SOLUTION BROCHURE

Polycom® Video Solutions for Skype® for Business

Polycom's approach to Skype for Business integration

Organizations that have chosen Skype for Business (formerly Lync) to enable impactful collaboration across disparate devices such as smart phones, tablets, and PCs choose Polycom. Polycom's solutions offer the user and administrator solutions with the same workflow and simplicity as Skype for Business, while providing the most options to to meet size, space, and budget requirements. No matter if it is a huddle room solution for quick ad hoc video calls or an immersive telepresence theater for executive meetings, Polycom video solutions provide a familiar workflow while providing HD voice, video, and content for the best collaboration experience.

- Whether it's a native Skype for Business device or an interoperable product, Polycom's integration is achieved without any intermediary infrastructure, like gateways, and fully leverages the Skype for Business environment to provide access to presence, directory services, scheduling, drag & drop, and click-to-join functionality.
- Native Skype for Business signaling protocols and media codecs including RDP content (receive) are supported for internal as well as external calls.
- Room video solutions support direct Exchange integration for calendaring and simple one-touch-dialing.
- In order to address video interoperability with existing video conferencing solutions, often from multiple vendors, Polycom® RealConnect™ for Skype for Business solution provides a single calendaring and conference join experience for seamless connectivity to Skype for Business clients.

Future-proof the collaboration investment

Polycom solutions provide a flexible migration path for customers transitioning to a cloud or hybrid infrastructure. Polycom offers solutions that are available in Office 365 today directly or through federation with on-premises server.

Product / Solution	Skype for Business	Office 365 / Skype for Business Online
Polycom® CX5100	Yes	Yes
Polycom® CX5500	Yes	Yes
Polycom® CX8000	Yes	Yes
Polycom® RealPresence Trio™	Yes	Yes
Polycom® RealPresence® Group Series	Yes	via federation
Polycom® RealPresence Centro™	Yes	via federation
Polycom® RealPresence Immersive Telepresence Solutions	Yes	via federation
Polycom® RealConnect™ (Polycom® RealPresence Clariti™)	Yes	via federation

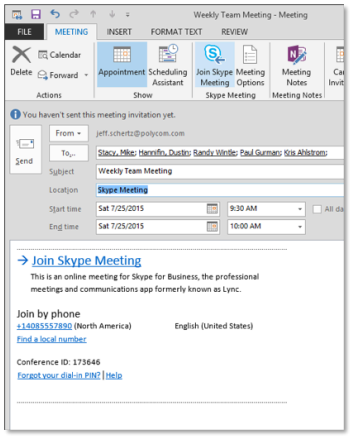
(As of May 2016)

Polycom RealConnect for Skype for Business

Polycom RealConnect for Skype for Business is an ideal solution to seamlessly connect Skype for Business video and Polycom video conferencing (or additional third-party video providers') infrastructure. This Polycom platform-based innovative solution leverages existing Skype for Business-based workflow to offer single scheduling, familiar click-to-join experience for both Skype for Business clients and Polycom endpoints, and native content support. Polycom RealConnect functionality is included in Polycom RealPresence Clarit™ collaboration software and it leverages both the Polycom and Skype for Business infrastructure for optimized resource utilization and familiar conference experience.

Native Outlook calendaring

The RealConnect solution leverages the existing Outlook calendaring workflow. Conference organizers simply schedule a Skype for Business meeting in Outlook and invite users and conference rooms. At the time of the meeting, participants join from their Outlook calendar on their device with a single click. Or, a group of people can walk into the conference room, select the meeting event on the calendar of Polycom room video system (or Cisco endpoints that support calendaring), and join with one touch. The result is much fewer user errors, faster time to start meetings, and reduced support calls to the administrators.



Familiar video experience

Once meeting starts, the RealConnect meeting offers the Skype for Business user familiar Skype for Business meeting views–gallery view with film strip video; and the Polycom user sees continuous presence video that leverages the entire video screen. When desktop content is shared, the content is displayed on the proper content stage in high resolution. The continuity in user experience is designed to minimize any confusion to users and makes adoption of the RealConnect solution faster and easier.

