



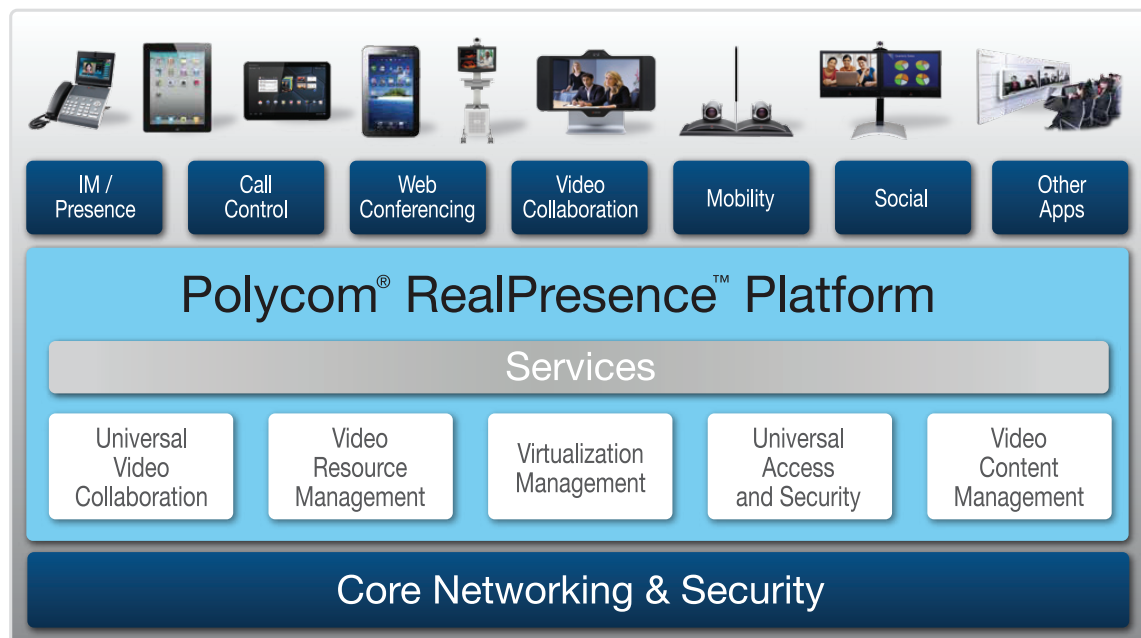
# Polycom® RealPresence™ Solutions

# Polycom Turns Traditional Video Conferencing Into Business-Transforming Visual Communication

Polycom® RealPresence™ solutions interoperate with the broadest range of business, video, mobile and social networking applications. Using the power of Polycom RealPresence software for video and voice applications, organizations worldwide are improving their decision making, removing the barriers of distance and time, and achieving higher performance—all while reducing costs. With Polycom solutions, individuals and teams perform more efficiently and organizations vastly improve their productivity.

## The Polycom RealPresence Platform

The Polycom® RealPresence™ Platform is the most comprehensive software infrastructure for universal video collaboration, video resource management, virtualization management, universal access and security, and video content management solutions. Using the RealPresence Platform, organizations bring people face to face from anywhere using telepresence solutions and create seamless UC environments that incorporate instant messaging, calendaring, e-mailing, and content sharing. In addition, the open standards-based RealPresence Platform helps ensure the interoperation of hundreds of business applications and helps protect investments through compatibility with existing and future systems.



*The Polycom RealPresence Platform fits between the foundation layer of core network and security infrastructure and the services, applications, and device and endpoint layers above it, and enables various software elements, which are typically from a range of different vendors, to interoperate seamlessly. The five functional areas spanned by the platform are noted in the diagram.*



# Polycom RealPresence Immersive Solutions



## Polycom RPX™ Solutions

Polycom RPX suites provide the world's only fully-immersive telepresence experience in an acoustically-tuned, luxury environment that features a seamless video wall with a panoramic view of the remote room for true-to-life, realistic interaction for all meeting participants.

