

▶ Polycom At A Glance

The global leader in telepresence, video, and voice solutions, Polycom, Inc. is a visionary in communications that empower people to connect and collaborate everywhere.

Let Polycom Help You Move Ahead of the Competition

Economic uncertainty. Globalization and cultural complexity. Outsourcing, off-shoring, and mobile workforces. Reduced travel, reduced budgets, and mandates to lower your carbon footprint. Convergence in business and a greater need to collaborate at every level. These are the realities that every business faces today. With Polycom, your teams can communicate and share information in real time over any device, across any network. You can bring your dispersed and extended teams together instantly, make decisions faster, and increase your company's productivity—and gain a fast return on your investments (ROI) at the same time. That's why more Global 2000 and Fortune 500 companies worldwide use Polycom solutions to connect people, ideas, and insights. These organizations seek the competitive advantage that Polycom collaborative communications deliver.

Telepresence Solutions

From desktop systems to high definition (HD) room solutions to unmatched fully immersive telepresence suites, Polycom offers the broadest range of telepresence solutions in the industry—a solution for every application, location, and price. Now, with the first and only H.264 High Profile implementation for real-time video, customers can immediately begin saving up to 50 percent on bandwidth costs. Customers are boosting productivity, lowering their costs and realizing a fast ROI using the only open, standards-based telepresence solutions in the industry—from Polycom.

Video Conferencing Solutions

For traditional video conferencing applications, Polycom offers solutions that deliver exceptional quality at any bandwidth. Polycom video conferencing systems for conference rooms allow groups to meet naturally over distances, enabling more productive meetings and real-time decision making. And Polycom solutions for the personal space combine ease of use with life-like clarity so individuals and teams can collaborate with increased effectiveness over distances.

Voice Solutions

The highest standard in communications, Polycom voice solutions drive the speed of business around the globe. A full offering of solutions connects people from the desktop, the conference room, or on the go—so they can audio conference, share data, and collaborate more efficiently and reliably from wherever they work.

With the best products, the best partners, the best practices, and the most advanced services on the market today, only Polycom can take your collaborative communication network where it needs to go.

▶ INDUSTRY LEADERSHIP

- Group Video Systems – 39 percent share (based on Q3 2010 systems), *Wainhouse*, November 2010
- Group Video Systems – 41 percent share (total installed systems as of July 2009), *Wainhouse*, September 2009
- Video Network Infrastructure – 24 percent share (based on Q3 2010 revenue), *Wainhouse*, November 2010
- Enterprise Wi-Fi Handsets – 42 percent share (based on Q3 2010 revenue), *Infonetics*, December 2010
- Table Top Voice Conferencing Systems – 78 percent share (based on 2009 revenue), *Frost & Sullivan*, November 2010
- Independent SIP Desktop Phones – 28 percent share (based on 2009 revenue), *Frost & Sullivan*, June 2010



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Polycom Open Collaboration Network

Through the Polycom Open Collaboration Network, Polycom aligns closely with leading UC technology platform partners—such as Microsoft, HP, IBM, Avaya, BroadSoft, Juniper, and Siemens—to provide customers with open and interoperable collaboration solutions that enable full UC integration and protect existing IT investments. Open standards-based unified collaboration solutions are offered only by Polycom.

Global Services

Polycom offers a comprehensive line of professional and maintenance services to organizations on a global basis. It's no secret that service and support are critical components of customer satisfaction. That's why Polycom has invested in new spare parts depots and warehouses worldwide to better serve our global customer base. Polycom support services are flexible and available for every Polycom solution deployed in IP, legacy, or mixed network environments.

Global Sustainability

Polycom telepresence, video, and voice solutions are dramatically changing the way people communicate and work together.

Although we may be remote from our fellow workers, customers, and partners, we no longer have to travel to be effective. Thanks to high definition telepresence, video and voice solutions, people can meet virtually anytime from any location. Travel is reduced, carbon emissions are reduced—and everyone wins.

Global Citizenship

Polycom and its employees believe that part of being a successful company means being socially responsible and an involved corporate citizen in the global community. The Polycom Global Citizenship Program leverages the strength of Polycom's products, resources, and people to improve access to and the quality of education and healthcare around the world, and to provide support to communities in need worldwide.

Learn More

To discover more about unified communications and how they can save your organization money and move you ahead of your competitors, we encourage you to visit www.polycom.com or contact us at 1.800.POLYCOM today.

► QUICK FACTS

Revenue US\$967 Million
(FY 2009)

Employees 2700 worldwide

Offices

The Americas: Headquartered in Pleasanton, California with more than 15 offices in the U.S., Canada, and Central and Latin America

EMEA: Offices in Belgium, the Czech Republic, Denmark, France, Germany, Israel, Italy, Norway, Poland, Romania, Russia, South Africa, Spain, Sweden, Switzerland, the UAE, and the UK

APAC: Offices in Australia, China, Hong Kong, India, Japan, Korea, Taiwan, Singapore, and Thailand

Executive Briefing Centers

In a Polycom executive briefing, you can have the unique opportunity to understand the full range of Polycom solutions and how they can work specifically in your business and network environment. To set up a one-of-a-kind briefing, contact your Polycom Account Manager, e-mail us at ebcinfo@polycom.com or contact the Polycom Executive Briefing Center directly at 1.800.774.5636 or 1.408.330.8940.

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