



Revision number: 4

Purchasing Agent: Jeff Mottishaw
Phone #: (801) 538-1287
Email: jmottishaw@utah.gov

Item: Video Conferencing Hardware, Software and Services

Vendor: 109948A

Polycom Inc
4750 Willow Road
Pleasanton, CA 94588

Internet Homepage:

www.polycom.com

General Contact:
Telephone:
Fax number:
Email:

Brian Trampleasure
(801) 822-8050
Brian.trampleasure@polycom.com

Reporting Type:

Custom

Brand/trade name:

Polycom

Price:

See attached price list

Terms:

Net 30

Effective dates:

09/15/2010 through 05/31/2014

Potential renewal options remaining:

Days required for delivery:

As required

Price guarantee period:

2 Years

Freight:

Included

Minimum order:

None

Min shipment without charges:

Other conditions:

Please note new pricing.

BID NO. DG10025

This is a multiple award contract. Please see MA2108 & MA2109

This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor creating a PRC in Finet. Agencies will return to the vendor any invoice which reflects incorrect pricing.

Authorized Resellers

Vendor # VC0000112312
IVCi LLC
Account Manager
601 Old Willets Path
Hauppauge, NY 11788
Alfredo Diezi
Phone: (801) 444-0832
Email: adiez@ivci.com
Website: <http://www.ivci.com/>

Vendor # 02729BA
Qwest
250 Bell Plaza, 10th Floor;
Salt Lake City, UT 84121
Ken Romero

Vendor # VC0000112202
BT Conferencing Video Inc
11400 Westmoor Circle #225
Westminster, CO 80021
Chuck Westphal
Phone: (208) 473-7210
Fax: (480) 575-7920
Email: chuck.westphal@bt.com
Website: <http://www.btconferencing.com/>

Vendor# VC0000111418
The Chariot Group
318 W Quail Trax Place
Murray, UT 84107
Karyn Bolton
Phone: (801) 574-0889
Fax: (801) 733-8481
Email: karyn@chariotgroup.com

Vendor# VC0000160135
Solutionz Video Conferencing
901 Bringham Ave
Los Angeles, CA 90049
Barry Green
Phone: (310) 571-1207
Fax: (310) 943-2388
Email: bgreen@solutionzinc.com

Vendor# 11552GA
Hewlett Packard Company
PO Box 277205
Atlanta, GA 30384-7205
Rick Ricciardi
Phone: (303) 653-6091
N/A
Email: rick.ricciardi@hp.com

Vendor# VC0000169708
Direct Packet Inc dba OneVision Solutions OVS
909 Lake Carolyn Parkway Ste 1800
Irving, TX 75039
George Wolters
Phone: (972) 714-0540
Fax: (972) 580-8435
Email: gwolters@onevisionsolutions.com

Vendor# VC0000100678
Suntur
6699 South 1300 East Suite 100
Salt Lake City, UT 84121
Brian Mackenzie
Phone: (801) 993-3060
N/A
Email: bmackenzie@suntur.com

Discount Category	Proposed Discount
DC2	2%
DC4	2%
DC6	7%
DC8	15%
DC10	15%
DC12	15%
DC14	20%
DC16	22%
DC99	0%

IMMERSIVE TELEPRESENCE SOLUTIONS

Polycom RPX HD Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

RPX HD Series Suites

RPX HD 204M - 2 seamless video displays. Seating for 4 on video. Must order rear wall graphics. Chairs sold sep. Not to be used in CA, OR, WA, Chicago or NYC. Country kit included. NORAM Only - IMP and MTNC REQD	\$299,999	\$254,999	\$257,549	2230-29618-001	DC8
RPX HD 208M - 2 seamless video displays, conf. table + 1 row. Seating for 8 on video. Must order rear wall graphics. Not to be used in CA, OR, WA, Chicago or NYC. Country kit incl. Chairs sold sep. NORAM Only IMP and MTNC REQD	\$336,999	\$286,449	\$289,314	2230-29619-001	DC8
RPX HD 210M - 2 seamless video displays, conf. table + 1 row. Seating for 10 on video. Must order rear wall graphics. Not to be used in CA, OR, WA Chicago or NYC. Country kit included. Chairs sold sep. NORAM Only - IMP and MTNC REQD	\$346,999	\$294,949	\$297,899	2230-29621-001	DC8
RPX HD 218M - 2 seamless video displays, conf. table + 2 rows. Seating for 18 on video. Must order rear wall graphics. Country kit incl. Chairs sold sep. Not to be used in CA, OR, WA, Chicago or NYC. NORAM Only IMP and MTNC REQD	\$429,999	\$365,499	\$369,154	2230-29623-001	DC8
RPX HD 408M - 4 seamless video displays, conf. table Seating for 8 on video. Must order rear wall graphics. Country kit included. Chairs sold sep. Not to be used in CA, OR, WA, Chicago or NYC. NORAM Only IMP and MTNC REQD	\$599,999	\$509,999	\$515,099	2230-29624-001	DC8
RPX HD 418M - 4 seamless video displays, conf. table + 1 row. Seating for 18 on video. Must order rear wall graphics. Country kit included. Chairs sold sep. Not to be used in CA, OR, WA, Chicago or NYC. NORAM Only. IMP and MTNC REQD	\$665,999	\$566,099	\$571,760	2230-29626-001	DC8
RPX HD 428M - 4 seamless video displays, conf. table + 2 rows. Seats for 28 on video. Must order rear wall graphics. Country kit included. Chairs sold sep. Not to be used in CA, OR, WA, Chicago or NYC. NORAM Only. IMP and MTNC REQD	\$731,999	\$622,199	\$628,421	2230-29627-001	DC8

RPX HD Series Rear Wall Graphic Options

RPX 204M, 208M - Standard Rear Wall Graphics, blue sky w/clouds. Excludes text, logos and any other custom elements. Must be ordered with RPX Suite.	\$0	\$0	\$0	2230-29638-001	DC8
RPX 204M, 208M - Enhanced Rear Wall Graphics. Includes any combination of simple logo, company name, suite location on std. blue sky w/clouds or other backgrd meeting Polycom Enhanced design spec. Must be ordered with RPX Suite.	\$7,499	\$6,374	\$6,438	2230-29638-002	DC8
RPX 204M, 208M - Premium Rear Wall Graphics. Optionally includes any combination of new custom background, complex company logo, complex artwork, or complex text meeting Polycom Premium design spec. Must be ordered with RPX Suite.	\$14,999	\$12,749	\$12,877	2230-29638-003	DC8
RPX 210M - Standard Rear Wall Graphics, blue sky w/clouds. Excludes text, logos and any other custom elements. Must be ordered with RPX Suite.	\$0	\$0	\$0	2230-29639-001	DC8
RPX 210M - Enhanced Rear Wall Graphics. Includes any combination of simple logo, company name, suite location on std. blue sky w/clouds or other backgrd meeting Polycom Enhanced design spec. Must be ordered with RPX Suite.	\$7,499	\$6,374	\$6,438	2230-29639-002	DC8
RPX 210M - Premium Rear Wall Graphics. Optionally includes any combination of new custom background, complex company logo, complex artwork, or complex text meeting Polycom Premium design spec. Must be ordered with RPX Suite.	\$14,999	\$12,749	\$12,877	2230-29639-003	DC8
RPX 218M - Standard Rear Wall Graphics, blue sky w/clouds. Excludes text, logos and any other custom elements. Must be ordered with RPX Suite.	\$0	\$0	\$0	2230-29641-001	DC8

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
RPX 218M - Enhanced Rear Wall Graphics. Includes any combination of simple logo, company name, suite location on std. blue sky w/clouds or other backgrd meeting Polycom Enhanced design spec. Must be ordered with RPX Suite.	\$7,499	\$6,374	\$6,438	2230-29641-002	DC8
RPX 218M - Premium Rear Wall Graphics. Optionally includes any combination of new custom background, complex company logo, complex artwork, or complex text meeting Polycom Premium design spec. Must be ordered with RPX Suite.	\$14,999	\$12,749	\$12,877	2230-29641-003	DC8
RPX 408M - Standard Rear Wall Graphics, blue sky w/clouds. Excludes text, logos and any other custom elements. Must be ordered with RPX Suite.	\$0	\$0	\$0	2230-29642-001	DC8
RPX 408M - Enhanced Rear Wall Graphics. Includes any combination of simple company logo, company name, suite location, backgrd color, std clouds or solid backgrd meeting Polycom design specifications. Must be ordered with RPX Suite.	\$7,499	\$6,374	\$6,438	2230-29642-002	DC8
RPX 408M - Premium Rear Wall Graphics. Optionally includes any combination of new custom background, complex company logo, complex artwork, or complex text meeting Polycom Premium design spec. Must be ordered with RPX Suite.	\$14,999	\$12,749	\$12,877	2230-29642-003	DC8
RPX 418M, 428M Standard Rear Wall Graphics, blue sky w/clouds. Excludes text, logos and any other custom elements. Must be ordered with RPX Suite.	\$0	\$0	\$0	2230-29643-001	DC8
RPX 418M, 428M - Enhanced Rear Wall Graphics. Includes any combination of simple logo, company name, suite location on std. blue sky w/clouds or other backgrd meeting Polycom Enhanced design spec. Must be ordered with RPX Suite.	\$7,499	\$6,374	\$6,438	2230-29643-002	DC8
RPX 418M, 428M - Premium Rear Wall Graphics. Optionally includes any combination of new custom background, complex company logo, complex artwork, or complex text meeting Polycom Premium design spec. Must be ordered with RPX Suite.	\$14,999	\$12,749	\$12,877	2230-29643-003	DC8