- The highest quality, most true-to-life visual and audio experience in the industry, creating highly productive face-to-face conversations. Pick up every nuance of a conversation, see facial expressions, and read body language like never before.
- Polycom RPX is the only immersive telepresence solution that enables you to see all participants in true-to-life dimensions whether they sit, stand, or walk around the room, for a truly natural and dynamic meeting experience, just like you were really there.
- All-inclusive and multipurpose, every suite is a welcoming, luxurious meeting environment and includes furniture, acoustic treatment, and studio quality lighting. Every detail has been uniquely designed to provide a natural, meeting experience, allowing participants to comfortably remain in the room for one hour or all day.
- Polycom RPX can be used as a traditional conference room for more efficient use of meeting space and savings on real estate costs.
- Transparent technology – Cameras and microphones are unseen by participants, enabling natural interaction without distractions

### Polycom RPX 400 Series

- Full-screen, 48:9 cinematic view facilitates large group meetings
- Seating capacity from 8 to 28 participants, depending on configuration
- Ideal solution for executive and boardroom meetings, corporate trainings, and higher education/university auditoriums

### Polycom RPX 200 Series

- Seamless 24:9 video wall creates an intimate, face-to-face experience
- Seating capacity from 4 to 18 participants, depending on configuration
- Ideal solution for executive teams, small groups, and client engagements

# Polycom RealPresence Immersive Solutions



## Polycom OTX™ Solutions

Polycom OTX™ solutions deliver stunning HD quality and clarity for truly lifelike, across-the-table conversations that improve productivity, decision making, and business continuity. OTX solutions are ideal for small to medium-sized conference rooms and executive offices that require immersive HD quality at a competitive price.

- A variety of one and three-screen models to meet many different needs, from executive offices to traditional conference rooms
- Transform team collaboration with a flexible design and hidden technology for a variety of room uses and “true to life” telepresence meetings
- Introduce your organization to real investment protection from standards-based interoperability; connect your teams, your customers, and your partners
- Extend the power, performance, and simplicity of native integration with industry-leading UC environments as part of the Polycom Open Collaboration Network™ strategy



Polycom OTX 100 solution

## Why Polycom RealPresence Immersive?

Organizations choose Polycom RealPresence Immersive solutions because Polycom delivers:

- The broadest telepresence portfolio with solutions that support every application, seat up to 28 participants, and flexibly allow you to use the rooms for traditional meetings as well
- The lowest TCO and fastest ROI, reducing bandwidth costs as much as 50% with H.264 High Profile software and unique designs that minimize costly room modifications
- The best collaboration experiences, with HD video up to 1080p, Polycom HD Voice™ technology, and HD content sharing—all protected by Polycom Lost Packet Recovery™ QoS technology that helps ensure HD quality even amid network issues
- Ultimate flexibility for launching conferences, whether you prefer a user-initiated, self-service model or fully managed VNOC call scheduling and management
- Easy-to-use, acoustically tuned, meeting environments that improve collaboration with customers, partners, and employees around the globe
- Interoperability and integration with more than two million standards-based video systems; Microsoft® Lync™ clients and systems; and Cisco TelePresence® systems



# Polycom RealPresence Room



## Polycom HDX® Room Telepresence

From auditoriums to personal workspaces, Polycom HDX solutions deliver lifelike interactions with unmatched quality and ease of use.

Polycom room telepresence solutions help to accelerate and improve decision-making, reduce operating costs, and increase productivity throughout your organization. Fully interoperable with the millions of standards-based telepresence and video conferencing systems in use today, the Polycom HDX series leverages open video standards and delivers amazing quality at half the bandwidth of competitive solutions, greatly reducing TCO for customers. With advanced QoS features such as Polycom Lost Packet Recovery™ (LPR™) technology that help ensure high quality interactions even over sub-optimal networks, the Polycom HDX Series enables users to interact over video naturally and as if they were in the same room.

### Polycom HDX 8000 Series

Powerful solution with an advanced, flexible architecture ideal for high-performance applications such as telemedicine, quality assurance, distance learning, and more

- Unique and industry-leading options for sharing data during a conference
- Flexible architecture allows for multiple PTZ cameras and monitors to be connected for various applications

### Polycom HDX 7000 Series

Flexible solution for mainstream settings such as conference rooms, training settings, and team rooms

- Advanced HD video technology offers smooth, natural motion and sharp clear images for outstanding video
- Internal MCU supports up to four participants in a single conference in SD resolution

### Polycom HDX 6000 Series

Affordable solution for simple applications in group environments

- Exceptional interaction quality with HD video, audio, and content sharing



### Integrator's Room Solution Polycom HDX 9000

Through a powerful set of APIs and multiple video and audio connectors, customers can create and customize conferencing solutions for high-definition collaboration experiences in conference rooms, lecture halls, and executive suites.

