

# ▶ Polycom® Trade-in Program

## Polycom US & Canada Promotions



### Going Green with Polycom

Polycom Trade-in program includes a recycle option, as part of our Going Green with Polycom initiative. Designed to minimise the environmental impact of our business, Going Green with Polycom touches the full product lifecycle—from research and development and clean manufacturing processes to greener packaging and shipping models to proper product disposal.

Join us in helping keep our planet green. Visit [http://www.polycom.com/company/about\\_us/global\\_sustainability.html](http://www.polycom.com/company/about_us/global_sustainability.html) to learn more about Going Green with Polycom.



### More Information

- Contact [Polycom@rebate-zone.com](mailto:Polycom@rebate-zone.com) or 866-665-7402 regarding any questions on the rebate.
- See page 2 for a complete list of terms and conditions

**Purchase new Polycom video, wireless, desktop or conference phone solutions and enjoy significant rebates with the trade-in of eligible legacy or competitive end points.**

Polycom helps people communicate and collaborate more naturally across a variety of organizations. Upgrade to the latest solutions from Polycom and increase your organizations productivity while reducing costs – Polycom solutions deliver results quickly!

Simply trade in your existing legacy Polycom or competitive video, wireless, desktop or conference phone equipment July 1, 2011 through December 31, 2011 and receive rebates on qualifying new purchases from a Certified Polycom reseller. Then use Polycom's award-winning solutions to “go” wherever you need to be—team meetings, training, brainstorming sessions, customer presentations, and more—with “just like being there” audio and video quality.

## Eligible Polycom HDX Video Solutions

Upgrade to Polycom HDX room telepresence and experience improved total cost of ownership and user adoption! Users of Polycom HDX room telepresence solutions can experience high-definition video conferencing at a fraction of the bandwidth of other solutions with H.264 High Profile. High Profile significantly lowers the total cost of ownership and allows organizations to expand visual communication to locations that previously weren't considered due to lack of bandwidth.



Product Name	Part Number	Polycom Equipment End User Rebate Amounts	List Price
HDX® 9000 1080	2200-26740-001	\$2,475	\$24,999
HDX® 9000 720	2200-26500-001	\$2,250	\$22,999
HDX® 8000 1080	7200-23160-001	\$1,875	\$18,999
HDX® 8000 720	7200-23150-001	\$1,575	\$15,999
HDX® 7000 1080	7200-23140-001	\$1,350	\$12,999
HDX® 7000 720	7200-23130-001	\$1,050	\$9,999
HDX® 6000 720	7200-29025-001	\$625	\$5,999
HDX® 6000 720View	7200-23170-001	\$525	\$4,999
HDX® 4002	2200-24560-001	\$600	\$7,999
QDX 6000™	7200-30831-001	\$250	\$3,999
HDX® 4500 <b>NEW</b>	7200-09940-001	\$1,250	\$11,999

**Approved Trade-In Equipment:** Tandberg (C Series, MXP Series, Edge Series), Lifesize (Room, Team, Express), Sony (PCS Series), Aethra (Vega series), Huawei (View Point Series), Radvision Scopia VC240, Polycom iPower, Polycom View Stations, Polycom VSX series and Polycom HDX series. All Polycom equipment must have been purchased over one year ago to be eligible for trade-in.

## Eligible Polycom Conference Phones

For a limited time, you can trade in nearly any phone and receive up to \$100 back on a new Polycom SoundStation conference phone. There has never been a better time to replace the poor quality speakerphone or desk phone in your conference room with a SoundStation conference phone that is designed for great performance with multiple people in the same room.



