

Polycom Unified Collaboration Solution

Empowering IBM® Lotus® Sametime® Users with On-Demand Unified Collaboration



VIDEO VOICE DATA WEB



Il tempo passato in viaggio (mediamente)

- ▶ 3 anni in aereo
- ▶ 2 anni da e verso aeroporto
- ▶ 28 mesi in attesa dei voli
- ▶ 11 mesi in attesa delle coincidenze
- ▶ 3 mesi a cercare un parcheggio auto

Source: National Business Travel Association

8 anni e 6 mesi di tempo
speso in viaggio !





Polycom - Facts & Figures

- ▶ Founded: December 1990
- ▶ How everything started: Soundstation
- ▶ Headquarters: Pleasanton, Calif. (USA)
- ▶ 2005 Revenues: USD 580M\$
- ▶ Positive Net income 75,5 \$M in 2005
- ▶ Employees >1400
- ▶ Highest R & D investement of the industry with 16 % of our turnover
- ▶ 350 patents, 400 engineers





Our Offering – *Unrivalled solutions through the integration of best of breed products*



Revolutionary voice  **POLYCOM**
Ultimate HD
7 Khz Audio



VTX 1000™



SoundStation2W™



SoundStation Premier®



SoundStation® IP3000



VoiceStation™



Vortex® Series



SoundPoint® IP Series



SoundPointPro™ Series



Our Offering – *Unrivaled solutions through the integration of best of breed products*



