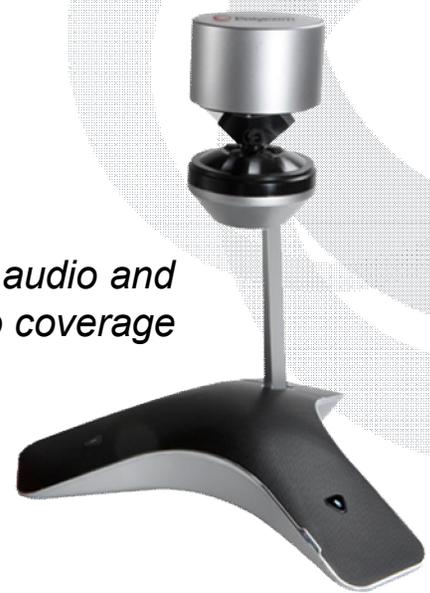
Single domain & directory
Users split . server / online



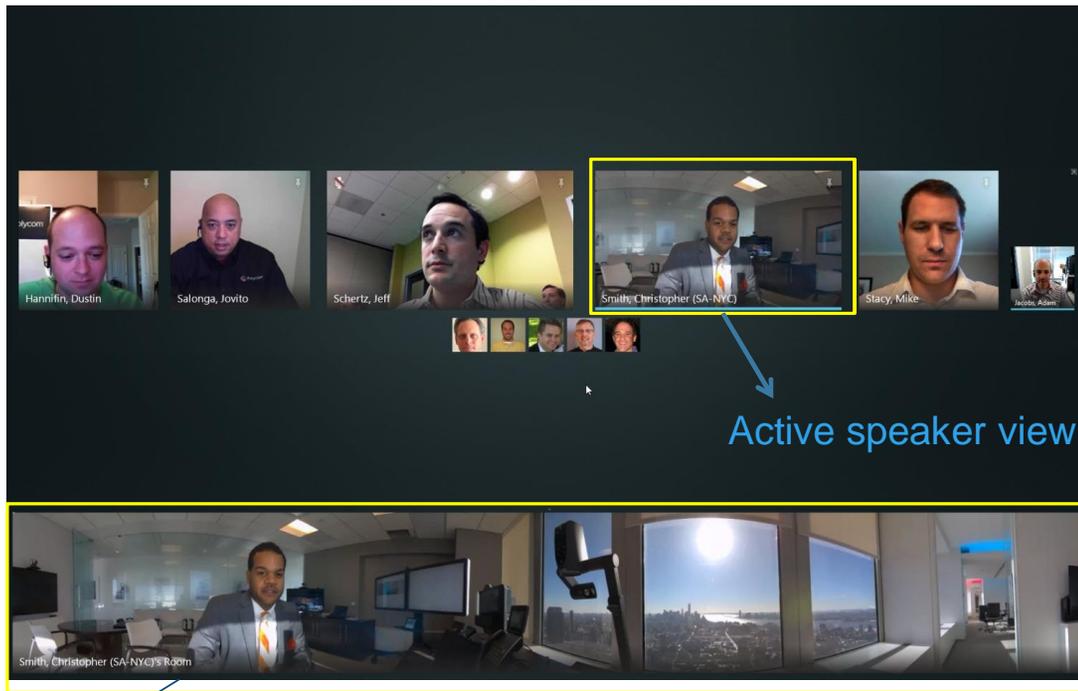
Lync Online

Office 365, Lync Online
Partner-hosted multi-tenant

Polycom Advantages . Superior Audio/Video



360° audio and video coverage



Active speaker view

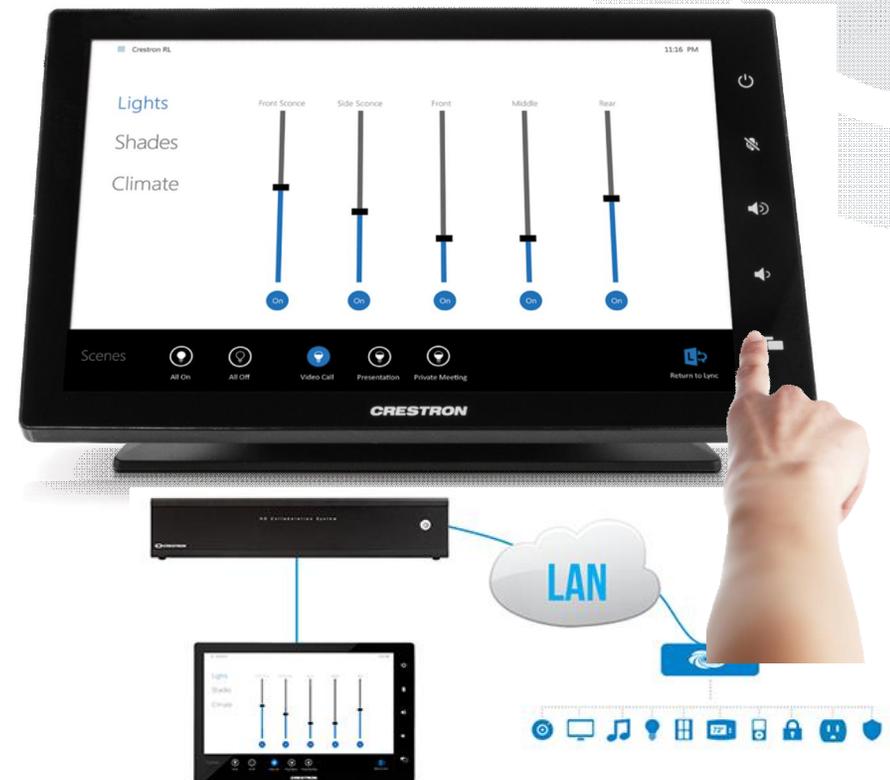
360° room view

Specifications	
Active Speaker Video	1080p/30fps
Panoramic Video	1920 x 288
Audio	160Hz to 22kHz
USB	USB 3.0
Privacy Cap	Locking Captive Privacy Cap

Polycom Advantages . Tabletop Console for Room Control

- “ Single CAT5e cable from the console to the appliance
- “ Leverage CX8000 tabletop controller to also control room environments
- “ Toggle LRS control and the room control with just a touch of a button*
