



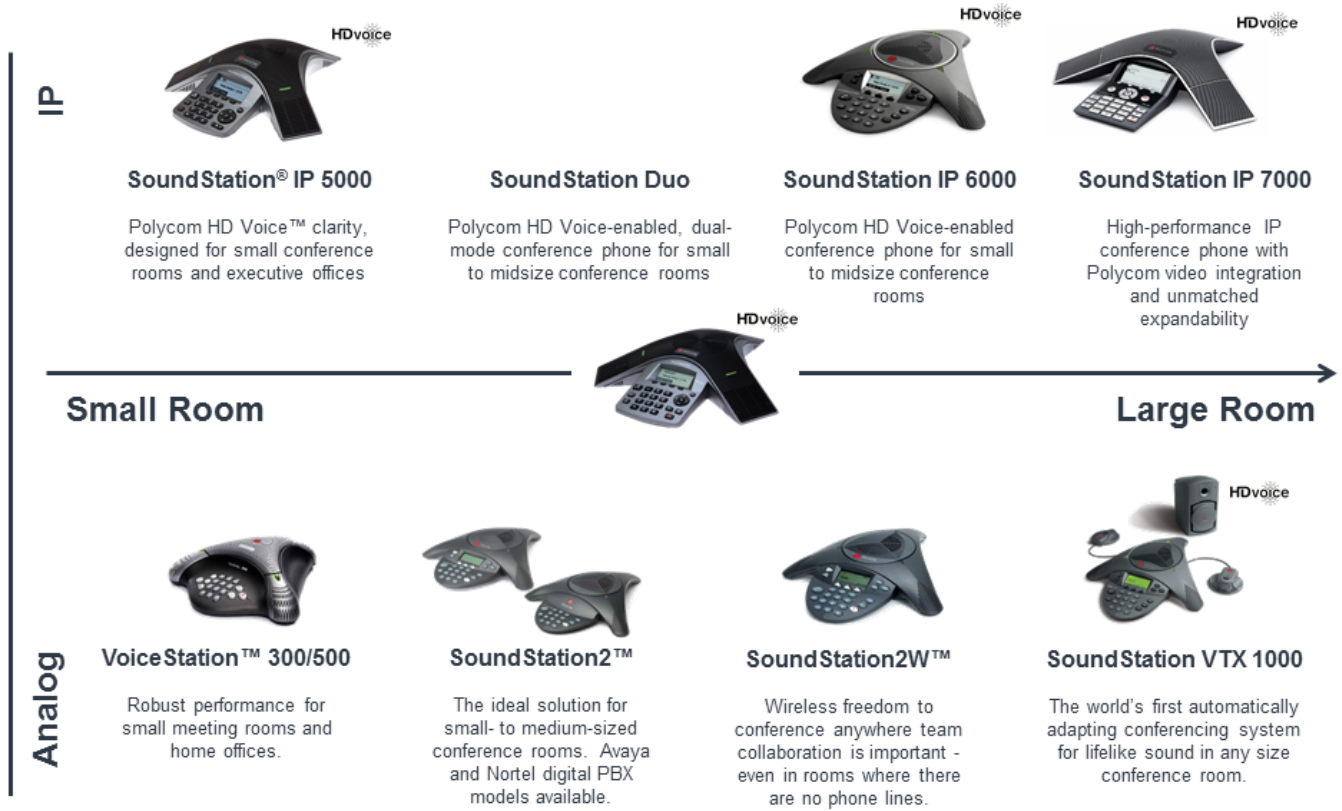
## Just Ask

### Conference Phones from Polycom

Don't miss the opportunity to help your customers deploy the right solutions to meet all their audio and video conferencing needs, while at the same time increasing your sales volume. Just ask whether an industry leading Polycom conference phone would be beneficial for their business meetings.

When You Hear	Just Ask this Question	And Mention These Key Selling Points
<p>I'm upgrading all my office phones, or outfitting a new office</p> <p>—or—</p> <p>I've been using Polycom conference phones for years.</p>	<p>Do you have conference rooms that you also need to upgrade / outfit?</p> <p>How old are your conference phones?</p>	<ul style="list-style-type: none"> <li>• 360 degree microphone pickup to capture all voices in the room clearly</li> <li>• Exceptional acoustic clarity and full duplex audio</li> <li>• Echo cancellation and background noise reduction</li> <li>• No more buzz from cell phone interference</li> <li>• Polycom HD Voice™ on select models</li> </ul>
<p>I'm deploying Polycom video collaboration solutions in all my conference rooms.</p>	<p>Would you like to integrate SoundStation IP 7000 conference phones into those rooms as well?</p>	<ul style="list-style-type: none"> <li>• Common interface for voice and video calls</li> <li>• Manage calls and initiate content sharing via the phone instead of a remote</li> <li>• 20ft/6.1m microphone pickup (can replace HDX and RealPresence Group Series mic pods)</li> <li>• Also supports stand-alone audio only calls along with HDX or RealPresence Group integration</li> </ul>
<p>I'm migrating from circuit-switched telephony to VoIP.</p>	<p>What VoIP platform are you migrating to? Are you familiar with Polycom's complete portfolio of IP conference phones?</p>	<ul style="list-style-type: none"> <li>• Polycom HD Voice™ technology</li> <li>• Polycom HDX/RealPresence Group Series integration</li> <li>• Interoperability with leading SIP-based telephony and UC platforms</li> <li>• For organizations in transition SoundStation Duo delivers best in class investment protection</li> </ul>
<p>We use (or are about to deploy) Microsoft® Lync™ for Voice.</p>	<p>Are you aware that Polycom has conference phones specifically for Microsoft Lync?</p>	<ul style="list-style-type: none"> <li>• Native Microsoft Lync integration including presence, directory and contacts for best in class user experience</li> <li>• Both optimized and qualified options for the ultimate flexibility, and long term investment protection</li> <li>• Legendary Polycom HD Voice™ technology for industry leading audio quality</li> </ul>
<p>I'm constantly making facilities changes and need more flexible audio conferencing solutions</p> <p>— or—</p> <p>I have mobile work teams.</p>	<p>Are you familiar with the Polycom SoundStation2W wireless conference phone?</p> <p>Are you familiar with the computer and mobile device connectivity available on other select Polycom conference phone models?</p>	<p>SoundStation2W</p> <ul style="list-style-type: none"> <li>- Easily moves from room to room</li> <li>- Roaming up to 150ft/45m from base station</li> <li>- Battery powered for wireless operation</li> <li>- No analog connection required when used with mobile phone or computer (via 2.5mm port)</li> </ul> <ul style="list-style-type: none"> <li>• Select other models include a 2.5mm audio port for connectivity to computers and mobile devices (requires accessory cables)</li> </ul>

Conference phones from Polycom



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