State of the art video conferencing  **POLYCOM[®]**
Ultimate HD



Polycom PVX™



VSX™ 3000



VSX™ 7000



VSX™ 8000

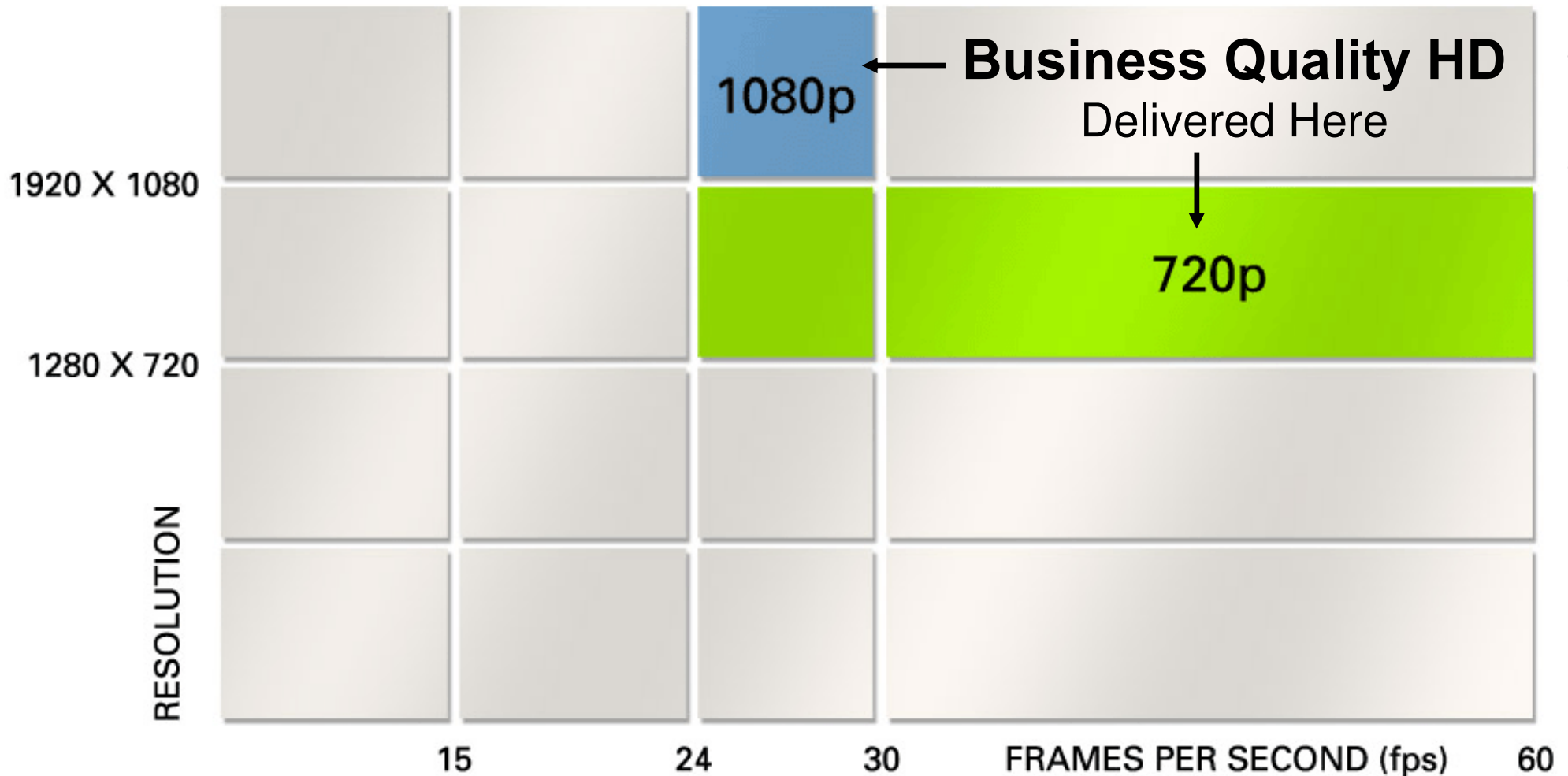


Polycom V500™





ATSC Requirements for True HD Video



ATSC (Advanced Television Systems Committee) defines HD 720p as minimum 24fps



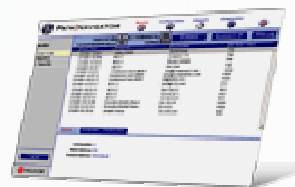
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Seamless collaboration and conferencing solutions



3rd Party Integration



Polycom PathNavigator™



Polycom Conference Suite™



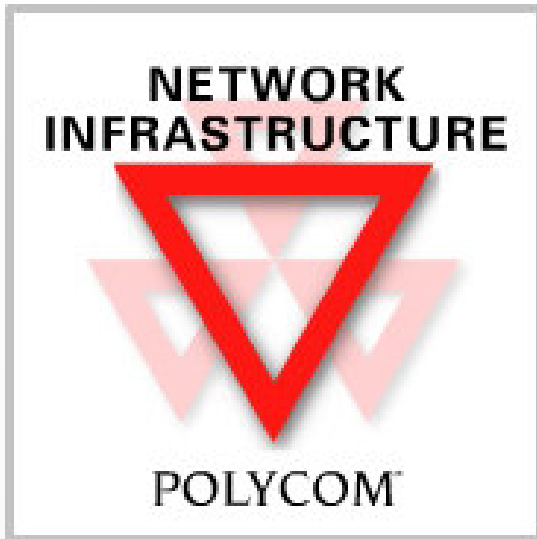
WebCommander™



MGC Manager



Our Offering – *Unrivaled solutions through the integration of best of breed products*



Enable people to meet anytime, anywhere, from any device

POLYCOM
Ultimate HD



MGC™-25 / MGC-50 / MGC-100



ReadiManager™ SE200



VideoPlus™
Continuous Presence



VoicePlus



Unified Conferencing



Our Offering – *Unrivaled solutions through the integration of best of breed products*



