POLY AUDIO AND VIDEO PRODUCTS

PLANTRONICS + POLYCOM

Plantronics and Polycom are now Poly, the global communications company that powers authentic human connection and collaboration.

Poly is meant to stand for 'many' and underline the breadth of endpoints and solutions offered by the company across unified communications and collaboration platforms.

This module is meant for new and old partners alike, to establish or reinforce basic know how, procedures and requirements list for doing POCs.

Plantronics + Polycom = Great Experiences

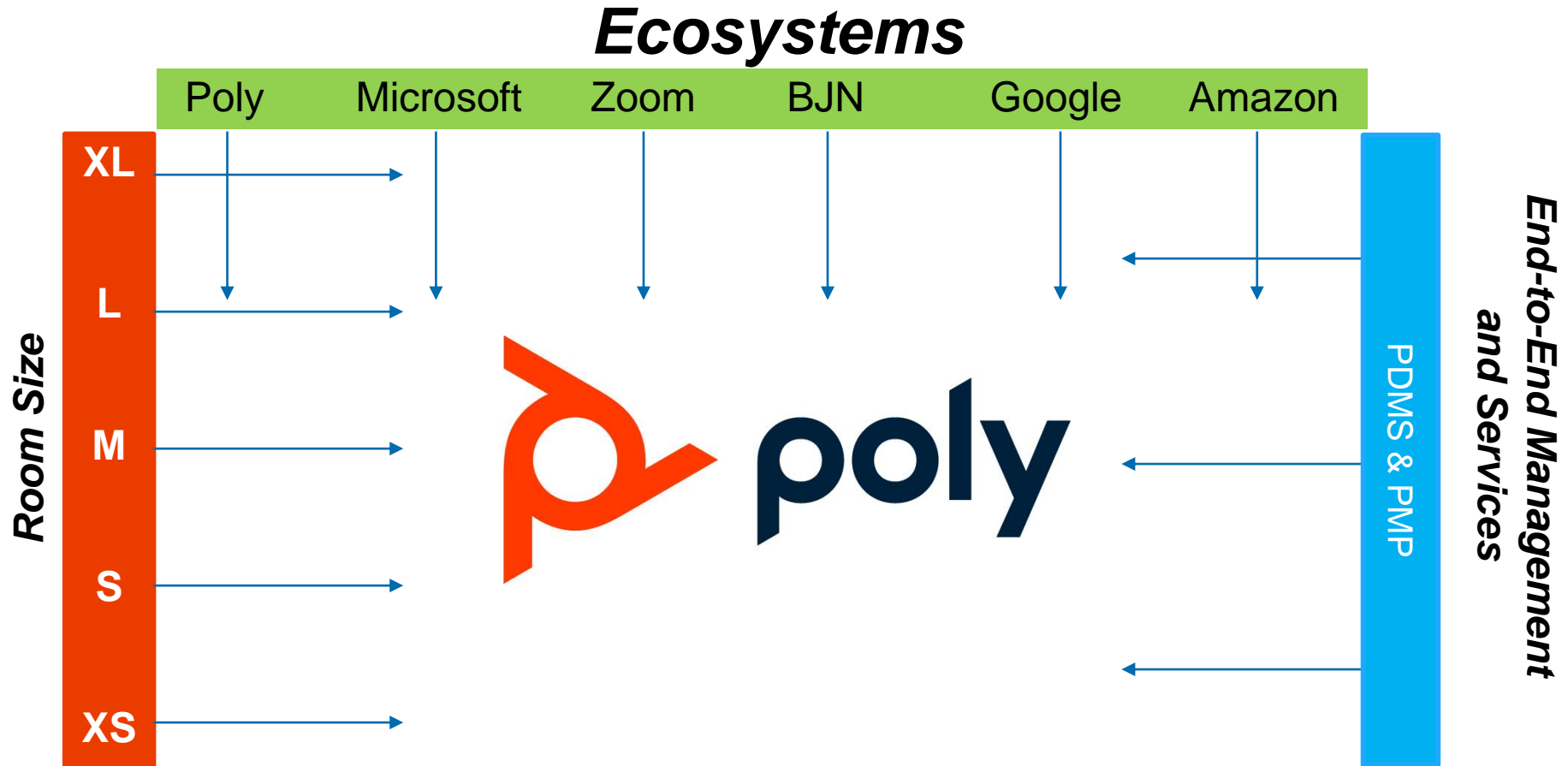## Smarter solutions for communications and collaboration

Business Analytics

IT Management

Interoperability

Insights

Insights

Soundscaping | **Software** | **Headsets** | **Conference** | **Desktop** | **Video** | **Infra/ Services**

Plantronics | Polycom

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ELECTRONICS CORPORATION

Email: sales@technicom.com.ph   Website: www.technicom.com.ph

STRATEGY TO GROW, DEFEND AND DIFFERENTIATE

The broadest video portfolio for any environment

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poly

IMMERSIVE COLLABORATION

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RealPresence Immersive Studio

Fully Immersive Collaboration

Innovative center-mounted camera cluster design

Fully immersive experience
84" 4K Ultra HD displays

Up to 21 seats
Fully immersive experience for everyone

Rear wall, cloud, and lighting for optimal experience

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Virtual Speaker Placement

Actual Speaker Placement

Groundbreaking Polycom 3D Voice™ Experience

Immersive Studio Flex

Slim design

Optional Wall Panels

Future Proof: 4k 65" Displays

Thin Bezels (12.6mm

IMMERSIVE STUDIO FLEX

The world's **best immersive experience** tailored to meet **your space and budget**

REALPRESENCE GROUP SERIES

Polycom® RealPresence® Group Series

- ## Boost Productivity and Supercharge Your Meetings, Simply and Easily

  - Best-In-Class Experiences
  - Broadest Interoperability
  - Lowest Total Cost of Ownership

RealPresence Group 300

RealPresence Group 500

RealPresence Group 700

RealPresence Group Series Models

RealPresence Group 310

Designed for small conference rooms, huddle rooms, offices

- 1 camera, People+Content app to send PC content
- 1 monitor (2nd via license key)
- No built-in multipoint
- Small, sleek design

RealPresence Group 500

Ideal for most conference and meeting rooms

- 1 camera, plus connections for PC content
- 2 monitors
- Up to 6-way multipoint
- Small, sleek design

RealPresence Group 700

Flexibility for larger rooms and integrated environments

- 2 camera connections, plus connections for PC content
- 3 monitors
- Up to 8-way multipoint
- Substantially greater processing power for future features