Service - Polycom RPX HD Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Implementation Service

Implementation, RPX HD 400 Series (see Service Description for specific details)	\$75,000	\$73,500	\$74,235	4870-00372-030	DC2
Union Labor Uplift for RPX HD 400 Series - v2.x or later Implementation	\$18,495	\$18,125	\$18,306	4870-00372-048	DC2
Implementation, RPX HD 200 Series (see Service Description for specific details)	\$60,000	\$58,800	\$59,388	4870-01010-030	DC2
Union Labor Uplift for RPX HD 200 Series - v2.x or later Implementation	\$9,295	\$9,109	\$9,200	4870-01010-048	DC2
Implementation service for Upgrade from original touch panel to new Polycom Touch Control- for RPX 2.0 or later and OTX Rev A solutions only	\$2,975	\$2,916	\$2,945	4870-63350-030	DC2

ImmersiveCare Services

ImmersiveCare, One year, RPX HD 400 Series	\$61,995	\$60,755	\$61,363	4870-00372-155	DC2
ImmersiveCare, Three year, RPX HD 400 Series	\$158,100	\$154,938	\$156,487	4870-00372-355	DC2
ImmersiveCare, One year, RPX HD 200 Series	\$41,500	\$40,670	\$41,077	4870-01010-155	DC2
ImmersiveCare, Three year, RPX HD 200 Series	\$105,800	\$103,684	\$104,721	4870-01010-355	DC2

ImmersiveCare Services with 4 Hour Response

ImmersiveCare 24x7x4, One year, RPX HD 400 Series (see support.polycom.com for availability information)	\$99,200	\$97,216	\$98,188	4870-00372-170	DC2
ImmersiveCare 24x7x4, Three year, RPX HD 400 Series (see support.polycom.com for availability information)	\$253,000	\$247,940	\$250,419	4870-00372-370	DC2
ImmersiveCare 24x7x4, One year, RPX HD 200 Series (see support.polycom.com for availability information)	\$57,600	\$56,448	\$57,012	4870-01010-170	DC2
ImmersiveCare 24x7x4, Three year, RPX HD 200 Series (see support.polycom.com for availability information)	\$146,900	\$143,962	\$145,402	4870-01010-370	DC2

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

AdvancedAccess ImmersiveCare Services

AdvancedAccess ImmersiveCare, One year, RPX HD 400 Series (Requires all systems to be covered by AdvancedAccess)	\$68,195	\$66,831	\$67,499	4870-00372-516	DC2
AdvancedAccess ImmersiveCare, Three year, RPX HD 400 Series (Requires all systems to be covered by AdvancedAccess)	\$173,895	\$170,417	\$172,121	4870-00372-536	DC2
AdvancedAccess ImmersiveCare, One year, RPX HD 200 Series (Requires all systems to be covered by AdvancedAccess)	\$45,650	\$44,737	\$45,184	4870-01010-516	DC2
AdvancedAccess ImmersiveCare, Three year, RPX HD 200 Series (Requires all systems to be covered by AdvancedAccess)	\$116,410	\$114,082	\$115,223	4870-01010-536	DC2

AdvancedAccess ImmersiveCare with 4 Hour Response

AdvancedAccess ImmersiveCare 4 hour, One year, RPX HD 400 Series (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$106,145	\$104,022	\$105,062	4870-00372-517	DC2
AdvancedAccess ImmersiveCare 4 hour, Three year, RPX HD 400 Series (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$270,670	\$265,257	\$267,909	4870-00372-537	DC2
AdvancedAccess ImmersiveCare 4 hour, One year, RPX HD 200 Series (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$61,630	\$60,397	\$61,001	4870-01010-517	DC2
AdvancedAccess ImmersiveCare 4 hour, Three year, RPX HD 200 Series (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$157,155	\$154,012	\$155,552	4870-01010-537	DC2

VNOC Services

Optional VNOC Services, provides entitlement and billing mechanism for up to \$1,000 of optional services available through Polycom's Immersive Telepresence VNOC program	\$1,000	\$1,000	\$1,010	4870-00330-028	DC99
Optional VNOC Services, provides entitlement and billing mechanism for up to \$5,000 of optional services available through Polycom's Immersive Telepresence VNOC program	\$5,000	\$5,000	\$5,050	4870-00330-029	DC99
Optional VNOC Services, provides entitlement and billing mechanism for up to \$25,000 of optional services available through Polycom's Immersive Telepresence VNOC program	\$25,000	\$25,000	\$25,250	4870-00330-030	DC99
ITP VNOC for RPX HD 400 Series, Hosted model, 1 year. PLCM mtce required. Add'l charges apply for optional VNOC services. Customer is solely responsible to pay for the IP cross connection to the VNOC, including all security and termination devices.	\$49,495	\$48,505	\$48,990	4870-00372-700	DC2
ITP VNOC for RPX HD 400 Series, Hosted model, 3 year. PLCM mtce required. Add'l charges apply for optional VNOC services. Customer is solely responsible to pay for the IP cross connection to the VNOC, including all security and termination devices.	\$126,200	\$123,676	\$124,913	4870-00372-730	DC2
ITP VNOC for RPX HD 400 Series, Managed model, 1 year. PLCM mtce required. Add'l charges apply for optional VNOC services. Customer is solely responsible to pay for the IP cross connection to the VNOC, including all security and termination devices.	\$35,995	\$35,275	\$35,628	4870-00372-760	DC2
ITP VNOC for RPX HD 400 Series, Managed model, 3 year. PLCM mtce required. Add'l charges apply for optional VNOC services. Customer is solely responsible to pay for the IP cross connection to the VNOC, including all security and termination devices.	\$91,800	\$89,964	\$90,864	4870-00372-780	DC2
ITP VNOC for RPX HD 200 Series, Hosted model, 1 year. PLCM mtce required. Add'l charges apply for optional VNOC services. Customer is solely responsible to pay for the IP cross connection to the VNOC, including all security and termination devices.	\$45,000	\$44,100	\$44,541	4870-01010-700	DC2
ITP VNOC for RPX HD 200 Series, Hosted model, 3 year. PLCM mtce required. Add'l charges apply for optional VNOC services. Customer is solely responsible to pay for the IP cross connection to the VNOC, including all security and termination devices.	\$115,000	\$112,700	\$113,827	4870-01010-730	DC2

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
ITP VNOC for RPX HD 200 Series, Managed model, 1 year. PLCM mtce required. Add'l charges apply for optional VNOC services. Customer is solely responsible to pay for the IP cross connection to the VNOC, including all security and termination devices.	\$36,500	\$35,770	\$36,128	4870-01010-760	DC2
ITP VNOC for RPX HD 200 Series, Managed model, 3 year. PLCM mtce required. Add'l charges apply for optional VNOC services. Customer is solely responsible to pay for the IP cross connection to the VNOC, including all security and termination devices.	\$93,000	\$91,140	\$92,051	4870-01010-780	DC2

Assisted Operations Service (AOS)

Assisted Operations Service (AOS), RPX 400 Series, One year, includes 24x7 remote monitoring and comprehensive fault management (please reference AOS service description for complete details and customer responsibilities)	\$15,995	\$15,675	\$15,832	4870-00372-790	DC2
Assisted Operations Service (AOS), RPX 400 Series, Three year, includes 24x7 remote monitoring and comprehensive fault management (please reference AOS service description for complete details and customer responsibilities)	\$40,800	\$39,984	\$40,384	4870-00372-793	DC2
Assisted Operations Service (AOS), RPX 200 Series, One year, includes 24x7 remote monitoring and comprehensive fault management (please reference AOS service description for complete details and customer responsibilities)	\$13,500	\$13,230	\$13,362	4870-01010-790	DC2
Assisted Operations Service (AOS), RPX 200 Series, Three year, includes 24x7 remote monitoring and comprehensive fault management (please reference AOS service description for complete details and customer responsibilities)	\$34,500	\$33,810	\$34,148	4870-01010-793	DC2

OTX Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

OTX 300

OTX 300 (3) 65" LCD displays, StereoSurround, conf. table, (3) ceiling mic, (3) HD cameras, Plcm Touch Control, (3) 21.5" content displays, 6/10 ppl. Chairs not incl. MUST ORDER TABLE COLOR. See PRC for Country Avail. IMP and MTNC REQD	\$289,999	\$246,499	\$248,964	2230-63374-001	DC8
---	-----------	-----------	-----------	----------------	-----