Purchase these eligible products and trade in qualifying products	Part Number	Polycom Equipment End User Rebate Amounts
SoundStation2™ w/ no LCD	2200-15100-001	\$50
SoundStation2™	2200-16000-001	\$50
SoundStation2™ EX	2200-16200-001	\$50
SoundStation2W™ Basic	2200-07880-001	\$50
SoundStation2W™ EX	2200-07800-001	\$50
SoundStation2W™ DECT 6.0	2200-07880-160	\$50
SoundStation2W™ EX DECT 6.0	2200-07800-160	\$50
SoundStation2™ Avaya 2490	2305-16375-001	\$100
SoundStation2™ Direct Connect for Nortel	2200-17120-001	\$100
SoundStation VTX 1000® (includes EX mics and subwoofer)	2200-07142-001	\$100
SoundStation VTX 1000® (no accessories included)	2200-07300-001	\$100
SoundStation VTX 1000® (includes subwoofer)	2200-07500-001	\$100
SoundStation® IP 5000	2200-30900-025	\$50
SoundStation® IP 6000	2200-15600-001	\$50
SoundStation® IP 6000 w/AC Power Kit	2200-15660-001	\$50
SoundStation® IP 7000	2200-40000-001	\$100
SoundStation® IP 7000 w/AC Power Kit	2230-40300-001	\$100
SoundStation® IP 7000 for HDX	2230-40600-025	\$100

### Approved Polycom Trade-In Equipment

Among Polycom-branded phones, only the following products qualify to be traded in: Original SoundStation, SoundStation EX, SoundStation Premier, SoundStation IP 3000, and SoundStation Premier 500D/550D.

No Polycom-branded conference phones other than those listed above qualify. Polycom-branded handset phones such as SoundPoint IP and SoundPoint Pro also do not qualify.

### Approved Competitive Trade-In Equipment

Any working phone from a vendor other than Polycom qualifies for the offer. This includes competitor's conference phones, desk phones, corded speakerphones, or any other type of competitor's phone.

If you have questions about eligibility, please contact [polycom@rebate-zone.com](mailto:polycom@rebate-zone.com).

## Eligible Polycom SoundPoint® IP Solutions

Polycom's family of SoundPoint® IP phones leverage the capabilities of SIP-based VoIP networks to deliver breakthrough voice quality and advanced features that make calls more efficient and productive. Trade in a competitor's phone and receive up to \$75 back.



**Limit of 250 SoundPoint IP redemptions per end user.**

Purchase these eligible products and trade in qualifying products	Part Number	Polycom Equipment End User Rebate Amount
SoundPoint® IP 335	2200-12375-025	\$25
SoundPoint® IP 450	2200-12450-025	\$50
SoundPoint® IP 450 w/ PSU	2200-12450-001	\$50
SoundPoint® IP 550	2200-12550-025	\$50
SoundPoint® IP 550 w/ PSU	2200-12550-001	\$50
SoundPoint® IP 560	2200-12560-025	\$75
SoundPoint® IP 560 w/ PSU	2200-12560-001	\$75
SoundPoint® IP 650	2200-12651-025	\$75
SoundPoint® IP 650 w/ PSU	2200-12651-001	\$75
SoundPoint® IP 670	2200-12670-025	\$75
SoundPoint® IP 670 w/ PSU	2200-12670-001	\$75

## Eligible Polycom VVX® 1500 Business Media Phone Solutions

Polycom's VVX 1500 family of Business Media phones provide flexible and future-proof connectivity to both H.323 video and SIP telephony simultaneously. Trade-in a desktop phone and receive \$100 back.

Purchase these eligible products and trade in qualifying products	Part Number	Polycom Equipment End User Rebate Amount
VVX® 1500 <b>NEW</b>	2200-18061-025	\$100
VVX® 1500 D <b>NEW</b>	2200-18064-025	\$100

### Approved Competitive Trade-In Equipment for SoundPoint IP or VVX 1500 Solutions

The following discontinued Polycom SoundPoint IP phones qualify: SPIP 300, SPIP 301, SPIP 430, SPIP 500, SPIP 501, SPIP 600 and SPIP 601. Any working business grade desktop phone (analog, digital or IP) from any vendor qualify.

If you have questions about eligibility, please contact [polycom@rebate-zone.com](mailto:polycom@rebate-zone.com).

## Eligible Polycom Wireless Solutions

Increase productivity while reducing operating costs by recycling your existing wireless telephones today! Polycom's Wireless Trade-in Program rewards end users when they adopt the newest generation SpectraLink® Wireless Phones. Purchase select new Polycom SpectraLink Wireless Telephones from a Polycom reseller and receive a manufacturer rebate of up to \$100 per device!



