

EMEA Professional Services Consultants

We recognise that our most valuable assets are our team members and their reputation for quality and integrity. We always demonstrate the highest ethical standards, and work tirelessly to exceed our clients' needs and expectations. With that in mind, the aim of our Professional Services team is to foster long-term relationships with our clients and invest time in understanding their strategic needs and work in collaboration with them to deliver critical business solutions.

Below is a sample of the wealth of experience and skill set within our EMEA Professional Services team.

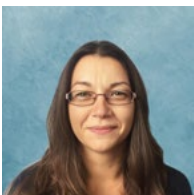
Professional Services Consultants



Toby, *Solution Consultant Team Lead*

Toby joined Polycom in January 2014 to introduce and support consistent delivery methodologies across all customer implementations. Toby has worked with numerous major partners and vendors to integrate conferencing streaming and media management into customers' networks and existing systems and has specialised on Cisco and other third party integrations. He has a wealth of knowledge in video infrastructure, networks, backbones, and delivery systems.

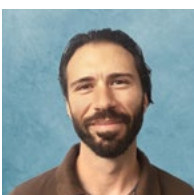
His technical background and ability to work with customers, both on a technical and personal level, are key strengths in his role. He has the ability to work with customers regardless of their experience level, and to assist them with their objectives, ensuring Polycom is meeting their needs in the most optimum way.



Elena, *Senior Solution Consultant*

Elena joined Polycom in 2015 and brings with her an extensive knowledge of unified communications, video, digital media, wireless, security, and converged infrastructure. She has experience with system architecture and design, defining customer requirements, and delivering highly complex, large scale projects. She has the ability to establish great rapport with customers at all levels within an organisation and to convey information with clarity and enthusiasm, no matter the complexity of the solution.

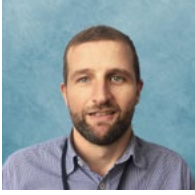
Elena has a BSc (Honours) in Computing and IT as well as major IT certifications, including Polycom Certified Videoconferencing Engineer (PCVE), CCIE Collaboration, and Cisco Certified Network Professional (CCNP) certifications.



Ivan, *Solution Consultant*

Ivan worked in the telecom and unified communications industry for many years before joining Polycom in 2010. He has a strong background in network management and design, including routing, switching, network security, implementing VoIP, and Contact Center solutions.

Ivan has master's degrees in both Telecom Engineering and Business Administration. He also holds several major IT certifications, including Polycom Certified Videoconferencing Engineer (PCVE), Wireshark Certified Network Analyst (WCNA), Microsoft Certified Solutions Architect (MCSA), and Cisco Certified Network Professional (CCNP).



James, *Senior Solution Consultant*

James joined Polycom as an engineer in 2008 and spent more than four years working in the field supporting Polycom implementations. With his wealth of hands on experience, James was able to transition effortlessly into the Solution Consultant role in 2012, and brought with him an extensive knowledge of video infrastructure, networks, telecommunications, and Microsoft applications including server client systems, UCC platforms, Microsoft Exchange, Microsoft Office Communicator (OCS), and Skype for Business.



Ian, *Immersive Telepresence Consultant and Subject Matter Expert (SME)*

Ian has worked with the Polycom Immersive Telepresence systems since they were brought to market in 2007 and has extensive knowledge of implementing and supporting clients as they go through the process of acquiring and installing these complex systems. He is a results-oriented, customer-focused professional with more than 16 years experience in the Video and Unified Collaborations industry.

He has demonstrated successful completion of high profile projects and works tirelessly throughout the pre-sale and post-sales process, providing SME support across Polycom teams and facilitating the drive to completion of projects on budget and on time.

About Polycom

Polycom helps organizations unleash the power of human collaboration. More than 400,000 companies and institutions worldwide defy distance with video, voice and content solutions from Polycom. Polycom and its global partner ecosystem provide flexible collaboration solutions for any environment that deliver the best user experience and unmatched investment protection.

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