OTX 100

OTX 100 Compact (1) 65" LCD display, StereoSurround, (1) ceiling mic, (1) HD camera, Front video wall, camera shroud, Plcm Touch Control. NORAM only. IMP and MTNC REQD	\$79,999	\$67,999	\$68,679	2230-63638-001	DC8
OTX 100 Standard(1) 65" LCD display, StereoSurround, conf. table, (1) ceiling mic, (1) HD camera, Plcm Touch Control, (2) 21.5" content displays, 4/6 person capacity. Chairs not incl. MUST ORDER TABLE COLOR. NORAM only. IMP and MTNC REQD	\$99,999	\$84,999	\$85,849	2230-63639-001	DC8

Table Top Finish Color

OTX 300

OTX 300 Table Top Finish, Black (standard) Must be ordered with OTX solution	\$0	\$0	\$0	2200-63320-001	DC8
OTX 300 Table Top Finish, The Academic (Applewood). Must be ordered with OTX solution	\$0	\$0	\$0	2200-63330-001	DC8
OTX 300 Table Top Finish, The Boardroom (Mahogany). Must be ordered with OTX solution	\$0	\$0	\$0	2200-63340-001	DC8

OTX 100

OTX 100 Table Top Finish, Black (standard) Must be ordered with OTX solution	\$0	\$0	\$0	2200-12940-001	DC8
--	-----	-----	-----	----------------	-----

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
OTX 100 Table Top Finish, The Academic (Applewood). Must be ordered with OTX solution	\$0	\$0	\$0	2200-61460-001	DC8
OTX 100 Table Top Finish, The Boardroom (Mahogany). Must be ordered with OTX solution	\$0	\$0	\$0	2200-61470-001	DC8

OTX Complete Experience Kit

Complete Experience Kit - OTX 300, includes 6 lights and textured free-standing rear wall & Signage Kit. Suitable for NORAM	\$49,999	\$42,499	\$42,924	2200-09892-001	DC8
Complete Experience Kit - OTX 100, includes 4 lights and textured free-standing rear wall. Suitable for NORAM	\$24,999	\$23,249	\$23,482	2200-12820-001	DC6

Options

OTX 300 Front Wall Rear Side Finish. Provides a clean finish for use where OTX is offset from a wall.	\$49,999	\$42,499	\$42,924	2200-63270-001	DC8
Upgrade from original touch panel to new Polycom Touch Control- for RPX 2.0 or later and OTX Rev A solutions only - NORAM (Implementation Required)	\$2,499	\$2,124	\$2,145	2200-63350-001	DC8

Service - OTX 300

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Implementation Services

Implementation, OTX 300 Series (see Service Description for specific details)	\$49,000	\$48,020	\$48,500	4870-00886-030	DC2
Implementation, Rear wall component of OTX Complete Experience Kit (see Service Description for specific details)	\$5,000	\$4,900	\$4,949	4870-00886-031	DC2
Union Labor Uplift for OTX 300 Series Implementation	\$6,500	\$6,370	\$6,434	4870-00886-048	DC2
Implementation service for Upgrade from original touch panel to new Polycom Touch Control- for RPX 2.0 or later and OTX Rev A solutions only	\$2,975	\$2,916	\$2,945	4870-63350-030	DC2

Elite Maintenance Services

Elite ImmersiveCare, One Year, OTX+9	\$6,900	\$6,762	\$6,830	4872-00866-155	DC2
--------------------------------------	---------	---------	---------	----------------	-----

ImmersiveCare Services

ImmersiveCare, One year, OTX 300 Series	\$39,000	\$38,220	\$38,602	4870-00886-155	DC2
ImmersiveCare, Three year, OTX 300 Series	\$99,500	\$97,510	\$98,485	4870-00886-355	DC2

ImmersiveCare Services with 4 Hour Response

ImmersiveCare 24x7x4, One year, OTX 300 Series (see support.polycom.com for availability information)	\$62,400	\$61,152	\$61,764	4870-00886-170	DC2
ImmersiveCare 24x7x4, Three year, OTX 300 Series (see support.polycom.com for availability information)	\$159,200	\$156,016	\$157,576	4870-00886-370	DC2

AdvancedAccess ImmersiveCare Services

AdvancedAccess ImmersiveCare, One year, OTX 300 Series (Requires all systems to be covered by AdvancedAccess)	\$42,900	\$42,042	\$42,462	4870-00886-516	DC2
AdvancedAccess ImmersiveCare, Three year, OTX 300 Series (Requires all systems to be covered by AdvancedAccess)	\$109,395	\$107,207	\$108,279	4870-00886-536	DC2

AdvancedAccess ImmersiveCare with 4 Hour Response

AdvancedAccess ImmersiveCare 4 hour, One year, OTX 300 Series (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$66,770	\$65,435	\$66,089	4870-00886-517	DC2
---	----------	----------	----------	----------------	-----

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess ImmersiveCare 4 hour, Three year, OTX 300 Series (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$170,265	\$166,860	\$168,528	4870-00886-537	DC2

VNOC Services

ITP VNOC for OTX 300 Series, Hosted model, 1 year. PLCM mtce required. Add'l charges apply for optional VNOC services. Customer is solely responsible to pay for the IP cross connection to the VNOC, including all security and termination devices.	\$51,000	\$49,980	\$50,480	4870-00886-700	DC2
ITP VNOC for OTX 300 Series, Hosted model, 3 year. PLCM mtce required. Add'l charges apply for optional VNOC services. Customer is solely responsible to pay for the IP cross connection to the VNOC, including all security and termination devices.	\$130,000	\$127,400	\$128,674	4870-00886-730	DC2
ITP VNOC for OTX 300 Series, Managed model, 1 year. PLCM mtce required. Add'l charges apply for optional VNOC services. Customer is solely responsible to pay for the IP cross connection to the VNOC, including all security and termination devices.	\$39,000	\$38,220	\$38,602	4870-00886-760	DC2
ITP VNOC for OTX 300 Series, Managed model, 3 year. PLCM mtce required. Add'l charges apply for optional VNOC services. Customer is solely responsible to pay for the IP cross connection to the VNOC, including all security and termination devices.	\$99,500	\$97,510	\$98,485	4870-00886-780	DC2

Assisted Operations Service (AOS)

Assisted Operations Service (AOS), OTX 300 Series, One year, includes 24x7 remote monitoring and comprehensive fault management (please reference AOS service description for complete details and customer responsibilities)	\$15,500	\$15,500	\$15,655	4870-00886-790	DC99
Assisted Operations Service (AOS), OTX 300 Series, Three year, includes 24x7 remote monitoring and comprehensive fault management (please reference AOS service description for complete details and customer responsibilities)	\$39,500	\$39,500	\$39,895	4870-00886-793	DC99

Service - OTX 100

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Implementation Services

Implementation, Polycom OTX100 (see Service Description for specific details)	\$10,995	\$10,775	\$10,883	4870-01008-030	DC2
Implementation, Rear wall component of OTX 100 Complete Experience Kit (see Service Description for specific details)	\$3,335	\$3,268	\$3,301	4870-01008-031	DC2
Union Labor Uplift for Polycom OTX100 Implementation	\$5,000	\$4,900	\$4,949	4870-01008-048	DC2
Implementation, Polycom OTX100 Compact (see Service Description for specific details)	\$10,995	\$10,775	\$10,883	4870-01009-030	DC2
Union Labor Uplift for Polycom OTX100 Compact Implementation	\$5,000	\$4,900	\$4,949	4870-01009-048	DC2

Elite Maintenance Services

Elite ImmersiveCare, One year, Polycom OTX 100	\$14,915	\$14,617	\$14,764	4872-01008-155	DC2
Elite ImmersiveCare 24x7x4, One year, Polycom OTX 100 (see support.polycom.com for availability information)	\$22,825	\$22,369	\$22,594	4872-01008-170	DC2
Elite ImmersiveCare, Three year, Polycom OTX 100	\$38,035	\$37,274	\$37,651	4872-01008-355	DC2
Elite ImmersiveCare 24x7x4, Three year, Polycom OTX 100 (see support.polycom.com for availability information)	\$58,205	\$57,041	\$57,617	4872-01008-370	DC2
Elite ImmersiveCare, One year, Polycom OTX 100 Compact	\$11,930	\$11,691	\$11,809	4872-01009-155	DC2
Elite ImmersiveCare 24x7x4, One year, Polycom OTX 100 Compact (see support.polycom.com for availability information)	\$18,260	\$17,895	\$18,076	4872-01009-170	DC2
Elite ImmersiveCare, Three year, Polycom OTX 100 Compact	\$30,420	\$29,812	\$30,113	4872-01009-355	DC2
Elite ImmersiveCare 24x7x4, Three year, Polycom OTX 100 Compact (see support.polycom.com for availability information)	\$46,565	\$45,634	\$46,095	4872-01009-370	DC2

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

ImmersiveCare Services

ImmersiveCare, One year, Polycom OTX100	\$12,970	\$12,711	\$12,838	4870-01008-155	DC2
ImmersiveCare, Three year, Polycom OTX100	\$33,075	\$32,414	\$32,738	4870-01008-355	DC2
ImmersiveCare, One year, Polycom OTX100 Compact	\$10,375	\$10,168	\$10,269	4870-01009-155	DC2
ImmersiveCare, Three year, Polycom OTX100 Compact	\$26,455	\$25,926	\$26,185	4870-01009-355	DC2

