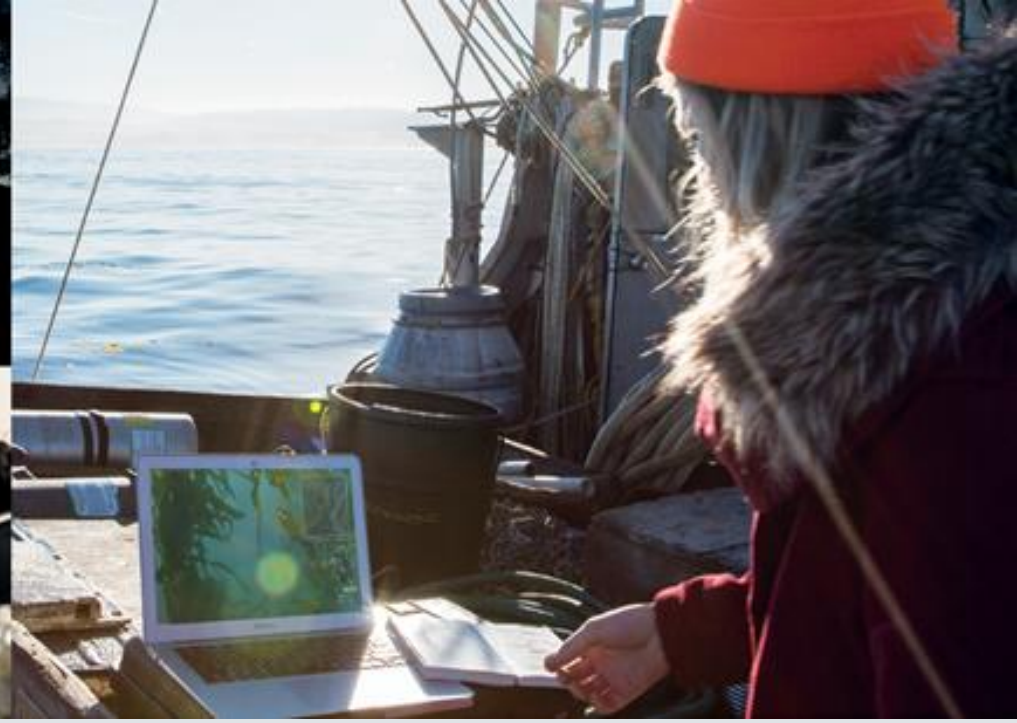

3 Ways to Video-Enable Skype for Business and Office 365

Polycom | Skype for Business

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Laura Marx
Senior Director,
Microsoft Marketing
Polycom

Erez Avraham
Head of Microsoft
Solutions
Polycom

Adam Jacobs
Principal Architect,
Microsoft
Polycom

Agenda

- Video trends
- Office 365 overview
- Polycom's new solutions for Office 365
- Q&A with Erez and Adam

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WORK IS CHANGING

"Sweeping global forces are reshaping the workplace, the workforce, and work itself." – Deloitte, 2016 Global Human Capital Trends

CHANGING WORKFORCE

SPEED OF BUSINESS

DIGITAL TRANSFORMATION

CUSTOMER EXPECTATIONS

	EVERYWHERE	EASY	SEAMLESS
End User	Anytime Anywhere Any Device	Intuitive Consistent Natural	Familiar Connected Accessible
IT	Scalable Affordable Secure	Self Service Adoption/Utilization Quality	Open/Heterogeneous Flexible Integrated

