



The Workplace of the Future has Arrived

Experience the power of Polycom and Skype for Business.

Webinar : Choosing the Right Phones for Microsoft Office 365 Cloud PBX Services

Meet The Presenters



Peter Huboi,

Senior Product Marketing Manager, Microsoft Voice
Solutions
Polycom



Randy Wintle,

Microsoft Certified Master and Skype for Business MVP
Microsoft Solutions Architect
Polycom

Polycom + Microsoft's Winning Partnership

Polycom and Microsoft deliver end-to-end UC solutions that transform unified communications

Strategic Partner

Strategic alliance spanning more than a decade

Multi-year development, integration and go-to-market agreement with Microsoft

Expanded relationship with new solutions for Skype for Business and Cloud Deployment

The Polycom Difference

Broadest portfolio of voice and video solutions with native Skype for Business integration

Global ecosystem of design, sales, and support resources

Provide a seamless user experience with voice, video, and content



Market validation and momentum



LEADERS'

Quadrant in Gartner UC, Corporate Telephony and Web Conferencing Magic Quadrants*



#1

in new voice seats sold. Microsoft preferred by more customers than any other IP PBX vendor



79%

of U.S. enterprises are currently deploying or planning to deploy Lync including telephony**



7 of 10

70.4 % of Skype for Business/Lync voice handsets sold are Polycom*



40+

Polycom Solutions for Microsoft



97%

97% of Fortune 500 use Polycom

*Reprints available at: <http://news.microsoft.com/analyst-reports/>

**T3i Research, [Impact of Microsoft Lync on the Enterprise Voice Market](#)

* Canalys Estimate, June 2014

What's new: Cloud PBX (worldwide)

WHAT IS IT

Call management features delivered from Office365

Enable call hold, transfer, voice mail, and call forwarding

HOW IS IT DIFFERNT

In the past, delivered through Skype for Business Server

Connected to customer's on-premises infrastructure

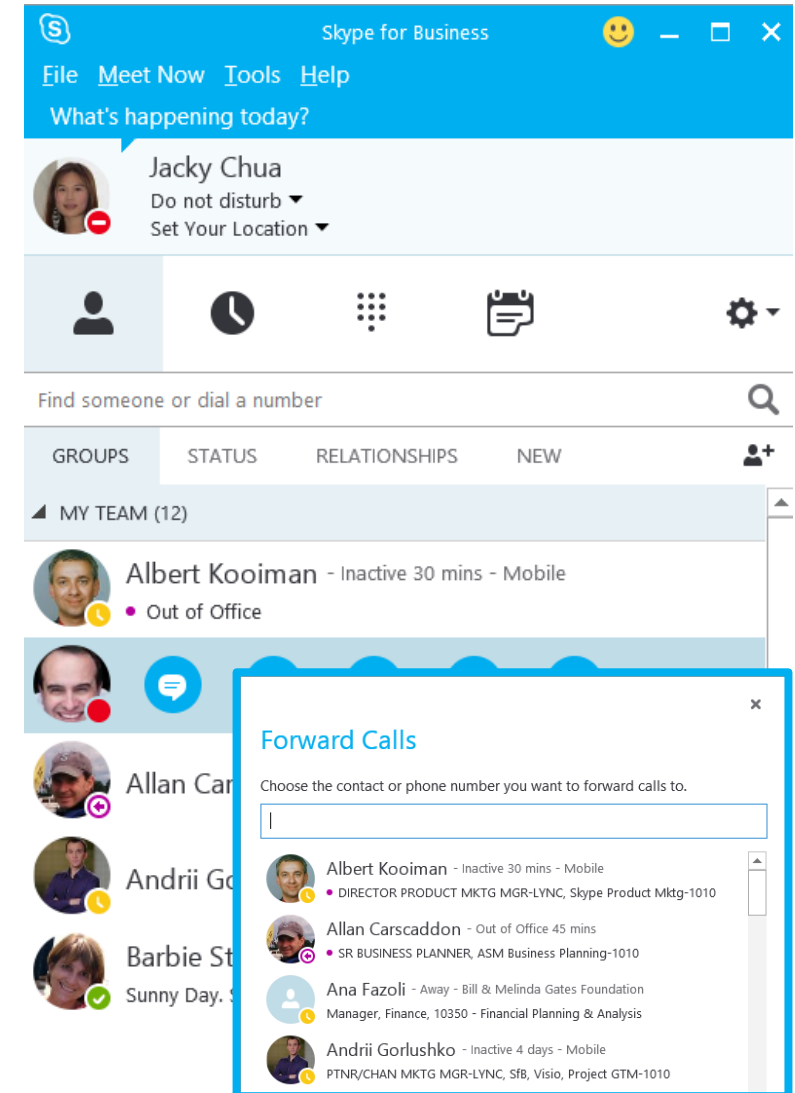
To meet all Skype for Business Server scenarios by 2016

