

# Polycom® Trade-in Program

**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 January 1, 2011 through June 30, 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.

## Going Green with Polycom

Polycom trade-in programs include a recycle option, as part of our Going Green with Polycom initiative. Designed to minimize 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



## 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	Competitive, iPower & ViewStation Rebate	Polycom Rebate	List Price
HDX 9000 1080	2200-26740-001	\$2,475	\$1,650	\$24,999
HDX 9000 720	2200-26500-001	\$2,250	\$1,500	\$22,999
HDX 8000 1080	7200-23160-001	\$1,875	\$1,250	\$18,999
HDX 8000 720	7200-23150-001	\$1,575	\$1,050	\$15,999
HDX 7000 1080	7200-23140-001	\$1,350	\$900	\$12,999
HDX 7000 720	7200-23130-001	\$1,050	\$700	\$9,999
HDX 6000 720	7200-29025-001	\$625	\$425	\$5,999
HDX 6000 720View	7200-23170-001	\$525	\$350	\$4,999
HDX 4002	2200-24560-001	\$600	0	\$10,299
QDX 6000	7200-30831-001	\$250	0	\$3,999

**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 <b>NEW</b>	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 50 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

## Approved Competitive Trade-In Equipment

Any working business grade desktop phone (analog, digital or IP) from a vendor other than Polycom qualifies for the offer. No Polycom-branded phones, corded speaker phones, or conference phones 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 SpectraLink Wireless Telephones today! Polycom's Wireless Trade-in Program rewards end users when they adopt the newest generation SpectraLink Wireless Systems. Purchase new Polycom SpectraLink 6000 or 8000 Wireless Telephones or infrastructure from a Polycom reseller and receive a manufacturer rebate of up to \$600 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 6020 Wireless Telephones and Bundles	LTB1xx	\$100 per handset
SpectraLink 8020 Wireless Telephones and Bundles	WTB1xx	\$100 per handset
SpectraLink 8030 Wireless Telephones and Bundles	WTE1xx	\$100 per handset
Avaya 3641 and 3645 and Bundles	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
<b>Infrastructure:</b>		
SpectraLink 6100/Link 150 M3 MCU 8-port	SCx508	\$500 per MCU
SpectraLink 6100/Link 150 M3 MCU 16-port	SCx516	\$600 per MCU
SpectraLink 6100/Link 150 OAI Gateway	MOG500	\$150 per Gateway

## Approved Polycom/SpectraLink Trade-in Equipment

Product	Part Number
<b>Telephones:</b>	
SpectraLink 6000(Link) and SpectraLink 8000(NetLink) Wireless Telephones	PTxxxx PTExxx, PTNxxx and PTXxxx
<b>Infrastructure:</b>	
PCS150/PCS200/Link150 MOD1 MCUs	MCxxxx
Link 150 MOD2 MCUs	SCx4xx
OAI gateway Link MOD1 MCU	MOG100
OAI gateway Link MOD2 MCU	MOG400

## Approved Non-Polycom Trade-in Equipment

Product	Part Number
Vocera Communications Badges	All models
Ascom Wireless Telephones	All models
Cisco Wireless Telephones	All models
Nortel Wireless Telephones	Companion – All Models 2210, 2211 and 2212
Avaya DWBS 9601 and 9631	107-582-744, 108-168-048 108-272-477
Avaya PTB4xxA	700245061, PTB410A, or PTB450A
Avaya 3410	PTB810A
Avaya 3420	700413065 or PTB820A
Avaya 3616	700413040, PTE131A, or PTE130A
Avaya 3620	700413065, PTN131A, or PTN130A
Avaya 3626	700413024 or PTX131A, PTX130A
Avaya 3606	700245673
Avaya TransTalk	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, 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, and digital photos of the trade-in equipment with the serial number clearly visible and legible in both photos.**
5. All documentation must be emailed to [Polycom@rebate-zone.com](mailto:Polycom@rebate-zone.com)
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 January 1, 2011, through June 30, 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 January 1, 2011 through June 30, 2011.

## Claim Form

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

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

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

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

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

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

## End User Signature

\_\_\_\_\_ 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 \_\_\_\_\_ Zip \_\_\_\_\_ 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

\_\_\_\_\_ (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)

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: Video 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 \_\_\_\_\_

Telephone 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 \_\_\_\_\_