BENEFITS OF VIDEO COLLABORATION

Drive employee engagement

Deliver value to your customers

Increase agility and productivity of your teams & organization

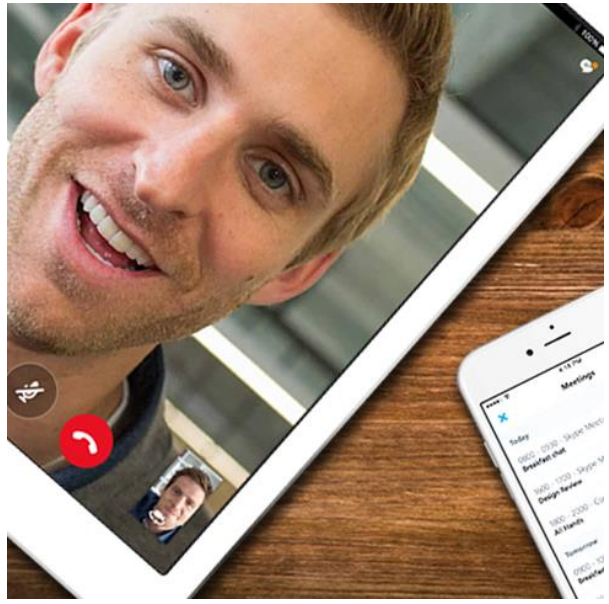
Unleash creative ideation in your workforce

Drive top line revenue and cost savings

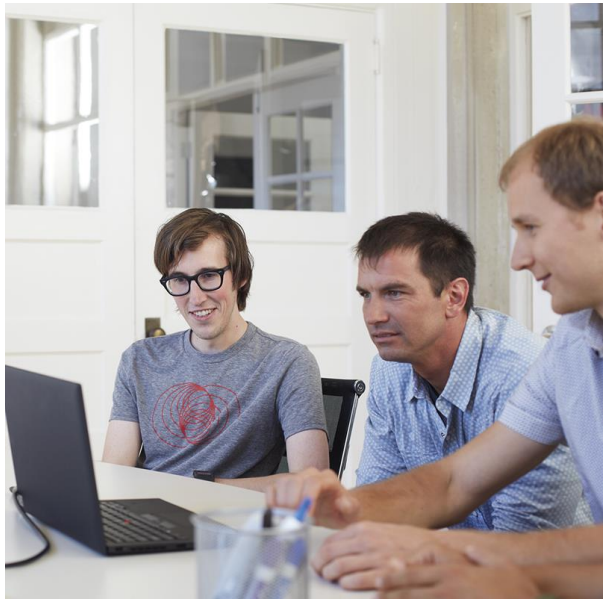
New capabilities in Office 365

One platform for meetings and voice

Complete meeting solution



Skype across devices



Modern voice with cloud PBX

Operator and Microsoft services

Polycom’s New Video Solutions for Office 365

Polycom MSR Series
Polycom Group Series on Office 365
Polycom RealConnect Service for Office 365

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Polycom MSR Series
The New Skype Room Systems

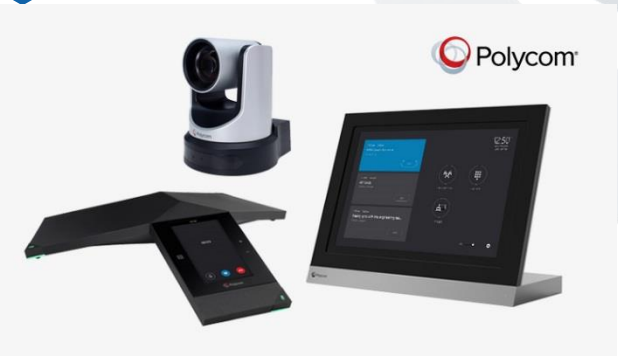
Availability: Q1, NA

- One-touch-join
- HD audio
- HD video
- Desktop sharing
- PowerPoint sharing

Skype for Business

Office 365

SMALL / HUDDLE



CONFERENCE / LARGE

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Polycom MSR Series
The New Skype Room Systems

Polycom MSR200

Polycom MSR300

Polycom MSR400

Prices starting at $2,999

Polycom MSR Differentiators

Experience:

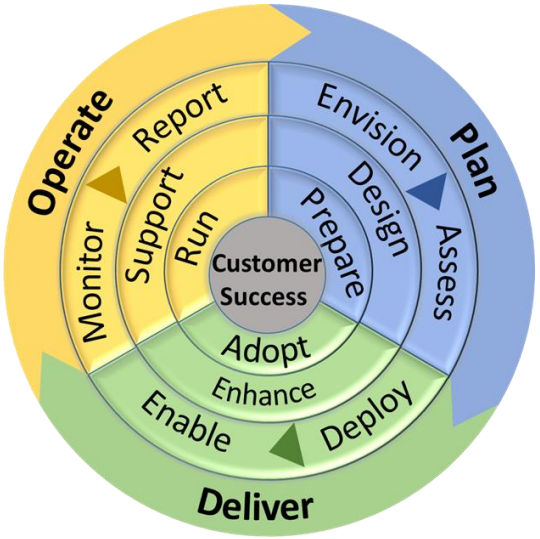
- 25 years of experience in voice and video collaboration
- 14 years working together with Microsoft

Broadest Portfolio:

- Industry-leading solutions
- Voice, video and video interop solutions for Skype for Business and Office 365

Skype for Business Operations Framework-certified partner:

- Envisioning and Onboarding Service
- Network assessment



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Skype UI on Polycom devices

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Skype UI across Polycom devices

Skype for Business

Office 365

Updated Skype for Business UI on the following products made available via software releases by the end of 2016

- **RealPresence Touch** with Group Series 6.0
- **VVX 500** and **600** Business Media Phones with UCS 5.5.1
- **RealPresence Trio 8800** with UCS 5.4
- MSR GA Q1 NA

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Polycom

Polycom and Skype for Business: End-to-End Experience

What Makes Polycom Unique?

- Deep integration and Interop
- Skype for Business UI
- Skype for Business workflow
- Best of breed technology

User adoption
User satisfaction

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Polycom Group Series to be qualified on Skype for Business and Office 365 with Skype for Business UI

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Polycom MSR and Group Series

Polycom MSR Series

- Customers who are in or moving to a pure Skype for Business or Office 365 environment
- Customers that desire a Microsoft provisioning/management solution

Polycom RealPresence Group Series

- Customers that have a multi-vendor UC strategy
- Video users requiring highly integrated solutions (e.g. installed audio, or ITP) or advanced video features (face tracking, auto-framing)

Polycom MSR and Polycom RealPresence Group Series are not mutually exclusive. Customers may wish to have a combination of devices for different use cases.

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Polycom RealConnect Service for Office 365

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What is Polycom RealConnect Service for Office 365?

What is RealConnect Service for Office 365?

- Polycom service for Office 365 customers who want users to connect with existing video endpoints seamlessly

Who should buy it?

- Office 365 customers with existing standards-based video devices

Only Microsoft-approved cloud video interop solution

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Polycom RealConnect Service for Office 365