At launch, it will meet most knowledge workers' needs

CLOUD PBX VALUE PROP

Manage calling features right within Office 365

Eliminate separate PBX systems and transition to the cloud



What's new: Cloud PBX (worldwide)



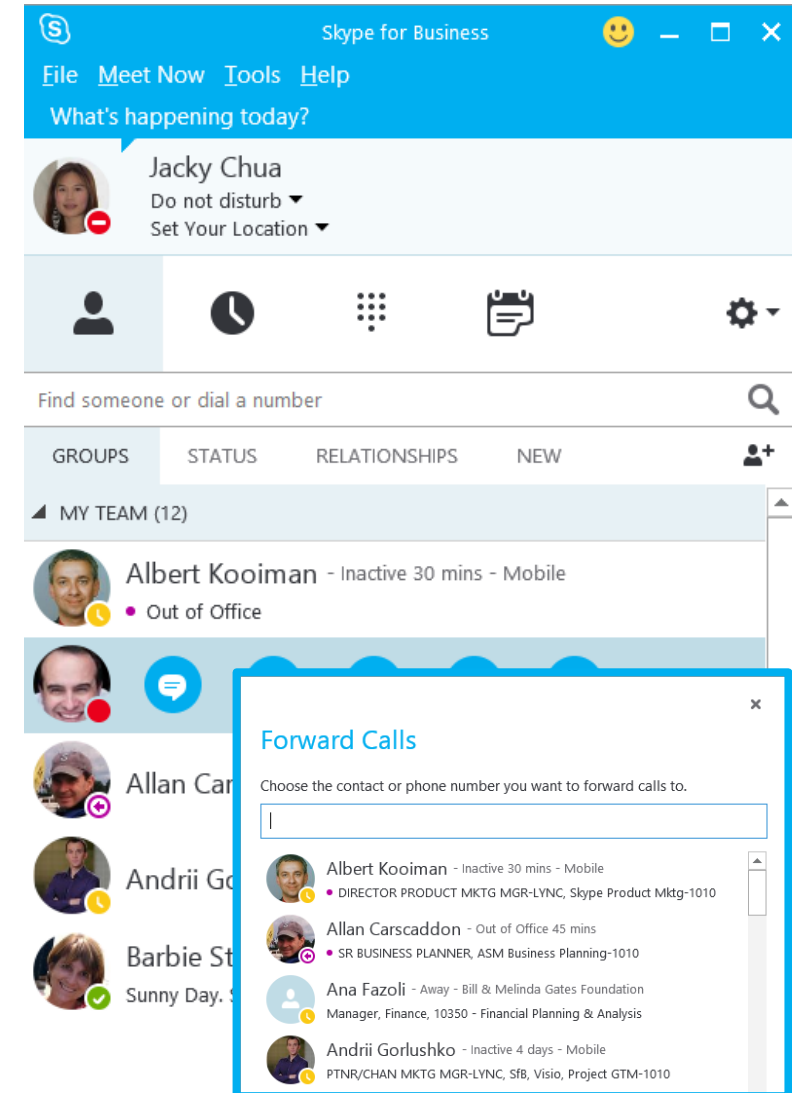
BUSINESS BENEFITS

- Eliminate costly PBX systems
- Consolidate vendors and streamline operations
- Lower your TCO for telecommunications



IT BENEFITS

- Enable features within O365 admin portal
- Enjoy easy and rapid access to latest innovations
- Choose deployment options that's right for you



What's new: PSTN Calling (U.S. first)



