

▶ EMEA Polycom Conference Bridge Trade-in Programme

NST: 2010-01-36184



The Polycom RMX Series

The Polycom RMX series of multipoint conference platforms is a powerful intermediary to unite the range of video and audio products that exist on today's networks, while offering an efficient and compelling means for employees to collaborate throughout the organisation.

Polycom Conference Bridge Trade-in Programme

Polycom's Conference Bridge Trade-in Programme offers rewards with the trade-in of a Polycom MGC or competitive MCUs and the purchase of an eligible Polycom RMX 2000™ / RMX 4000™ real-time media conferencing platform or Polycom RMX 1000™.

With this programme, end user customers can qualify for significant discounts on purchases of new Polycom RMX 2000, RMX 4000 or RMX 1000 systems from a Certified Polycom Reseller.

Offer Valid: 12th January 2010 through to 30th of June 2010

As the market leader, Polycom enables people to communicate and collaborate easily and efficiently through the broadest array of video, voice, and data conferencing solutions. Polycom provides customers with standards-based conferencing solutions that are easy to deploy and manage, as well as easy-to-use.

Supported by an open architecture, Polycom solutions integrate seamlessly with leading telephony and presence-based networks.

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Going Green with Polycom

Polycom Trade-in Programmes now offer a recycle option to help you keep our planet green. To minimise the environmental impact of our business, we have implemented a new Going Green with Polycom initiative. Our comprehensive approach touches the full product lifecycle—from research and development to clean manufacturing processes and from greener packaging to shipping models to proper product disposal. Join us in helping keep our planet green.



How to Participate

STEP 1

The end user organisation purchases a new qualified RMX series solution from a Certified Polycom Reseller at list price less the incentive amount quoting the NST number EMEA NST 2010-01-36184. (See table of qualifying products and discount amounts).

- Partner orders systems from Polycom at their standard price less the incentive amount and at appropriate discount level

STEP 2

Complete the Trade-In Claim Form quoting the NST number EMEA NST 2010-01-36184 and Letter of Authentication (the letter must be on company letterhead, including a signature from a purchasing agent or authorised buyer), Recycler Certification and Destruction or return of old equipment.

STEP 3

Channel Partner submits order to Polycom Order Management (OM)

- The promotion claim form with the full details for the end user organisation completed
- The promotion authentication letter, signed by the end user on their organisation's letterhead, and with authorised buyer's business card attached.

STEP 4

The end user organisation has 2 options, with respect to the existing MCU, to be eligible for this programme

STEP 4a Recycle & Destruction:

- Include digital photos of the equipment being traded in before and after destruction or recycle with the serial number clearly visible in both photos.
- The serial number MUST be legible in the digital photos for tracking and auditing purposes, alternatively, include serial number clearly on Recycler Certification.

STEP 4b Return of Old Goods:

An RMA number will be issued by Polycom Order Management and a return address for the old goods provided to the channel partner for communication to the end user.

- Polycom order management will verify that the products being traded in are 12 months old, or older, as specified by the serial numbers on the claim forms.
- Indirect resellers must purchase through their distributor of choice. The direct channel partner will follow the appropriate order and RMA process for this promotion, through Polycom, as outlined in this document.
- End user must ship the trade in unit, clearly marked with RMA number on outside of box

The Polycom Order Management contact details are:

emeaom@polycom.com

STEP 5

Submit completed Claim Form, Letter of Authentication, Recycler Certification and Destruction, proof-of-purchase (reseller's customer invoice) and digital photos to the email address below. All Claim Forms must be submitted within 90 days of purchase.

For Complete Terms and Conditions, please see the Terms & Conditions section.

Questions?

Any questions regarding this offer and the discounts should be addressed to EMEAOM@polycom.com

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Polycom Conference Bridge Solutions

Discounts are being offered on the new conference bridge being purchased, not the product being traded in. **One** trade-in unit must be confirmed destroyed for every qualifying new unit purchased.

The Trade-in Programme offers discounts of up to \$80,000 to End User customers who trade-in an approved MCU (including Polycom MGC/MGC+ systems) and purchase a Polycom RMX Series with an annual maintenance service agreement. Trade-in discounts are based on the new RMX 2000, RMX 4000 or RMX 1000 series model purchased.