ImmersiveCare Services with 4 Hour Response

ImmersiveCare 24x7x4, One year, Polycom OTX100 (see support.polycom.com for availability information)	\$20,750	\$20,335	\$20,538	4870-01008-170	DC2
ImmersiveCare 24x7x4, Three year, Polycom OTX100 (see support.polycom.com for availability information)	\$52,915	\$51,857	\$52,375	4870-01008-370	DC2
ImmersiveCare 24x7x4, One year, Polycom OTX100 Compact (see support.polycom.com for availability information)	\$16,600	\$16,268	\$16,431	4870-01009-170	DC2
ImmersiveCare 24x7x4, Three year, Polycom OTX100 Compact (see support.polycom.com for availability information)	\$42,330	\$41,483	\$41,898	4870-01009-370	DC2

AdvancedAccess ImmersiveCare Services

AdvancedAccess ImmersiveCare, One year, Polycom OTX100 (Requires all systems to be covered by AdvancedAccess)	\$14,265	\$13,980	\$14,119	4870-01008-516	DC2
AdvancedAccess ImmersiveCare, Three year, Polycom OTX100 (Requires all systems to be covered by AdvancedAccess)	\$36,375	\$35,648	\$36,004	4870-01008-536	DC2
AdvancedAccess ImmersiveCare, One year, Polycom OTX100 Compact (Requires all systems to be covered by AdvancedAccess)	\$11,415	\$11,187	\$11,299	4870-01009-516	DC2
AdvancedAccess ImmersiveCare, Three year, Polycom OTX100 Compact (Requires all systems to be covered by AdvancedAccess)	\$29,110	\$28,528	\$28,813	4870-01009-536	DC2

AdvancedAccess ImmersiveCare with 4 Hour Response

AdvancedAccess ImmersiveCare 4 hour, One year, Polycom OTX100 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$22,205	\$21,761	\$21,979	4870-01008-517	DC2
AdvancedAccess ImmersiveCare 4 hour, Three year, Polycom OTX100 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$56,625	\$55,493	\$56,047	4870-01008-537	DC2
AdvancedAccess ImmersiveCare 4 hour, One year, Polycom OTX100 Compact (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$17,760	\$17,405	\$17,579	4870-01009-517	DC2
AdvancedAccess ImmersiveCare 4 hour, Three year, Polycom OTX100 Compact (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$45,290	\$44,384	\$44,828	4870-01009-537	DC2

VNOC Services

ITP VNOC for Polycom OTX100, Hosted model, 1 year. PLCM mtce required. Add'l charges apply for optional VNOC services. Customer is solely responsible to pay for the IP cross connection to the VNOC, including all security and termination devices.	\$31,000	\$30,380	\$30,684	4870-01008-700	DC2
ITP VNOC for Polycom OTX100, Hosted model, 3 year. PLCM mtce required. Add'l charges apply for optional VNOC services. Customer is solely responsible to pay for the IP cross connection to the VNOC, including all security and termination devices.	\$74,000	\$72,520	\$73,245	4870-01008-730	DC2
ITP VNOC for Polycom OTX100, Managed model, 1 year. PLCM mtce required. Add'l charges apply for optional VNOC services. Customer is solely responsible to pay for the IP cross connection to the VNOC, including all security and termination devices.	\$23,000	\$22,540	\$22,765	4870-01008-760	DC2
ITP VNOC for Polycom OTX100, Managed model, 3 year. PLCM mtce required. Add'l charges apply for optional VNOC services. Customer is solely responsible to pay for the IP cross connection to the VNOC, including all security and termination devices.	\$55,000	\$53,900	\$54,439	4870-01008-780	DC2

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
ITP VNOC for Polycom OTX100 Compact, Hosted model, 1 year. PLCM mtce required. Add'l charges apply for optional VNOC services. Customer is solely responsible to pay for the IP cross connection to the VNOC, including all security and termination devices.	\$31,000	\$30,380	\$30,684	4870-01009-700	DC2
ITP VNOC for Polycom OTX100 Compact, Hosted model, 3 year. PLCM mtce required. Add'l charges apply for optional VNOC services. Customer is solely responsible to pay for the IP cross connection to the VNOC, including all security and termination devices.	\$74,000	\$72,520	\$73,245	4870-01009-730	DC2
ITP VNOC for Polycom OTX100 Compact, Managed model, 1 year. PLCM mtce required. Add'l charges apply for optional VNOC services. Customer is solely responsible to pay for the IP cross connection to the VNOC, including all security and termination devices.	\$23,000	\$22,540	\$22,765	4870-01009-760	DC2
ITP VNOC for Polycom OTX100 Compact, Managed model, 3 year. PLCM mtce required. Add'l charges apply for optional VNOC services. Customer is solely responsible to pay for the IP cross connection to the VNOC, including all security and termination devices.	\$55,000	\$53,900	\$54,439	4870-01009-780	DC2

Assisted Operations Service (AOS)

Assisted Operations Service (AOS), Polycom OTX100, One year, includes 24x7 remote monitoring and comprehensive fault management (please reference AOS service description for complete details and customer responsibilities)	\$15,000	\$15,000	\$15,150	4870-01008-790	DC99
Assisted Operations Service (AOS), Polycom OTX100, Three year, includes 24x7 remote monitoring and comprehensive fault management (please reference AOS service description for complete details and customer responsibilities)	\$36,000	\$36,000	\$36,360	4870-01008-793	DC99
Assisted Operations Service (AOS), Polycom OTX100 Compact, One year, includes 24x7 remote monitoring and comprehensive fault management (please reference AOS service description for complete details and customer responsibilities)	\$15,000	\$15,000	\$15,150	4870-01009-790	DC99
Assisted Operations Service (AOS), Polycom OTX100 Compact, Three year, includes 24x7 remote monitoring and comprehensive fault management (please reference AOS service description for complete details and customer responsibilities)	\$36,000	\$36,000	\$36,360	4870-01009-793	DC99

Application Services

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Implementation Services

Multipoint Layout Application Implementation for a Polycom immersive telepresence solution using Polycom's RMX MCU platform (see Service Description for specific details)	\$7,500	\$7,350	\$7,424	4870-00588-007	DC2
--	---------	---------	---------	----------------	-----

Polycom ATX

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom ATX Accessories

Stereo Speaker Set, 120V. Includes two Satellite speakers, subwoofer, speaker stands, 3.5mm to 2xRCA and speaker wire.	\$929	\$790	\$798	2200-21969-120	DC12
Stereo Speaker kit, 110-220v. Includes two Satellite speakers, subwoofer fuses for both 120 or 240v power source, speaker stands, 3.5mm to 2xRCA, 3.5mm to 3.5mm and speaker wire. Replaces 2200-21969-120 and -240.	\$929	\$864	\$873	2200-65878-001	DC6
HDX Mica Microphone Array. Contains one Microphone Array. Compatible with HDX Series, CX7000 and SoundStructure. Includes CLink 2 cable: 25ft/7.6M Walta to Walta.	\$519	\$441	\$446	2215-23327-001	DC12

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom ATX 200

ATX 200 solution: (2) HDX codecs & brkts, (3) ceiling mics & kit, (2)EagleEye III cameras & brkts, P+C, ATX Telepresence SW and cables. For Certified ATX integrators only. NA pwr kit. See order guide on PRC for cntry avail. Maintenance Contract Required	\$44,999	\$38,249	\$38,632	7200-30090-001	DC12
---	----------	----------	----------	----------------	------

Polycom ATX 300

ATX 300 solution: (3) HDX codecs & brkts, (3) ceiling mics & kit, (3)EagleEye III cameras & brkts, P+C, ATX Telepresence SW and cables. For Certified ATX integrators using ATX SDK ONLY. NA pwr kit. See order guide on PRC for cntry avail. Maintenance Contract Required	\$59,999	\$50,999	\$51,509	7200-30000-001	DC12
---	----------	----------	----------	----------------	------

Polycom ATX 400

ATX 400: (4) HDX codecs & brkts, (3) ceiling mics & kit, (4)EE III cameras & brkts, P+C, ATX Telepresence SW and cables. For Certified ATX integrators using ATX SDK ONLY. NA pwr kit. See order guide on PRC for cntry avail. Maintenance Contract Required	\$84,999	\$72,249	\$72,972	7200-30100-001	DC12
--	----------	----------	----------	----------------	------

Service - ATX

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

ATX Maintenance Program, One year, ATX 200 Series	\$1,650	\$1,650	\$1,667	4870-00631-001	DC99
ATX Maintenance Program, Three year, ATX 200 Series	\$4,200	\$4,200	\$4,242	4870-00631-301	DC99
ATX Maintenance Program, One year, ATX 300 Series	\$2,295	\$2,295	\$2,318	4870-00632-001	DC99
ATX Maintenance Program, Three year, ATX 300 Series	\$5,850	\$5,850	\$5,909	4870-00632-301	DC99
ATX Maintenance Program, One year, ATX 400 Series	\$3,350	\$3,350	\$3,384	4870-00633-001	DC99
ATX Maintenance Program, Three year, ATX 400 Series	\$8,550	\$8,550	\$8,636	4870-00633-301	DC99