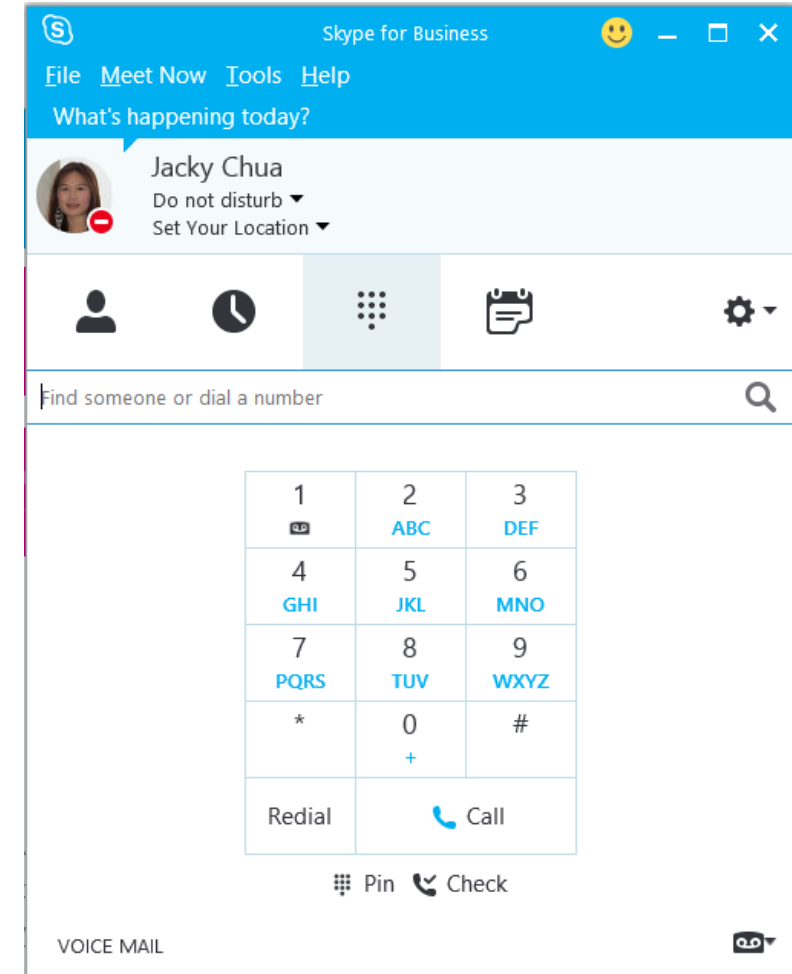
BUSINESS BENEFITS

Move your entire communications stack to the cloud
Fully consolidate vendors and streamline operations
Lower your TCO with competitive calling plans



IT BENEFITS

Easily avail of new numbers or re-use existing ones
Assign calling plans within Office 365 admin portal
Get easy and rapid access to the latest innovations



What's new: Cloud PBX and PSTN Calling

Office 365 Enterprise Suites

- Business class email and calendars
- Social, video, sites
- IM, online meetings, meeting broadcast
- File storage, sharing, information discovery
- Office Online
- Office Client apps
- Archiving, rights management, DLP, encryption
- Predictive eDiscovery, secure URLs, access control
- End user and organizational analytics

Cloud PBX NEW

PSTN Conferencing

PSTN Calling NEW

E1E3E5ADD-ON

- | | | | |
|---|---|---|--|
| ● | ● | ● | |
| ● | ● | ● | |
| ● | ● | ● | |
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CLOUD PBX IS IN E5;
OR CAN BE ADDED
TO ANY E SKU

PSTN CALLING CAN BE
ADDED TO CLOUD PBX
(US FIRST)

How do I decide what is the right phone?

Understand User Requirements



Sales

“I need a phone that shows my Skype for Business “favorites” presence status and I use a Bluetooth headset”



Engineering

“I want my administrative assistant to be able to answer my calls”

“I want the choice of controlling my call from the phone or from my UC client”



Marketing

“I want phones with recent and ongoing feature development to protect our investment”

“I want a phone that supports expansion modules to see who’s available at a glance”



CEO



IT

Polycom Phones & Conference Phones for Office 365 Cloud PBX



- CX600 IP Desktop Phone
- CX3000 IP Conference Phone



- Polycom CX100 USB Speakerphone
- Polycom CX300 R2 USB Phone
- Polycom CX5100 Unified Conference Station



- RealPresence Trio 8800



- VVX 201 Business Media Phone
- VVX 300 Business Media Phone
- VVX 310 Business Media Phone
- VVX 400 Business Media Phone
- VVX 410 Business Media Phone
- VVX 500 Business Media Phone
- VVX 600 Business Media Phone

Minimum software release - UCS 5.4.0A

First OpenSIP phones supported on O365 Cloud PBX

Order codes for RealPresence Trio and VVX phones ending in “-019” are “Skype for Business Edition” phones with the minimum required software release

New VVX Features in UCS 5.3 and UCS 5.4.0A



Workspace



Experience



Workflow

Use VVX as Audio I/O source



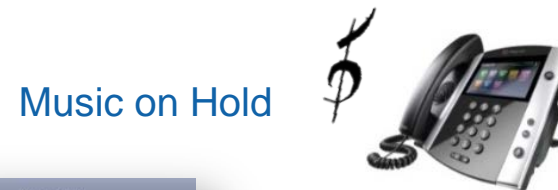
(BToE)



