

Contact: Kevin Young
Polycom, Inc.
925-924-5706
kyoung@polycom.com



POLYCOM WIDENS MARKET FOR VIDEO CONFERENCING WITH HIGH RESOLUTION, FULL-FEATURED SYSTEM PRICED IN \$3000s

Polycom QDX 6000 delivers best value in its class, helping organizations cut costs and receive rapid ROI with unrivaled quality, performance and simplicity for the price.

PLEASANTON, Calif. – Feb. 2, 2009 – To help more organizations take advantage of the productivity-enhancing and cost-saving benefits of today’s video conferencing technology, Polycom, Inc. (NASDAQ: PLCM), the global leader in telepresence, video and voice communications solutions, today introduced a new high-resolution, full-featured video conferencing system with a list price of \$3,999. Optimized to deliver high-resolution, DVD-quality video at very low bandwidth, the [Polycom QDX 6000™](#) delivers the best value in its class with a combination of quality, features and performance previously found only in more expensive, enterprise-class video solutions.

“You won’t find another video conferencing system in the market today near this price point that delivers the level of voice, video and content quality or the features and performance delivered by the Polycom QDX 6000,” said Joe Sigrist, senior vice president and general manager of video solutions at Polycom. “The Polycom QDX 6000 puts wide screen, high-resolution video conferencing within reach of small- and medium-sized organizations and teams, providing a rapid [return on investment](#) and helping save real, hard dollars by quickly reducing business travel expenses without sacrificing effectiveness or the ability to execute across distance. Many customers will realize full ROI for two Polycom QDX 6000s by offsetting travel for just two or three business meetings.”

The Polycom QDX 6000 video conferencing solution helps organizations work faster, smarter, and more effectively across distances by providing real-time, face-to-face interaction and the ability to share critical work including movies, spreadsheets, presentations, images, or physical items like barcodes, envelopes, and products through a variety of high-resolution peripherals (PC, DVD player, document camera, etc.). The unprecedented price and performance will enable new applications for small and medium businesses, K-12 educational institutions, healthcare organizations, law firms, consultants, etc., and allow them to increase productivity and work more effectively with colleagues, customers and partners in other locations. And, with high-resolution video calls starting at bandwidths as low as 256 kbps, teams don’t need large or expensive IP networks.

“Based on a recent IDC survey of SMBs, 23 percent of our respondents said that they are already using video conferencing solutions and 11 percent have plans to install video conferencing solutions,” said Nora Freedman, senior analyst, Unified Communications Infrastructure, IDC. “Economic uncertainty is driving SMBs to use video conferencing to save money on travel and increase collaboration between facilities. Therefore, solutions, like the QDX 6000, are well positioned for this segment of the market.”

The Polycom QDX 6000 is based on established video conferencing standards and will interoperate seamlessly with the more than 1.5 million standards-based video conferencing systems in use today, including DVD-quality, high-resolution video at 30 frames per second (4CIF or 480p), high-

definition stereo audio, multimedia content-sharing capabilities (H.239) and AES encryption. The plug-and-play system is easy to install and use and delivers a great experience over low-bandwidth and public Internet connections, making high resolution video conferencing and collaboration a viable solution for more organizations than ever before. It features Polycom's breakthrough [Lost Packet Recovery™](#) (LPR™) technology that optimizes video quality over IP networks and helps ensure a great user experience even on networks prone to IP packet loss and congestion.

“The nature of our organization requires frequent interaction with countries around the globe and video communication helps us work effectively and efficiently across distances,” said Alan Laing, VC Analyst with DFID, the Department for International Development who lead the British Government's fight against world poverty. “The fact that the Polycom QDX 6000 delivers high resolution video over low bandwidth and is simple to set up and use makes it well suited for many of our remote locations. We are pleased with the performance and are considering it as a way to expand our video reach.”

The standard Polycom QDX 6000 configuration includes a high resolution full-motion pan/tilt/zoom camera that features 12x zoom capabilities, supports DVD-quality, high-resolution video at 30 fps, and offers 99 presets that make it simple to instantly zoom in and out for various applications. It also includes content-sharing as a standard capability, allowing users to easily share multimedia content during a video call using their wired or wireless broadband connection. The included high-fidelity microphones support high-definition stereo audio and are immune to disruptive interference from mobile phones and other wireless devices (GSM interference). The Polycom QDX 6000 supports widescreen (16:9 aspect ratio) format natively, but also works with standard televisions (4:3 aspect ratio). It supports dual monitors and can take input from up to five video sources (cameras, PC, document camera, DVD player), providing flexibility for powerful content collaboration.

“There is unmet need in the market today for a product like the Polycom QDX 6000,” said Rhonda Wingate, senior vice president, Video Sales America, BT Conferencing. “The Polycom QDX 6000 strikes the right balance of quality, performance, simplicity and affordability. It gives organizations that are new to video conferencing all of the performance and collaboration features they are looking for at bandwidths readily available today and at a price they can afford even in this tough economy.”

Polycom also offers optional remote or onsite installation services to help customers get up and running quickly. The installation support is ideal for organizations that don't have in-house technical support or prefer not to install the systems themselves.

Additional Information:

Polycom QDX 6000 Product Page

http://www.polycom.com/products/telepresence_video/telepresence_solutions/video_conference_systems/room_systems/qdx6000.html

Whitepaper – Polycom Lost Packet Recovery Technology

http://www.polycom.com/common/documents/whitepapers/lost_packet_recovery_eval_report.pdf

Polycom ROI Calculator

<http://www.polycom.com/ROI>

Pricing and Availability

Polycom QDX 6000 is now orderable with a recommended list price of US\$3,999 and worldwide availability planned for this month (QDX 6000 includes video conferencing system, Polycom QDX

EagleEye camera, microphones, remote control, People + Content IP, AES encryption and more). Polycom solutions and support services are available through certified Polycom channel partners.

About Polycom

Polycom, Inc. (NASDAQ: PLCM) is the global leader in telepresence, video, and voice solutions and a visionary in communications that empower people to connect and collaborate everywhere. Please visit www.polycom.com for more information.

Polycom reserves the right to modify future product plans at any time. Products and/or related specifications referenced in this press release are not guaranteed, and will be delivered on a when and if available basis.

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