Flexibie deployment options

Polycom RealPresence Clariti collaboration infrastructure software that enable theRealConnect solution supports multiple deployment options–a subscription or perpetual license,
on-premises or in a private cloud, or through a partner-hosted service.

Polycom offers a wide range of room video solutions from huddle space, to meeting rooms, to boardrooms, lecture halls, and immersive telepresence rooms that directly integrate or interoperate with Skype for Business. These solutions can either connect to Skype for Business clients in a native Skype for Business meeting or connect through RealConnect calls via Polycom conferencing infrastructure.

Native Skype for Business solutions

Polycom® CX5100/CX5500 Unified Conference Station

Polycom CX5100/CX5500 Unified Conference Station deliver a unique HD voice and video collaboration experience in Skype for Business environments. The CX5100/CX5500 cameras provide remote participants with 1080p HD active-speaker video that automatically tracks the flow of conversation and a unique 360-degree panoramic view of the conference room. The CX5500 can also be used to place voice-only calls as an IP conference phone. Meetings are more productive and participants are clearly heard with Polycom HD Voice™t technology, now featuring a dynamic audio range of 160Hz to 22,000Hz.

Polycom® CX8000 for Skype for Business

Polycom CX8000 is purpose-built for native Skype for Business and Office 365 and is designed to extend the familiar Microsoft collaboration experience that people love into conference room environment. The Polycom CX8000 combines the powerful Microsoft software and the intuitive touch control and annotation experience so that anyone can start face-to-face conversation with interactive content sharing in no time. With the CX5100 center-of-table camera, the CX8000 delivers unique 360-degree panoramic video that captures everyone around the table for engaging meeting experience for near and far end participants.

Interoperable Skype for Business solutions

Polycom® RealPresence Trio™ and RealPresence Trio™ Visual+

Polycom RealPresence Trio is an ideal communication solution for every meeting space that needs a best-in-class audio experience. With the RealPresence Trio Visual+, you can easily share your desktop contents with everyone in the room, with remote participants, or both simultaneously; all while using the tools you are already familiar with: your own PC, tablet or smartphone. Modular in design and priced right for mass deployment, RealPresence Trio is the perfect huddle room solution for any size customers with Skype for Business Server or Office 365 Online environments.

Polycom® RealPresence® Group Series (310, 500, 700)

Polycom RealPresence Group Series is the engine that drives enterprise-grade video, voice and collaboration experiences, accelerating decision-making and fostering innovation. RealPresence Group Series is an ideal fit for any type of collaborative environment, from huddle rooms to large classrooms and open workspaces. Polycom's innovative camera framing and tracking technology, audio innovation, intuitive touch user interface enhance conference experience, and combined with the native Skype for Business interoperability, makes RealPresence Group Series an ideal solution for group video meeting applications.

Polycom® RealPresence® Group Convene™

RealPresence Group Convene delivers rich video and content experiences for small group and personal collaboration. It is a flexible system that works together with the RealPresence Group 310 or 500, allowing you to deploy the right solution based on the unique needs of each room or environment. Choose from single or dual-displays, optional built-in multipoint, and more.

Polycom® RealPresence Centro™

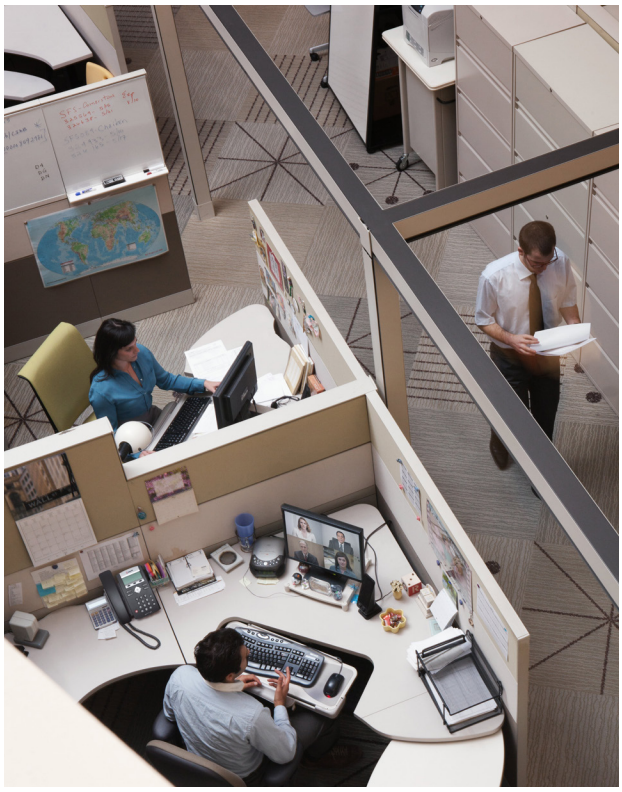
Designed for small groups and classrooms, RealPresence Centro embraces natural human instincts and advanced technology to draw people together into a powerful, collaborative circle, giving everyone equality of contribution regardless of where they are located. RealPresence Centro is designed to be paired with furniture that support comfort and the ambience desired, to provide the maximum comfort when teams are deep in collaboration, innovating, and making decisions for hours at a time. RealPresence Centro supports the Skype for Business workflow, including calendaring and one touch dialing experience.