Group 500, 310 and 300 Back Panel View

GS500

GS310
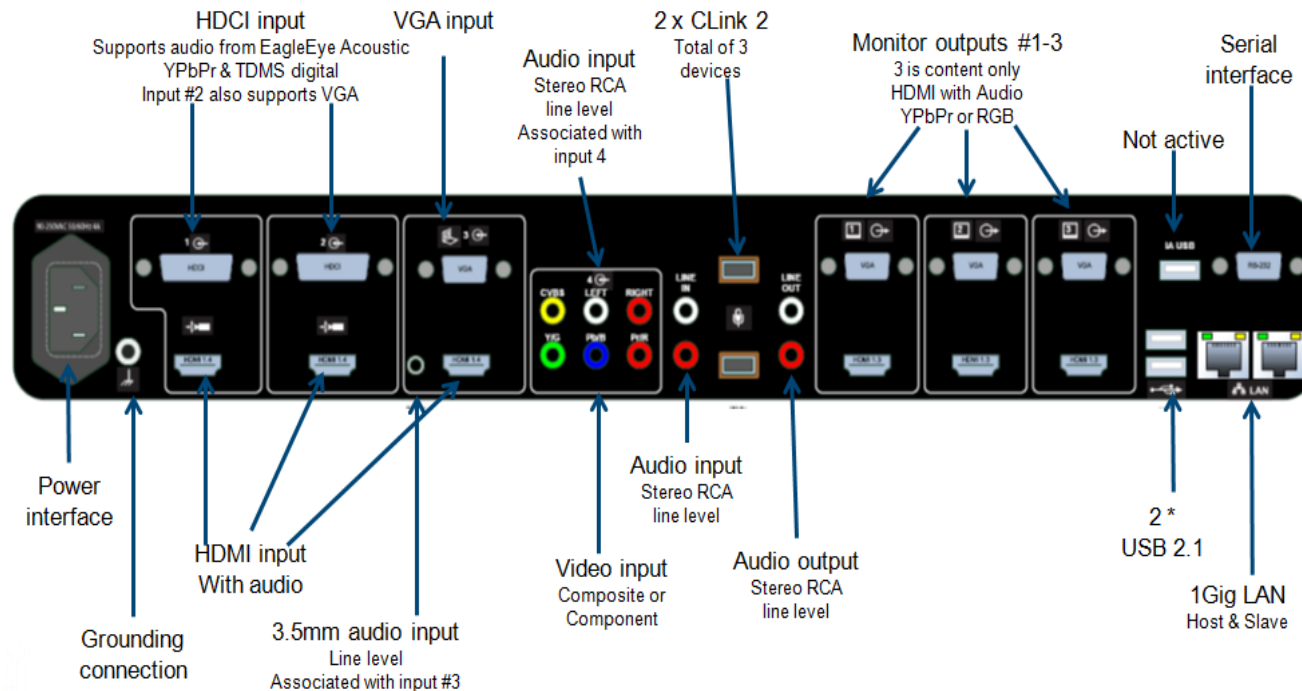

GS300 (EOS)

Group 500, 310 and 300 Physical Ports

GS300

GS310/500

HDCI camera input

Supports audio from EagleEye Acoustic

YPbPr & TDMS digital

HDMI video and audio /VGA

video #2 input

YPbPr & TDMS digital

CLink 2 audio input

2 devices maximum

3.5mm audio input

Line level

Monitor #1 output

HDMI w/ audio or DVI

Main audio output

3.5mm

Monitor #2 output

HDMI or DVI

2 USB 2.1

Serial interface

8-pin DIN

1G LAN

Power Supply input
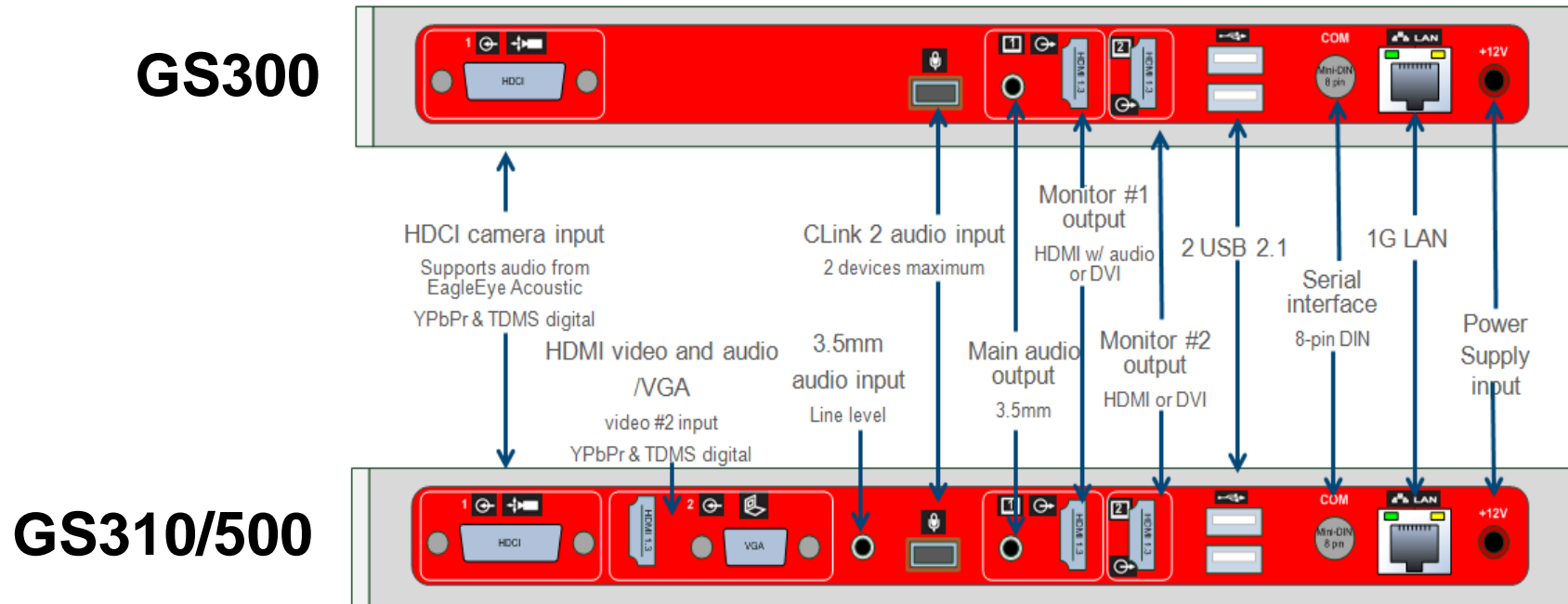
Group 700 Back Panel View/ Physical Ports

GS700

Power interface

Grounding connection

HDCI input
Supports audio from EagleEye Acoustic
YPbPr & TDMS digital
Input #2 also supports VGA

HDMI input
With audio

3.5mm audio input
Line level
Associated with input #3

VGA input

Audio input
Stereo RCA
line level
Associated with input 4

Video input
Composite or
Component

2 x CLink 2
Total of 3
devices

Audio input
Stereo RCA
line level

Audio output
Stereo RCA
line level

Monitor outputs #1-3
3 is content only
HDMI with Audio
YPbPr or RGB

Not active

Serial interface

2 *
USB 2.1

1Gig LAN
Host & Slave

POLYCOM PANO

The Easiest Way to Share Content at Work

Share Content Locally in Team Meetings
Non-touch monitor, Microsoft & Apple, Pano App

SIMPLICITY

- Wireless
- Device choice
- Multiple simultaneous connections
- Multiple simultaneous streams

Airplay

Polycom
Pano App

Windows 10
Miracast

Airplay

Share Content with Remote Teams Over Video

Non-touch monitor, Microsoft & Apple, Pano App, Group Series

EXTENSION

- Greatly improves in-room experience
- Share multiple streams of content over video to anywhere
- Remote Pano App users on network can share content into the call