 - AV
 - Lights
 - Shades
 - Thermostat

*Crestron room control system needs to be added to LAN and the room control file loaded on the system



Product Details

CX8000 Bundle Offers

- “ Two SKUs available

 - Front-of-Room Camera version
 - 360 (Center of Table) version

- “ Partner-branded service is required

- “ Monitor(s) is not part of the bundle, to be sourced by the reseller/system integrators

 - More flexibility in monitor choice

 - CX8000 is qualified with monitors and the list of qualified monitors are available on the website and documentation

CX8000 Front-of-Room

“ CX8000 FOR Components

Crestron UC Codec for Microsoft Lync

10+Tabletop touch screen

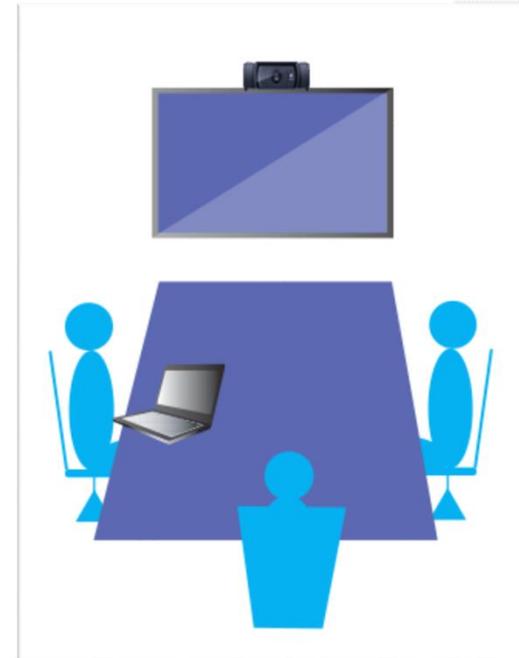
1080p webcam (mic)

