



Polycom® Solutions for R&D and Engineering Professionals

Faster, better and more profitable product development through collaborative solutions

Benefits

- Shortened Development Cycle
- Product/Market Fit
- Increased Revenues

Key Business Processes/Workflows

- Corporate Communications
- Customer Service/Support
- Fiscal Planning
- Interview/Recruitment
- Product Development
- Project Mgt./Event Planning
- Relationship Management
- Training
- Vendor/Supplier Management

Success in today's highly competitive business environment demands that companies have the right products or services for the right market at the right time. The development process is critical to meeting time-to-market, product cost, engineering cost and performance goals.

Polycom collaboration solutions enable more effective management, enhanced global team communication and improved product or market validation – all factors in reducing a product development cycle. Today, many organizations use Polycom solutions to reduce product development cycles, enhance team communications and get products to market sooner.

Key metrics and the associated Polycom benefits for R&D and engineering groups include:

Shortened Time-to-Market

Using Polycom collaboration solutions, the entire product development cycle becomes more efficient. Real-time communications, visual engineering design collaboration and comprehensive management reviews help get products to market faster. By doing so, revenue is realized sooner. Expensive engineering resources can be reassigned to new products earlier thereby reducing development costs.

Cross-Functional Coordination

With Polycom collaboration solutions, team members in disperse locations can collaborate as effectively as in onsite meetings, without the associated travel costs. Engineering designs can be reviewed and approved in real-time. Product experts can give interactive new product training to a global sales force. Product meetings can include remote teammates or executives for comprehensive status reports.

Product/Market Fit

With the right tools such as Polycom collaborative solutions, product requirements, including pricing and features, market analysis and development roadmaps can be researched and validated globally, without having to travel for in-person meetings.



A Day in the Life of R&D/Engineering/Product Development



Morning Engineering Meetings

The morning staff meeting is a staple of enterprise life. Why? Because regular staff meetings allow time to review, reflect, and revise. Polycom collaboration tools enable more effective management, enhanced team communication and improved product/market validation – all factors in reducing a product development cycle. What's more, meetings can include R&D, engineering and product development teams worldwide over the highest quality audio and video solutions.



Cross Functional Meeting

Cross-functional teams are responsible for a product's life cycle, from concept to design to launch and beyond. Since team members are often dispersed in multiple locations, collaboration is critical to effective team communications. Voice-only communications can be greatly enhanced with visual cues by using video-based collaborative conferencing. Team members in disperse locations can collaborate as effectively as in on-site meetings, without travel costs.



Design Review

Shortening the product development process is the key challenge in any organization. The sooner a product gets to market, the bigger the competitive edge. With Polycom collaboration solutions, engineering designs, for example, can be visually reviewed and approved in real-time. Product development cycles can be reduced. Development resources can be reassigned to new projects. And, revenue can be realized earlier.



Customer Requirements Meeting

Traveling to customer sites for product input and review can be expensive and time consuming. With Polycom collaboration solutions, meetings with customers to discuss product features or to validate product benefits can be held without the need to travel. Furthermore, customers on a global scale can take part in collaborative meetings that were traditionally geographically-restrictive.



Hand Off Meeting to Remote Development Teams

In many companies, development is shared with teams around the global. Using video-based collaboration or HD voice solutions, visual and audio cues ensure that multinational team members comprehend concepts. The entire product development cycle becomes more efficient because real-time communications, visual engineering design collaboration and comprehensive reviews ensure a solid understanding between various development sites.

For more information on Polycom enterprise solutions, contact us at enterprise.solutions@polycom.com.

©2008 Polycom, Inc. All rights reserved.

Polycom and the Polycom logo are registered trademarks of Polycom, Inc. in the U.S. and various countries. All other trademarks are the property of their respective owners. Information in this document is subject to change without notice.



Polycom Headquarters:

4750 Willow Road, Pleasanton, CA 94588 (T) 1.800.POLYCOM (765.9266) for North America only. For North America, Latin America and Caribbean (T) +1.925.924.6000, (F) +1.925.924.6100

Polycom EMEA:

270 Bath Road, Slough, Berkshire SL1 4DX, (T) +44 (0)1753 723000, (F) +44 (0)1753 723010

Polycom Asia Pacific:

8 Shenton Way, #11-01 Temasek Tower, Singapore 068811 (T) +65.6389.9200, (F) +65.6323.3022

Part No. 3726-47249-001 Rev. 04/08