Pano App

Airplay

Near/Far Video

Windows 10
Miracast

Airplay
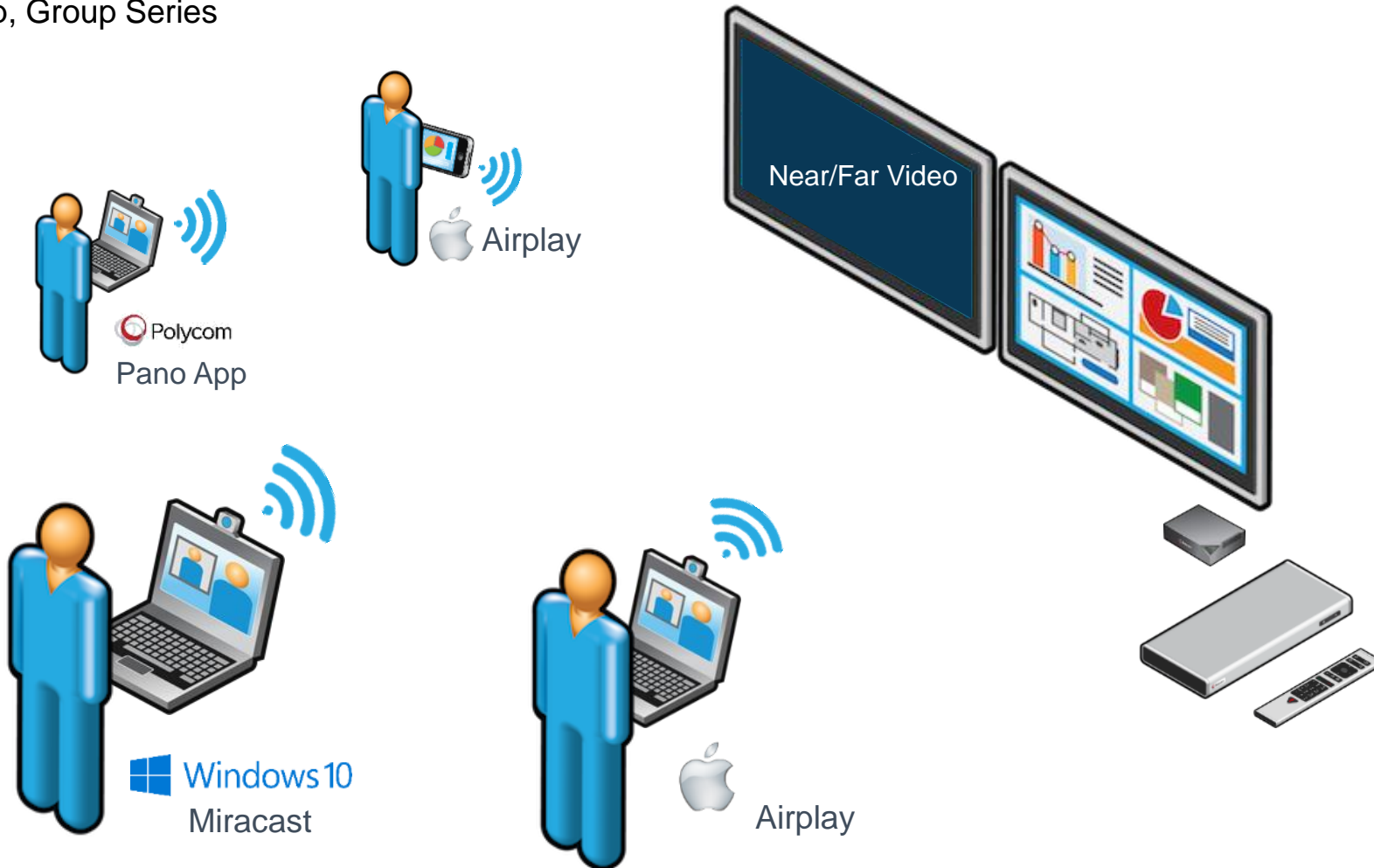
*See Pano Admin Guide for detailed descriptions and additional options

INTRODUCING
POLY G7500

SEE DETAILS YOU NEVER KNEW EXISTED

Introducing the Poly G7500

- **Content and video come together**

- **Ultra HD 4K for amazing clarity**

- **Deployment-friendly architecture**

WHY COME OUT WITH A NEW VIDEO SYSTEM

- Group Series is a powerful system, but it is seven (7) years old

- Poly needed a new platform that is more portable and flexible to adapt to a changing marketplace

- Newer audio and video technology is available such as UHD 4K and audio over IP

- Including content at the center of the experience is an industry-first and powerful feature set

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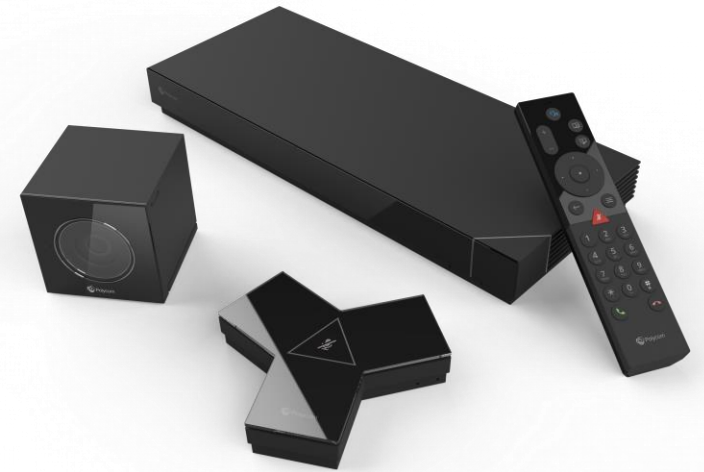
CONTENT AT THE CENTER

And no ideas get left behind

- Share wirelessly from any device (even guests)

- Touch ready intuitive interface

- Infinite whiteboarding for seamless collaboration

- 4K content to see every detail

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TEAM MEMBERS EXPRESS THEMSELVES CLEARLY

Connecting people at a human level

- Ultra HD 4K to see every expression

Find your voice

- Legendary Poly audio to hear every nuance

- NoiseBlock and Acoustic Fence to keep the conversation focused

SMOOTH EXPERIENCE FOR EMPLOYEES AND IT

IT sees fewer headaches

- Proprietary cables – no more

- Backwards-compatible keeps money in your pocket

Employees catch on fast

- There's only one interface to learn

- Intuitive design for rapid adoption

G7500
PHYSICAL FEATURES
AT A GLANCE

1/8" AUDIO IN/OUT

For external speakers, headphones, and other useful devices

HDCI

Connect a camera and create a window into any meeting

10/100/1000 LAN

Keep conversations flowing thanks to high speed data transfer

POWER

For those rare times when not in use

SERIAL PORT

Hard-wired port for room controllers

USB PORTS

Convenient for touch screens, cameras, EE USB Cube

HDMI IN & OUT

Bring meetings to life through uncompressed streams of digital data (video and sound)

IP MICROPHONE PORTS

Ideal for large conference rooms where voice projection is in order

ZOOM IN
FOR A CLOSER LOOK

HOME SCREEN

Post the information that's essential to your meetings front and center
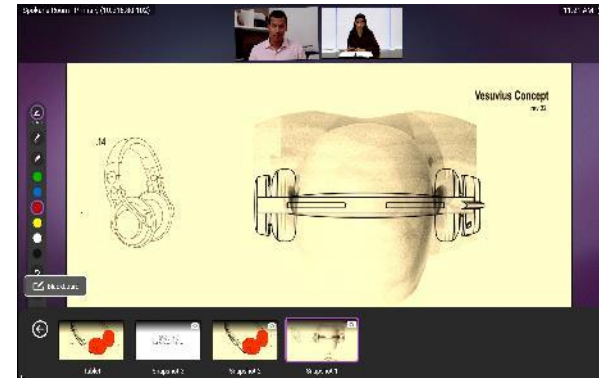
GALLERY VIEW

Retrieve live or snapshot material in seconds
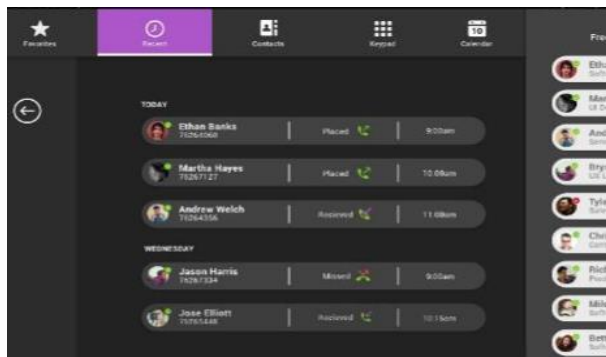
DIAL SCREEN

Quickly access contacts, recent calls, a calendar and keypad

INFINITE WHITEBOARD

Collaborate, capture notes, and let ideas flow continuously without stopping

POLY EAGLEEYE CUBE (USB AND HDCI)

Next Gen Camera for Trio, Group Series & and Huddle Room

Key Features:

- Up to 4K Ultra HD with 120 degree FOV, 5X zoom

- Face detection for Group Framing/Speaker tracking (USB)

- Built in Stereo mics for room pickup

- Management through RPRM/PDMS-E

New LED designed aligned with next gen video endpoints, for camera status, audio direction.