Part #	RMX Series Purchased	Discount Amount €	Discount Amount £	Discount Amount \$
VRMX2520R	RMX-2000 20 Port System	€3,846	£3,308	\$5,000
VRMX2540R	RMX-2000 40 Port System	€7,692	£6,615	\$10,000
VRMX2580R	RMX-2000 80 Port System	€15,385	£13,231	\$20,000
VRMX2620R	RMX-2000 120 Port System	€23,077	£19,846	\$30,000
VRMX2660R	RMX-2000 160 Port System	€30,769	£16,462	\$40,000
VRMX4040R	RMX-4000 40 Port System	€7,692	£6,615	\$10,000
VRMX4040R-DC	RMX-4000 40 Port System	€7,692	£6,615	\$10,000
VRMX4080R	RMX-4000 80 Port System	€15,385	£13,231	\$20,000
VRMX4080R-DC	RMX-4000 80 Port System	€15,385	£13,231	\$20,000
VRMX4160R	RMX-4000 160 Port System	€30,769	£16,462	\$40,000
VRMX4160R-DC	RMX-4000 160 Port System	€30,769	£16,462	\$40,000
VRMX4240R	RMX-4000 240 Port System	€46,154	£39,692	\$60,000
VRMX4240R-DC	RMX-4000 240 Port System	€46,154	£39,692	\$60,000
VRMX4320R	RMX-4000 320 Port System	€61,538	£52,923	\$80,000
VRMX4320R-DC	RMX-4000 320 Port System	€61,538	£52,923	\$80,000
VRMX1012R	RMX-1000 12 Port System	€2,308	£1,985	\$3,000
VRMX1016R	RMX-1000 16 Port System	€3,077	£2,646	\$4,000
VRMX1020R	RMX-1000 20 Port System	€3,846	£3,308	\$5,000



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Terms and Conditions

1. The equipment being traded in must be **in use** and in **working condition** at the end user organisation prior to destruction to be eligible for this discount programme.
2. **Only Certified direct and indirect channel partners are eligible to use this promotion.**
3. This discount is only applicable if ordered at the time of the trade in with the replacement product and not available separately.
4. Trade-in order must be a new order placed by direct channel partner to Polycom. **Therefore:** channel partners cannot use inventoried product for trade-in opportunities.
5. Valid for use by Certified EMEA direct and indirect channel partner when selling to end user organisations.
 - a. Indirect resellers must purchase through their distributor of choice who will follow the appropriate order process through Polycom.
6. End user organisations must purchase a new qualified RMX Series platform along with an annual maintenance service agreement from a Polycom Certified channel partner and trade in qualified equipment to be eligible for this discount programme. One trade-in unit must be confirmed destroyed/recycled for every qualifying new unit purchased
7. Polycom must receive a trade-in Claim Form with all required documentation **within 90 days** of purchase. Note: If the trade-in documentation, Recycler Certification or digital photos or returned equipment are not received within 90 days from date of purchase, programme participation will be declared incomplete, and the end user organisation will have to reimburse the discount.
8. Required documentation includes: completed **Claim Form quoting the NST number EMEA NST 2010-01-36184, Letter of Authentication/Destruction of Recycler Certification/Return Documentation**, reseller invoice, customer purchase order and digital photos of the trade-in equipment with the serial number clearly visible and legible in both photos.
9. **Special Note:** In order to qualify for the discount for trading in Polycom products only, the old Polycom equipment must have been purchased at least 12 months prior to the purchase date of the new equipment. End user organisation must provide proof of purchase of the Polycom equipment being traded in with the Claim Form. Products purchased within the last 12 months do not qualified for this trade-in programme.
10. The End user organisation will be sent an email confirmation when their claim is received. Polycom is not responsible for lost or misdirected shipments, email, mail or faxes.
11. Orders for end user organisations outside of the channel partner's designated territory must be placed through the Global Reach promotion; all necessary Global Reach fees apply.
12. Reseller invoice must include a line item deduction off the total invoice amount for the full discount amount.
13. It is the channel partner's responsibility to submit the claim form and if goods are being returned, communicate the RMA number and process to the end user customer.
14. Polycom has the right to call the end user organisation at any time for verification purposes.
15. This offer is only available to end user organisations who purchase from a certified Polycom Channel Partner.
16. This offer is void where prohibited or otherwise restricted by law.
17. Programme valid from the 12th of January 2010 through to the 30th of June 2010 or until terminated by Polycom.
18. This offer **may not** be combined with any other promotional offer and Polycom reserves the right to modify or cancel this programme at any time.
19. No exceptions to this programme will be allowed. Polycom has the right to deny all claims that do not meet the criteria outlined in this document.
20. Any questions regarding this discount should be addressed to EMEAOM@polycom.com

