Polycom RealPresence Group Series

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Agenda

- Requirements for Group Video

- RealPresence Group Series Overview
  - Best-In-Class Experiences
  - Broadest Interoperability
  - Lowest Total Cost of Ownership

- EagleEye Acoustic Camera

- Use Cases

- Links to more information from 1pcn
  - Catalog and Discount Pricing
  - Product Data Sheets

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The Importance of Group Video

- Group video is a critical part of a comprehensive video collaboration strategy

- Proliferation of mobile and desktop video is predicted to *increase* demand for group conferencing

- Wainhouse: *"While true that some users in some enterprises will opt to use their mobile device for some meetings, the availability of personal and mobile video will generate more meetings. This, in turn, will motivate the video-enabling of more meeting rooms…"*
    - *2012 Videoconferencing Endpoints & Infrastructure Market Sizing & 5-Year Forecast, July 2012*

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Table Stakes Requirements for Group Video

- A dedicated device in the room that is optimized for real-time communications
- The ability to easily share and switch between multiple content sources
- High-quality, innovative camera technology
- Technology that is simple to use, so users are not intimidated
- Interoperable to communicate across the globe throughout many environments

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Introducing Polycom® RealPresence® Group Series
An Extension of The Award Winning HDX Line

- Boost Productivity and Supercharge Your Meetings, Simply and Easily
  - Best-In-Class Experiences
  - Broadest Interoperability
  - Lowest Total Cost of Ownership

RealPresence Group 300

RealPresence Group 500

RealPresence Group 700

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Best-In-Class Experiences
Highest Performance Collaboration System in the Market Today

Up to 1080p60 People

- Boosts both image clarity and motion smoothness

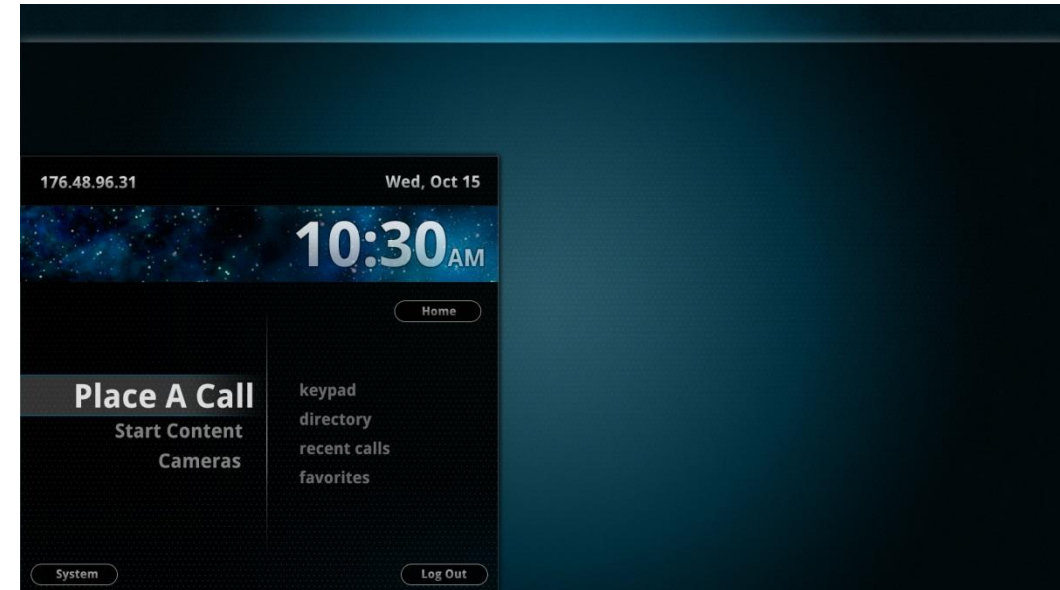- A new level of realism, making video more enjoyable to use