2x integrated microphones

Wide FOV (120 degrees)

Privacy shutter

Pivot to fix on display and for tilt
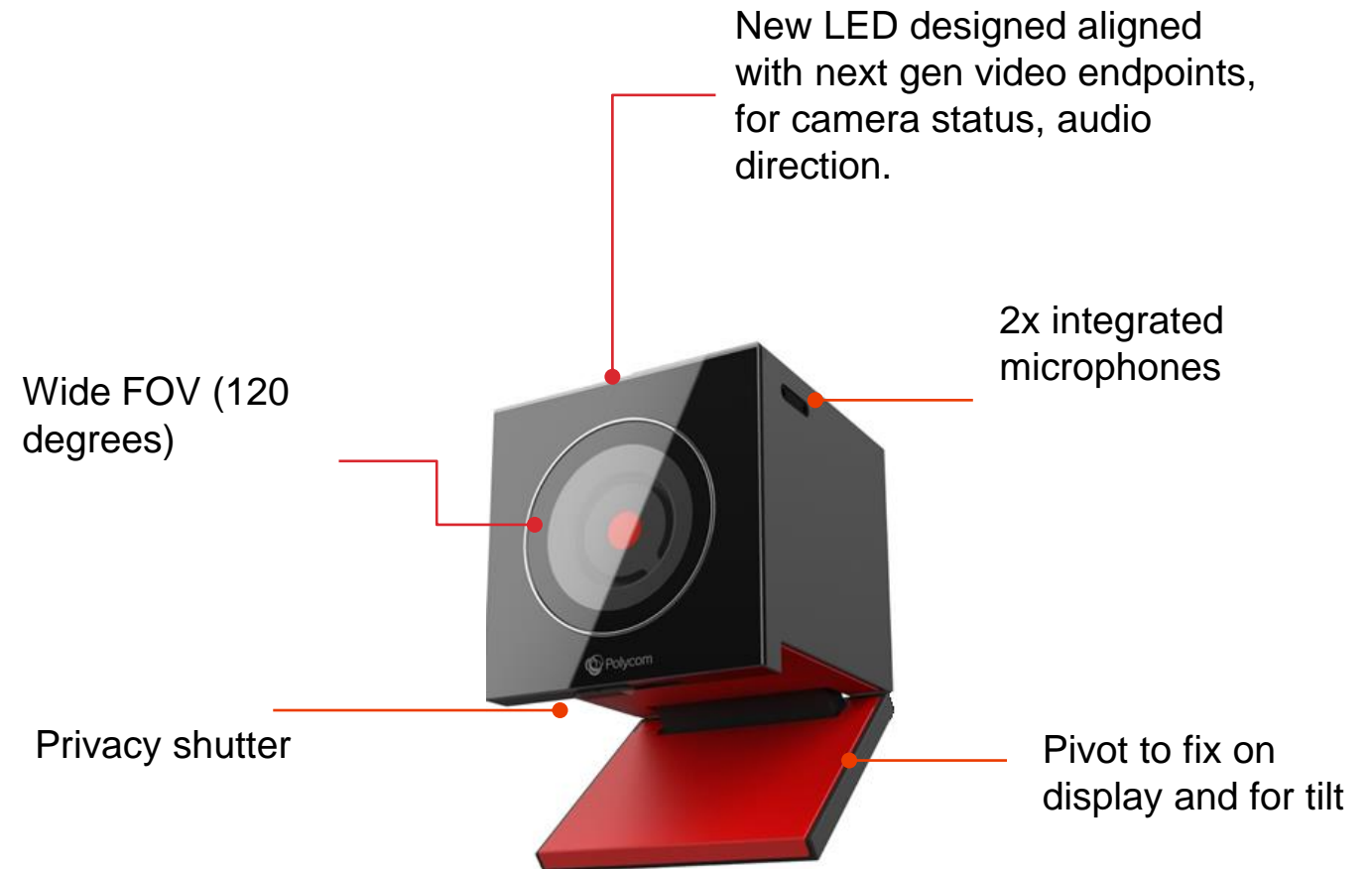
PAIR THE G7500 WITH AN EAGLE-EYE TO SPARK COLLABORATION IN ANY-SIZE CONFERENCE ROOM

Available beginning June 2019

Codec Only

- 7200-85860-xxx

With EagleEye Cube

- For small rooms (4-8 people)
- With s/w version 2.1 and above
- 7200-85870-xxx

With EagleEye IV – 4x

- For medium rooms (6-10 people)
- 7200-85740-xxx

With EagleEye IV – 12x

- For large rooms (8-14 people)
- 7200-85760-xxx

G7500 USE CASES

Deployment Scenario

Supporting Features

New Standards Based Rooms
4K video and presentation technology for standards based communications

- 4K resolution
- Present using Airplay, MiraCast, Poly Content App, and HDMI
- H.265
- Integrated Pano
- H.323 and SIP

Technology Upgrade for GS Rooms
Add enhanced 4K content wireless presentation without rewiring or replacing existing mics and cameras

Upgrade

- Supports EagleEye IV cameras
- Connect GS mics with IP mic adapter
- 4K content resolution
- Supports the GS API for control

Integrator Deployments
Customizable and scalable with Poly supported open-source Crestron control modules
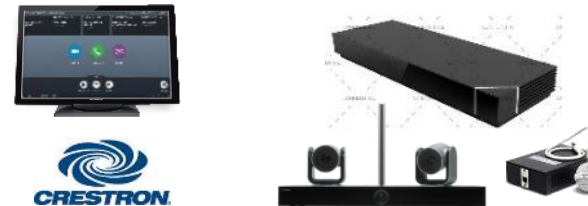
CRESTRON

- Open-source Crestron modules
- IP network for mics
- SoundStructure via analog 3.5mm
- Legacy GS API
- REST API

Enhanced Presentation Experience
Poly Pano functionality is built-in for wireless 4K presentation and annotation

- Wireless casting using AirPlay, Miracast, or Poly Content App
- Guest direct WiFi
- Annotate over live content video
- Collaborate with remote participants

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SPARES AND ACCESSORIES

IP Ceiling Microphone

2215-85360-001

Poly Microphone IP Adapter

(allows connection of older Polycom microphones and SoundStructure)

7200-85900-xxx

IP Tabletop Microphone

2200-85250-001

Bluetooth Remote Control

2201-52885-001

EagleEye Producer

EagleEye Director II

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WHEN TO BUY POLY G7500 VS. GROUP SERIES

G7500

- Wireless content & annotation integrated in the video experience

- Use rooms for easy local-only content in addition to video

- Looking for 4K content sharing (health care, media & entertainment, architecture)

- 4K video for advanced applications and large rooms (requires 2.1 SW with HDMI camera support)

- Investment protection / platform for the future – want to invest in a platform that supports 4K, H.265, even if not needed today

- Simpler industry-standard cabling for easier and less costly install

- Integrators wanting flexibility to use REST API or legacy API

Group Series

- Proven, reliable, market-tested platform

- Skype for Business Online registration

- Need for internally hosted multipoint

- Touch interface HW provided by Poly

- Need lower price for smaller single-display rooms (Group 310)

- Option to add Trio

Introducing Polycom Studio

Premium USB video for small rooms and big ideas

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Best-in-class Audio

The best audio quality and voice clarity in its class.
You've never heard a USB video bar sound this good.