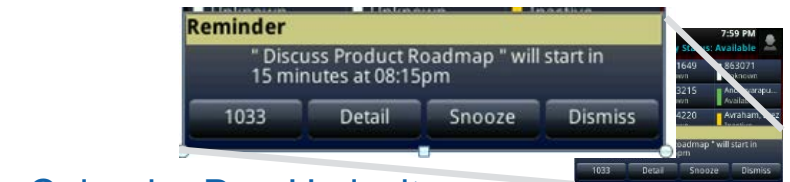
Selectively
Restrict Features



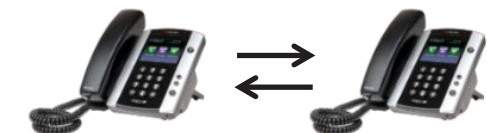
Optimized Call Transfer



Music on Hold



Calendar Pop-Up invites



Intercom Communications

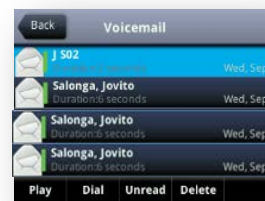


Multiple Delegates/Bosses
Boss/Admin Enhancements



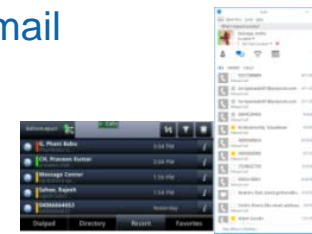
 Polycom  Office 365

1st OpenSIP phones for O365 Cloud PBX



Visual
Voicemail

Exchange Call Logs

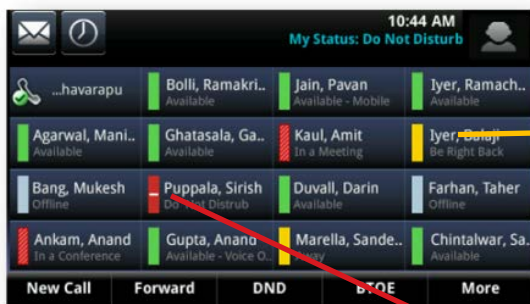


UCS 5.4.0A September 2015

UCS 5.3 March 2015



“Presence” Informs Our Communication’s Choices



| Presence Status Examples | How we might reach out |
|---------------------------|---|
| Available | IM, Voice Call , Video Call |
| Away | Voice Call to Mobile , Voicemail |
| Out of Office | Voice Call to Mobile , Voicemail, Email |
| Busy | IM, Voicemail |
| In a Call | IM, Voicemail |
| In a Conference | IM, Voicemail |
| Do Not Disturb | Voicemail, Email |
| Urgent Interruptions Only | Voicemail, Email |
| Offline | Voice Call to Mobile , Voicemail |



Contact Card on Polycom VVX Phone is accessed with a “long press”

Collaborate with impact.

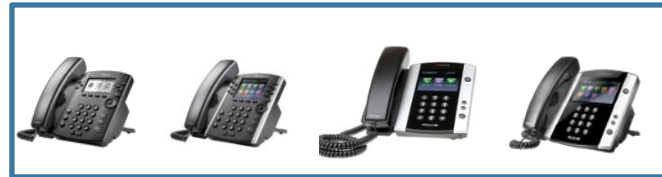
It's your day, make the
most of it.



Workflow

Hear everything clearly. Seamlessly go from Voice to Video.

Polycom + Skype for Business



BToE



+

USB



IM – “Is now a good time to talk?”



Skype for Business
Voice Call

+
Content



Skype for Business Video Call

Collaborate naturally.

As though you were there.



Experience

BToE = Better Together over Ethernet

Filter Out the Background Noise that Stops Collaboration

Noise cancellation for
VVX users using a
handset or headset

Compares
Audio
Levels



“Subtracts” nearby conversations and room noise
detected by hands free microphone on VVX



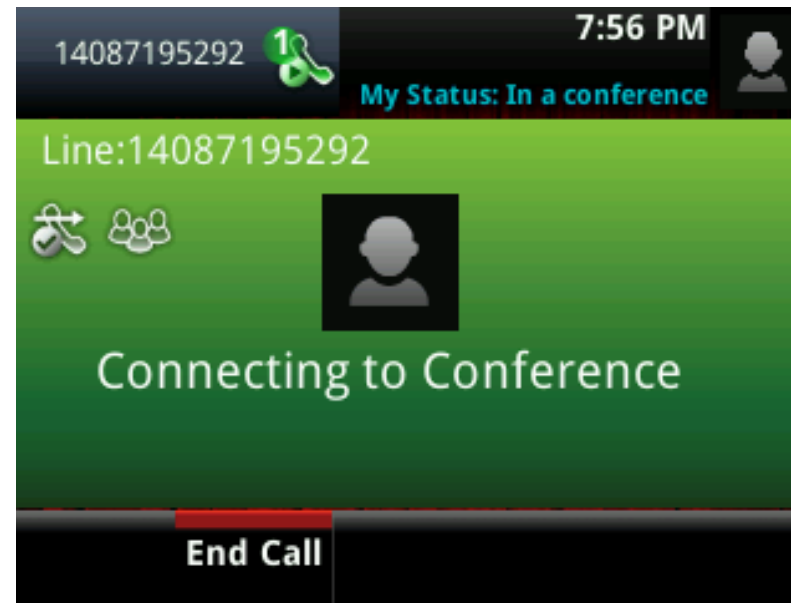
Workspace

Collaborate anywhere.