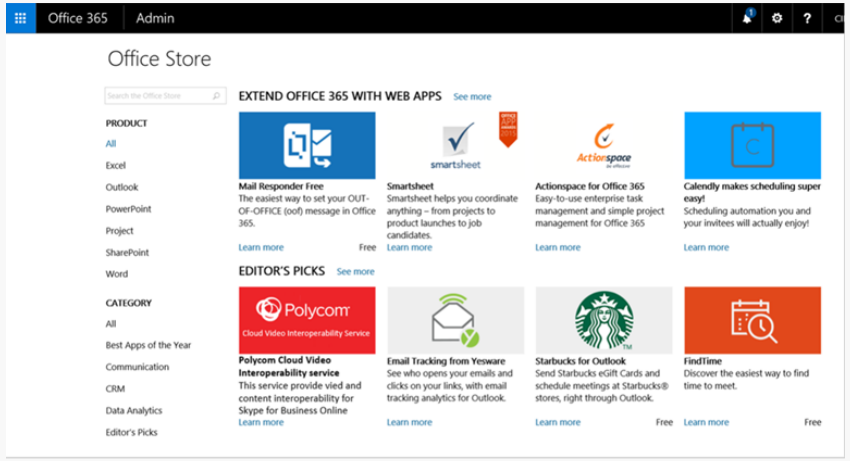
ANNOUNCING:
PUBLIC PREVIEW NA Q4

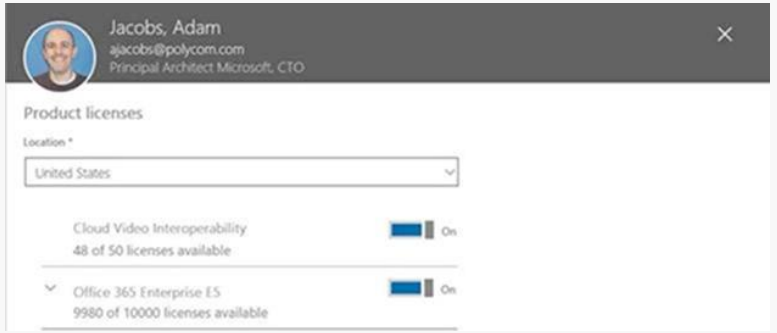
- Office 365 Provisioning
- HD audio
- HD video
- Desktop sharing

Skype for Business

Polycom

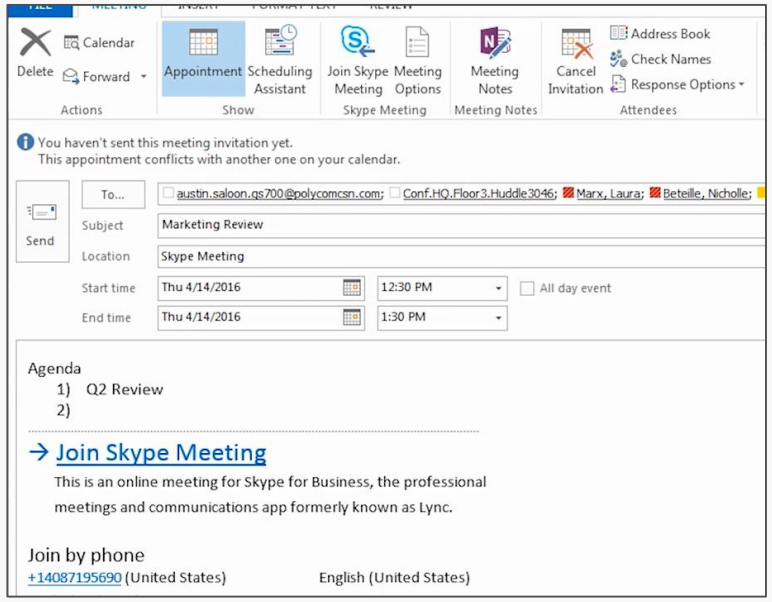
Office 365



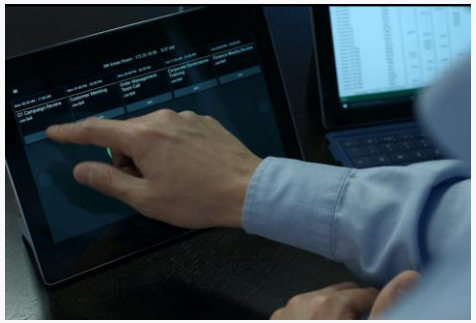


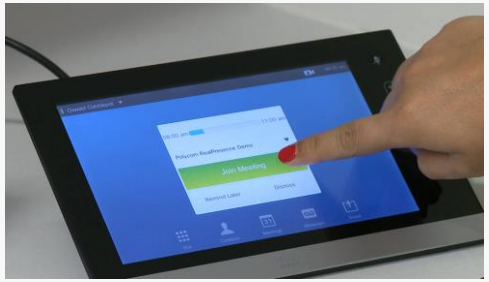
Polycom RealConnect Service for Office 365 Workflow