Sound bar

Mount brackets

Cables

Monitor not included



-1080p webcam for camera/microphone

-Constant wide angle view

Good for huddle to small conference rooms

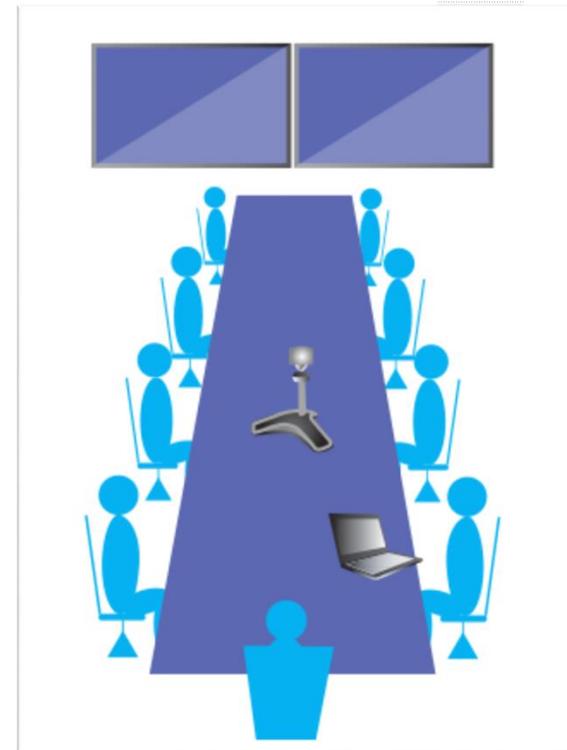
CX8000 360

“ CX8000 360 Components

All of CX8000 FOR components

Polycom CX5100

Monitor not included



- 360° View of the Room
- Active View stays on current speaker
- Better audio coverage

Great for huddle rooms to medium conference rooms

Monitors

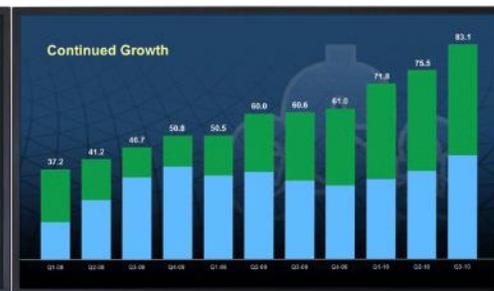
“ Polycom CX8000 will qualify the system with the following monitors for Lync Room System qualification by Microsoft

Perceptive Pixel by Microsoft 55" or 82" Touch Device (Available in USA only*1)

Crestron 65+monitor (Samsung commercial monitor + Crestron touch overlay)

Additional monitors will be qualified in 1H 2014 to make monitors easier to source locally

“ Monitors are to be sourced and bundled by system integrators or resellers



Polycom Room Systems for Lync

Polycom Room Solution for Lync



Polycom CX8000 for Microsoft Lync

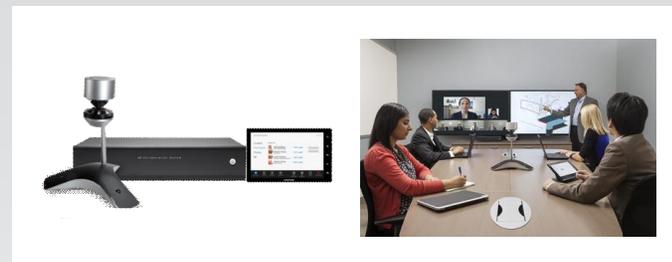
- “ For huddle room to medium conference room
- “ Lync native user interface
- “ Rich collaboration features (bi-directional)
- “ Purpose-built for Lync 2013