# Polycom RealPresence Desktop and Mobile



## Polycom HDX Personal Telepresence

Delivering the industry's best collaboration experience with high-definition video, audio, and content-sharing software housed in a compact stylish design, the Polycom HDX 4000 series is ideal for individual and small group telepresence applications. Offering the industry's best visual and acoustic clarity, the Polycom HDX 4000 series delivers lifelike visual communication beyond traditional conference settings.

### Polycom HDX 4000 Series

A powerful multimedia solution for individuals and small teams

- Simple and powerful solution for a variety of personal workspaces, with intuitive user interfaces
- Easy sharing of HD content in native resolution during any video conference



## Desktop Video Applications

### Polycom Converged Management Application™ (CMA®) Desktop

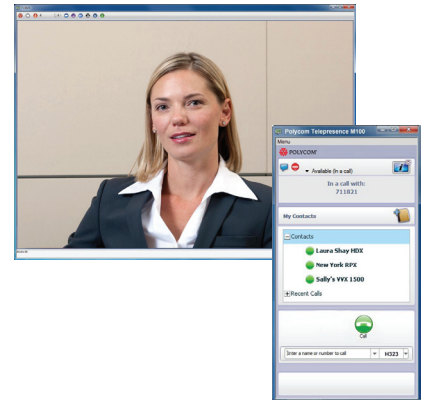
The Polycom CMA Desktop solution is a software-based PC application centrally deployed and managed through CMA 5000/4000 software and is included in the CMA server.

- Increased user adoption with an intuitive and simple “pick a name and call” use model utilizing Active Directory® contact lists
- Full connectivity of PC video clients with immersive, room, and personal video collaboration systems
- Point-and-click sharing of content with other desktop and telepresence systems
- Safe and secure conferencing through encrypted signaling and media

# Polycom RealPresence Desktop and Mobile

## Polycom Telepresence m100

- The Polycom Telepresence m100 solution is perfect for small and medium businesses that need a cost-effective way to add video to their communication tools.
- Stand-alone desktop application that delivers standards-based HD voice and video quality
- High-fidelity audio over Internet connections through Polycom Constant Clarity™ technology
- Up to HD resolution through standards-based H-264 video
- Users can share their PC desktops through Polycom People+Content™ technology
- An excellent complement to existing room systems running H.323 and SIP protocols



## Polycom® RealPresence™ Mobile for Apple® iOS and Android™ OS

Polycom® RealPresence™ Mobile is a new, free-to-download software solution that extends our legendary HD video collaboration technology, built on the Polycom RealPresence Platform, beyond the office and conference room to your Apple iPad® 2, Motorola XOOM™ and Samsung Galaxy Tab™ tablets. Now you can use the tablet of your choice to connect and collaborate face-to-face with colleagues, partners, customers, students, patients—anyone, anywhere—enjoying HD audio, video, and content-sharing like never before. The RealPresence Mobile software application can be downloaded for free from the Apple App Store and Android Market.

- Free yourself from the office and conference room with the ability to meet anywhere.
- Stay connected with people and content with a single communication stream from your tablet.
- Eliminate barriers to productivity and open new opportunities for immersive teamwork.
- Enjoy the reliability, security, and lifelike quality of the legendary Polycom experience.
- Take charge of your work/life balance by taking video conferencing with you wherever you go.