You pick the space,
we make it possible.

Join that early morning conference call ...

- Pop-up reminder from your Skype for Business Meeting Invite



Collaborate with impact.

It's your day, make the
most of it.



Workflow

... or Join from the Calendar View

- Join Skype for Business calls from calendar view

 **Discuss Product Roadmap**

| | |
|---|-----------------|
| Start: | 8:15 PM Today |
| End: | 9:15 PM Today |
| Location: | Lync Meeting |
| Organizer: | Salonga, Jovito |
| Required Attendees: | |
| Salonga, Jovito * j.s00@polycom-mslab02.com | |
| Description: | |

[Join Lync Meeting](#) [More Actions](#)



Collaborate with impact.

It's your day, make the
most of it.



Workflow

Feature Requirements

- Are you implementing Softphones for some users? (USB desk phone)
- Do you need Video? (RealPresence Trio Visual+, CX5100)
- Do you need headset Support? (USB, Bluetooth, Wired RJ11, EHS)
- Do you need BOSS/Admin? (VVX has boss/admin feature)
- Do you need line key expansion modules? (VVX has optional EMs)
- Do you require screen or ringtone customization? (VVX screens/keys /ringtones are customizable)
- Do you need more line keys (VVX Boss/Admin Contacts/Pinned favorites)
- Do you need Group Paging (VVX has group paging)
- Do you need Hands-free Intercom (VVX supports Hands-free Intercom)
- Do you need 802.1x port security (VVX has 802.1x security)
- Do you need to eliminate background noise? (VVX supports Polycom Acoustic Fence)

“Can’t we just use Headsets?”

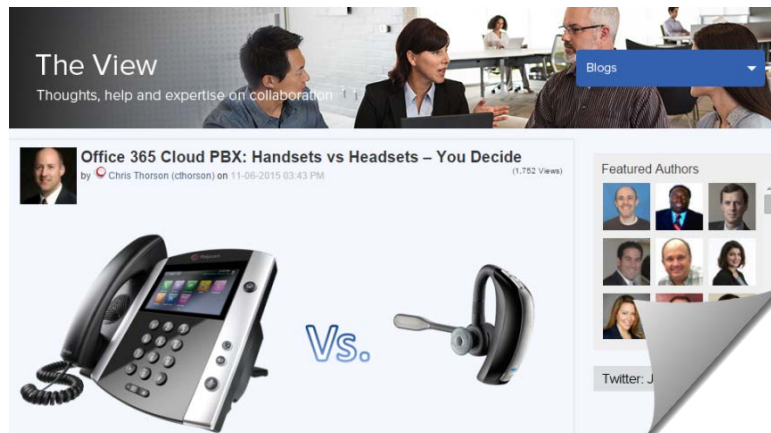


VS



- Desk phones are “always on”
- Quickly access telephony features
- Additional telephony features

- Must wait for PC to Boot Up
- Bluetooth battery at “zero” / forgot headset
- Corded headset fatigue, tethered to desk



WHITE PAPER

Something to Rely On:
Why the Desktop Phone isn't Going Away

CX300 R2 USB Phone



- Headset only



- Handset
- Speakerphone
- Headset jack
- Dial pad
- Mute, Hold, Redial
- Caller ID, Presence

VVX 201, VVX 300, VVX 310



- Headset only



- Handset
- Speakerphone
- Headset jack
- Mute, Hold, Redial
- Caller ID, Presence

+



- **Always on**
- Transfer
- Forward
- 2 lines (201)
- 6 lines (300/310)
- Call logs
- Conf reminder / one click to join
- Acoustic Fence
- ...and more

VVX 400/410 , VVX 500, VVX 600 Phones

- Color screens and larger display sizes bring features to life
 - Easier to see presence status in color
 - Larger screens display more 'favorites'
- Line and feature keys (VVX 400/410) or Touchscreens (VVX 500, VVX 600)
- Bluetooth headset support (VVX 600)

10:44 AM

My Status: Do Not Disturb

| | | | |
|--|--|--|--|
| <div>...havarapu</div> | <div>Bolli, Ramakri..</div> <div>Available</div> | <div>Jain, Pavan</div> <div>Available - Mobile</div> | <div>Iyer, Ramach..</div> <div>Available</div> |
| <div>Agarwal, Mani..</div> <div>Available</div> | <div>Ghatasala, Ga..</div> <div>Available</div> | <div>Kaul, Amit</div> <div>In a Meeting</div> | <div>Iyer, Balaji</div> <div>Be Right Back</div> |
| <div>Bang, Mukesh</div> <div>Offline</div> | <div>Puppala, Sirish</div> <div>Do Not Distrub</div> | <div>Duvall, Darin</div> <div>Available</div> | <div>Farhan, Taher</div> <div>Offline</div> |
| <div>Ankam, Anand</div> <div>In a Conference</div> | <div>Gupta, Anand</div> <div>Available - Voice O..</div> | <div>Marella, Sande..</div> <div>Away</div> | <div>Chintalwar, Sa..</div> <div>Available</div> |