Up to 1080p60 Content

- Detailed full-motion video clips, CAD drawings, medical images

- More productive meetings with no compromises
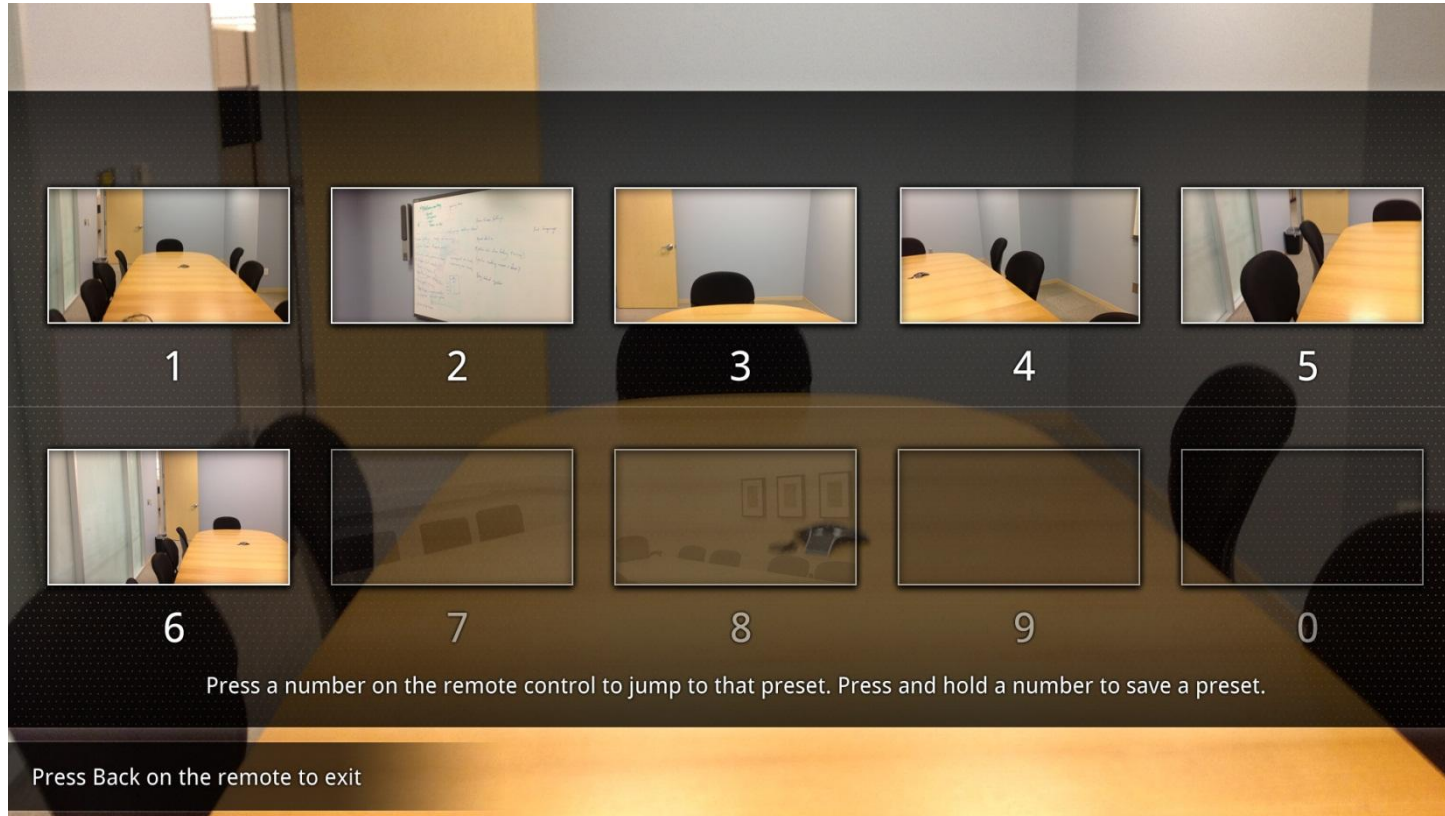
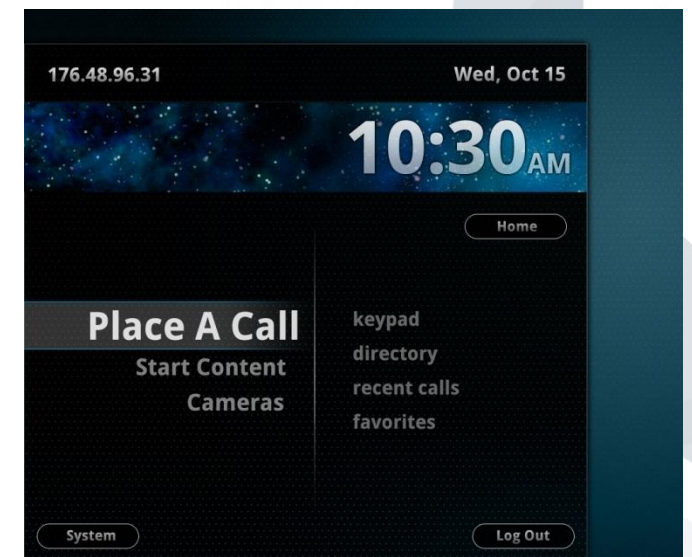Polycom