Familiar Workflow



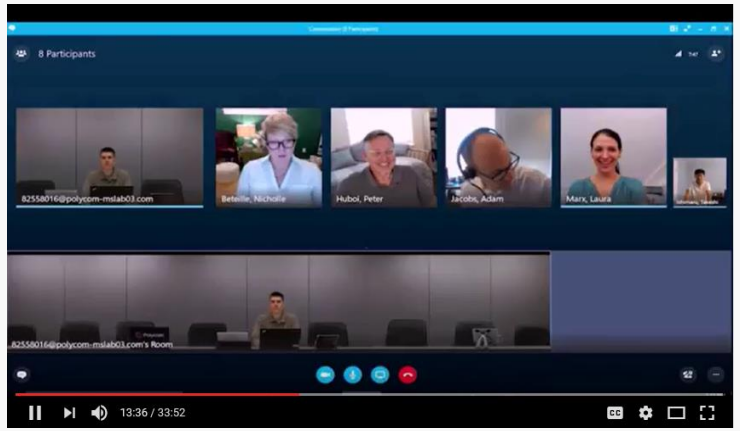
One Touch Dial



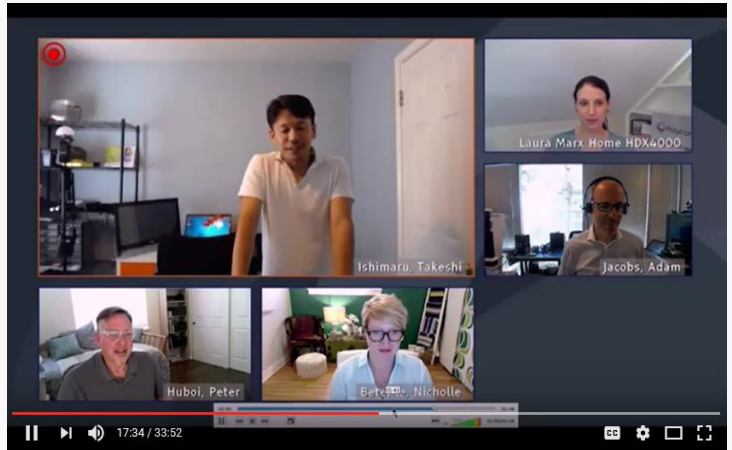


Familiar Video/Content on any device

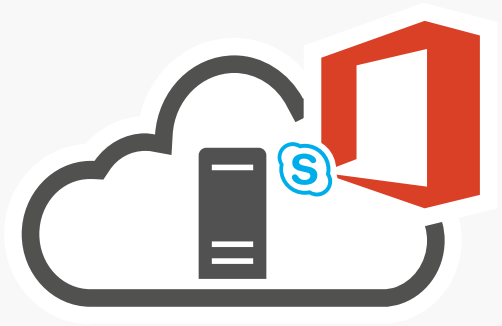
Skype for Business view



Standards-Based Video view

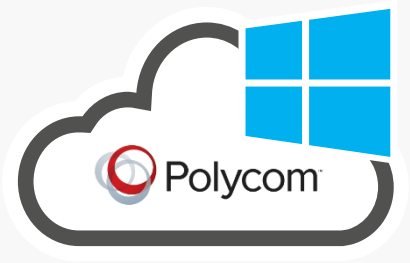


Overall Meeting Join Flow



