



Customer Technology Upgrade Programme Overview

Voice Products

Trade-in your old Polycom conference phones for the new SoundStation VTX 1000™! For a limited time, Polycom is offering a \$300 saving for end user customers through certified Polycom Channel Partners who trade in approved Polycom voice conferencing units and purchase an eligible SoundStation VTX 1000 TwinPack product. The SoundStation VTX 1000 TwinPack already has a saving valued at \$200 off MSRP when purchased as a bundle, resulting in a **\$500** saving when combined with this upgrade saving. (Trade in must be in multiples of two (2) and only with the TwinPack purchase, two individual SoundStation VTX 1000 units will not qualify.) Our Technology Upgrade Program is designed for customers who are ready to start leveraging the power of the world's first high fidelity VTX Wideband voice conferencing solution –SoundStation VTX 1000.

The equipment to be traded in must be currently in working order.

Offer Date: Until September 26th, 2003.

Savings Amounts

Eligible Product	Part Number	Rebate Amount
SoundStation VTX 1000 TwinPack	2200-07685-102/107/120/122	\$300.00

Approved Polycom Trade-In Product (Minimum of two Voice Conferencing products in any combination) Please find below a list of eligible products:

Eligible Product	Part Number
SoundStation	2200-00455-102/107/119/120/122
SoundStation EX (expandable)	2200-01423-102/107/119/120/122
SoundStation EX w/Two Extended Mics	2200-00754-102/107/119/120/122
SoundStation Premier (Non-Expandable)	2200-05200-102/107/119/120/122
SoundStation Premier (w/ Expandability and IR Remote Keypad)	2200-01900-102/107/119/120/122
SoundStation Premier w/Two Extended Hypercardioid Microphones	2200-03200-102/107/119/120/122

Bundle 2: Satellite Without Wireless Capability and Premier EX With Two EX Mics	2200-09100-102/107/119/120/122
SoundStation Premier 550D Avaya - Expandable, mics not included, with Direct Connection to Avaya DEFINITY PBX (Remote Control Not Included)	2305-06375-102
SoundStation Premier 550D Nortel - Expandable mics not included, with Direct Connection for Nortel Meridian PBX (Remote Control Not Included)	2200-07120-102/122

Please contact your Polycom Channel Partner Representative to ensure you benefit from these savings with this programme.

Terms and Conditions

- 1) The voice conferencing units being traded in must be currently active and in working order to be eligible for this program.
- 2) Program valid until Sept 26th 2003
- 3) Trade-In purchase orders **will not** be accepted without the completed Claim Form and copy of end-user authentication letter.
- 4) Trade in must be in multiples of two (2) and only with the purchase of a SoundStation VTX 1000 TwinPack, i.e. two individual SoundStation VTX 1000 units will not qualify.
- 5) It is the Channel Partner's responsibility to submit the claim form and communicate the RMA number and process to the end-user customer.
- 6) Polycom must receive trade-in product along with required paperwork within 30 days of purchase. Note: returns will not be accepted without the RMA number clearly marked on the outside of the box.
- 7) **If trade-in units are not received within 30 days from date of purchase, program participation will be declared incomplete.**
- 8) **Products purchased within the last 12 months are not qualified for trade-in program.**
- 9) The end user must copy authentication letter onto company letterhead and have it signed by an authorised purchasing agent or authorised buyer. End user must attach a photocopy of their business card and attached to the order and this should be sent by the channel partner to Polycom, along with the claim form.
- 10) This offer is only available to end-user customers who purchase from an authorised Polycom channel partner
- 11) This offer is void where prohibited or otherwise restricted by law.
- 12) Polycom is not responsible for lost or misdirected shipments, mail or faxes.
- 13) This promotion may not be combined with any other promotional offer.
- 14) Polycom reserves the right to terminate the Voice Technology Upgrade Program at any time.
- 15) Shipping costs of drop shipment and returning competitive equipment are the responsibility of the end user.
- 16) Any competitive equipment shipped to Polycom incorrectly will result in delays and/or shipping charges to Channel Partner.
- 17) Polycom has the right to deny all claims that do not meet the criteria outlined in this document.
- 18) Any questions regarding this rebate should be addressed to emeamarketing@polycom.com.