Polycom Immersive Telepresence Options

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Replacement lamp module for RPX Series Delta projector.	\$699	\$699	\$706	1530-29756-001	DC99
Upgrade from original touch panel to new Polycom Touch Control for RPX 2.0 or later and OTX Rev A solutions only - NORAM (Implementation Required)	\$2,499	\$2,124	\$2,145	2200-63350-001	DC8
Spare CCU power supply for RPX 2.0 and later	\$199	\$169	\$171	2465-09726-001	DC12

Service - Polycom Immersive Telepresence Options

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Maintenance Services

ImmersiveCare, One year, HD Doc Camera	\$1,500	\$1,470	\$1,485	4870-00832-155	DC2
ImmersiveCare, Three year, HD Doc Camera	\$3,600	\$3,528	\$3,563	4870-00832-355	DC2

ROOM TELEPRESENCE

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

HDX Executive Collection Stand Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

HDX Executive Collection 8000-720 2ET. HDX 8000-720 (see 7200-23150-001), HDX Executive Collection stand with integrated 120v/270w audio and 2-50" 1080p plasma displays, EagleEye camera mount, cable bundle, (Maintenance Contract Required)	\$37,999	\$32,299	\$32,622	7200-26920-001	DC12
HDX Executive Collection-HDX 9000-1080,2-1080p 50" plasmas,floor std,EagleEye III cam,1HDX mic array, P+C, PPCIPM LR, 4W MP, People On Content,120v/270w sound sys, Eng Remote, NTSC (Maintenance Contract Required)	\$60,999	\$51,849	\$52,368	7200-26970-001	DC12
HDX Executive Collection-HDX 9000-1080,1-1080p 50" plasma,floor std,EagleEye III cam,1 HDX mic array, P+C, PPCIPM LR, 4W MP, People On Content,120v/270w sound sys, Eng Remote, NTSC(Maintenance Contract Required)	\$49,999	\$42,499	\$42,924	7200-26980-001	DC12

Service - HDX Executive Collection

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Installation Services

On-site installation service for HDX 9000 Series Executive Collection with One Display	\$2,495	\$2,445	\$2,470	4870-00544-002	DC4
On-site installation service for HDX 9000 Series Executive Collection with Two Displays	\$2,995	\$2,935	\$2,964	4870-00546-002	DC4
Onsite installation service for HDX 8000 Series Executive Collection with Two Displays	\$2,995	\$2,935	\$2,964	4870-00550-002	DC4

Premier Services

Premier, One Year, HDX 9000 Series Executive Collection with One Display	\$4,995	\$4,895	\$4,944	4870-00544-106	DC4
Premier, Three Year, HDX 9000 Series Executive Collection with One Display	\$12,735	\$12,480	\$12,605	4870-00544-136	DC4
Premier, One Year, HDX 9000 Series Executive Collection with Two Displays	\$5,995	\$5,875	\$5,934	4870-00546-106	DC4
Premier, Three Year, HDX 9000 Series Executive Collection with Two Displays	\$15,285	\$14,979	\$15,129	4870-00546-136	DC4
Premier, One Year, HDX 8000 Series Executive Collection with Two Displays	\$3,950	\$3,871	\$3,910	4870-00550-106	DC4
Premier, Three Year, HDX 8000 Series Executive Collection with Two Displays	\$10,075	\$9,874	\$9,972	4870-00550-136	DC4

Premier Onsite Services

Premier Onsite, One Year, HDX 9000 Series Executive Collection with One Display	\$7,495	\$7,345	\$7,419	4870-00544-108	DC4
Premier Onsite, Three Year, HDX 9000 Series Executive Collection with One Display	\$19,110	\$18,728	\$18,915	4870-00544-138	DC4
Premier Onsite, One Year, HDX 9000 Series Executive Collection with Two Displays	\$8,995	\$8,815	\$8,903	4870-00546-108	DC4
Premier Onsite, Three Year, HDX 9000 Series Executive Collection with Two Displays	\$22,935	\$22,476	\$22,701	4870-00546-138	DC4
Premier Onsite, One Year, HDX 8000 Series Executive Collection with Two Displays	\$5,925	\$5,807	\$5,865	4870-00550-108	DC4
Premier Onsite, Three Year, HDX 8000 Series Executive Collection with Two Displays	\$15,110	\$14,808	\$14,956	4870-00550-138	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, HDX 9000 Series Executive Collection with one display (Requires all systems to be covered by AdvancedAccess)	\$5,995	\$5,875	\$5,934	4870-00544-513	DC4
--	---------	---------	---------	----------------	-----

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier, Three Year, HDX 9000 Series Executive Collection with one display (Requires all systems to be covered by AdvancedAccess)	\$15,285	\$14,979	\$15,129	4870-00544-533	DC4
AdvancedAccess Premier, One Year, HDX 9000 Series Executive Collection with two displays (Requires all systems to be covered by AdvancedAccess)	\$7,195	\$7,051	\$7,122	4870-00546-513	DC4
AdvancedAccess Premier, Three Year, HDX 9000 Series Executive Collection with two displays (Requires all systems to be covered by AdvancedAccess)	\$18,345	\$17,978	\$18,158	4870-00546-533	DC4
AdvancedAccess Premier, One Year, HDX8000 Series Executive Collection with two displays (Requires all systems to be covered by AdvancedAccess)	\$4,740	\$4,645	\$4,692	4870-00550-513	DC4
AdvancedAccess Premier, Three Year, HDX8000 Series Executive Collection with two displays (Requires all systems to be covered by AdvancedAccess)	\$12,085	\$11,843	\$11,962	4870-00550-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, HDX 9000 Series Executive Collection with one display (Requires all systems to be covered by AdvancedAccess)	\$8,615	\$8,443	\$8,527	4870-00544-514	DC4
AdvancedAccess Premier Onsite, Three Year, HDX 9000 Series Executive Collection with one display (Requires all systems to be covered by AdvancedAccess)	\$21,970	\$21,531	\$21,746	4870-00544-534	DC4
AdvancedAccess Premier Onsite, One Year, HDX 9000 Series Executive Collection with two displays (Requires all systems to be covered by AdvancedAccess)	\$10,340	\$10,133	\$10,235	4870-00546-514	DC4
AdvancedAccess Premier Onsite, Three Year, HDX 9000 Series Executive Collection with two displays (Requires all systems to be covered by AdvancedAccess)	\$26,365	\$25,838	\$26,096	4870-00546-534	DC4
AdvancedAccess Premier Onsite, One Year, HDX8000 Series Executive Collection with two displays (Requires all systems to be covered by AdvancedAccess)	\$6,815	\$6,679	\$6,745	4870-00550-514	DC4
AdvancedAccess Premier Onsite, Three Year, HDX8000 Series Executive Collection with two displays (Requires all systems to be covered by AdvancedAccess)	\$17,380	\$17,032	\$17,203	4870-00550-534	DC4

HDX 9000 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

HDX 9000 Integrator Codec Solutions

HDX 9000-720 HDX 9006 codec w/ mounting ears, 11*Phoenix connectors. Eng rmt. NA pwr. NTSC(Maintenance Contract Required)	\$22,999	\$19,549	\$19,745	2200-26500-001	DC12
HDX 9000-1080: HDX 9006 codec w/ mounting ears, 11*Phoenix connectors, 1080 license. Eng rmt. NA pwr. NTSC (Maintenance Contract Required)	\$24,999	\$21,249	\$21,462	2200-26740-001	DC12

HDX 9000 Series Cameras

Privacy cover for the EagleEye camera. Has the VC2 logo on the front when in the privacy position. Warranty not available for this item.	\$19	\$16	\$16	2215-28454-001	DC12
--	------	------	------	----------------	------

HDX 9000 Series Cables

Cable kit for HDX 9000 series: HDCl-f to 5xBNC-f+DB9-f, 1' ; DVI-A-m to 5xBNC-f, 1'; Walta to RJ45 socket 18"; S-Video to 2xBNC-m, 1'; Walta to Walta, 7.6m; HDCl-m to HDCl-m, 10m; RJ45 5E, 3.66m; Phoenix to 2xRCA-f, 1'; 2xRCA-m, 25'; RJ11, 12'	\$499	\$424	\$428	2215-24725-001	DC12
---	-------	-------	-------	----------------	------

HDX 9000 Series Accessories

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Polycom Touch Control for use with HDX 6000, 7000, 8000, and 9000 series codecs with software version 3.0 or later. Requires PoE network connection or optional external power supply (2200-42740-XXX).	\$1,749	\$1,627	\$1,643	2200-30070-001	DC6
Polycom Touch Control for use with Group 300, 500, or 700 models. Requires PoE network connection or optional external power supply (2200-42740-XXX).	\$1,749	\$1,627	\$1,643	2200-30070-002	DC6
HDX 9000 Bracket hardware. Includes bracket ears and screws to convert HDX 9000 series codec for rack mount	\$27	\$23	\$23	2215-23275-001	DC12
HDX 9000 hardware kit. Includes vinyl feet and 11 phoenix connectors	\$85	\$72	\$73	2215-23410-001	DC12
Cable, HDX 9000 adapter for 2 x Phoenix ports to 2 x RCA(F)	\$27	\$23	\$23	2457-23492-001	DC12
CLink 2 cable, HDX microphone array cable RJ45 to Walta(F) adapts HDX microphone cable to HDX 9000 series codecs	\$31	\$26	\$27	2457-23716-001	DC12
Extended length Black "drop cable" for connecting Spherical Ceiling Microphone Array element to electronics interface. 6ft (1.8m) long. Used with 2200-23809-001 & 2200-23810-001 only. Replaces 2457-24701-001	\$180	\$153	\$155	2457-26764-072	DC12
Extended length White "drop cable" for connecting Spherical Ceiling Microphone Array element to electronics interface. 6ft (1.8m) long. Used with 2200-23809-002 & 2200-23810-002 only. Replaces 2457-24701-003	\$180	\$153	\$155	2457-26765-072	DC12