New Call

Forward

DND

BTOE







More

Extended Presence (VVX 600 screen)



Polycom Desktop Phones

Positioning VVX Business Media Phones with Microsoft

| Entry-level, Wall | Entry-level | Office, SoHo, cubicle | Office, SoHo, cubicle | Manager office, Professionals | Executive office, attendant desk |
|--|---|---|--|---|---|
| <ul style="list-style-type: none">• Low cost 'always on' phone• 80+ features• 2 lines 1 line, 1 favorite  <p>HDvoice</p> <p>VVX 201</p> | <ul style="list-style-type: none">• High-quality entry• VVX 310 has Gigabit Ethernet• 80+ features• 6 lines 1 line, 5 favorites  <p>HDvoice</p> <p>VVX 300/310</p> | <ul style="list-style-type: none">• Mid-range phone• Color screen• VVX 410 has Gigabit Ethernet• 80+ features• 12 lines 1 line, 11 favorites (color)  <p>HDvoice</p> <p>VVX 400/410</p> | <p>VVX 500</p>  <p>HDvoice</p> <ul style="list-style-type: none">• Touch-screen• Gigabit Ethernet• 80+ features• 12 lines 1 line, 11 favorites (color) | <p>VVX 600</p>  <p>HDvoice</p> <ul style="list-style-type: none">• Larger Touch-screen• Bluetooth support• Gigabit Ethernet• 80+ features• 16 lines 1 line, 15 favorites (color) |  <p>Add Color Expansion Modules</p> <ul style="list-style-type: none">• Add up to 3 Extension Modules• View presence of up to 200 "favorites"• Call 'favorites' at the touch of a button |

VVX Skype for Business Edition Order Codes

Ready for O365 / Skype for Business Online “Out of the Box”

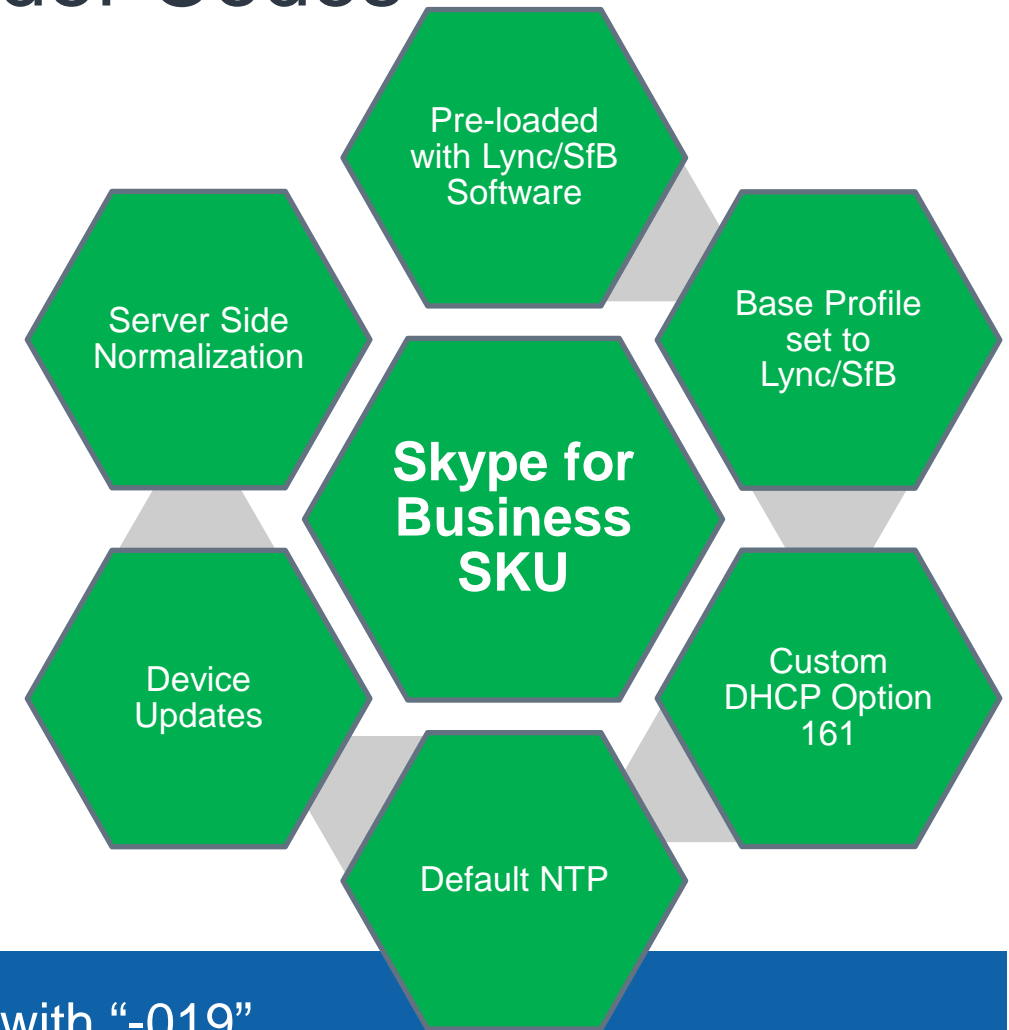
- Loaded with the required UCS 5.4.0A minimum release for O365
- Eliminates the need to connect to a provisioning server to update older phones

