Connecting People in New Ways, Anytime, Anywhere

Partner Solution Brief

Microsoft® Lync Server 2010

POLYCOM®

Partner:
Polycom, Inc.

Website: www.polycom.com

Country or Region:
Worldwide

Industry:
Telepresence, Video, and Voice Communication

Partner Profile:
Polycom is a global leader in unified communications solutions with industry-leading telepresence, video, voice and infrastructure solutions built on open standards. Polycom delivers the most comprehensive, interoperable end-to-end UC experience spanning voice, video and services across Microsoft's UC platform

> "Microsoft and Polycom are committed to a roadmap that will deliver interoperable UC solutions with choice and innovation in video conferencing, and customer devices that will help transform enterprise communications. By integrating video, voice, instant messaging and conferencing solutions, Microsoft and Polycom give customers the ability to be present, anytime, anywhere. "
>
> Gurdeep Singh Pall
> Corporate Vice President of Unified Communication at Microsoft

BUSINESS NEEDS

Today's global enterprises and organizations are striving to increase productivity, manage dispersed work teams, and deliver innovative products and services to their customers, while maintaining or reducing costs, and developing a highly cohesive and collaborative workplace.

To address the key business challenges like total cost of ownership (TCO), productivity, efficiency, and team collaboration, Microsoft and Polycom deliver a complete and interoperable end-to-end UC solution.

SOLUTION

The strategic alliance between Microsoft and Polycom helps transform Microsoft solutions into a comprehensive UC platform for enterprises. This combined solution provides:

- Seamless experiences for users across video, voice, IM, and Web

- Unified collaboration spanning desktops, conference rooms, telepresence suites, devices, and remote sites

- High-quality user experiences through easy-to-use, presence-aware Polycom HD video and voice solutions

Microsoft®

USB Phones
(From left: Polycom CX100, CX200, CX300)

Optimized for Lync.
Enhance the unified communications experience by combining high definition audio with seamless plug and play ease of use

IP Phones
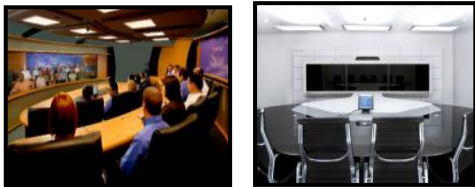(From left: Polycom CX500, CX600, CX700, and CX3000 at bottom)

Optimized for Lync.
Combining native Lync Phone Edition software and Polycom HD Voice technology these phones deliver a best-in-class UC experience to desktops, conference rooms, and common areas

Video and voice conference Device
(Polycom CX5000)

Optimized for Lync
Delivers a unique, engaging 360-degree group video experience that brings video, voice, and content together into one seamless interactive session

Telepresence Solutions
(From left: Polycom RPX™ series, OTX™ series)

Offers immersive telepresence experience. Can be connected to Lync environment via Polycom RMX conference platform.

Room and Personal Video Conference
(Left, Polycom HDX® room telepresence series; Right, Polycom HDX® 4000 series)

Supports presence-based dialing with Lync and secure, B2B calling up to HD video in Lync environment

Conference Infrastructure
(Polycom RMX® Series)

Connects Lync and other devices for unified conference experience (Lync SIP, H.323, H.320, PSTN audio) up to HD video by click-to-meet (dial into the same meeting room).

BENEFITS
Customers benefit from high-quality, user-centric virtual collaborations that enable rich communication experiences between individuals and teams at any time or place. Among the Polycom and Microsoft advantages are:

Native Integration. Polycom solutions interoperate with Microsoft Lync without gateways to make it easy to deploy, manage, and leverage Microsoft unified collaboration solutions.

Secure Communication. Polycom voice and video solutions support system-wide authentication and media encryption, helping ensure enterprise communications are protected across the network.

Simplified UC Management. In response to customer needs. Polycom and Microsoft increased flexibility and streamlined administration by enabling IT departments to modify and scale collaboration tools across geographies and networks, **Accelerated ROI.** By adding video and voice to existing UC tools and applications, IT department benefit from faster deployments, reduced complexity, increased scale, and lower total cost of ownership (TCO).

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