Polycom RealPresence Group Series

- “ Multiple configurations available (300/500/700)
- “ From huddle room to large lecture hall
- “ Ideal for Vertical applications as well
- “ Native interoperability with Lync 2013
- “ Interoperable with standards-based systems

Feature Comparison

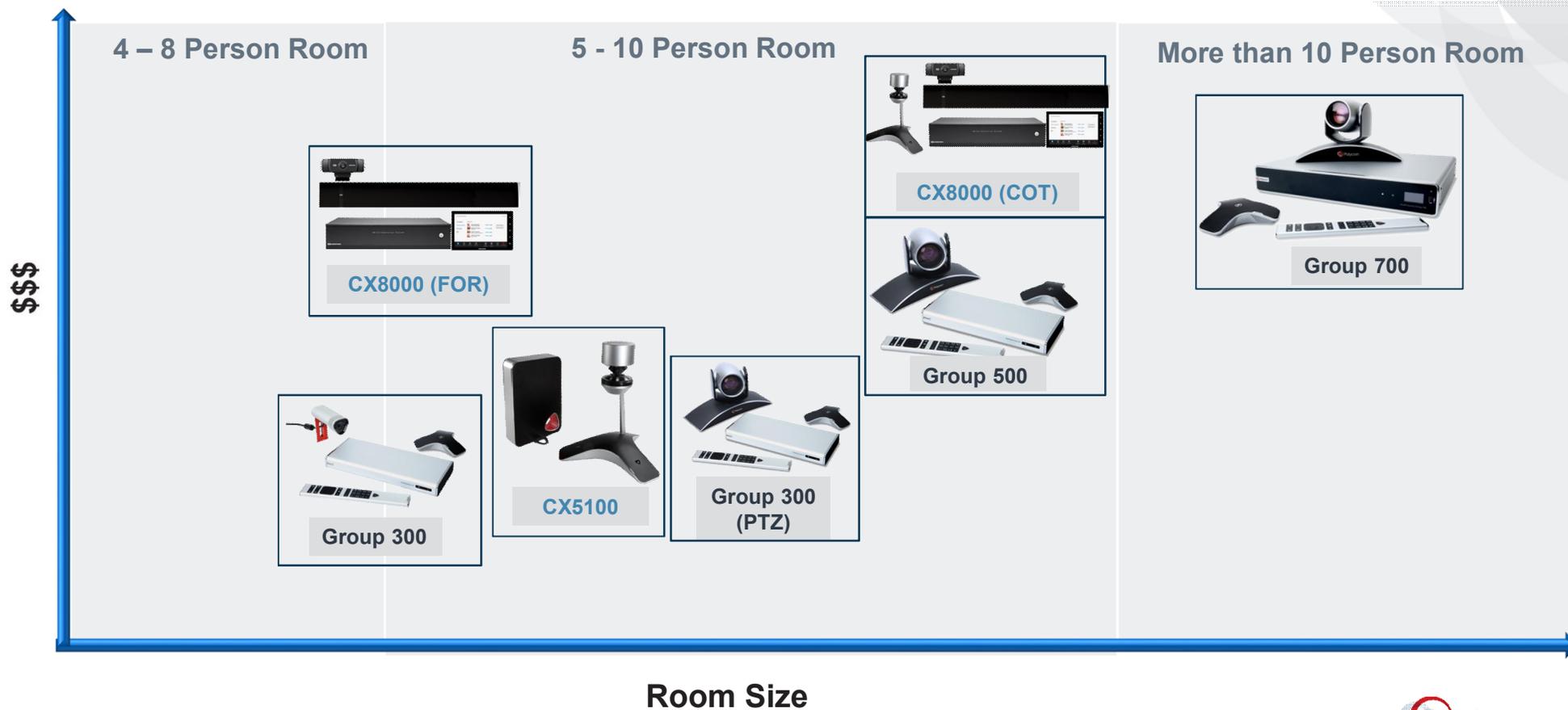


Polycom Group Series (300/500/700)	System Attribute	Polycom CX8000
12x zoom Pan/Tilt/Zoom or fixed focus Face/voice tracking peripheral	Camera	360 panorama + active speaker tracking or webcam
Small to large conference rooms, board rooms, vertical specific environment	Room Size	Small to Medium conference room
No	Touch-enabled monitors	Yes
One way desktop share (P-to-P) (Content Sharing Suite enables content share between Group and Lync PC client)	Collaboration (with Lync clients)	Whiteboarding and PowerPoint share with annotation (two-way) directly on touch monitors Desktop and Program share (one way)
Ceiling mics, echo canceller (SoundStructure)	Room AV Integration	No
Lync, H.323, SIP, and TIP	Signaling Support	Lync
Yes	Lync MCU	Yes
Lync Server (on-premises) 2010/2013	Platform	Lync Online and Lync Server 2013

Collaboration Features

	CX8000	Group + RPP and Content Sharing Suite*
Share Desktop	Yes (laptop connected via HDMI/VGA)	Yes (PPCIP, HDMI)
Whiteboard	Yes (directly on a touch monitor) Two way annotation	Yes (VisualBoard) One way annotation
PowerPoint share	Yes Two way annotation	Yes (VisualBoard) One way annotation
Saving annotated contents	Yes, for whiteboard content (email to meeting participants)	Yes, for VisualBoard content (save to local USB drive)
Share Program	Yes (No annotation)	Yes (No annotation)
Share with non-Lync endpoints	Yes, for PC/Mac participants (via Lync Web App)	Yes. PC/Mac via browsers; H.323 and SIP endpoints/clients

Broad Portfolio of Options



Polycom UC Solutions for Microsoft