New User Interface

- Completely re-architected user interface, built from the ground up based on user behaviors

- Simple for users to start and control their video calls with no training

- Lower cost for IT, with less help and trouble tickets
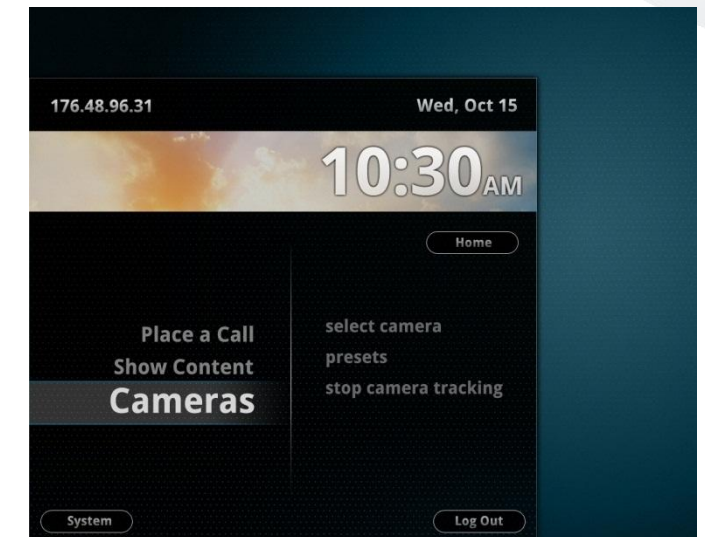
- Simplified remote increases user confidence

Shoal Creek
Wednesday, October 15 | 10:30 A.M.