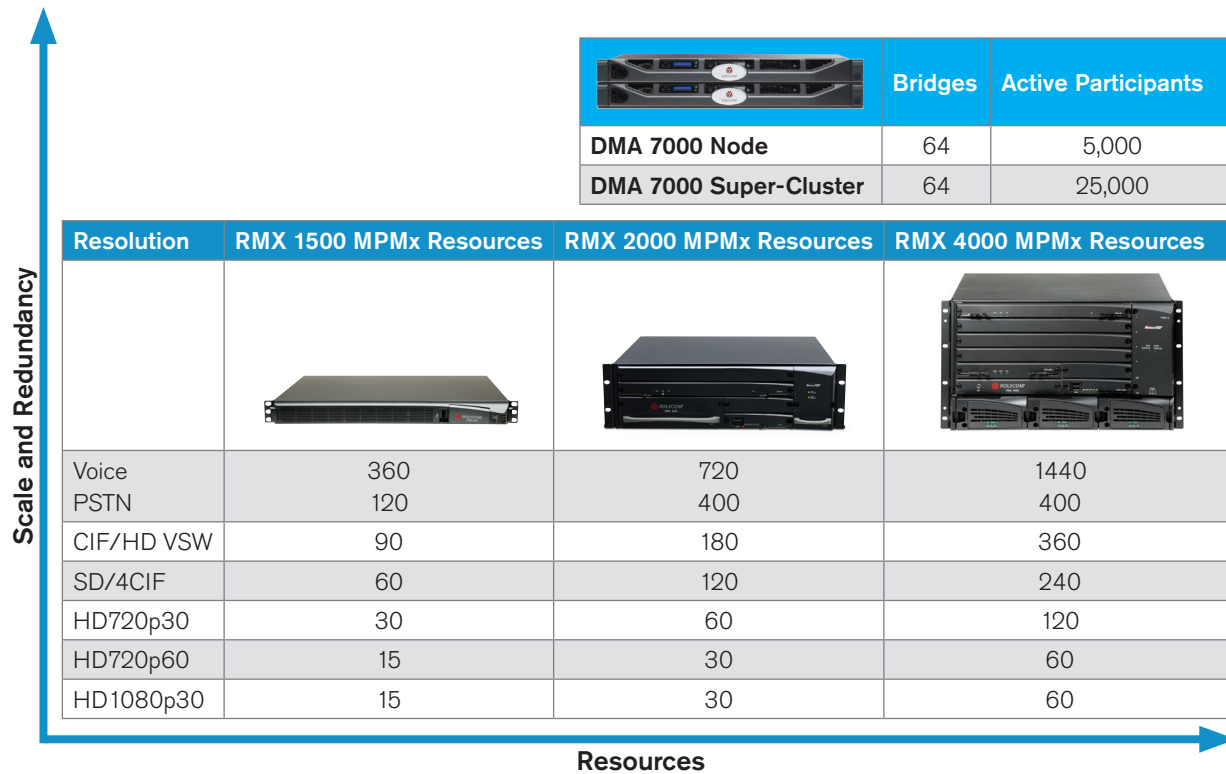


# Polycom RealPresence Platform: Video Collaboration Solutions

## Polycom RMX® Series

From the CEO to the intern, people are using video collaboration to share the next great idea face-to-face, from anywhere, anytime. With the rise of the video-enabled workforce, the need has never been greater for a dynamic, scalable, reliable platform that provides seamless interoperability with existing and future collaboration investments and reduces cost and complexity. Polycom RMX conference platforms meet these needs, connecting the most people at highest quality for the lowest cost.

- **Universal Connectivity** – Unmatched native integration across standard protocols (ISDN, SIP, H.323) and support for proprietary protocols (RTV, TIP) and best-of-breed UC applications and devices
- **Lowest TCO** – With up to 3.5x the capacity/resource allocation and utilization of up to 50% less bandwidth (H.264 High Profile) provide the lowest TCO vs. competitors
- **Highest Resiliency** – On-board power, network and processor failover for local resilience and expanded 100% auto-failover when paired with DMA
- **Quality of Experience** – Unmatched support for Lost Packet Recovery, HD Voice and StereoSurround
- **Security** – AES media encryption software provides the highest level of security while maintaining interoperability



### Polycom's Unique, Embedded Software Technology Makes Every Call Look and Sound Better!

- Polycom Constant Clarity: embedded into every endpoint and bridge, this technology includes packet loss and jitter correction for audio and video, auto brightness controls, upscaling for video and audio - and more - all at no extra cost to the customer
- H.264 High Profile: Polycom's unique implementation of this standard-based technology allows organizations to enjoy high definition calls at up to 50% of the bandwidth, saving real cost and creating a faster return on investment

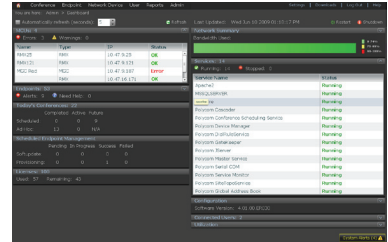


# Polycom RealPresence Platform: Video Resource Management and Virtualization Management Solutions

Software to centrally manage, monitor, and deliver enterprise video collaboration

Polycom Video Resource Management software application for provisioning, monitoring, scheduling, conference management and reporting for video and telepresence networks. The centralized, highly scalable solution is a component of the Polycom® RealPresence™ Platform, the most comprehensive software infrastructure for universal video collaboration.

