

EMEA Polycom Video Trade-in Programme

NST: 2010-01-36181

Polycom Video Solutions

For organisations and enterprises who value high quality video and audio communications that are easy to deploy and use, Polycom video solutions provide a “just like being there” experience and exceed expectations every day.

Polycom Video Trade-In Programme

Polycom’s Video Trade-In Programme rewards you when you trade in competitive or Polycom video equipment and purchase eligible Polycom video products. End User customers can qualify for discounts up to \$3,000 on purchases of new Polycom HDX room telepresence solutions from a Certified Polycom Reseller.

Offer Valid: 12th January 2010 through to 31st of March 2010

Polycom HDX Telepresence Series

From high-end integrator environments to personal workspaces, Polycom HDX Telepresence provides high definition video and audio communication with unmatched ease of use and quality.

Fully interoperable with standards-based immersive telepresence environments and legacy video conferencing systems, the Polycom HDX Series offers HD video, audio, and content sharing for distance learning, telemedicine, project management, quality assurance applications and more. High-quality communication is protected across even sub-optimal IP networks with advanced QoS features like Lost Packet Recovery™ (LPR™).

Polycom HDX 9000™

The integrator’s premier choice for HD conferencing

- Exceptional video and audio quality delivered by a powerful Telepresence codec
- Enhanced custom integration with multiple options for A/V peripheral connectivity and professional integrator inputs/outputs
- Ideal for custom integrated environments including auditoriums, lecture halls, briefing centres, and more

Polycom HDX 8000™ & HDX 7000™

Perfect telepresence solution for boardrooms, meeting rooms, conference rooms, and more.

- Exceptional user experiences with HD video, HD audio and flexible HD content sharing
- Easily and securely deployed and managed across any standards-based network

Polycom HDX 4000™

A powerful multimedia solution for individuals and teams.

- Simple, hassle-free video solution for executives and managers, with intuitive user interfaces
- Easy sharing of HD content in native resolution during any video conference

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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

Purchase a new qualified HDX or QDX system from a Certified Polycom Reseller at list price less the incentive amount.

(See table of qualifying products and discount amounts).

STEP 2

Complete the Video Trade-In Claim Form 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 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. Or, 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.
- Tier Two dealers must purchase through their distributor of choice. The Tier 1 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 Video Trade-In 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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Discounts are offered on the new video conferencing unit being purchased, not the product being traded in. **One** trade-in unit must be confirmed destroyed for every qualifying new unit purchased.

Discount Amounts:

Purchase these eligible products and trade in qualifying group video conferencing equipment	Part Number	Polycom Equipment End User Discount Amounts			Competitive Equipment End User Discount Amounts		
		-8%			-10%		
Polycom HDX 9004	2200-23500-xxx	\$ 1,912	€ 1,467	£ 1,264	\$ 2,390	€ 1,833	£ 1,580
Polycom HDX 9002	2200-23900-xxx	\$ 1,528	€ 1,173	£ 1,008	\$ 1,910	€ 1,467	£ 1,260
Polycom HDX 9002 XL	7200-23350-xxx	\$ 2,104	€ 1,614	£ 1,384	\$ 2,630	€ 2,017	£ 1,730
Polycom HDX 9002 XLP	7200-23470-xxx	\$ 2,448	€ 1,828	£ 1,568	\$ 3,060	€ 2,285	£ 1,960
Polycom HDX 8006	7200-28800-xxx	\$ 1,456	€ 1,120	£ 960	\$ 1,820	€ 1,400	£ 1,200
Polycom HDX 8006 XL	7200-28870-xxx	\$ 1,640	€ 1,256	£ 1,080	\$ 2,050	€ 1,570	£ 1,350
Polycom HDX 8006 XLP	7200-28880-xxx	\$ 1,952	€ 1,496	£ 1,288	\$ 2,440	€ 1,870	£ 1,610
Polycom HDX 8004	7200-26110-xxx	\$ 1,272	€ 948	£ 816	\$ 1,590	€ 1,185	£ 1,020
Polycom HDX 8004 XL	7200-26030-xxx	\$ 1,456	€ 1,083	£ 928	\$ 1,820	€ 1,354	£ 1,160
Polycom HDX 8004 XLP	7200-25770-xxx	\$ 1,680	€ 1,252	£ 1,080	\$ 2,100	€ 1,565	£ 1,350
Polycom HDX 8002	7200-26480-xxx	\$ 1,000	€ 745	£ 640	\$ 1,250	€ 931	£ 800
Polycom HDX 8002 XL	7200-27300-xxx	\$ 1,184	€ 880	£ 760	\$ 1,480	€ 1,100	£ 950
Polycom HDX 7002	7200-27600-xxx	\$ 864	€ 642	£ 553	\$ 1,080	€ 803	£ 691
Polycom HDX 7002 XL	7200-27630-xxx	\$ 1,048	€ 778	£ 672	\$ 1,310	€ 972	£ 840
Polycom HDX 7002 XLP	7200-27660-xxx	\$ 1,272	€ 947	£ 816	\$ 1,590	€ 1,184	£ 1,020
Polycom HDX 7001	7200-27670-xxx	\$ 568	€ 440	£ 378	\$ 710	€ 550	£ 473
Polycom HDX 7001 XL	7200-27680-xxx	\$ 912	€ 677	£ 584	\$ 1,140	€ 846	£ 730
Polycom HDX 7001 XLP	7200-27690-xxx	\$ 1,136	€ 846	£ 728	\$ 1,420	€ 1,057	£ 910
Polycom QDX 6000	7200-30831-xxx	\$ 320	€ 248	£ 214	\$ 400	€ 310	£ 267
Polycom HDX 4002	2200-24560-xxx	\$ 912	€ 677	£ 584	\$ 1,140	€ 846	£ 730
Polycom HDX 4002 XL	7200-24850-xxx	\$ 1,088	€ 812	£ 696	\$ 1,360	€ 1,015	£ 870
Polycom HDX 4001	2200-24500-xxx	\$ 728	€ 542	£ 466	\$ 910	€ 677	£ 582
Polycom HDX 4001 XL	7200-24550-xxx	\$ 912	€ 677	£ 584	\$ 1,140	€ 846	£ 730