Purchase these eligible products and trade in qualifying wireless equipment	Part Number	Polycom Equipment End User Rebate Amounts
<b>Telephones and Telephone Bundles:</b>		
SpectraLink® 8400 Wireless Telephones and Bundles	2200-37149-001 2200-37150-001 2200-37152-001 2200-37153-001 2200-37025-001 2200-37026-001 2200-37027-001 2200-37028-001 2200-37036-001 2200-37050-001 2200-37051-001 2200-37052-001 2200-37053-001 2200-37235-001 2200-37236-001 2200-37237-001 2200-37238-001	\$100 per handset
SpectraLink® 6020 Wireless Telephones and Bundles	LTB1xx	\$100 per handset
Avaya 3641 and 3645	700430408 700430416	\$50 per handset
Nortel 6120 and 6140 and Bundles	N0129562 (NTTQ4020E6) N0129563 (NTTQ4021E6)	\$50 per handset
NEC MH150 and 160	0381300 0381301	\$50 per handset

### Approved Polycom/SpectraLink Trade-in Equipment *(Equipment being traded-in must be shipped to address provided on claim form)*

Product	Part Number
<b>Telephones:</b>	
SpectraLink® 6000(Link) and SpectraLink® 8000(NetLink) Wireless Telephones	PTxxxx PTExxx, PTNxxx, PTXxxx, WTB1xx and WTE1xx

### Approved Non-Polycom Trade-in Equipment *(Equipment being traded-in must be shipped to address provided on claim form)*

Product	Part Number
Alcatel-Lucent Wireless Telephones	All models
Ascom Wireless Telephones	All models
Avaya Wireless Telephones	All models
Cisco Wireless Telephones	All models
Inter-Tel Wireless Phones	All models
Motorola Wi-Fi Phones	All models
NEC Wireless Phones	All models
Nortel Wireless Telephones	All models
Vocera Communications Badges and Wireless Telephones	All models

## Eligible Polycom KIRK Solutions

Increase productivity while reducing operating costs by recycling your existing wireless telephones today! Polycom's Wireless Trade-in Program rewards end users when they adopt the newest generation KIRK Wireless Systems. Purchase new Polycom KIRK Wireless Handsets or infrastructure from a Polycom reseller and receive a manufacturer rebate of up to \$200 per device!



Purchase these eligible products and trade in qualifying wireless equipment	Model Number	Polycom Equipment End User Rebate Amounts
<b>Wireless Handsets</b>		
KIRK 50xx Series Handsets	All 1G9 Models	\$50
KIRK 60xx Series Handsets	All 1G9 Models	\$50
KIRK 70xx Series Handsets	All 1G9 Models	\$50
Avaya 74xx DECT Handsets	All 1G9 Models	\$50
<b>Infrastructure</b>		
KWS300 Server	All 1G9 Models	\$50 per Server
KWS6000 Server	All 1G9 Models	\$75 per Server
KWS2500 Server	All 1G9 Models	\$100 per Server
KWS8000 Server	All 1G9 Models	\$200 per Server
KWS6000 and KWS8000 Base Stations	All 1G9 Models	\$75 per Base Station
Avaya Digital Mobility BaseStation 19	All 1G9 Models	\$50 per unit
Avaya Digital Mobility Repeater 49	All 1G9 Models	\$25 per unit

### Approved Polycom/KIRK Trade-In Equipment *(Equipment being traded-in must be shipped to address provided on claim form)*

Product	Model Number
<b>Wireless Handsets</b>	
KIRK 30xx Series Handsets	All 1G9 or 2G4 Models
SpectraLink 6000 and 8000 Discontinued Wireless Telephones	PTBxxx, PTExxx, PTNxxx, PTXxxx
<b>Infrastructure</b>	
KWS600v3 Server	All 1G9 Models
KWS1500 Server	All 1G9 or 2G4 Models
KWS500 Server	All 1G9 or 2G4 Models
KWS3000 Server	All 1G9 Models
KIRK Base Stations	All 2G4 Models
PCS150/PCS200/Link 150 Mod1 MCU	MCxxxx
Link 150 Mod2 MCU	SCx4xx