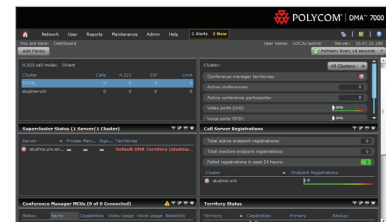
- **Manage growth** – Centralize provisioning and monitoring of video devices and software to help ensure consistency across the network with minimal administrative effort
- **Maintain network control** – Comprehensive dial plans and site definitions provide bandwidth management and unified dialing.
- **Simplify user experiences** – Integrating dial plans, multiple directories and presence engines for consistency makes initiating video calls as easy as a phone call
- **Simplify scheduling and conference management** – built in web scheduler for creating and launching conferences. Conference control enables admins to manage the conference and participants either point to point or multi-party calls
- **Leverage investments** – Built-in reporting and comprehensive call details provide the information you need to evaluate current system usage and expansion plans for your video network



## Polycom DMA™ 7000

Utilizing a highly reliable and scalable processing architecture, DMA 7000 software is an integral component of the Polycom RealPresence Platform, maximizing and leveraging existing infrastructure and investment.

- **Unifying call control** – Provides seamless connectivity without complex reconfiguration of unified communications (UC) environments, helping to reduce costs and extend the value and reach of existing UC investments
- **Unmatched scale** – Supports up to 75,000 device registrations and 25,000 concurrent calls, and provides load balancing and MCU resource management to up to 64 bridges for the most demanding environments
- **Highest resiliency** – Redundant application servers and databases, and geographically distributed super clusters, eliminate single points of failure and provide full 100% auto-failover
- **Simplified administration** – User accounts and personal meeting rooms are automatically provisioned centrally with little or no administrative effort
- **Increased resource utilization** – Advanced routing algorithms maximize resource utilization and dynamically distribute calls based on prioritizing, bandwidth and class of service



## Distributed Video Solutions

For video-enabling the enterprise and providing highly-adoptable tools that simplify video use, and ease deployment and management across all environments, the Polycom CMA 5000 distributed video solution creates a powerful, centrally-controlled, and highly-integrated foundation for existing and evolving visual communication requirements.

Leveraging the power of Polycom CMA and Polycom CMA Desktop for Mac® and Windows® operating systems, enterprises can manage and provision all video clients and endpoints within a single architecture encompassing telepresence solutions, conventional video conferencing systems, video soft clients, and mobile devices.

# Polycom RealPresence Platform: Video Content Management Solutions

Polycom® Video Content Management solutions are a key component of the Polycom RealPresence Platform, the most comprehensive software infrastructure for universal video collaboration. Polycom Video Content Management solutions streamline the processes, devices and technology required to produce and distribute media effectively over existing IT infrastructures. This automated, end-to-end solution supports the complete content lifecycle of all video assets regardless of source or format – from the point of enterprise video capture, to portal-based viewer access, to video content management and administration, to controlling the delivery and expiration of rich media across the network.

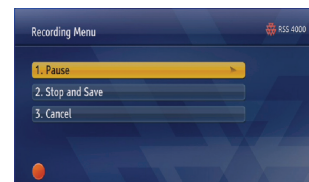
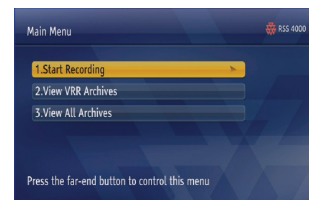
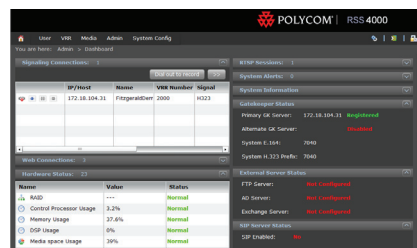


