



### Going Green with Polycom.

Polycom Trade-in program includes a recycle option, as part of our Going Green with Polycom initiative. Designed to minimize 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://polycom.com/company/about\\_us/global\\_sustainability.html/](http://polycom.com/company/about_us/global_sustainability.html/) to learn more about Going Green with Polycom.

## POLYCOM PROMOTION

### Polycom® 2018 Video Trade-In Program for Authorized Polycom Channel Partners

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

Polycom’s video solutions enable people to communicate and collaborate more naturally across a variety of organizations. Through our 2018 Video Trade-In Program (“Trade-In Program”), customers can now upgrade to the latest Polycom video solutions.

#### This is how our Trade-In Program works

If an end-user customer trades-in their existing legacy Polycom or competitive video equipment during the time period from January 1, 2018 through December 22, 2018, the customer will be entitled to receive incremental discounts towards their purchase of new Polycom video products through a Polycom Certified reseller. We also offer discounted CARE maintenance support services for certain new video solution products. Specific details and list of eligible products and services covered under this Trade-In Program can be found in this document.

**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 Polycom product maintenance contracts. Refer to the Polycom Unused CARE Process with your Polycom representative for details.

An additional 8% Discount is available to you as an Authorized Partner when you stack this trade in program on top of the Polycom Deal Registration program offer for qualified opportunities. Refer to the Polycom Deal Registration program for details.

#### Contents

Polycom® RealPresence® Group Series Products and CARE services .....	2
Polycom Trade-In Offer .....	3
Trade-In 2018 Claim Form .....	4

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

RealPresence Group 310, 500 or 700 provide enterprise-grade video, voice and collaboration 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 CARE service contracts are now available for those units purchased under this program. See the chart below for those Product Numbers available for this discount. **Note:** No CARE 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 EagleEye IV 12x camera	15%	23%
7200-63550-001	RealPresence Group 500 with EagleEye Acoustic camera	15%	23%
7200-64250-001	RealPresence Group 500 with EagleEye IV 12x camera	15%	23%
7200-64510-001	RealPresence Group 500 with EagleEye IV 4x camera	15%	23%
7200-65320-001	RealPresence Group 310 with EagleEye Acoustic camera	15%	23%
7200-65340-001	RealPresence Group 310 with EagleEye IV 4x camera	15%	23%

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

Cisco/Tandberg(C Series, MXP Series, MSE Series, Edge Series, EX 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 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 contracts.

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 Video Trade-In Offer

### Terms and Conditions

1. Program valid from **January 1, 2018 through December 22, 2018**, or until terminated by Polycom. **NST 2017-12-137200** 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" part number variants are eligible for this promotion.
3. Approved Deal Registration ID number must appear on the order to take advantage of the additional 8% Deal Registration discount. Discounts previously approved through the Deal Registration program are replaced by this additional 8% 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 Acknowledgement 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 2018 Trade-In Acknowledgement 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 or offer discounts except Deal Registration as described here.
11. Polycom reserves the right to modify or cancel this program at any time.
12. 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 January 1, 2018 to December 22, 2018

NST#: 2017-12-137200

### 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 **Video Trade-In 2018 program** 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 capacity within our organization or resold for use at any other company.

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

### Partner Information

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

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

Note: If trading in Polycom eligible legacy equipment as part of this program, please list products and serial numbers.

Eligible legacy Polycom 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.

Polycom, Inc.  
1.800.POLYCOM  
[www.polycom.com](http://www.polycom.com)

Polycom Asia Pacific Pte Ltd  
+65 6389 9200  
[www.polycom.com.sg](http://www.polycom.com.sg)

Polycom EMEA  
+44 (0)1753 723282  
[www.polycom.co.uk](http://www.polycom.co.uk)