Easier to Order

- Single price for VVX (includes required Polycom UC Software License)

Easier to Install

- Base profile set to Lync/Skype for Business by default
- Preloaded with qualified software
- Preconfigured with Lync/Skype for Business parameters



All VVX Skype for Business Edition order codes end with “-019”

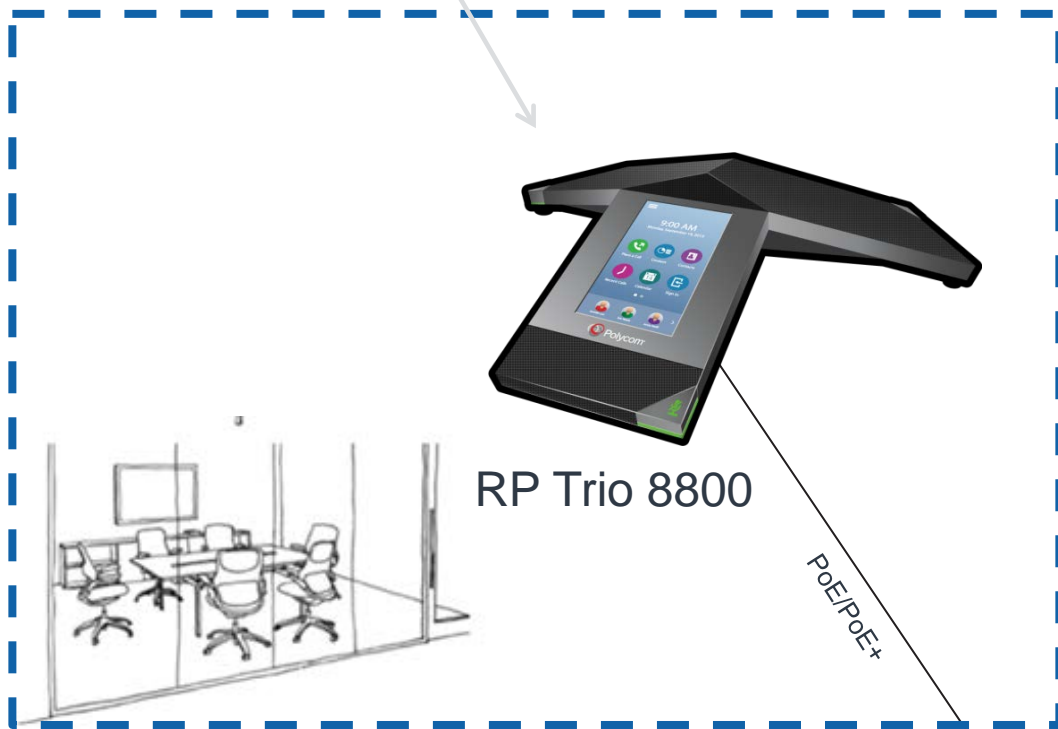
Using RealPresence Trio as a Skype for Business Conference Phone



- Unmatched audio quality and performance
 - Enhanced HD Voice and bass reflex port delivers room-filling sound
 - Eliminate non-speech background noise with Polycom NoiseBlock™
 - Up to 20' (6 meters) range with specially tuned microphones and expansion mics
 - Versatile connectivity from your mobile device (USB, Bluetooth, NFC, IP)