Menu

176.48.96.31
Wed, Oct 15

10:30 AM

Home

Place A Call
Start Content
Cameras

keypad
directory
recent calls
favorites

System
Log Out

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New User Interface

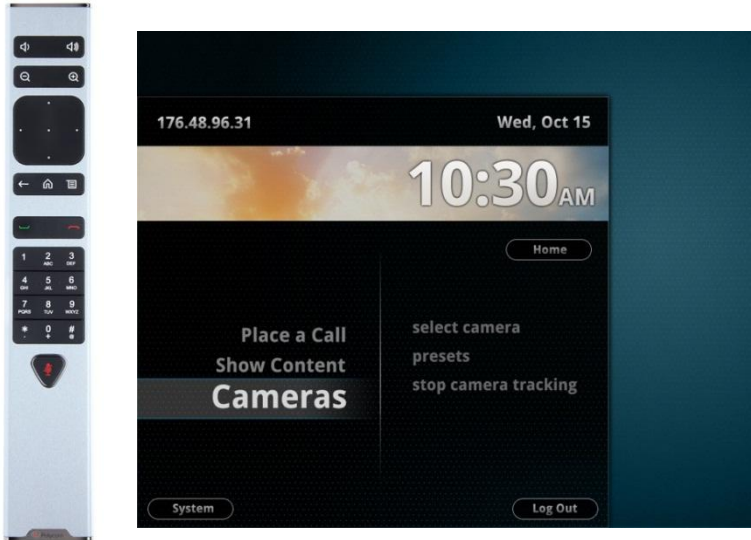Personalize the Experience

Easy to Access Menus

Simplified Language

Polycom SmartPairing™ Innovation

- RealPresence Mobile now enhances the room experience, bringing mobile and room environments together – for both HDX and Group Series

- Patent-pending solution automatically senses the room system, giving users the option to "pair" (iPad initially)

- Room control today, many more applications in the future

- Only from Polycom!

Group Series User Interface Options

New Group Series UI

- *Simple and intuitive - anyone can start a video call with no training*

Polycom SmartPairing

- *Simply use your own mobile device to start and manage video calls, on both HDX and Group Series*

Polycom Touch Control

- *Polycom Touch Control offers a consistent, easy-to-use interface for both HDX and Group Series*

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Sleek, Compact Design with Powerful Performance

Compact Design for Flexible Deployments

Up to 8-Way Built-In Multipoint

HDMI Connections for Simple Setup

11

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Polycom Scalable Video Coding (SVC) Leadership

- What is SVC?
  - An extension (Annex G) to the H.264 video compression protocol

- What are the benefits?
  - Provides lower latency, better quality over lower bandwidths, and improved TCO

- What makes Polycom's Open Standard SVC implementation unique?

SVC
+ AVC
=
NO NEW
GATEWAYS

Better User
Experience

2M+

Interoperability

Deployment
Expertise

Portfolio

Broadest Interoperability
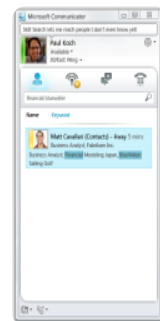
SVC/AVC in RealPresence Group Series

Improved latency, multi-screen layouts and network resiliency for group collaboration

Fully Standards-Based

Connect to millions of existing video solutions

Robust Lync Integration

HDX integration features, plus improved Lync Online Meeting support

TIP Support

Direct connection to non-standard Cisco environments

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Lowest Total Cost of Ownership

H.264 High Profile

Extending up to 50% bandwidth savings to 1080p60 people and content, plus multipoint

New UI Lowers IT Costs

Simplicity for users, fewer IT support calls

Leverage Previous Investments

EagleEye Director, Polycom Touch Control, HDX accessories, SoundStructure, and cameras

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RealPresence Group Series Models

RealPresence Group 300

Designed for small conference rooms, huddle rooms, offices

- 1 camera input
- Wireless PPCIP content capture
- 1 monitor (2nd via license key)
- No built-in multipoint
- Small, sleek design

RealPresence Group 500

Ideal for most conference and meeting rooms

- 1 camera input
- Wireless PPCIP plus HDMI and VGA content inputs
- 2 monitors
- 6-way SD, 4-way HD multipoint
- Small, sleek design

RealPresence Group 700

Flexibility for larger rooms and integrated environments

- 2 camera inputs
- Wireless PPCIP plus 5 content inputs
- 3 video outputs
- 8-way SD, 4-way HD multipoint
- Substantially greater processing power for future features

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EagleEye Acoustic

- New lower cost EPTZ (electronic pan/tilt/zoom) camera, designed for smaller rooms

- 1080p30 video

- Built-in high performance microphone

- Innovative rubberized hinge easily mounts on top of flat panel displays

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Camera Options

NEW

EagleEye Director

- Automatically locates and focuses on active speakers
- Ideal for a wide variety of rooms from boardrooms to classroom

EagleEye III

- 1080p60 performance and powerful zoom
- Ideal for many types of rooms (can be upgraded to EagleEye Director)