**Ensuring the ultimate experience
in collaborative communication**

Advanced Enterprise Support

**Performance Benchmark &
Best Practice Assessment**

Implementation Services

eSupport



Market Leadership: The Customer Choice is Clear

Video Network Infrastructure

41% market share
Frost & Sullivan – 2005



Group Video Systems

53% market share
Telespan 2005



Conference Phones

94% market share
Frost & Sullivan – 2005



Voice Collaboration Infrastructure

**35% market share with 45%
share in Service Providers
segment**

Frost & Sullivan – 2005



Desktop Personal Video

35% market share (World)
Frost & Sullivan – 2005





Polycom: Enhancing IBM Lotus Sametime

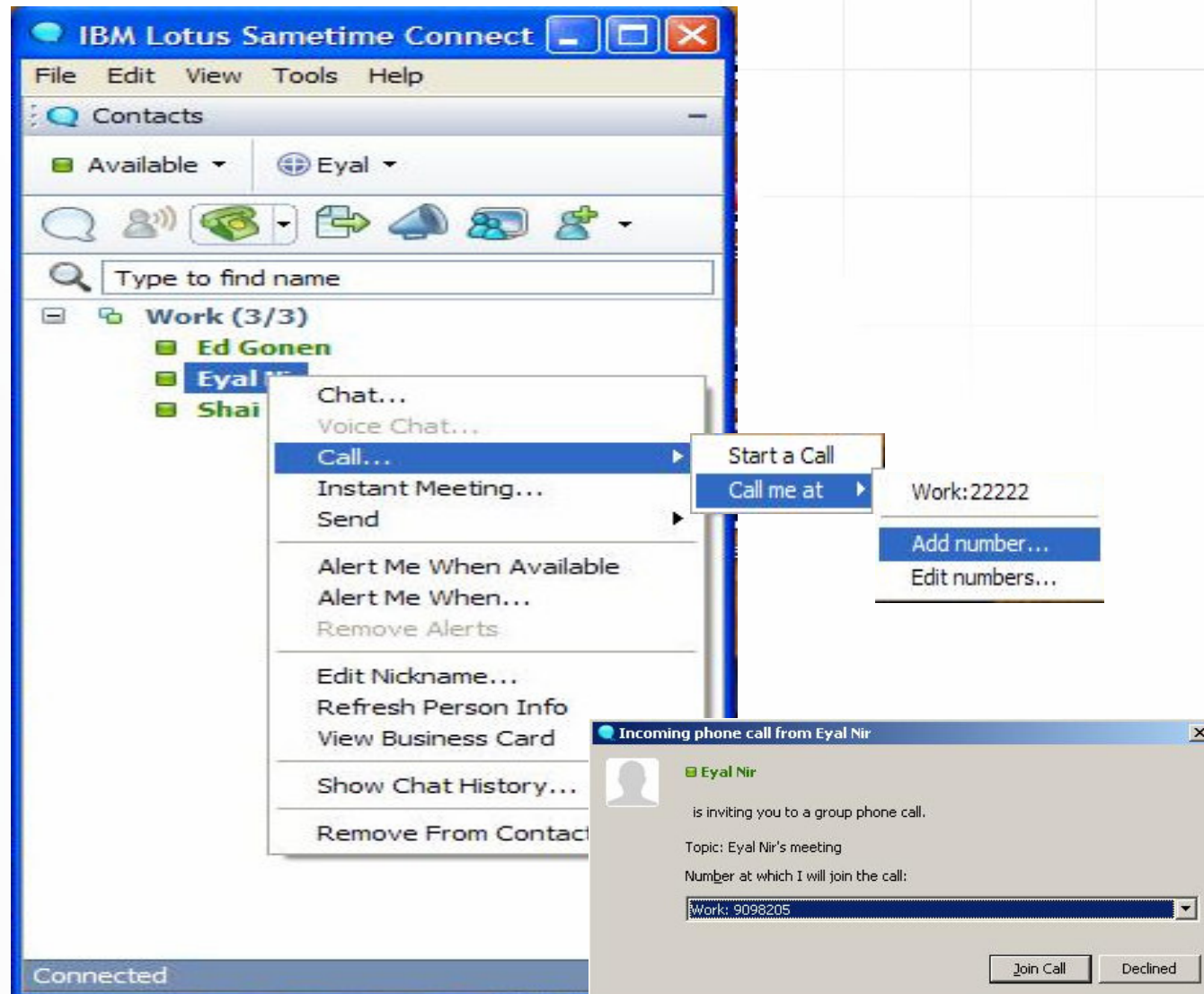


- ▶ Scalable infrastructure to escalate a P2P or a MP Sametime IM / Web conference call to a MP video session over SIP/H.323/H.320
- ▶ High performance desktop video client (PVX) – SIP/H.323
- ▶ Convergence of conference room-based systems (VSX) with desktop conferencing (PVX)
- ▶ High quality audio conferencing through Polycom conference phones
- ▶ Control and monitor a unified conference from Sametime client
- ▶ On-demand or scheduled calls
- ▶ Flexibility to choose most appropriate audio/video endpoint for communication
- ▶ Full trans-coding among various Sametime video clients



Solution – Click-to-call

- ▶ select one or more participants, from a buddy list or through escalating a chat / IM session, and start an instant audio/video session.





Solution – Escalate an IM Session to UCC

- ▶ Select one or more users from the IBM Sametime contact list and start an Instant Meeting session

The screenshot displays the IBM Lotus Sametime meeting interface. The main window shows a meeting titled "Eyal Nir's meeting [started: 12:05:01 צ"חחא]". The participants list includes Ed Gonen, Eyal Nir, and Shai Toren. A context menu is open over the participants list, with "Instant Meeting..." selected. A "Meeting Invitation from Eyal Nir" dialog box is also visible. In the background, a Microsoft Internet Explorer browser window shows the meeting URL. A red circle highlights the text "IBM - Polycom R1 integration" on the meeting screen.



Solution – Schedule a Meeting

- ▶ Schedule a unified conference with one or more participants


Essentials | People | Slides | Options

To create a Web Conference, fill out the information on this tab, and click Save. You can also invite people, add content, and set options, using the other tabs, and then save your Web Conference.