2 Meeting Discovery

3 Meeting Cascade



Meeting invite with VTC dial-In details

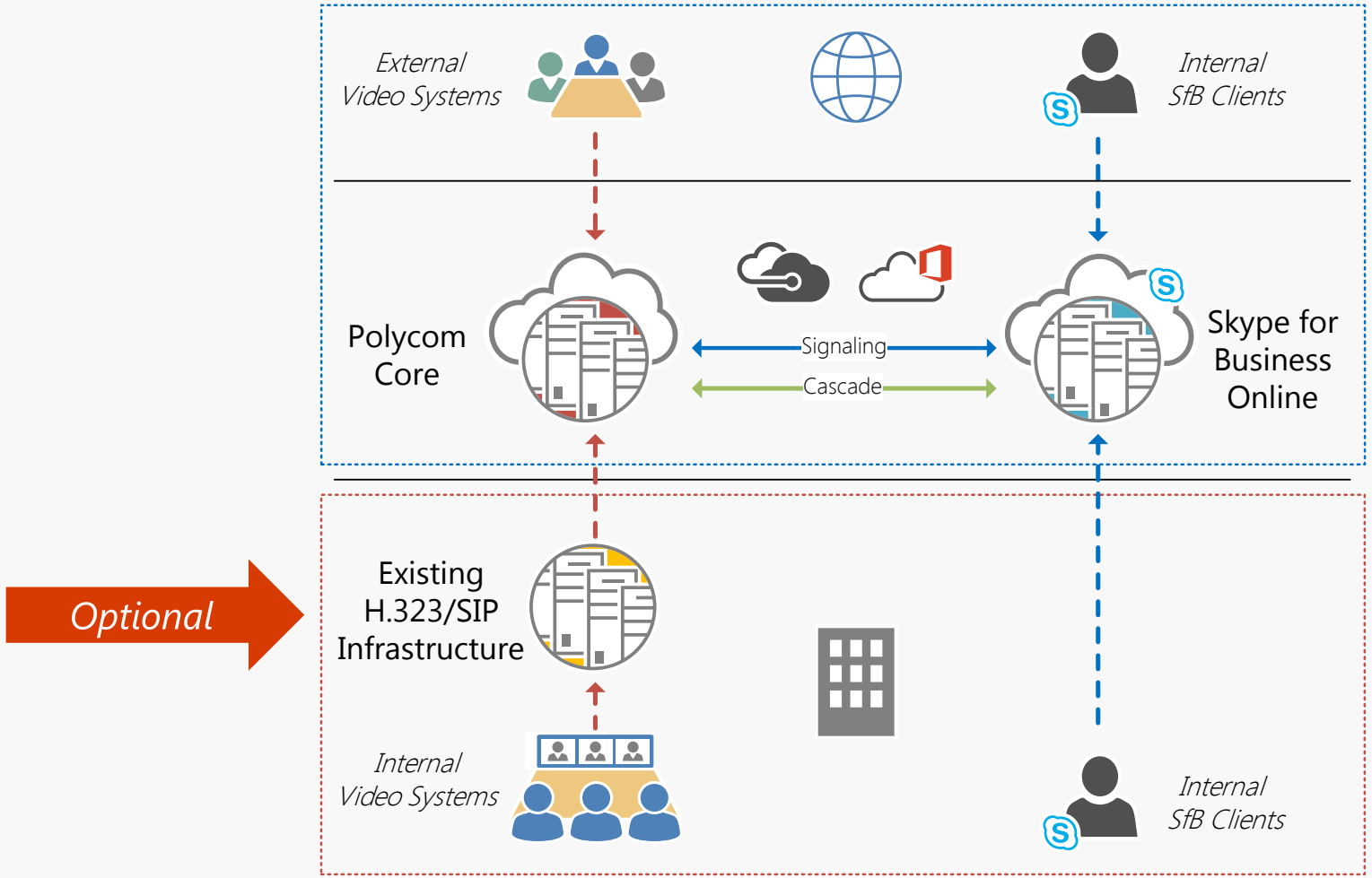
Conference Room 1

1 VTC user dials the SIP URI within the invite

Conference Room 2

4 Another VTC dials into the same meeting

Cloud Video Interop Service Architecture



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