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Approved Polycom Trade-In Equipment

Polycom Models Components to be Destroyed

Components	Models	Components to be destroyed
VSX	All group conferencing models	Codec

Approved Competitive Trade-In Equipment

Manufacturer	Models	Components to be destroyed
LifeSize	LifeSize Room, LifeSize Team, LifeSize Express	Codec
Picture Tel Legacy	SwiftSite I & II	Entire System
	Venue, Concorde or System 4000	Codec
Intel	TeamStation	Codec
Tandberg	MV 6000 or Vision 500, 550, 770, 800, 880, 1000, 2500, 5000, 6000, 7000, 8000	Codec
	C20, C60, C90	Codec
Sony	Trinicom 5100, Trinicom 4000, Trinicom 3100 or Mini 1000, PCS1600, PCS1600/B, PCS1600IP, PCS1600ME2, PCS6000/1024, PCS6000/1536, PCS6000/512, PCS6000/PRI, PCS6000IP, PCS-1, PCS -11	Codec
VTEL	TC 1000, TC 2000 or LC 5000, Media Max, Galaxy, ESA Series	Codec
Aethra	Vega, Extreme	Entire System
British Telecom	Any BT Legacy Room System (i.e. BT 2300)	Codec
Huawei	8020 Plus, ViewPoint 8030 mBoc, ViewPoint 8620 Plus	Codec
Zylotech	ComsLINK MultiConnect, TV ComsLINK	Codec

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Terms and Conditions

1. The equipment being traded in must be **in use** and in **working condition** prior to destruction to be eligible for this discount programme.
2. **Only Certified Tier 1 Resellers and Certified Tier 2 Dealers 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 Tier 1 Channel Partner to Polycom. **Therefore:** Channel Partners cannot use inventoried product for trade-in opportunities.
5. Valid for use by Certified EMEA Tier 1 partners and Tier 2 dealer when selling to end user organisations.
 - a. Tier Two dealers must purchase through their distributor of choice who will follow the appropriate order and if appropriate the RMA process through Polycom.
6. End Users must purchase a new qualified HDX 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 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 customer will have to reimburse the discount.
8. Required documentation includes: completed **Claim Form quoting the NST number EMEA NST 2010-01-36181, 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 customer 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 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 users 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 at any time for verification purposes.
15. This offer is only available to End User customers 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 31st of March 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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Claim Form

End User Company Name* _____

End User Contact Name _____

End User Address _____

City _____ Country _____ Post Code _____

End User Phone _____

End User Email _____

End User Signature

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

Reseller Name _____

Sales Person _____ Channel 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

Trade-In Equipment (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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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 Video 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)

Please 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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