- Enterprise Video Capture: Capture solutions for all video use cases – from the studio to the boardroom to the desktop adding a streaming extension to videoconferences and enables user-generated content from the desktop. RSS 4000 allows customers to use their telepresence and video conferencing systems at their capture source, tying directly into video content management
- Video Content Management: Streamlines the complexities of managing video content via a pro-active management console that gives IT the assurance that corporate security, content retention, content approval, compliance, branding and other guidelines are enforced across video assets
- Portal Services: Eliminates content silos by providing viewers with centralized, searchable portal-based access to video, for multiple tenants, for seamless access via Microsoft SharePoint for normalizing viewing of multi-format video content and for integrated video-based online certification
- Rich Media Delivery: Enables clients to deliver video across multi-vendor, disparate or hybrid networks. A central administrative console alleviates routine operational burdens for IT staff by locking down precise control over live event multicasting, content pre-positioning for video-on-demand, distribution of video-based content over multiple content deliver and WAN optimization networks

## Polycom RSS™ 4000 Server

Network Based Recording and streaming server enabling organizations to record video conferences and content and view either live or on demand from the desktop

- Simple-to-use model for recording and sharing video content
- Capture a range of event content, including self recordings, point-to-point, or multipoint conferences – up to 15 simultaneous recordings
- Reduced cost through elimination of dedicated room recording devices for archiving video content
- Enterprise wide video content management solution with integration to the Polycom® RealPresence™ Media Manager



# Polycom RealPresence Platform: Universal Access & Security Solutions

Polycom® Universal Access and Security software removes communication barriers and allows internal and external teams to collaborate more easily and effectively over video. Leverage your existing security investments to provide a trusted route for external users to connect with personal, room or traditional video environments. Optimize the efficiency of delivering video collaboration services over your overworked network with intelligent software that identifies and prioritizes the most critical business applications.



## Polycom Video Border Proxy™ (VBP®) E Series





Ideal for enterprises seeking to enhance branch and remote site collaboration, Polycom VBP E Series creates secure routes through any corporate firewall, allowing remote users to seamlessly communicate in video and audio conferences.

- Includes an embedded gatekeeper to manage registrations and dialing for local endpoints
- Perfect for environments with distributed dial plans and endpoints not commonly registered to a gatekeeper
- Optimized for enterprise networks migrating from ISDN to IP connectivity

## Polycom Video Border Proxy (VBP) ST Series

Perfect for service providers seeking to protect IP communications for hosted video or voice services, or applications where video endpoints are registered to a centrally deployed gatekeeper

- Eliminates requirements to place H.323 gatekeepers and multipoint conferencing units on the public IP network
- Highly effective wherever H.460 based traversal services are needed
- Polycom VBP ST-Series includes optional H.460 support for mobile users or remote locations without a video-aware firewall

	200 E	4350 E, 4555	5300 E	5300 ST	6400 E	6400 ST
						
<b>Performance</b>	1 Mbps license for video traffic	3 Mbps license for video traffic	10 Mbps, 25 Mbps licenses for video traffic	10 Mbps, 25 Mbps licenses for video traffic	85 Mbps, 200 Mbps licenses for video traffic	85 Mbps, 200 Mbps licenses for video traffic
<b>Number of Registrations</b>	3	15	5300 E-10 = 50 5300 E-25 = 100	N/A	250	N/A
<b>Embedded Gatekeeper</b>	▪	▪	▪	N/A	▪	N/A



## About Polycom

Polycom is the global leader in standards-based unified communications (UC) solutions for telepresence, video, and voice powered by the Polycom® RealPresence™ Platform. The RealPresence Platform interoperates with the broadest range of business, mobile, and social applications and devices. More than 400,000 organizations trust Polycom solutions to collaborate and meet face-to-face from any location for more productive and effective engagement with colleagues, partners, customers, and prospects. Polycom, together with its broad partner ecosystem, provides customers with the best TCO, scalability, and security—on-premises, hosted, or cloud delivered.

For more information, visit [www.polycom.com](http://www.polycom.com), call 1-800-POLYCOM, or contact your Polycom sales representative.

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