

Polycom® Solutions for Microsoft® UC Environments

Polycom empowers Microsoft unified communications with the most complete interoperable software platform for universal collaboration



Polycom and Microsoft Solution Highlights

With Polycom and Microsoft solutions, organizations benefit from:

- **Direct Integration** – Polycom solutions integrate and interoperate with Microsoft UC suites including Microsoft Lync without gateways, resulting in lower TCO and better user experience
- **Workflow Integration** – With Microsoft and Polycom, people communicate through applications they use every day, including Microsoft Office and SharePoint
- **Secure Communication** – Gain security inside and outside the network, with Polycom solutions that allow system-wide secure authentication, media encryption, secure calls, and secure access to published content
- **Deepest Portfolio** – Select from the full line of purpose-built solutions optimized for Lync or Polycom standards-based, interoperable voice, video, telepresence, and video content management solutions

Organizations focused on increasing productivity, reducing costs, and unifying dispersed teams through unified communications (UC) can leverage directly integrated Polycom and Microsoft solutions from the desktop to the conference room and beyond. The joint solution unites the Microsoft UC platform—Microsoft Lync™, Microsoft Exchange Server, and Microsoft SharePoint® Server—with Polycom's software-based UC platform and best-in-class voice and video solutions to enable powerful collaborative communications for business environments.

Polycom and Microsoft are transforming how people interact with co-workers, customers, and partners through more effective, personalized and expansive interactions enabled by intuitive UC solutions that allow people to connect anytime, regardless of their location and network.

Polycom and Microsoft deliver a highly scalable and secure conferencing solution.

The solution simplifies deployment, provisioning, and management, helping customers cut overall cost in their UC environment. The Polycom® RealPresence™ Platform delivers a complete, interoperable software-based solution to enable broad interoperability, greater choice, flexibility, and investment protection for Microsoft Lync users. Polycom offers the most open, complete, and interoperable solutions for Microsoft UC environments, from purpose-built solutions optimized for the Lync platform to standards-based, interoperable and integrated UC solutions for voice and video collaboration and video content management.

Lync delivers presence, instant messaging, conferencing, and enterprise voice capabilities through a single interface that is consistent across PC, browser, and mobile devices. Only Polycom offers integrated solutions that span voice, video, telepresence, services, and application integration across the full Microsoft UC suite. Fully presence-aware, Polycom voice and video solutions can be associated with individuals or deployed as conference room devices available to the entire organization.

UC Devices Purpose-Built for Lync

The Polycom CX series of personal and group collaboration solutions are purpose-built and optimized for Microsoft Lync so they deliver native Lync collaboration and plug-and-play simplicity. Lync users can instantly optimize their communications with the familiar user interface and workflow. A wide selection of CX series devices allows organizations to deploy voice and video solutions in multiple environments, including on desktops and in common areas and conference rooms. Polycom CX7000 Unified Collaboration System is the first and only HD room telepresence system with full collaboration capability of Lync embedded in its core. Polycom CX solutions also integrate into the overall Microsoft IT infrastructure, using centralized management and monitoring tools and multiple policy settings.



Polycom and Microsoft Solutions



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Winner

Voice



HD Telepresence and Video



RealPresence® Platform



Portfolio for Microsoft Lync Server 2010

Interoperable Solutions Further Expanded

A wide range of standards-based Polycom voice and video solutions interoperates directly with Lync and supports Microsoft infrastructure, such as Active Directory, without the need for additional gateways, saving time and money. DECT and SIP-based voice solutions enable vertical applications in native Lync environments and complement Lync with more endpoint options at different price points. For standards-based video solutions, Polycom RealPresence Desktop, Room and Immersive solutions support native Microsoft codecs and Lync presence, as well as bandwidth management for easy integration to Lync environments.

The scalability and flexibility built in the Polycom RealPresence Platform ensures that organizations can grow their real-time communication network organically. Polycom DMA™ virtualization manager and Polycom RMX® universal collaboration server enable Lync clients to connect to multipoint conferences in HD video, while also allowing Lync clients to connect to existing H.323 networks as well.

