



Polycom—The Difference Is Clear



Empower your teams to be more effective.

Eliminate the barriers created by distance.

Reduce your carbon footprint and travel costs.

Connect, collaborate, and thrive—with Polycom.



Communication



Distance—The Barrier to Productivity and Successful Business Collaboration

Every day your company has to be more productive and more effective. The pressures to maximize companywide performance increase each quarter. You face urgent demands to cut costs, eliminate waste, coordinate global processes, maximize resources and human capital—and above it all—keep customers satisfied with your company's products and services.

Organizations just like yours are responding with innovative strategies that enable them to remain competitive. Today, successful companies rely on geographically dispersed teams, global supply chains, remote experts, immediate access to critical data to drive decisions, and quickly acquired capabilities and strategic corporate partnerships. Let's be frank: all of these have introduced a distance barrier that has begun to inhibit effective performance and productivity. Meanwhile, the pace and requirements of business are unrelenting.

Now Polycom® solutions allow your teams to collaborate more easily and make fast and accurate decisions.

“Polycom has played a key role in our company's success—improving productivity, increasing efficiency and positively impacting our top and bottom lines.”

- William Corcoran, Vice President, W.R. Grace





How Can You Break
the Distance Barrier?

“Media rich collaboration both reduced the burden of travel and helped drive the significant synergies of this strategically important combination.”

- Kay E. Pratt, CFO of North America, CGG Veritas

In the face of these twenty-first-century realities, what do your employees need to get the job done? How is your company taking on these challenges? And what can you do to reduce distance and productivity barriers and allow your organization to become a high-performance workplace?

No matter where your offices are located, and where your employees and partners live and work, to make fast collaborative decisions and power a high-performance workplace, you need tools that power easy, clear, real-time communications—the backbone of productive meetings—and real results. It's a reasonable and desirable objective, but how do you make it happen?

Polycom can help. We've made it our business to enhance organizational productivity by supplying the technology and infrastructure you need for high-quality collaboration and strong teamwork. Polycom solutions remove the barriers of distance through telepresence, video, voice, and content-sharing communications. Our solutions bring relevant information to your fingertips using products that are already part of your business life. What's more, your organization can reduce its carbon footprint by relying on effective communications and meetings without the need for costly travel. Connecting with Polycom makes sense.





Going Green Spells Business Success

Picture this. You need to respond quickly to an announcement made by a competitor, but first you need input from team members in other geographies. Do you call and leave messages around the world, and wait for return calls? Do you send e-mails and collect responses one at a time? How do you make the right decision when you can't all discuss strategy and collaborate? Meanwhile, your competitor is forging ahead. Sound familiar?

The “green” movement to protect the global environment is calling on your company to demonstrate good corporate and global citizenship. Regardless of your industry and the mandate to minimize your impact on the environment, the high costs of travel are seriously affecting your company's profitability. To reduce business costs, protect the environment, and meet the lifestyle demands of global workforces, companies like yours have begun to support virtual and remote employees. With offices, subsidiaries, and employees in far reaching locations, distance can make collaboration and vital continuity between your work groups a struggle. Worse, it can increase your response times and allow your competitors to take the lead. Why let that happen?

Polycom can give you the ability to make better decisions fast—no matter where your teams live and work. In fact, Polycom can unify communications in your business, so your employees can see and speak with each other, anywhere, anytime from any device.

How Much Can You Save?

Not only do commuting and business travel affect environmental quality, they also waste time, cost too much, and dramatically affect work-life balance. Polycom solutions are a smart alternative that's as good as being there. With Polycom, you can reduce carbon emissions, save time traveling, eliminate the associated costs, and positively affect the work-life balance of your employees—all while powering better business decisions.

Visit polycom.com/green to find out more about Polycom's dedication to the planet and the success of your business.

“Video conferencing allows our engineers at the San Jose headquarters to interact face-to-face and in real time with engineering staff across three continents.”

- Bill Collins, Manager, eMedia and Telecommunications, Altera Corporation





Collaborate Easily
with Polycom Solutions

Regardless of your industry and the line of business or work process you're trying to address, Polycom can deliver the right communication solution.