### Approved Non-Polycom/KIRK Trade-In Equipment *(Equipment being traded-in must be shipped to address provided on claim form)*

Product	Model Number
Nortel Digital Mobility Handsets 2G4	7420, 7430, 7440, 7440EX
Nortel Digital Mobility BaseStation 10 2G4	All Models
Nortel Digital Mobility Repeater 20,40 2G4	All Models
Vocera Communications Badges and Servers	All Models
Ascom Wireless Telephones, Servers and Base Stations	All Models
Cisco Wireless Telephones	All Models
Nortel Wireless Telephones	Companion, 2210, 2211, 2212
Avaya DWBS 9601 and 9631 Telephones, Servers and Base Stations	All Models
Avaya Wireless Telephones, Servers and Base Stations	PTB4xxA, 3410, 3420, 3606, 3616, 3620, 3626, 3631
Avaya TransTalk Telephones, Servers and Base Stations	All Models
Aastra DECT Servers, Telephones and Base Stations	All Models

## Polycom Trade-in Offer Flyer

### Terms and Conditions

1. The equipment being traded in must be in use and in working condition prior to destruction to be eligible for this rebate program. See Claim Form.
2. End Users must purchase a new qualified unit and trade in an eligible group video conferencing system to be eligible for this rebate program. One trade-in unit must be confirmed destroyed for every qualifying new unit purchased. Customers purchasing new qualified video conferencing solutions must purchase an annual maintenance service agreement from a Polycom Certified Channel Partner to be eligible for this offer.
3. Polycom must receive a trade-in Claim Form with all required documentation within 90 days of purchase. Note: If the trade-in documentation, returned equipment (wireless), Recycler Certification, or digital photos are not received within 90 days from date of purchase, program participation will be declared incomplete, and the End User customer will not receive the rebate.
4. Required documentation includes: completed Claim Form, Letter of Authentication and Destruction or Recycler Certification, reseller invoice, returned equipment\* or digital photos of the trade-in equipment with the serial number clearly visible and legible in both photos.  
\*Wireless products must be returned to address provided
5. All non-Wireless documentation must be emailed to [Polycom@rebate-zone.com](mailto:Polycom@rebate-zone.com)  
Wireless Trade-In Claims must be mailed to:  
Polycom Promotions  
Polycom Wireless Trade-in Program  
4461 White Bear Parkway  
White Bear Lake, MN 55110-0550
6. Special Note: In order to qualify for the rebate for trading in Polycom products, the old Polycom equipment must have been purchased at least 12 months prior to the purchase date of the new equipment. End User customer must provide proof-of-purchase of the Polycom equipment being traded in with the Claim Form. Polycom products purchased within the last 12 months do not qualify for this trade-in program.
7. Rebate checks will be issued and sent directly to the End User. If a customer, such as an education or state entity, is unable to accept rebate checks directly from Polycom, a check may be issued to the reseller. In this case, the reason must be documented on the Claim Form and authorized by the End User customer. The reseller must provide the rebate in advance to the End User customer. The reseller invoice must include a line item deduction of the total invoice amount for the full rebate amount to validate the upfront rebate was given.
8. The End User will be sent an email confirmation when their claim is received. Polycom is not responsible for lost or misdirected shipments, email, mail, or faxes.
9. Polycom or Polycom's Rebate Administrator has the right to call the End User at any time for verification purposes.
10. This offer is only available to End User customers who purchase from a certified Polycom Channel Partner.
11. This offer is void where prohibited or otherwise restricted by law. Rebates will be sent within 6 weeks of receiving all the necessary documentation: completed Claim Form, Letter of Authentication and Destruction or Recycler Certification, proof-of-purchase (resellers customer invoice), and digital photos of the trade-in equipment with the serial number clearly visible and legible in both photos).
12. Program valid from July 1, 2011, through December 31, 2011, or until terminated by Polycom.
13. This offer may not be combined with any other promotional offer or discounts, and Polycom reserves the right to modify or cancel this program at any time.
14. No exceptions to this program will be allowed. Polycom has the right to deny all claims that do not meet the criteria outlined in this document.
15. Eligible equipment to support trade-ins found within the Video, Conference Phone, SoundPointIP and Wireless sections of the Trade-in Program.
16. Any questions regarding this rebate should be addressed to [polycom@rebate-zone.com](mailto:polycom@rebate-zone.com) or 866-665-7402.