HDX 9000 Series Software

HDX MPPlus Multipoint Software Option License. Allows for 4 site MP video calls. Available for HDX systems (4000, 4500, 7000, 8000 and 9000 Series).	\$3,099	\$2,634	\$2,660	5150-23912-001	DC12
Software option for "1080p Resolution", to enable 1080 encode/decode. Supported on HDX 7000 revC and revD; HDX 8000 revB; HDX 9000/9006 revB systems.	\$3,000	\$2,550	\$2,576	5150-26946-001	DC12
X RTV/CCCP license. Enables support for Microsoft RTV codec and direct calls to MS AV MCU. Available for HDX 9006, HDX 8000 rev B, HDX 7000 rev C or D, HDX 6000, HDX 4500, HDX 4000 rev C.	\$999	\$849	\$858	5150-63389-001	DC12
HDX TIP license. Enables support for Cisco TIP compatibility. Available for HDX 9000/9006 revB; HDX 8000 revB; HDX 7000 revC or revD; HDX 4500; HDX 4000 revC.	\$999	\$849	\$858	5150-63611-001	DC12
HDX Software upgrade version 3.1;for all Polycom HDX systems.	\$1,999	\$1,999.00	\$2,019.19	5150-65478-001	DC6

HDX 9000 Series Network Modules

Quad BRI Module for HDX 9000 Series. Includes four 20ft/6m ISDN cables (with green connectors).	\$1,549	\$1,317	\$1,330	2215-23365-001	DC12
Serial Network Module for HDX 9000 (V.35, RS449, RS350 with RS366 dialing) . Includes HD68-DB44 adapter. Serial interface cable ordered separately)	\$1,549	\$1,317	\$1,330	2215-23366-001	DC12
T1/PRI Module for HDX 9000 Series. Includes one 20ft/6m PRI cable (with clear connector)	\$3,099	\$2,634	\$2,660	2215-23367-001	DC12
E1/PRI Module for HDX 9000 Series. Includes one 20ft/6m PRI cable (with clear connector)	\$3,099	\$2,634	\$2,660	2215-23367-002	DC12
Cable, 1 V.35 and RS-366 5' Serial Cable, HD-44M to 'Y' Winchester 34M / RS-366 DB-25M,RoHS	\$195	\$181	\$183	2457-10609-200	DC6
Cable, 1 RS-449 and RS-366 5' Serial Cable, HD-44M to 'Y' RS-499 DB-37M / RS-366 DB-25M,RoHS	\$195	\$181	\$183	2457-10610-200	DC6
Cable, 1 RS-530 with RS-366, 5' Serial Cable, HD-68M to 'Y' RS-530 DB-25M / RS-366 DB-25M	\$195	\$181	\$183	2457-21263-200	DC6

Service - HDX 9000 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

HDX 9000 Service Reactivation Fee

Service re-activation fee, HDX 9000, for product less than one year out of support coverage	\$840	\$840	\$848	4870-00262-801	DC99
Service re-activation fee, HDX 9000, for product one year or more out of support coverage	\$1,675	\$1,675	\$1,692	4870-00262-802	DC99

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Installation Services

Onsite Installation service for HDX 9000 Series	\$1,545	\$1,514	\$1,529	4870-00262-002	DC4
---	---------	---------	---------	----------------	-----

Premier Services

Premier, One Year, HDX 9000 Series	\$2,095	\$2,053	\$2,074	4870-00262-106	DC4
Premier, Three Year, HDX 9000 Series	\$5,340	\$5,233	\$5,286	4870-00262-136	DC4

Premier Onsite Services

Premier Onsite, One Year, HDX 9000 Series	\$3,145	\$3,082	\$3,113	4870-00262-108	DC4
Premier Onsite, Three Year, HDX 9000 Series	\$8,020	\$7,860	\$7,938	4870-00262-138	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, HDX 9000 Series (Requires all systems to be covered by AdvancedAccess)	\$2,515	\$2,465	\$2,489	4870-00262-513	DC4
AdvancedAccess Premier, Three Year, HDX 9000 Series (Requires all systems to be covered by AdvancedAccess)	\$6,415	\$6,287	\$6,350	4870-00262-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, HDX 9000 Series (Requires all systems to be covered by AdvancedAccess)	\$3,615	\$3,543	\$3,578	4870-00262-514	DC4
AdvancedAccess Premier Onsite, Three Year, HDX 9000 Series (Requires all systems to be covered by AdvancedAccess)	\$9,220	\$9,036	\$9,126	4870-00262-534	DC4

HDX 8000 Series Media Center

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Tabletop Media Center conversion brackets for wall mounting dual tabletop displays. Includes additional codec mounting bracket, 4 mounting arms and 2 wall mounted stationary brackets. To be used only with dual tabletop configurations.	\$1,598	\$1,486	\$1,501	2200-66067-001	DC6
--	---------	---------	---------	----------------	-----

HDX 8000 Media Center

Caster kit for packaged solutions, Polycom HDX Media Centers only, single and dual displays. Set of 4, 2 locking for use in front, 4".	\$256	\$238	\$240	2675-52709-001	DC6
HDX Media Center 8000-720 2WC50 (see 7200-23150-001, less mic array), 2 HDX Media Center wall mounts, 2-50" 1080p plasma, 2 soundbars, White HDX ceiling mic array, EagleEye HD camera mount, cable bundle, (Maintenance Contract Required)	\$35,999	\$30,599	\$30,905	7200-26820-001	DC12
HDX Media Center 8000-720 1WC50. HDX 8000-720 (see 7200-23150-001, less mic), HDX MC wall mount with 1-50" 1080p plasma display, 1 soundbar, EagleEye HD camera mount, HDX Ceiling mic array wht, cable bundle, (Maintenance Contract Required)	\$25,299	\$21,504	\$21,719	7200-26850-001	DC12
HDX Media Center 8000-720 1PT50. HDX 8000-720 (see 7200-23150-001), HDX Media Center Pedestal with 1-50" 1080p plasma display, 1 soundbar, EagleEye HD camera mount, cable bundle, order casters separately, (Maintenance Contract Required)	\$28,599	\$24,309	\$24,552	7200-26900-001	DC12
HDX 8000 Tabletop Media Center 1TT. Includes:7200-23150-001 (HDX 8000 & EagleEye MPTZ camera), 1-42" 1080p tabletop display w/ integrated audio, cable bundle. Wall mount kit & 1080 option sold separately. (Maintenance Contract Required)	\$23,399	\$19,889	\$20,090	7200-61850-001	DC12
HDX 8000 Dual Tabletop Media Center 2TT. Includes:7200-23150-001 (HDX 8000 & EagleEye MPTZ camera), 2-42" 1080p tabletop displays w/ integrated audio, cable bundle. Wall mount kit & 1080 option sold separately. (Maintenance Contract Required)	\$27,399	\$23,289	\$23,524	7200-61860-001	DC12

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
HDX 8000 Media Center Pedestal. 1PT includes:7200-23150-001 (HDX8000, tabletop mic & MPTZ EE), HDX MC Pedestal w/cam mnt, 1-42" 1080p display w/ integrated audio, cable bundle. Order casters separately. (Maintenance Contract Required)	\$28,799	\$24,479	\$24,726	7200-61870-001	DC12
HDX 8000 Media Center Pedestal. 2PT includes:7200-23150-001 (HDX8000, tabletop mic & MPTZ EE), HDX MC Pedestal w/cam mnt, 2-42" 1080p displays w/ integrated audio, cable bundle. Order casters separately. (Maintenance Contract Required)	\$35,499	\$30,174	\$30,479	7200-61880-001	DC12

Service - HDX Media Center 8000 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Installation Services

On-site Installation service, HDX Media Center 8000 series with one 42" display (See Video Endpoint Installation Service Description for important wall mount information. Customer is responsible for securing any wall mount brackets to facility walls)	\$1,995	\$1,955	\$1,975	4870-00386-002	DC4
On-site Installation, HDX MC 8000 series w/one 50" display or two 42" or 50" displays (See Video Endpoint Install Service Description for important wall mount info. Customer is responsible for securing any wall mount brackets to facility walls)	\$2,495	\$2,445	\$2,470	4870-00388-002	DC4