Voice <i>Desktop & Conferencing</i>	Telepresence <i>Immersive, Room, Desktop, & Mobile</i>	RealPresence Platform <i>Video Collaboration & Management</i>
		
		 <p>SW/HW based, Hybrid, Hosted</p>
		

When Collaboration is Mission-Critical, the Video Platform that Businesses Choose is Polycom

- “ Experts in Interoperability
- “ Deep Lync Expertise
- “ Powerful Alliance with Microsoft
- “ Market Leadership
- “ Award Winning Technology
- “ Quality Experience
- “ Global Reach



Product Availability

FCS Target

USA and Canada	Available
EU/EFTA countries Hong Kong, Malaysia, Singapore	Available (FCS early April)
Australia and New Zealand	Available (FCS early April)

Additional markets for the CX8000 are planned to be available in 2014

Mexico, Brazil, Argentina	Second phase
South Africa, Saudi Arabia, UAE	Second phase
Japan, China, South Korea	Second phase

Pricing and Part Numbers

“ Product Pricing

7200-64650-xxx	CX8000 with Front-of-Room camera	\$14,279
7200-64680-xxx	CX8000 with CX5100 panoramic camera	\$19,599

“ Services Pricing (Partner Branded)

4870-64650-160	Partner Premier One Year, CX8000 with Front-of-Room camera	\$1720
4870-64650-362	Partner Premier Three Year, CX8000 with Front-of-Room camera	\$4645
4870-64680-160	Partner Premier One Year, CX8000 with CX5100 panoramic camera	\$2350
4870-64680-362	Partner Premier Three Year, CX8000 with CX5100 panoramic camera	\$6345

*Service is required. Refer to PAB#5980 for full pricing information.

Channel Certification Program

New certification program, Microsoft Video Endpoint Certification, specific to CX8000 sales and support

- “ Minimum of 2 Sales completions of the Microsoft Video Endpoint Sales Learning track (MVEOS100)
- “ Minimum of 2 Pre-Sales technical completions of the Microsoft Video Endpoint Technical Learning track (MVEOT100)

For details, please refer to the [Microsoft Video Endpoint Certification Guide](#) on PartnerConnect

Thank you

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