

▶ Polycom® Immersive Telepresence Solutions

The Most True-to-Life Collaboration Experiences, providing the fastest return on investment, all in a completely standards-based environment

Polycom immersive telepresence is your portal to a world of increased productivity, better decision making, and lowest total cost of ownership. Here is the Polycom advantage.

- ▶ Polycom delivers the industry's lowest total cost of ownership and accelerated return on investment through breakthrough multi-functional design and up to 50 percent lower bandwidth requirements than any other solution on the market.
- ▶ Polycom immersive telepresence provides the most realistic and productive meeting experience in the industry.
- ▶ Polycom solutions are built on open standards and natively interoperate with other standards-based solutions, so you enjoy investment protection for your existing high definition and legacy endpoints.



- First solution to optimize experiences with bandwidth saving technology (H.264 High Profile) and Lost Packet Recovery

- Broadest portfolio with seating for up to 28 participants per room



- Only multipurpose flexibility allowing you to use the suite for non-telepresence meetings

- Clearest audio using Polycom StereoSurround™ technology for natural conversations



- Only immersive telepresence to offer truly hidden technology

- First and only solution to offer fully immersive telepresence where everyone is seen in true-to-life dimensions sitting, standing, or walking around (Polycom RealPresence™ Experience (RPX™) solution)

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Exactly How Does Polycom Compare?

Polycom Immersive Telepresence	Other Competitive Products
<ul style="list-style-type: none"> Delivers the most open, platform-agnostic architecture for telepresence Provides unmatched investment protection and flexibility for leveraging existing UC environments with industry leading, standards-based telepresence solutions from Polycom Open Collaboration Network partners 	<ul style="list-style-type: none"> Are tied to specific call management platforms Are not standards-based Require complex bridging and proxy devices that increase cost and complexity, and results in loss of critical collaboration functionality.
<ul style="list-style-type: none"> Provides best network adaptability and superior visual experience Provides the only High Profile H.264 and Polycom® Lost Packet Recovery™ (LPR™) technology in the industry for up to 50% bandwidth savings, network adaptability, and superior video quality 	<ul style="list-style-type: none"> Offer no High Profile bandwidth savings, less or no network adaptability, and lower video quality
<ul style="list-style-type: none"> Offers the largest portfolio and variety of solutions, global services, and operations management options Accommodates different space, applications, capacity, budget, and support requirements 	<ul style="list-style-type: none"> No other provider offers our breadth of solutions, services, or operations management options
<ul style="list-style-type: none"> Makes distance meetings more productive thanks to Polycom's comfortable and natural telepresence meeting environments that are just like being in the same room. Only Polycom RPX fully immersive telepresence allows you to be seen in full height whether sitting, standing or walking around 	<ul style="list-style-type: none"> No other vendor offers fully immersive telepresence Other telepresence solutions have cameras and microphones in full view which distracts from the natural meeting experience.
<ul style="list-style-type: none"> Lets you lower your total cost of ownership with a multipurpose conference table suitable for traditional (non-telepresence) meetings to optimize room utilization 	<ul style="list-style-type: none"> All other vendors offer telepresence solutions that require dedicated real estate for telepresence meetings and cannot be effectively used for other meetings
<ul style="list-style-type: none"> Combined with Polycom RMX® platform, delivers a flexible, open solution supporting calls with any type of endpoint including cell phone callers, video systems, legacy ISDN endpoints, Microsoft® Office Communicator clients—and more 	<ul style="list-style-type: none"> Require a bridge plus a gateway to talk to other solutions in the network, adding latency and cost

Total Cost of Ownership Comparison vs. Cisco* Typical Telepresence Deployment for 5,000 Person Organization 8 Immersive Telepresence Units, 150 Room Telepresence Units, 1 Bridge

H.264 High Profile OPEX Savings	Equipment CAPEX Savings	Total Cost of Ownership Savings vs. Cisco*
Telepresence Bandwidth Savings (Immersive + Room)	Telepresence Systems and Bridge Savings	
\$.166M	\$1.945M	\$2.111M

* Based on MSRP pricing as of June 2010

Learn More

To find out more about Polycom immersive telepresence solutions and what they can do for your organization, visit us at polycom.com/telepresence or contact your Polycom sales representative.

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