Everyone in the room can be understood clearly with up to **12-foot microphone pickup range** and **high-fidelity stereo.**

Don't be distracted as Polycom **NoiseBlock technology** intelligently blocks out distracting sounds that interrupt your meetings.

Effective in open workspaces as Polycom **Acoustic Fence** captures only the voices within a defined zone.

Dynamic Video Experience

More productive conversations and easier to use with **automatic group framing and speaker tracking** to ensure everyone sees clearly.

Focus in on participants without losing quality with **4K resolution and 5x electronic zoom.**

Ensure everyone can be seen during your calls with **ultra-wide 120-degree field of view.**

Video quality and clarity you would expect from much more expensive alternatives with **premium optics and highly accurate color reproduction.**

Easy to Deploy

Works with nearly any video platform,
giving confidence that it will work for you no matter
what type of call you are making today or in the future

Product Inputs/Outputs/Detail
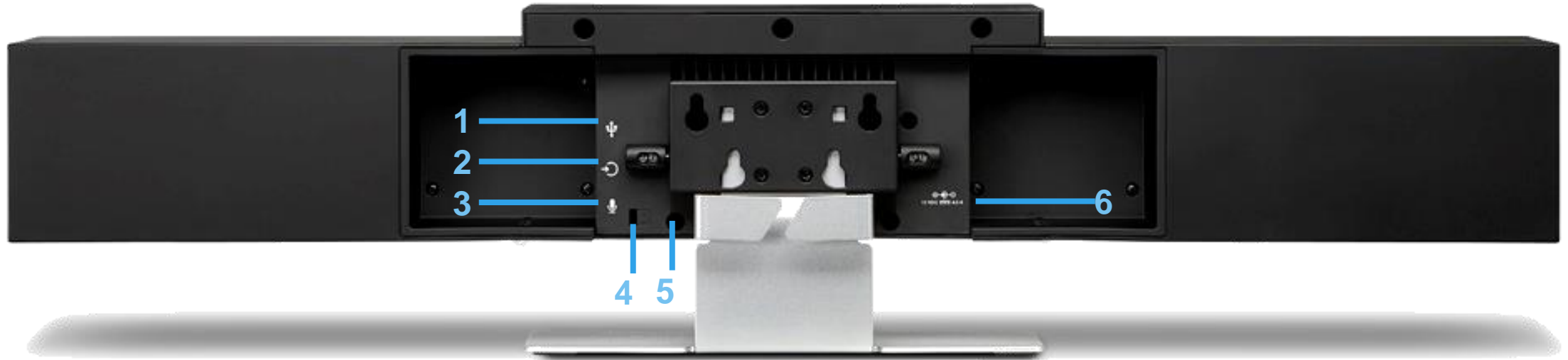
1. USB Type C Connector (USB 3.0 with USB 2.0 Compatibility)
2. 3.5mm Stereo Input
3. RJ11 Input for External Microphone (optional)
4. Kensington Security Lock
5. Remote Control Pairing Button
6. Power Connector

Accessories

- **Polycom Studio Remote**
  - Easily control in-room user settings such as:
    - o Zoom
    - o Mute/Unmute and Volume controls
    - o Answer/Hang Up
    - o Speaker Tracking On/Off
    - o Camera Presets
    - o Bluetooth Pairing
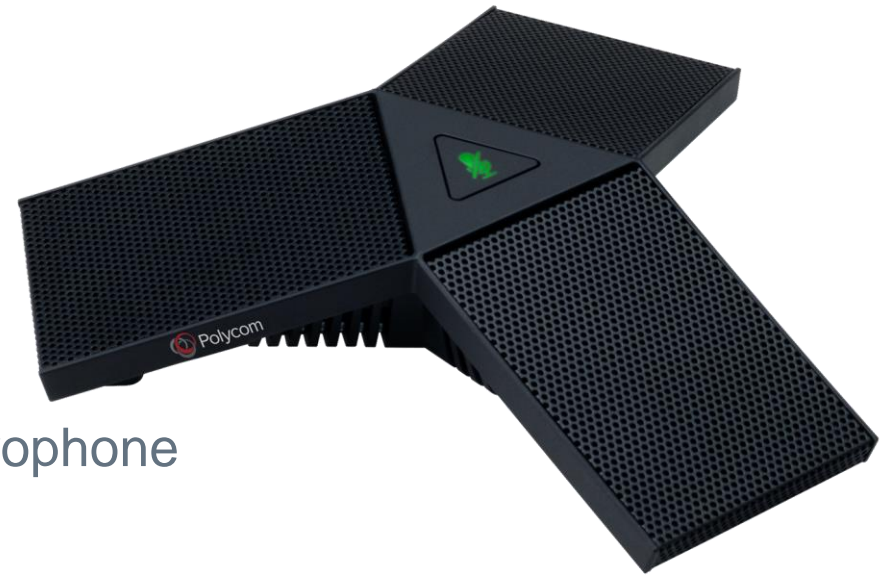
- **Polycom Studio Expansion Microphone**
  - o For larger rooms, attach an expansion microphone for even greater audio pickup range

New Features coming in 1.2 !!!

SMOOTH PANNING

CONVERSATION MODE

How Polycom Studio will be deployed

"BYOC" (Bring Your Own Codec)

- Least expensive, users can connect from their own calendar

- Someone loses control of their laptop, could be connection headaches

Dedicated PC

- More worry-free for users and IT, can enable calendar dialing

- Costs can build quickly, while still dealing with PC issues

- Preferred setup from Microsoft, Zoom

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DESK PHONES AND CONFERENCE PHONES

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VVX Business Media Phone lineup
#1 in the Open SIP phone in market

Premium

- 12-16 lines
- Full color touch display
- USB Ports
- Integrated Bluetooth

VVX 500/501   VVX 600/601   VVX 1500/1500D   VVX camera

Mid Range

- 6-12 lines
- Graphical / color display
- Productivity Suite
- Exchange Calendar

VVX 300/301/310/311   VVX 400/401/410/411   VVX 350   VVX 450   VVX D60   expansion modules

Entry Level

- 1-2 lines
- Basic display
- HD Voice

VVX 101   VVX 150   VVX 201   VVX 250

CONFERENCE PHONES

Polycom Conference Phones

- An enterprise standard and market leader for over 25 years
- Broad portfolio fitting any environment: analog, digital, VoIP and USB
- Innovation continuously enhancing your audio experience

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Polycom Conference Phone Portfolio

	Small Room	Medium Room	Large Room
VoIP	SoundStation® IP 5000	SoundStation® IP 6000 SoundStation® Duo	RealPresence Trio™ SoundStation® IP 7000
Office 365 / Skype for Business / Lync / Microsoft Teams	SoundStation® IP 5000 (Lync)	SoundStation® Duo (Lync)	RealPresence Trio™ (Microsoft Teams / Office 365 / Skype for Business / Lync)
Analog	VoiceStation® 300	SoundStation2™ SoundStation® Duo	

Voice Conferencing Positioning - Specs

Cost

Performance

	IP5000	Duo	IP6000	IP7000	Trio 8500	Trio 8800
Microphone pickup range	7ft	10ft	12ft	20ft	14ft	20ft
Audio bandwidth	Up to 7KHz	Up to 7KHZ	Up to 14KHz	Up to 22KHz	Up to 14KHz	Up to 22KHz
HD Voice	✓	✓	✓	✓	✓	✓
Enhanced HD Voice				✓	✓	✓
Background nose suppression	✓	✓	✓	✓	✓	✓
NoiseBlock					✓	✓
UC Platform	Open SIP, MS Lync	Open SIP, MS Lync + Analog	Open SIP	Open SIP, O365, SfB	Open SIP	Open SIP, O365, SfB
Mobile device support		2.5mm	3.5mm	2.5mm	Bluetooth, USB, 3.5mm	Bluetooth, NFC, USB, 3.5mm
Local conference	3 way		3-way	3-way	5-way	5
Optional Content & Video						✓
Display	Monochrome LCD	Monochrome LCD	Monochrome LCD		5" Color Touch	5" Color Touch
RealPresence Group Series Integration				✓	✓ (Visual Pro)	✓ (Visual Pro)