Polycom® RealPresence® packaged solutions

These pre-packaged solutions feature the latest in high-performance room video conferencing and are customizable to accommodate the needs of the meeting space. For instance, Polycom® RealPresence® Medialign™ is the easiest collaboration solution to deploy without the need of tools or technical knowledge for installation. It includes everything you need to get started with video communications, including Microsoft Interoperability license to enable the system for Skype for Business environment.

Polycom® immersive telepresence solutions

An uncompromised experience, with stunning visuals, truly life-like audio, and interactive content collaboration that looks as good as being there. Polycom® RealPresence Immersive Studio™ and Polycom® RealPresence® OTX® Studio deliver on these promises, with unrivaled quality in a package that avoids costly extra expenses for a strong return on investment. Polycom has been delivering innovative immersive solutions longer than anyone, and our expertise at creating outstanding immersive experiences that delight users are unmatched. These immersive telepresence solutions support native interoperability with Skype for Business including presence, native video and audio protocols, and content receive.



Polycom global services

Polycom's number one priority is ensuring our customers' success in achieving business outcomes by providing the expertise needed to realize the full potential of their investment in collaboration solutions. From planning, deployment and integration to supporting, operating and optimizing collaboration solutions within the UC environment, Polycom delivers professional services that assist you throughout your collaboration journey. Solution design and readiness services ensure you get the collaboration solution that's right for your unique organizational requirements. Implementation services speed the time to solution readiness, and integration services ensure the solution works seamlessly within your existing UC and business applications environment. Support services provide flexible customer care options that range from standard technical support to proactive services designed to increase solution value and utilization.

- Professional Services for Microsoft solution integration—when Skype for Business is part of your environment, Polycom Professional Services will minimize the number of vendors required for a comprehensive solution. Our services will provide you with the insights to find the right solution for your business, and to help you plan and deploy your Microsoft solution. You will also have access to Microsoft certified experts, and UC experts, that understand the UC environment inter-dependencies for voice and video collaboration.
- Polycom RealPresence Clariti Deployment Services and add-on RealConnect Integration Services—provides flexible, modular and affordable options that allow you to quickly and easily bring collaboration to your organization, no matter what your requirements or preferred acquisition model. RealPresence Clariti deployment services are available in three models with add-on options for Polycom RealConnect for Skype for Business.

Learn more about Polycom and Microsoft integrated solutions

For more information on the Polycom UC solutions for Microsoft environments, visit www.polycom.com/Microsoft or email us at TeamMicrosoft@polycom.com

For the latest product and solution documentation, visit http://support.polycom.com/Microsoft

Need flexible financing?
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About Polycom

Polycom helps organizations unleash the power of human collaboration. More than 400,000 companies and institutions worldwide defy distance with video, voice and content solutions from Polycom. Polycom and its global partner ecosystem provide flexible collaboration solutions for any environment that deliver the best user experience and unmatched investment protection.

Polycom, Inc.
1.800.POLYCOM
www.polycom.com

Polycom Asia Pacific Pte Ltd
+65 6389 9200
www.polycom.com.sg

Polycom EMEA
+44 (0)1753 723282
www.polycom.co.uk

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