Communications Enabled Business Processes (CEBP)

Through tight integration of Lync in business applications such as Microsoft Office® and SharePoint, presence-based communication is available for users to instantly reach colleagues and partners alike. Polycom seamlessly extends the experience to include voice and video endpoints as well as videoconferencing applications. Also, users can schedule video-enabled meetings from Outlook

software and join the scheduled conference from their laptops, phones, or group video systems by simply selecting the meeting and dialing. Ease of use and the communication process embedded in everyone's workflow drive faster adoption and contribute to better productivity.

Video Content Management throughout the Content Lifecycle

Polycom RealPresence video content management solutions provide tight integration with Lync Server 2010 as well as SharePoint 2010 and enables users anywhere in the organization to share presentations and conference sessions from their desktop and publish the content to the Polycom RealPresence™ Media Manager. The Polycom RealPresence Media Manager delivers video content management, portal services, and rich media delivery capabilities to organizations for Lync Server 2010 recordings and other video-based content.

From the Polycom RealPresence Media Manager, the content can be approved, transcoded, published and distributed over the network. Through the seamless integration between the Polycom RealPresence Media Manager solution and Microsoft SharePoint 2010, organizations can deliver unique Media Manager enterprise video management capabilities within SharePoint. As a result, users can now create, publish, access and view video content using the applications already used to perform their daily jobs.

UC Professional Services for Microsoft Solution Integration

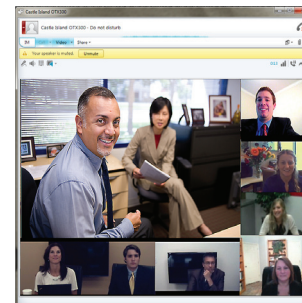
Polycom and other UC-certified partners simplify unified communications for your organization by offering a range of services that help maximize usage and reliability of the solution while facilitating a faster ROI (return on investment). These services are part of standard UC deployment and provide expertise to address the intricacies of integrating Polycom video solutions into complex communications environments. Current environments for integration include Microsoft Lync, Microsoft Office Communications Server, and Polycom Conferencing for Microsoft Outlook solutions. Depending on your needs, Polycom and our partners can provide full or pilot solution deployment as well as solution planning and design.

Solution Components

For backward compatibility with the Microsoft Office Communications Server R1 and R2 platforms, please refer to the Polycom CX data sheets and solution deployment guide for video integration.

Microsoft Lync Integration

- Microsoft Lync™ Server 2010
- Microsoft Lync 2010 client
- Microsoft Exchange Server 2007/2010
- Microsoft Outlook® 2007/2010
- Polycom CX series, purpose-built and optimized for Lync Server 2010
 - Personal Collaboration: CX100, CX200, CX300, CX500, CX600, and CX700 phones
 - Group Collaboration: CX3000 conference phone, CX5000, CX7000 group collaboration video system
- Polycom KIRK DECT Wireless Server 6000 (with Lync option)
- Polycom KIRK DECT 50, 60, and 70 series handsets
- Polycom SIP voice solutions (with UC 4.0.1 software or above)
 - Polycom Spectralink® 8400 Series
 - Polycom VVX® 500, 1500
 - Polycom SoundPoint IP® 321/331/335/450/550/560/650
 - Polycom SoundStation® IP 5000 and SoundStation® Duo
- Polycom RealPresence™ Experience (RPX™) and Polycom Open Telepresence Experience™ (OTX™) immersive telepresence solutions
- Polycom HDX® room and personal telepresence systems
- Polycom RealPresence™ Platform
 - Virtualization Management: Polycom DMA 7000™
 - Universal Video Collaboration: Polycom RMX® 1500/2000/4000
 - Video Resource Management: Polycom CMA 5000/4000



Video integration with Microsoft Lync

Video Content Management

- Microsoft SharePoint® Portal Server 2010
- Polycom RealPresence® Media Manager software
 - Lync Integration Module
 - SharePoint 2010 Integration Module

Learn More about Polycom and Microsoft Integrated Solutions

Visit Polycom.com/Microsoft or e-mail us at TeamMicrosoft@polycom.com to learn what Polycom UC solutions for Microsoft environments can do for your organization.

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.



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