EagleEye Acoustic

- Low cost and easy to deploy, with 1080p30 performance
- Ideal for smaller meeting and huddle rooms, up to 4 participants

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Ideal Use Cases

Highest Quality Video

- Ultimate realism - where video quality is #1

- Internal meetings, closing sales deals, committing to new partnerships, working with customers

Highest Quality Content

- Motion is critical

- Trade-offs in content quality are unacceptable

- Media & entertainment, medical, design firms, architecture

Clutter-Free Environments

- Mount to back of monitor for clean, clutter-free installations

- Applications outside traditional offices

- Emergency response, medical, kiosks

Simple To Use

- For everyone!

- Smaller businesses with limited video experience

- Remote offices without dedicated IT resources

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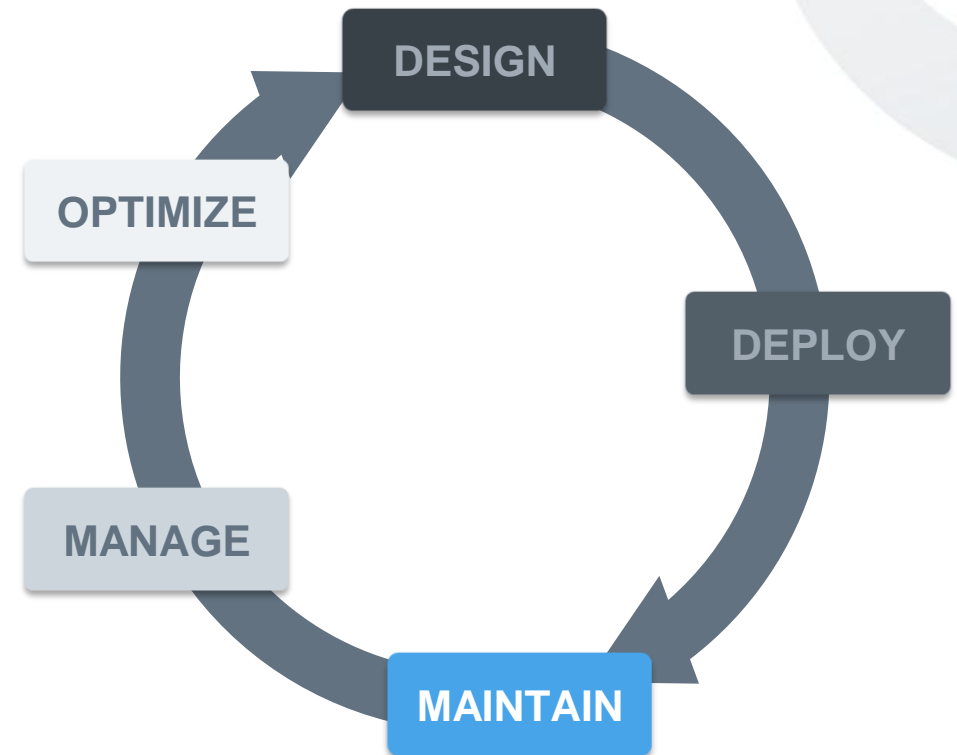# Polycom Lifecycle Services

Elite

- Elite Service Manager
- Program Reviews
- Monthly Utilization Reports
- Software Release and Upgrade Management
- Root Cause Analysis

Polycom AdvancedAccess

- Assigned Service Engineer
- Technical Support (24x7x365)
- Access to AdvancedAccess Support Team
- Asset Reporting

Polycom Premier Support

- Technical Support (business hours)
- Advance Parts Replacement
- Software Updates and Upgrades
- Polycom Support Portal

DESIGN

DEPLOY

MAINTAIN

MANAGE

OPTIMIZE

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Summary

- RealPresence Group Series delivers:
  - The best user experiences – video, audio, content, and user interface
  - The broadest interoperability
  - The lowest total cost of ownership

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Thank You

Links to more information on Polycom RP Group Systems from 1pcn
Catalog and Discount Pricing
Product Data Sheets