* Web Conference name:

Detailed meeting description:

* Date and Time: Start Now

<< < 3/16/2006 > >>  Repeat...

<< < 2:00 PM > >>

* Duration: << < 0d 1h 00m > >>

Meeting password:

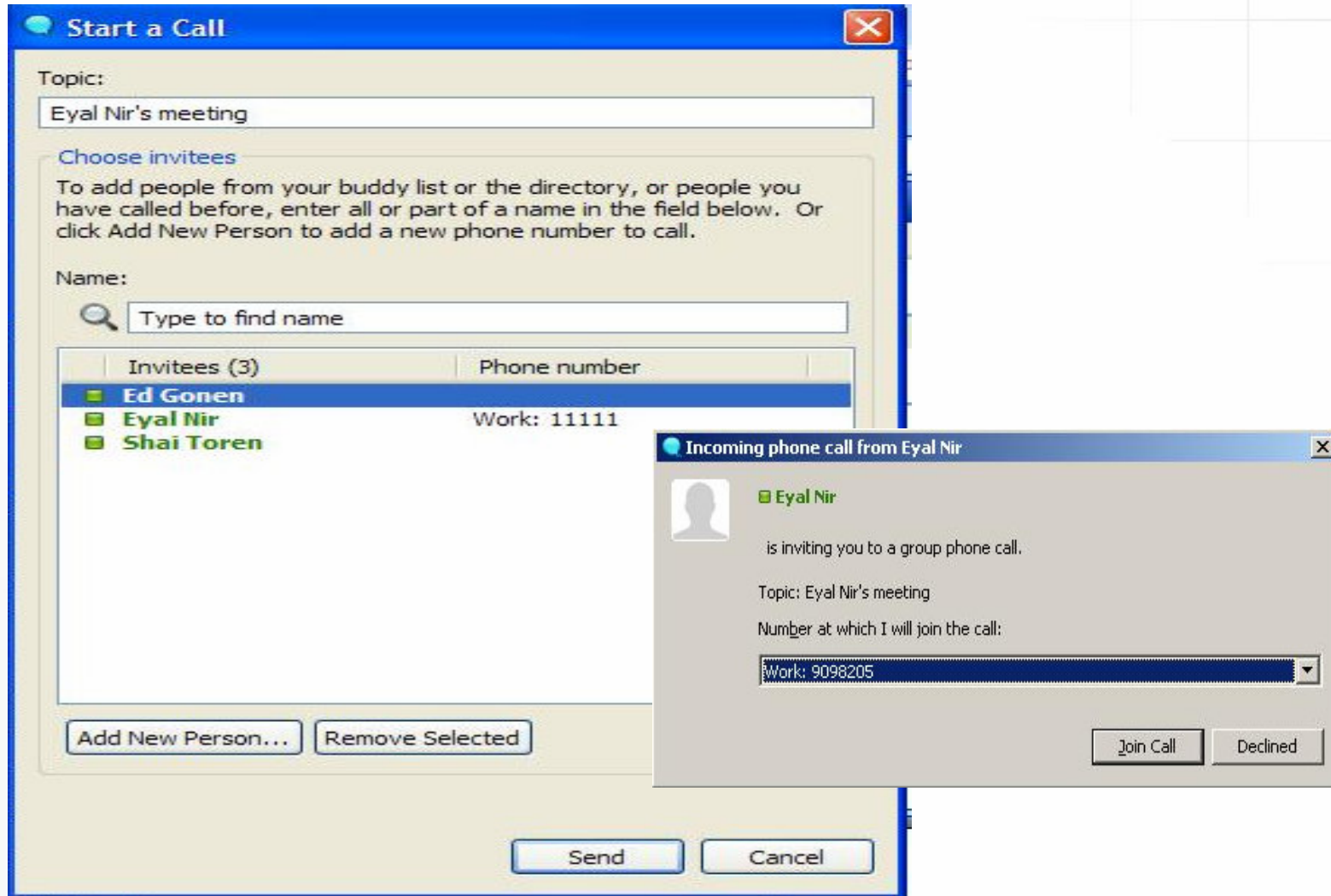
Re-type password:

*Required field



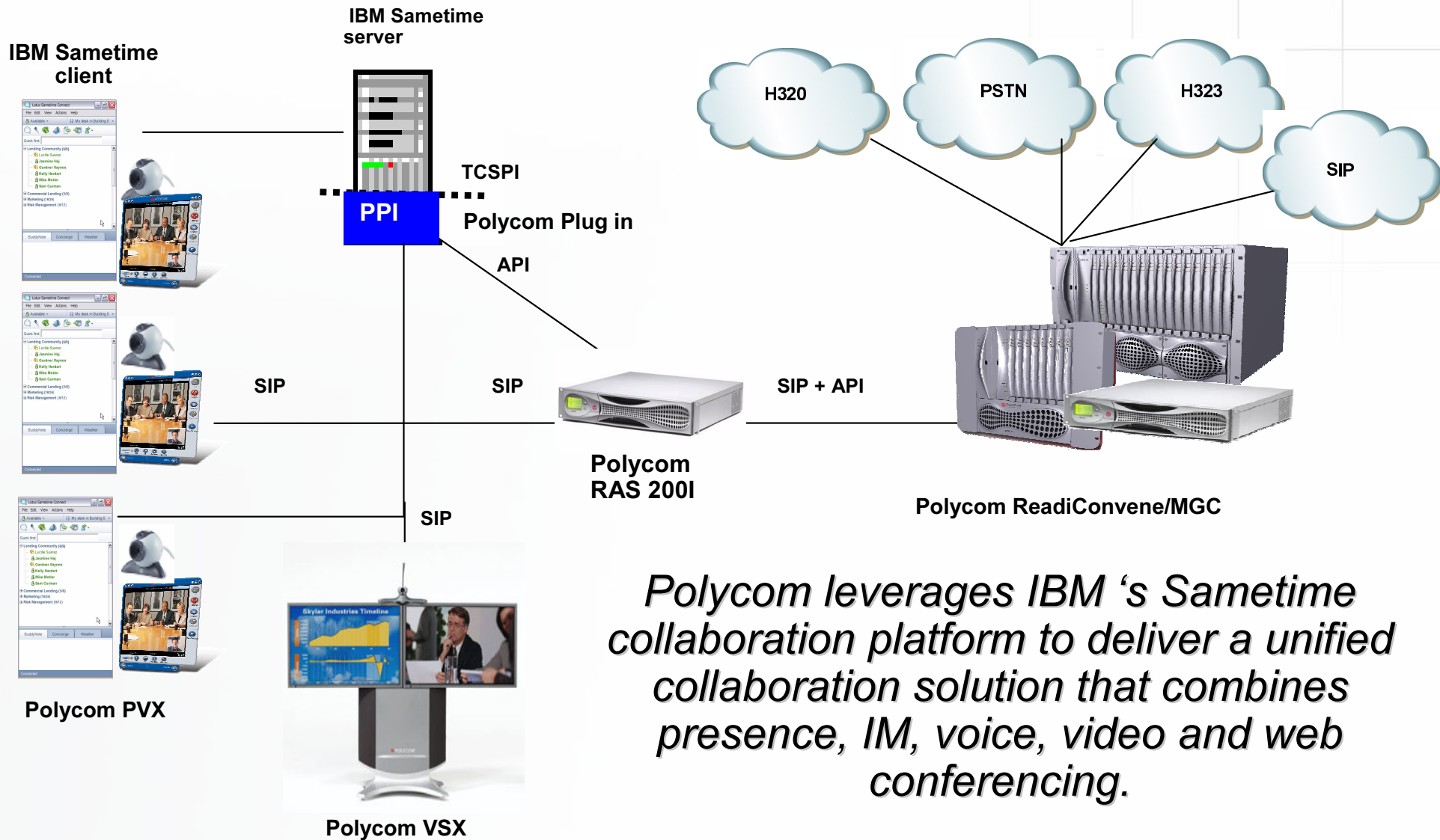
Third party Calling

- ▶ Dial-out to remote participants





Unified Collaboration Solution – Architectural Overview





The Value added Proposition to IBM Sametime

- ▶ IBM Lotus is the market leader in enterprise-based collaboration products including IBM Lotus Sametime (Instant Messaging-IM, presence, audio and web conferencing) with an installed base of over 15 million sametime users and over 120 million Notes/Domino users.
- ▶ Polycom is the market leader and the only single source for every type of voice and video endpoint or custom room solution
 - VoIP, Personal Communicator, speakerphones, video room systems, Immersive conferencing experiences
- ▶ Polycom offers the industry's only combined audio / video MCU
 - Delivered as a single virtual switching environment
- ▶ Integration delivers consistent user experience together with the underlying Business Partner's solution and capabilities



The Value added Proposition to IBM Sametime

- ▶ Ultimate audio and video quality



VTX 1000™

- ▶ Room system integration into Lotus Sametime



VSX™ 7000

- ▶ Multipoint just one click away



- ▶ Convergence of all communication ways into one single conference

- ▶ The only HD end to end solution integrated into Lotus Sametime