Our customers tell us they improve productivity, increase efficiencies, encourage innovation, and create competitive advantages using Polycom collaboration solutions. Your employees will appreciate how Polycom solutions enhance collaboration, cut down on unneeded travel, and improve their work-life balance. Your business can benefit from how Polycom solutions increase employee job satisfaction and reduce employee turnover. You'll find you can develop closer integration with your partners, build trust and rapport more easily remotely, increase partner satisfaction, and reduce attrition. From a purely financial perspective, Polycom solutions can help you more easily achieve business metrics, increase shareholder value, and maximize revenue.

“Like Being There” Telepresence. Polycom telepresence and video solutions deliver extraordinary visual communication experiences. From desktops to meeting rooms to lecture halls to immersive environments, Polycom offers a complete portfolio of high-definition (HD) telepresence solutions over IP networks. Each immersive environment is calibrated and tuned so that people appear life-like and true-to-size, giving the sense of meeting together in the same room.

Crystal Clear Voice Solutions. From the single phone line and wireless communication to Polycom HD Voice™ audio conferencing and video systems, Polycom voice solutions provide clear, natural sound. That's why enterprises around the world use Polycom voice solutions—an affordable productivity tool for employees and organizations—to enhance collaboration and gain a competitive advantage, all while reducing costs.

“Polycom’s solution contributed well beyond regulatory compliance—the solution enabled relationship building and common understanding.”

- Dianne Stroshine, Multimedia Specialist, Owens-Illinois

Wireless Mobility. Polycom also offers your organization the most durable, feature-rich, and cost-effective wireless telephony so you can dramatically streamline communication. With wireless, your employees stay in touch while moving throughout their facility—even in environments covering millions of square feet, multiple buildings, and environmentally challenging structures and areas.

Standards-Based Integration for Efficiency. Organizations use Polycom standards-based solutions to increase efficiency, extend knowledge, share content, and accelerate decision-making across departments and geographies. Seamlessly integrated with industry-leading workflow applications and communications infrastructure, Polycom solutions provide familiar and intuitive user interfaces that speed enterprise adoption and increase your return on your investment.

An Ongoing Partner in Your Success. Finally, from planning to purchase to company-wide installation and use, Polycom and our authorized service partners are with you every step of the way. With professional services that include assessment and integration, you achieve just the right unified communication solution as well as comprehensive resources for initial and ongoing training, education, and professional certification.





Why Polycom
and No One Else?

“The initial investment is easily justifiable, ultimately increasing productivity. It’s not only protecting the environment, but is common sense for businesses to adopt.”

- David Rowe, Chief Executive Officer, Easynet

Polycom understands “virtual” communication. We’ve built our expertise and developed our business understanding it. In fact, we’ve become a trusted partner to thousands of customers who run their businesses more successfully using Polycom solutions. Working with Polycom telepresence, video, voice, and content-sharing solutions that are built on open standards, our customers have cut the time and money spent gathering the right people in one place to solve problems. Instead, their teams more easily and quickly collaborate “face-to-face” wherever they are, better spending their resources, time, and energy on business challenges.

Collaborating with Polycom standards-based solutions has also become a key competitive advantage. Our customers tell us it makes sense to have the ability to communicate and share information in real time over any device and across any network. They also tell us it makes sense to change the way they work, building stronger relationships, enjoying better rapport, and encouraging trust using Polycom solutions. It just makes sense for customers to connect and communicate with Polycom solutions using their existing business applications, because Polycom’s integration with leading unified communications (UC) platform vendors makes it possible. Quite simply, it makes sense for our customers to rely on the broadest offering of communications solutions so they improve productivity, reduce their costs, lower their carbon footprint—and thrive.

That’s why more Global 2000 and Fortune 500 companies worldwide use Polycom solutions to connect people, ideas, and insights. Only Polycom can take your collaborative communication network where it needs to go with the best products, the best partners, the best practices, and the most advanced services on the market today.

In today’s flat world, with travel and other business expenses rocketing and no end in sight, connecting with Polycom makes good business sense.



Find out more.

Each day millions of users around the globe rely on Polycom to connect and collaborate.

Let us help you remove the distance barrier with the world's leading telepresence, voice, and content sharing communications. For more details, visit us at **polycom.com**.

To speak with a Polycom representative, call 1.800.POLYCOM.



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