# Polycom Trade-in Offer Flyer

Program valid from July 1, 2011 through December 31, 2011

## Claim Form

End User Company Name\* \_\_\_\_\_

End User Contact Name \_\_\_\_\_

End User Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ Postal Code \_\_\_\_\_

End User Phone \_\_\_\_\_

End User Email \_\_\_\_\_

End User Signature \_\_\_\_\_ Date \_\_\_\_\_

*I have read and agree to the terms and conditions of this rebate program.*

Channel Partner Name \_\_\_\_\_

Sales Person \_\_\_\_\_ Channel Phone \_\_\_\_\_

Channel Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ Postal Code \_\_\_\_\_

Email \_\_\_\_\_

### If the End User cannot receive a check direct from Polycom, fill out this information:

**Reason End User cannot receive a check directly from Polycom** (See Terms and Conditions for details. Reseller invoice must include a line item deduction off the total invoice amount for the full rebate amount).

Please issue rebate check to reseller listed above (reason):

\_\_\_\_\_  
\_\_\_\_\_

*I have read and agree to the terms and conditions of this rebate program.*

Signature \_\_\_\_\_ Date \_\_\_\_\_

*(Must be signed by an authorized End User customer representative)*

## Trade-In Products:      Video      Wireless\*      Conference Phone      SoundPointIP

**Trade-In Equipment** (The following information is required. \* Wireless trade-in products must be shipped with completed documentation)

Manufacturer and model \_\_\_\_\_ Quantity \_\_\_\_\_

Manufacturer and model \_\_\_\_\_ Quantity \_\_\_\_\_

Product Serial Number \_\_\_\_\_ Product Serial Number \_\_\_\_\_

Serial numbers for trade-in product must be included (Use additional sheet if needed).

### New Polycom Product Purchased (The following information is required)

Product name and model \_\_\_\_\_ Quantity \_\_\_\_\_ Rebate Amount \_\_\_\_\_

Product name and model \_\_\_\_\_ Quantity \_\_\_\_\_ Rebate Amount \_\_\_\_\_

Total Rebate \_\_\_\_\_

\*The rebate check will be issued to the End User customer unless the third box above is properly completed.

### Send completed trade-in documentation to:

Polycom Promotions, Promotion number: H89981, P.O. Box 100550, White Bear Lake, MN 55110-0550,  
Fax 651-762-9701

[polycom@rebate-zone.com](mailto:polycom@rebate-zone.com) (Email Subject line must contain: Trade-in Program)



## Polycom Trade-in Offer Flyer

### Letter of Authentication, Recycler Certification and Destruction

#### Polycom Trade-in Program

I acknowledge and agree that the rebate offered for the Polycom products purchased and the equipment being traded in/ destroyed complies with the terms and conditions outlined in the Polycom Video Trade-in Program documentation.

On behalf of \_\_\_\_\_ (company name), I do hereby certify by my signature below, that the equipment being traded in was purchased on \_\_\_\_\_ (Date of Purchase), and was installed and in use in our normal business operations.

I further certify that the equipment being traded in will be properly disposed of in one of the following manners and will not be used in any capacity within our organization or be resold for use at any other company. To confirm the trade-in product will not be used, we have enclosed digital photos of the equipment before and after destruction or recycling, clearly and legibly showing the serial number in both photos and recycler certification for verification purposes.

Signature \_\_\_\_\_ Date \_\_\_\_\_

*(Must be signed by an authorized End User customer representative)*

Please Print

Name \_\_\_\_\_ Title \_\_\_\_\_

Phone Number \_\_\_\_\_

**To be eligible for the trade-in rebate, this form must be signed and submitted along with copies of all the required documentation.**

**Attach photocopy of business card here**

#### Official use only

Date Received \_\_\_\_\_ Approved / Denied \_\_\_\_\_

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