Invite RealPresence Trio to a Conference Call

2. Tap "Join" reminder displayed

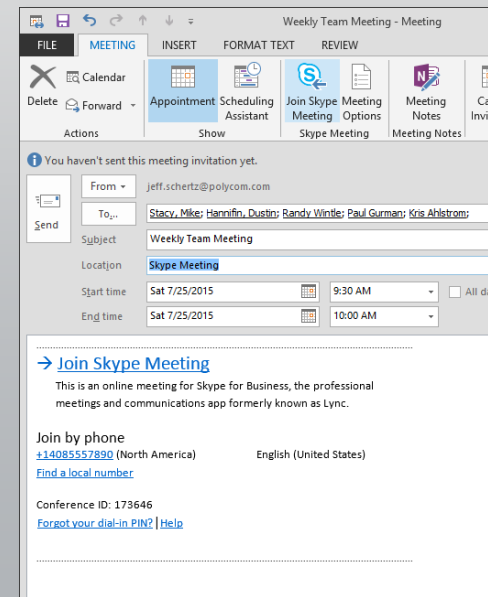


Exchange

Network

1. Invite via Outlook

Just create a new Skype Meeting



Inviting the Room = Inviting RealPresence Trio

360 Degree Collaboration. Everyone is Seen. Everyone is Heard.



Polycom CX5100

Experience 1080p “around-the-table” video with Skype for Business

- USB plug-and-play mean “no training”
- Use the UC client you already know—no remote required
- Realize a better ROI with increased room usage for collaboration

Collaborate naturally.

As though you were there.



Experience

Flexible deployment options



ON-PREMISES



HYBRID



ONLINE

TARGET CUSTOMERS

- Worldwide customers today
- High customization needs and add-ons (call centers, government, and finance)
- Advanced calling features (specialized or task workers)
- Existing PBX and PSTN contracts
- Like-for-like replacement of hardware or deployed Skype for Business Server

- Worldwide customers—Dec 2015
- Little or no customization needs
- Typical calling features (information or knowledge workers)
- Moving from CAPEX to OPEX
- Strategic alignment to cloud
- Depreciating infrastructure and PSTN contracts or deployed Skype for Business Server

- US customers first—Dec 2015
- Little to no customization needs
- Typical calling features (information or knowledge workers)
- Moving from CAPEX to OPEX
- Multiple cloud workloads deployed
- Eliminating PBX systems and ending PSTN contracts, no Skype for Business Server

Feature Comparison

| Skype for Business Capabilities | Skype for Business On-Premises | Cloud PBX with On-Premises PSTN Connectivity | Cloud PBX with Microsoft PSTN Calling |
|----------------------------------|--------------------------------|--|---------------------------------------|
| Basic call Features | | | |
| Voice Mail | Exchange UM | Cloud PBX Voice Mail | Cloud PBX Voice Mail |
| USB Devices | | | |
| Delegation, Team Call | | | |
| Voice Resiliency | | | |
| Branch Survivability | | | |
| Location Based Routing | | | |
| Call Admission Control | | | |
| Integration with On-Premises PBX | | | |
| Call Via Work | | | |
| Private Line | | | |
| 911 | | Static Only | Static Only |
| Response Groups | | | |
| Auto Attendants (Via Exchange) | | | |
| Call Park | | | |
| Media Bypass | | | |
| Number Porting | N/A | N/A | |
| IP Phones "Optimized" for S4B | | | |
| IP Phones "Compatible" with S4B | | | |
| Analog Devices | | Using Hybrid Deployment | |
| Common Area Phones | | Using Hybrid Deployment | |

Polycom VVX Services for Skype for Business/Lync Portfolio

VVX QuickStart (DESIGN)

- Provide best practices and guidance to jump start Customers' understanding of Use Cases, Voice Features, VVX Provisioning, Management, and Handset Options.
- Setup a Provisioning Server, Provision up to 20 Endpoints as Examples of 10 Use Cases, and allow End Users to see features in action and provide feedback

HealthCheck for Skype for Business/Lync Infrastructure (DESIGN)

- Skype for Business & Network analysis to help customer be more confident that their infrastructure will support the workloads they are planning

VVX End User Orientation (OPTIMIZE)

- Custom on-site consulting for special Use Cases such as: Boss/Admin, Reception

VVX Handset Installation (DEPLOY)

- Unpack, Assemble, Firmware, Place on Desk, Test
- Works with VVX Provisioning & Deployment Support Service

VVX Provisioning & Deployment Support (DEPLOY)

- Help Plan, Provision, and Support VVX Deployment
- Works with VVX Handset Installation Service

Next steps

- [Contact Polycom to see/demo Polycom VVX phones](#)
- Understand phone features
- Decide which VVX phone models match specific user profiles
- Limited trial ahead of full deployment?
- Is your network ready? Not sure?—Do a network assessment
- Plan, provision, and support your Polycom phone deployment
- Don't forget phone training

TeamMicrosoft@polycom.com



Thank You

For more information on Polycom Solutions visit:

- www.polycom.com/microsoft
- support.polycom.com/microsoft

For specific questions:

teammicrosoft@polycom.com