Polycom Trio Family

Polycom Trio 8800

- Audio conferencing for large conference rooms – 20ft/6m pickup

- Bass reflex port for deeper room-filling audio

- Modular design enabling video and content sharing for the medium room*

- Share content via USB, Skype for Business, PPCIP, AirPlay and Miracast*

- Wi-Fi network connectivity for audio calling

Requires Trio Visual+ accessory

BOTH OFFER

- World-class Audio Conferencing

- HD Voice

- Polycom NoiseBlock

- 5" color touch display

- Connect mobile devices via Bluetooth/NFC* or USB

- Hybrid/Dual registration

- Microsoft Exchange calendar integration

- Broadest interoperability including leading Open SIP and Skype for Business/O365 certified
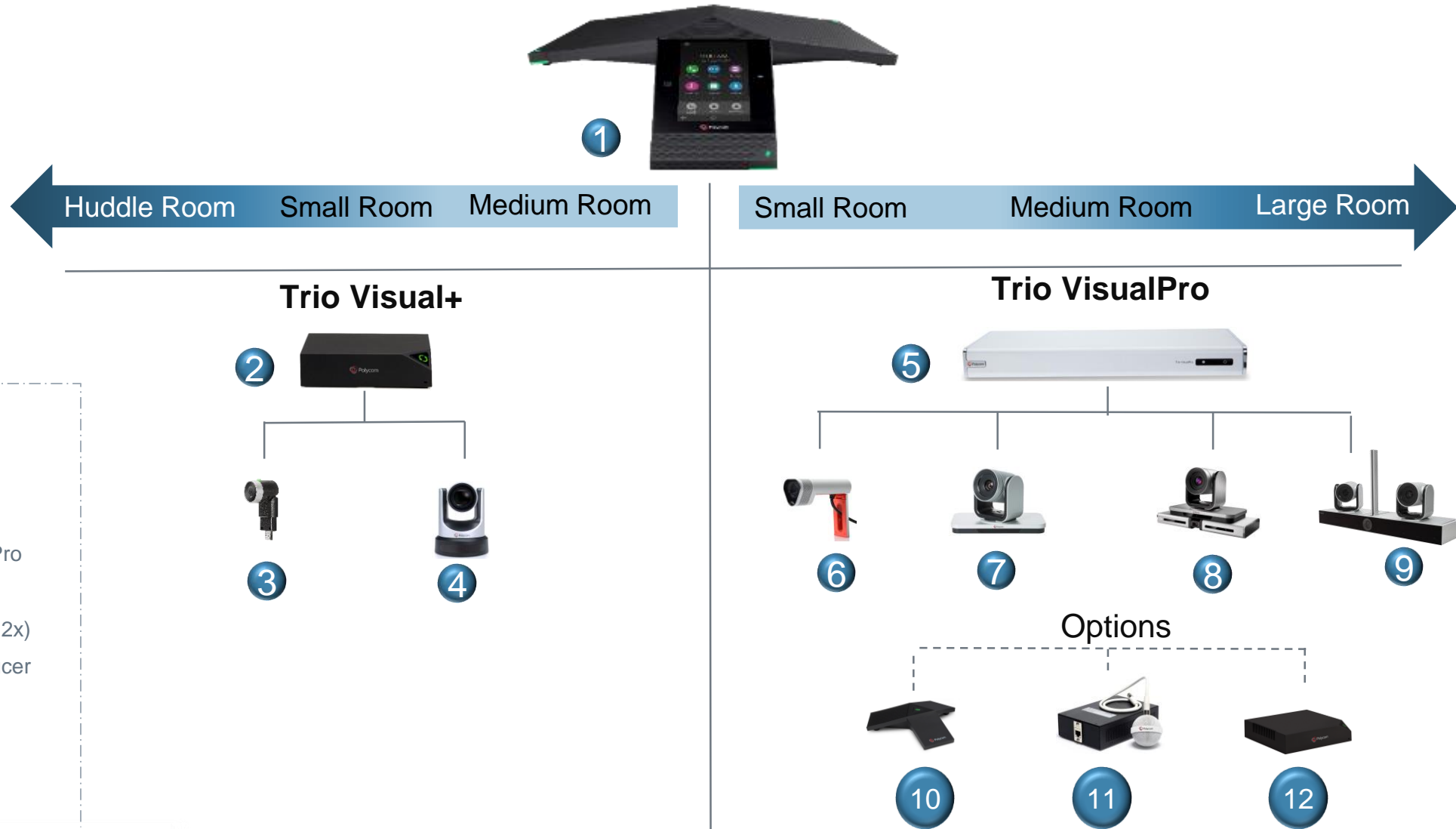
NFC supported on Trio 8800 only

Polycom Trio 8500

- Audio conferencing for medium/small conference rooms – 14ft/3.2m pickup

- Modular design enabling video and content sharing for the huddle room*

- Share content via USB, Skype for Business, PPCIP

Requires Trio Visual+ accessory

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Polycom Trio Video Solutions – for all spaces

1

Huddle Room **Small Room** **Medium Room**

Small Room **Medium Room** **Large Room**

Trio Visual+

2

3 4

Trio VisualPro

5

6 7 8 9

Options

10 11 12

1. Polycom Trio 8x00
2. Trio Visual+
3. EagleEye Mini
4. EagleEye IV USB
5. Polycom Trio VisualPro
6. Eagle Eye Acoustic
7. Eagle Eye IV (4x or 12x)
8. EagleEye IV w/Producer
9. EagleEye Director II
10. Trio Expansion Mics
11. Ceiling Mics (2 max)
12. Pano

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CLARITI

WHAT IS REALPRESENCE CLARITI?

- Simplified, all-in-one solution for on-prem video collaboration infrastructure

- One pricing model based on number of concurrent users

- Flexible consumption models (subscription & perpetual)

- Flexible deployment models (software / appliance / cloud managed service)