Premier Services

Premier, One Year, HDX Media Center 8000 with one display for tabletop or pedestal	\$2,590	\$2,538	\$2,564	4870-00386-106	DC4
Premier, Three Year, HDX Media Center 8000 with one display for tabletop or pedestal	\$6,605	\$6,473	\$6,538	4870-00386-136	DC4
Premier, One Year, HDX Media Center 8000 with two displays for tabletop or pedestal	\$3,120	\$3,058	\$3,088	4870-00388-106	DC4
Premier, Three Year, HDX Media Center 8000 with two displays for tabletop or pedestal	\$7,955	\$7,796	\$7,874	4870-00388-136	DC4

Premier Onsite Services

Premier Onsite, One Year, HDX Media Center 8000 with one display for tabletop or pedestal	\$3,885	\$3,807	\$3,845	4870-00386-108	DC4
Premier Onsite, Three Year, HDX Media Center 8000 with one display for tabletop or pedestal	\$9,905	\$9,707	\$9,804	4870-00386-138	DC4
Premier Onsite, One Year, HDX Media Center 8000 with two displays for tabletop or pedestal	\$4,680	\$4,586	\$4,632	4870-00388-108	DC4
Premier Onsite, Three Year, HDX Media Center 8000 with two displays for tabletop or pedestal	\$11,935	\$11,696	\$11,813	4870-00388-138	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, HDX Media Center 8000 with one display for tabletop or pedestal (Requires all systems to be covered by AdvancedAccess)	\$3,110	\$3,048	\$3,078	4870-00386-513	DC4
AdvancedAccess Premier, Three Year, HDX Media Center 8000 with one display for tabletop or pedestal (Requires all systems to be covered by AdvancedAccess)	\$7,930	\$7,771	\$7,849	4870-00386-533	DC4
AdvancedAccess Premier, One Year, HDX Media Center 8000 with two displays for tabletop or pedestal (Requires all systems to be covered by AdvancedAccess)	\$3,745	\$3,670	\$3,707	4870-00388-513	DC4
AdvancedAccess Premier, Three Year, HDX Media Center 8000 with two displays for tabletop or pedestal (Requires all systems to be covered by AdvancedAccess)	\$9,550	\$9,359	\$9,453	4870-00388-533	DC4

AdvancedAccess Premier Onsite Services

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite, One Year, HDX Media Center 8000 with one display for tabletop or pedestal (Requires all systems to be covered by AdvancedAccess)	\$4,470	\$4,381	\$4,424	4870-00386-514	DC4
AdvancedAccess Premier Onsite, Three Year, HDX Media Center 8000 with one display for tabletop or pedestal (Requires all systems to be covered by AdvancedAccess)	\$11,400	\$11,172	\$11,284	4870-00386-534	DC4
AdvancedAccess Premier Onsite, One Year, HDX Media Center 8000 with two displays for tabletop or pedestal (Requires all systems to be covered by AdvancedAccess)	\$5,380	\$5,272	\$5,325	4870-00388-514	DC4
AdvancedAccess Premier Onsite, Three Year, HDX Media Center 8000 with two displays for tabletop or pedestal (Requires all systems to be covered by AdvancedAccess)	\$13,720	\$13,446	\$13,580	4870-00388-534	DC4

HDX 8000 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

HDX 8000 Series Systems

Power supply for EagleEye Director base, 115V/230Vin,12V/5A OUT--DOES NOT INCLUDE AC POWER CORD--	\$129	\$110	\$111	1465-09241-001	DC12
HDX 8000-720: HDX 8000 HD codec, EagleEye camera, HDX mic array, Eng rmt. Cables: 2 component video (DVI-RCA), audio (RCA-RCA), LAN, NA pwr. NTSC (Maintenance Contract Required)	\$15,999	\$13,599	\$13,735	7200-23150-001	DC12
HDX 8000-1080: HDX 8000 HD codec, EagleEye camera&license, HDX mic array, Eng rmt. Cables: 2 component video (DVI-RCA), audio (RCA-RCA), LAN, NA pwr. NTSC (Maintenance Contract Required)	\$18,999	\$16,149	\$16,311	7200-23160-001	DC12
HDX 8000-1080 and EagleEye Director Bundle - includes HDX 8000-1080 (7200-23160-001) RealPresence room system and EagleEye Director (7200-82631-001).Order camera mount solution separately (2215-24143-001) (Maint Contract Reqd)	\$26,349	\$22,397	\$22,623	7200-61930-001	DC12
HDX 8000-720 and EagleEye Director Bundle - includes HDX 8000-720 (7200-23150-001) RealPresence room system and EagleEye Director (7200-82631-001).Order camera mount solution separately (2215-24143-001) (Maint Contract Reqd)	\$23,799	\$20,229	\$20,433	7200-61940-001	DC12

HDX 8000 Accessories

Transport Case for HDX 6000/7000/8000. Hard case with casters, retractable handle and custom foam interior. Accommodates base unit, EagleEye, up to 50/15m camera cable, mic array, H.320 module, remote control and applicable cables.	\$1,029	\$957	\$967	1676-27233-001	DC6
Polycom Touch Control for use with HDX 6000, 7000, 8000, and 9000 series codecs with software version 3.0 or later. Requires PoE network connection or optional external power supply (2200-42740-XXX).	\$1,749	\$1,627	\$1,643	2200-30070-001	DC6
Polycom Touch Control for use with Group 300, 500, or 700 models. Requires PoE network connection or optional external power supply (2200-42740-XXX).	\$1,749	\$1,627	\$1,643	2200-30070-002	DC6
Shelf for mounting the HDX 8000, 7000 and 6000 series codecs. This is a black 2u shelf for 19" racks which will hold the codec in position with a secure mounting system. 2u (3.5 inches) x 17.5 (without ears, 19 with) x 14.5 deep. Shelf only.	\$205	\$191	\$193	2215-28283-001	DC6
Extended length Black "drop cable" for connecting Spherical Ceiling Microphone Array element to electronics interface. 6ft (1.8m) long. Used with 2200-23809-001 & 2200-23810-001 only. Replaces 2457-24701-001	\$180	\$153	\$155	2457-26764-072	DC12
Extended length White "drop cable" for connecting Spherical Ceiling Microphone Array element to electronics interface. 6ft (1.8m) long. Used with 2200-23809-002 & 2200-23810-002 only. Replaces 2457-24701-003	\$180	\$153	\$155	2457-26765-072	DC12

HDX 8000 Series Software

HDX MPPlus Multipoint Software Option License. Allows for 4 site MP video calls. Available for HDX systems (4000, 4500, 7000, 8000 and 9000 Series).	\$3,099	\$2,634	\$2,660	5150-23912-001	DC12
--	---------	---------	---------	----------------	------

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
HDX Expanded I/O software option. Enables the HD camera 2 video input and the HD monitor 2 video output ports. Available for the HDX 8002 only.	\$1,029	\$875	\$883	5150-26126-001	DC12
Software option for "1080p Resolution", to enable 1080 encode/decode. Supported on HDX 7000 revC and revD; HDX 8000 revB; HDX 9000/9006 revB systems.	\$3,000	\$2,550	\$2,576	5150-26946-001	DC12
X RTV/CCCP license. Enables support for Microsoft RTV codec and direct calls to MS AV MCU. Available for HDX 9006, HDX 8000 rev B, HDX 7000 rev C or D, HDX 6000, HDX 4500, HDX 4000 rev C.	\$999	\$849	\$858	5150-63389-001	DC12
HDX TIP license. Enables support for Cisco TIP compatibility. Available for HDX 9000/9006 revB; HDX 8000 revB; HDX 7000 revC or revD; HDX 4500; HDX 4000 revC.	\$999	\$849	\$858	5150-63611-001	DC12
HDX Software upgrade version 3.1;for all Polycom HDX systems.	\$1,999	\$1,999.00	\$2,019.19	5150-65478-001	DC6

HDX 8000 Series Network Modules

Quad BRI Module for HDX 7000 & 8000 Series. Includes four ISDN 20ft/6m cables (with clear connectors) and HDX external peripheral interface box.	\$1,549	\$1,317	\$1,330	2215-26690-001	DC12
PRI T1 Module for HDX 7000 & 8000 Series. Includes one 20ft/6m PRI cable (with clear connector) and HDX external peripheral interface box.	\$3,099	\$2,634	\$2,660	2215-26694-001	DC12
PRI E1 Module for HDX 7000 & 8000 Series. Includes one 20ft/6m PRI cable (with clear connector) and HDX external peripheral interface box.	\$3,099	\$2,634	\$2,660	2215-26695-001	DC12
V.35 Module for HDX 7000 & 8000 series (RS449, RS350 with RS366 dialing). Includes HD68-DB44 adapter and HDX external peripheral interface box. (Serial interface cable ordered separately)	\$1,549	\$1,317	\$1,330	2215-26696-001	DC12
Cable, 1 V.35 and RS-366 5' Serial Cable, HD-44M to 'Y' Winchester 34M / RS-366 DB-25M,RoHS	\$195	\$181	\$183	2457-10609-200	DC6
Cable, 1 RS-449 and RS-366 5' Serial Cable, HD-44M to 'Y' RS-499 DB-37M / RS-366 DB-25M,RoHS	\$195	\$181	\$183	2457-10610-200	DC6
Cable, 1 RS-530 with RS-366, 5' Serial Cable, HD-68M to 'Y' RS-530 DB-25M / RS-366 DB-25M	\$195	\$181	\$183	2457-21263-200	DC6

