



SOLUTION BRIEF

Polycom Immersive Telepresence Solutions

The most true-to-life collaboration experiences, providing the fastest return on investment, all in a completely standards-based environment

Polycom immersive telepresence is your portal to a world of increased productivity, better decision making, and lowest total cost of ownership. Here are the Polycom advantages:

- Polycom delivers the industry’s lowest total cost of ownership and accelerated return on investment through breakthrough multi-functional design and up to 50 percent lower bandwidth requirements than other solutions on the market.
- Polycom immersive telepresence provides the most realistic and productive meeting experience in the industry.
- Polycom solutions are built on open standards and natively interoperate with other standards-based solutions, so you enjoy investment protection for your existing video environment.

Polycom immersive telepresence	Other competitive products
<ul style="list-style-type: none"> • Delivers the most open, platform agnostic architecture for telepresence • Provides unmatched investment protection and flexibility for leveraging existing UC environments with industry leading, standards-based telepresence solutions 	<ul style="list-style-type: none"> • Are tied to specific call management platforms • Are not standards-based • Require complex bridging and proxy devices that increase cost and complexity, and results in loss of critical collaboration functionality
<ul style="list-style-type: none"> • Provides best network adaptability and superior visual experience • Provides the only High Profile H.264 and Polycom® Lost Packet Recovery™ (LPR™) technology in the industry for up to 50% bandwidth savings, network adaptability, and superior video quality 	<ul style="list-style-type: none"> • Offer no high profile bandwidth savings, less or no network adaptability, and lower video quality
<ul style="list-style-type: none"> • Offers the largest portfolio and variety of solutions, global services, and operations management options • Accommodates different space, applications, capacity, budget, and support requirements 	<ul style="list-style-type: none"> • No other provider offers our breadth of solutions, services, or operations management options

Polycom immersive telepresence	Other competitive products
<ul style="list-style-type: none"> Makes distance meetings more productive thanks to Polycom’s comfortable and natural telepresence meeting environments that are just like being in the same room. Only Polycom® RealPresence® fully immersive telepresence allows you to be seen in full height whether sitting, standing or walking around 	<ul style="list-style-type: none"> No other vendor offers fully immersive telepresence Other telepresence solutions have cameras and microphones in full view which distracts from the natural meeting experience
<ul style="list-style-type: none"> Lets you lower your total cost of ownership with a multipurpose conference table suitable for traditional (non-telepresence) meetings to optimize room utilization 	<ul style="list-style-type: none"> All other vendors offer telepresence solutions that require dedicated real estate for telepresence meetings and cannot be effectively used for other meetings
<ul style="list-style-type: none"> Combined with Polycom RealPresence platform, delivers a flexible, open solution supporting calls with any type of endpoint, including desktop and mobile participants, traditional conference room video, Microsoft Lync users—and more 	<ul style="list-style-type: none"> Require a bridge plus a gateway to talk to other solutions in the network, adding latency and cost

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Collaborative Financing

www.polycom.com/polycom-capital

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.

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