- Streamlined implementation

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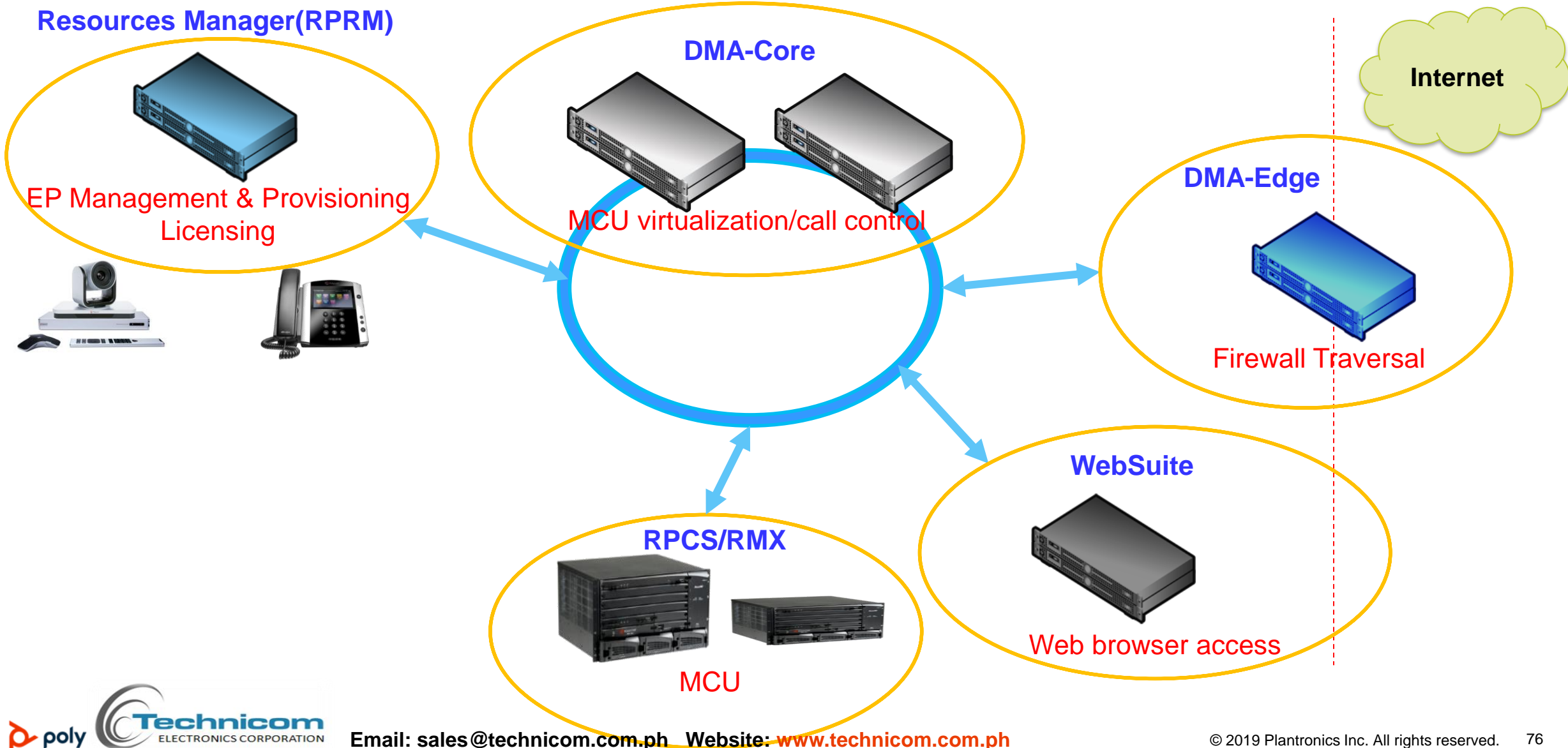
WHAT IS INCLUDED

- Voice / Video / Audio Conferencing
- Virtual meeting rooms
- Endpoint and phone management
- Mobile & web video clients
- Microsoft integration(SfB/Teams)
- Firewall traversal and security
- Analytics and adoption tools
- High availability

RealPresence Clariti	
Audio/Video Bridging	Call Control
Device Management	Browser and Software Clients
Scheduling	Analytics
Firewall Traversal	Multi Stream Content
Content Bridging	Microsoft Integration (SfB/Teams)
Support (included in term offers)	High-availability

REALPRESENCE CLARITI COMPONENTS

Resources Manager(RPRM)

EP Management & Provisioning
Licensing

DMA-Core

MCU virtualization/call control

Internet

DMA-Edge

Firewall Traversal

WebSuite

Web browser access

RPCS/RMX

MCU

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POLY MICROSOFT REALCONNECT

REALCONNECT = OUR MICROSOFT VIDEO INTEROP STORY

Polycom RealConnect provides video interoperability between Microsoft Teams or Skype for Business and standards-based endpoints.

It's designed to be simple and easy to use. Also, the solution is future-proof and ties to your Microsoft strategy.
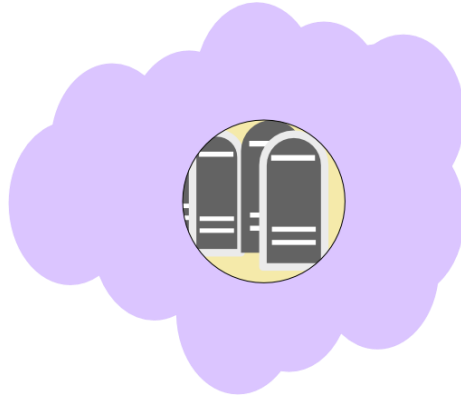

Familiar Workflow
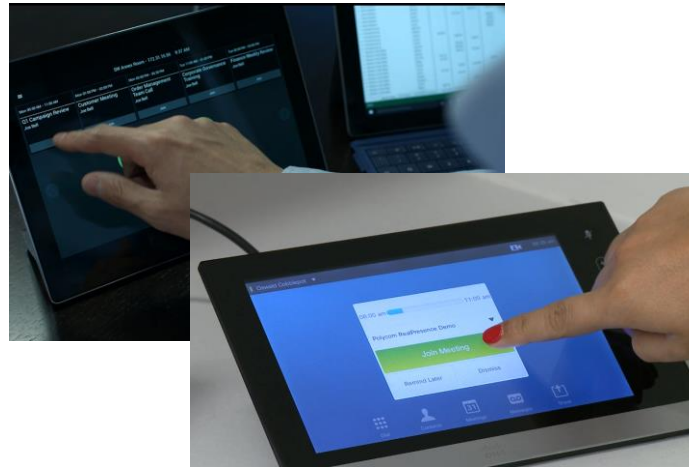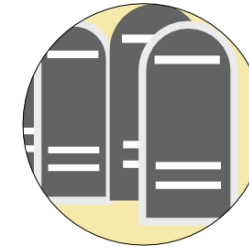

Ease of Use

Financial Peace of Mind

# REALCONNECT – CLOUD SERVICE AND ON-PREMISES

RealConnect Cloud Service

- Provided as a video interop as a service in public cloud (Microsoft Azure)

- Hosted, managed, and supported by Polycom in Azure with Global HA and failover

- No additional conference infrastructure required on-premises

RealConnect for Clariti

- Leverages on-prem collaboration infra to provide RealConnect experience either on customer on-premises network or private cloud (managed service)