Send completed trade-in documentation to:

Polycom EMEA Order Management

Polycom Netherlands
Orlyplein 10,
23rd Floor 1043DP,
Amsterdam
Netherlands

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RMX Series Trade-in

Use this form for RMX series platform trade-in only.

Select Model purchased

Tick	RMX Series Purchased	Discount Amount €	Discount Amount £	Discount Amount \$
	RMX-2000 20 Port System	€3,846	£3,308	\$5,000
	RMX-2000 40 Port System	€7,692	£6,615	\$10,000
	RMX-2000 80 Port System	€15,385	£13,231	\$20,000
	RMX-2000 120 Port System	€23,077	£19,846	\$30,000
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	RMX-1000 12 Port System	€2,308	£1,985	\$3,000
	RMX-1000 16 Port System	€3,077	£2,646	\$4,000
	RMX-1000 20 Port System	€3,846	£3,308	\$5,000

Total Discount Value _____

Signature of Polycom Representative to verify discount amount is required.

Polycom RVP Signature

Eligible MCUs for Trade-in

Polycom MGC 25
Polycom MGC 50/100
Polycom MGC+ 50/100

Avaya (MCU)
Cisco (3511, 3545)
Codian (MCU4200, MCU 4500)
Ezenia/Video Server
FVC/Radvision (Click to Meet)
Lifesize (Multipoint 24)
PictureTel (Prism, Montage, M-8000)
Radvision (Invision, ViaIP, Scopia)
Tandberg (MCU, MPS)
Vcon-Emblaze (VCB)
V-Tel (MCU-2, Smartlink)

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Claim Form

End User Company Name _____

End User Contact Name _____ Phone _____

End User Address _____

City _____ Country _____ Post Code _____

End User Email _____

End User Signature _____

I have read and agree to the terms and conditions of this discount programme.

Channel Company Name _____

Channel Sales Person _____ Phone _____

Channel Address _____

City _____ Country _____ Post Code _____

Channel Email _____

I have read and agree to the terms and conditions of this discount programme.

Signature _____

(Must be signed by an authorised Channel representative)

Trade-In Products (the following information is required)

Manufacturer and model _____ Quantity _____

Manufacturer and model _____ Quantity _____

Product Serial Number _____ Product Serial Number _____

Serial numbers for trade-in product must be included (Use additional sheet if needed).

New Polycom Product Purchased (the following information is required)

Product name and model _____

Quantity _____ Discount Amount _____

Product name and model _____

Quantity _____ Discount Amount _____

Total Discount _____

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Polycom Conference Bridge Solutions

Letter of Authentication, Recycler Certification and Destruction

Polycom Trade-in Programme Video Solutions

I acknowledge and agree that the discount offered for the Polycom products purchased and the equipment being traded in/destroyed complies with the terms and conditions outlined in the Polycom Conference Bridge Trade-in Programme documentation.

On behalf of _____ (company name), I do hereby certify by my signature below, that the equipment being traded in was purchased on _____ (Date of Purchase), and was installed and in use in our normal business operations.

I further certify that the equipment being traded in will be properly disposed of in one of the following manners and will not be used in any capacity within our organisation or be resold for use at any other company. To confirm the trade-in product will not be used, we have enclosed digital photos of the equipment before and after destruction or recycling, clearly and legibly showing the serial number in both photos and recycler certification for verification purposes.

Signature _____ Date _____
(Must be signed by an authorised End User customer representative)

Print Name _____ Title _____

Telephone Number _____

To be eligible for the trade-in discount, this form must be signed and submitted along with copies of all the required documentation.

Attach photocopy of business card here

Official use only

Date Received _____

Approved / Denied _____

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