- Skype for Business/Teams supported today

REALCONNECT SERVICE CALL FLOW
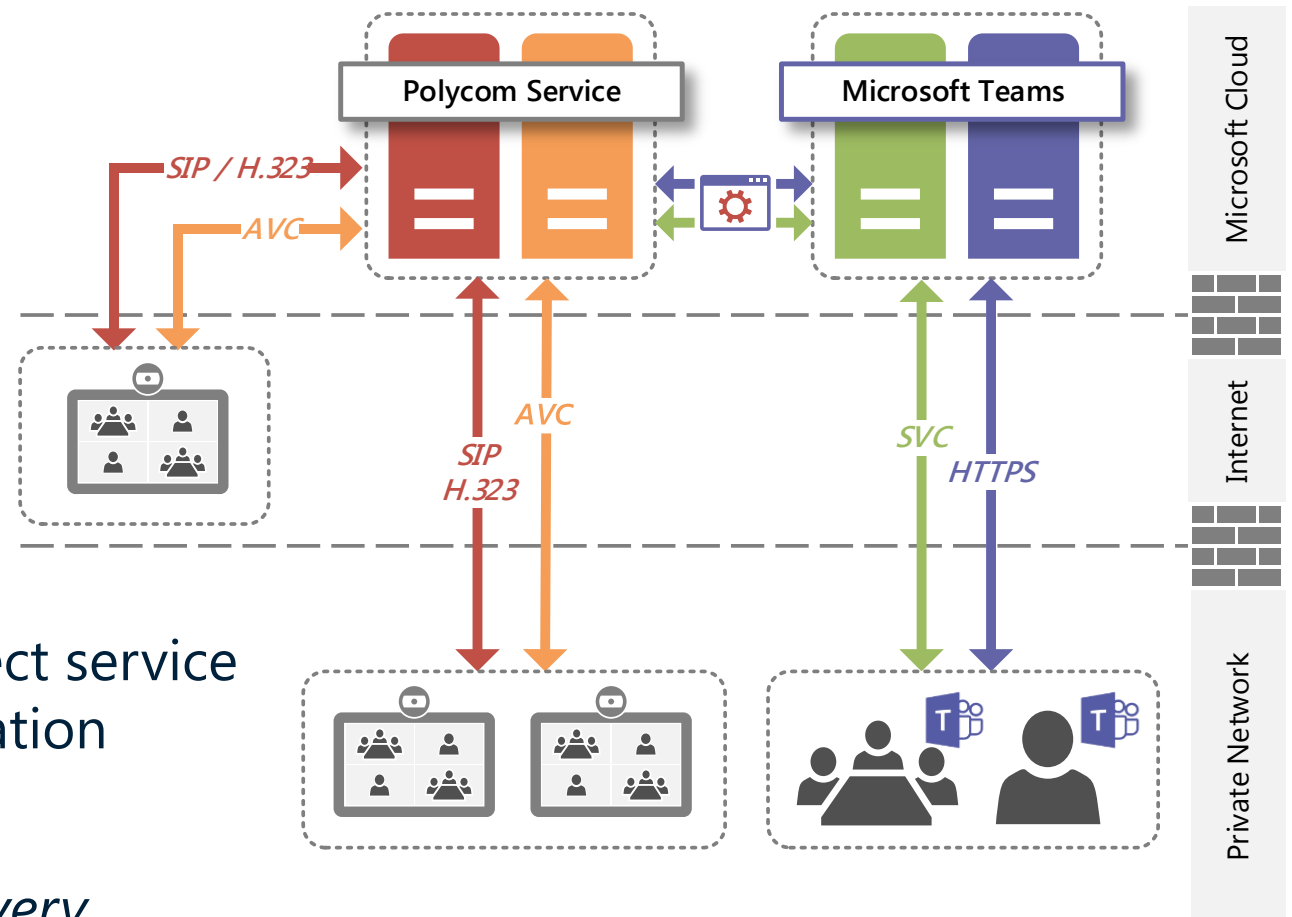
- All endpoints call directly into RealConnect service in Azure regardless of location or registration status

- Single concurrent license *consumed by every endpoint* that joins any Microsoft Teams meeting
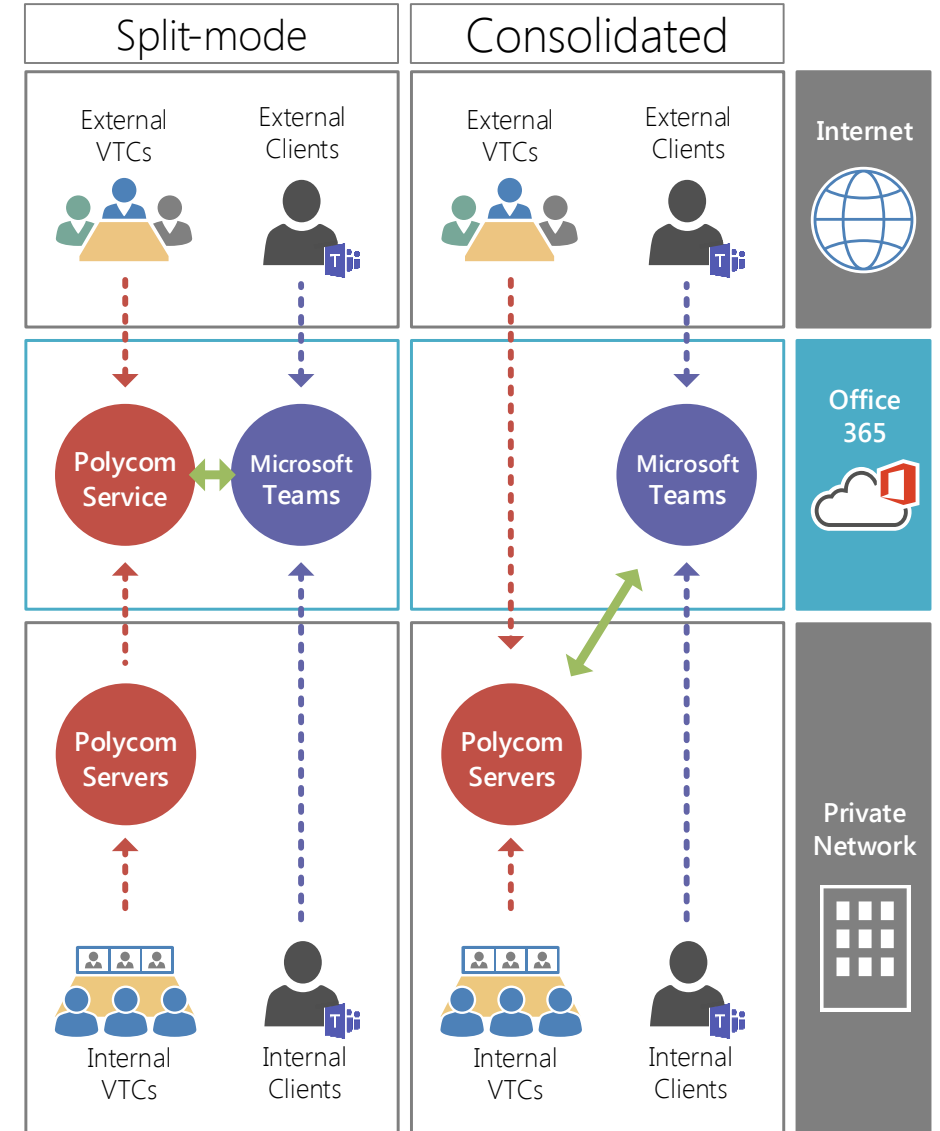
SUPPORTED VIDEOCONFERENCING ENDPOINTS (VTCS)

- H.323 and SIP standards-based videoconferencing endpoints (VTCs) are supported

- Polycom tests Polycom, Cisco, and LifeSize endpoints

- Observed over 1,000 types of endpoints (user agents) connecting to RC Service

- Polycom recommends that customers test connectivity from their endpoints during 60-day free PoC trial

H.323 or SIP-compliant endpoints or soft clients

REALCONNECT FOR CLARITI

- ## consolidated mode

  - All endpoints cascade to RealConnect Service via Clariti

  - Customer-specific domain is deployed for non-registered endpoints to be routed via Clariti or RPAD/DMA Edge

  - Requires RC for Clariti for Teams licenses only

- ## Split-mode

  - DMA registered endpoints cascade to RealConnect Service via Clariti

  - Non-registered (B2B) endpoints connect to RealConnect Service directly

  - Requires two license types: RealConnect Service and RC for Clariti for Teams
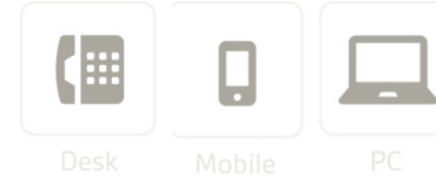
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SAVI HEAD SET

Email: sales@technicom.com.ph   Website: www.technicom.com.ph

Savi 8200 Series

NEW

Desk · Mobile · PC

Savi 8210
Over-the-head monaural

Savi 8220
Over-the-head stereo

DECT security

Ideal for working in a mixed communication environment: Manage PC, mobile, and desk phone calls

- Stereo over-the-head design with **active noise canceling** (ANC) (Savi 8220)

- Enterprise-grade DECT audio in mono or hi-fi stereo

- DECT Security certified for secure conversations

- Bring calls together with advanced audio mixing

- Noise-canceling microphone with **unique close conversation limiting** feature - optimizes your voice while minimizing nearby background noise

- Call conference up to 4 Savi headsets

THANK YOU

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