Service - HDX 8000 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Service Reactivation Fees

Service re-activation fee, HDX 8000 Series, for product less than one year out of support coverage	\$520	\$520	\$525	4870-00380-801	DC99
Service re-activation fee, HDX 8000 Series, for product one year or more out of support coverage	\$1,035	\$1,035	\$1,045	4870-00380-802	DC99

Polycom Branded Services

Installation Services

Remote installation service for HDX 8000 Series (conducted through scheduled telephone call)	\$820	\$804	\$812	4870-00380-001	DC4
Onsite installation service for HDX 8000 Series	\$1,195	\$1,171	\$1,183	4870-00380-002	DC4
Installation, Touch Control, if not installed with the installation of an HDX or Group Series system but installed after.	\$675	\$662	\$668	4870-00967-002	DC4
Installation for EagleEye Director when added to an existing HDX or Group Series system.	\$1,050	\$1,029	\$1,039	4870-00980-004	DC4
Onsite installation service for HDX 8000-1080 or HDX 8000-1080-720 and EagleEye Director Bundle.	\$1,195	\$1,171	\$1,183	4870-01038-002	DC4

Premier Services

Premier, One Year, HDX 8000 Series	\$1,295	\$1,269	\$1,282	4870-00380-106	DC4
Premier, Three Year, HDX 8000 Series	\$3,300	\$3,234	\$3,266	4870-00380-136	DC4
Premier One Year, Touch Control	\$199	\$195	\$197	4870-00967-112	DC4
Premier Three Year, Touch Control	\$508	\$498	\$503	4870-00967-312	DC4
Premier, One Year, EagleEye Director	\$606	\$594	\$600	4870-00980-112	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier, Three Year, EagleEye Director	\$1,545	\$1,514	\$1,529	4870-00980-312	DC4
Premier, One Year, HDX 8000-1080 or HDX 8000-1080-720 and EagleEye Director Bundle.	\$1,930	\$1,891	\$1,911	4870-01038-112	DC4
Premier, Three Year, HDX 8000-1080 or HDX 8000-1080-720 and EagleEye Director Bundle.	\$4,920	\$4,822	\$4,870	4870-01038-312	DC4

Premier Onsite Services

Premier Onsite, One Year, HDX 8000 Series	\$1,945	\$1,906	\$1,925	4870-00380-108	DC4
Premier Onsite, Three Year, HDX 8000 Series	\$4,960	\$4,861	\$4,909	4870-00380-138	DC4
Premier Onsite, One Year, Touch Control	\$300	\$294	\$297	4870-00967-114	DC4
Premier Onsite, Three Year, Touch Control	\$765	\$750	\$757	4870-00967-314	DC4
Premier Onsite, One Year, EagleEye Director	\$909	\$891	\$900	4870-00980-114	DC4
Premier Onsite, Three Year, EagleEye Director	\$2,318	\$2,272	\$2,294	4870-00980-314	DC4
Premier Onsite, One Year, HDX 8000-1080 or HDX 8000-1080-720 and EagleEye Director Bundle.	\$2,895	\$2,837	\$2,866	4870-01038-114	DC4
Premier Onsite, Three Year, HDX 8000-1080 or HDX 8000-1080-720 and EagleEye Director Bundle.	\$7,380	\$7,232	\$7,305	4870-01038-314	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, HDX 8000 Series (Requires all systems to be covered by AdvancedAccess)	\$1,555	\$1,524	\$1,539	4870-00380-513	DC4
AdvancedAccess Premier, Three Year, HDX 8000 Series (Requires all systems to be covered by AdvancedAccess)	\$3,965	\$3,886	\$3,925	4870-00380-533	DC4
AdvancedAccess Premier, One Year, Touch Control (Requires all systems to be covered by AdvancedAccess)	\$240	\$235	\$238	4870-00967-513	DC4
AdvancedAccess Premier, Three Year, Touch Control (Requires all systems to be covered by AdvancedAccess)	\$610	\$598	\$604	4870-00967-533	DC4
AdvancedAccess Premier, One Year, EagleEye Director (Requires all systems to be covered by AdvancedAccess)	\$725	\$711	\$718	4870-00980-513	DC4
AdvancedAccess Premier, Three Year, EagleEye Director (Requires all systems to be covered by AdvancedAccess)	\$1,850	\$1,813	\$1,831	4870-00980-533	DC4
AdvancedAccess Premier, One Year, HDX 8000-1080 or HDX 8000-1080-720 and EagleEye Director Bundle	\$2,315	\$2,269	\$2,292	4870-01038-513	DC4
AdvancedAccess Premier, Three Year, HDX 8000-1080 or HDX 8000-1080-720 and EagleEye Director Bundle	\$5,905	\$5,787	\$5,845	4870-01038-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, HDX 8000 Series (Requires all systems to be covered by AdvancedAccess)	\$2,235	\$2,190	\$2,212	4870-00380-514	DC4
AdvancedAccess Premier Onsite, Three Year, HDX 8000 Series (Requires all systems to be covered by AdvancedAccess)	\$5,700	\$5,586	\$5,642	4870-00380-534	DC4
AdvancedAccess Premier Onsite, One Year, Touch Control (Requires all systems to be covered by AdvancedAccess)	\$345	\$338	\$341	4870-00967-514	DC4
AdvancedAccess Premier Onsite, Three Year, Touch Control (Requires all systems to be covered by AdvancedAccess)	\$880	\$862	\$871	4870-00967-534	DC4
AdvancedAccess Premier Onsite, One Year, EagleEye Director (Requires all systems to be covered by AdvancedAccess)	\$1,045	\$1,024	\$1,034	4870-00980-514	DC4
AdvancedAccess Premier Onsite, Three Year, EagleEye Director (Requires all systems to be covered by AdvancedAccess)	\$2,665	\$2,612	\$2,638	4870-00980-534	DC4
AdvancedAccess Premier Onsite, One Year, HDX 8000-1080 or HDX 8000-1080-720 and EagleEye Director Bundle	\$3,330	\$3,263	\$3,296	4870-01038-514	DC4
AdvancedAccess Premier Onsite, Three Year, HDX 8000-1080 or HDX 8000-1080-720 and EagleEye Director Bundle	\$8,490	\$8,320	\$8,404	4870-01038-534	DC4

Elite Add-On Services

Elite Premier, One Year, HDX 8000-1080 or HDX 8000-1080-720 and EagleEye Director Bundle.	\$2,605	\$2,553	\$2,579	4872-01038-112	DC4
Elite Premier Onsite, One Year, HDX 8000-1080 or HDX 8000-1080-720 and EagleEye Director Bundle.	\$3,620	\$3,548	\$3,583	4872-01038-114	DC4

HDX 7000 Series Media Center

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Tabletop Media Center conversion brackets for wall mounting dual tabletop displays. Includes additional codec mounting bracket, 4 mounting arms and 2 wall mounted stationary brackets. To be used only with dual tabletop configurations.	\$1,598	\$1,486	\$1,501	2200-66067-001	DC6

HDX 7000 Media Center

Caster kit for packaged solutions, Polycom HDX Media Centers only, single and dual displays. Set of 4, 2 locking for use in front, 4".	\$256	\$238	\$240	2675-52709-001	DC6
HDX Media Center 7000-720 1PT50. HDX 7200-23130-001, HDX Media Center Pedestal with 1-50" 1080p plasma display, 1 soundbar, EagleEye HD camera mount, cable bundle, order casters separately, (Maintenance Contract Required)	\$26,999	\$22,949	\$23,179	7200-26790-001	DC12
HDX 7000 Tabletop Media Center 1TT. Includes:7200-23130-001 (HDX 7000 & EagleEye MPTZ camera), 1-42" 1080p tabletop display w/ integrated audio, cable bundle. Wall mount kit & 1080 option sold separately. (Maintenance Contract Required)	\$18,399	\$15,639	\$15,797	7200-63830-001	DC12
HDX 7000 Dual Tabletop Media Center 2TT. Includes:7200-23130-001 (HDX 7000 & EagleEye MPTZ camera), 2-42" 1080p tabletop display w/ integrated audio, cable bundle. Wall mount kit & 1080 option sold separately. (Maintenance Contract Required)	\$22,399	\$19,039	\$19,231	7200-63840-001	DC12
HDX 7000 Media Center Pedestal. 1PT includes:7200-23130-001 (HDX7000, tabletop mic & MPTZ EE), HDX MC Pedestal w/cam mnt, 1-42" 1080p display w/ integrated audio, cable bundle. Order casters separately. (Maintenance Contract Required)	\$23,799	\$20,229	\$20,433	7200-63850-001	DC12
HDX 7000 Media Center Pedestal. 2PT includes:7200-23130-001 (HDX7000, tabletop mic & MPTZ EE), HDX MC Pedestal w/cam mnt, 2-42" 1080p displays w/ integrated audio, cable bundle. Order casters separately. (Maintenance Contract Required)	\$30,499	\$25,924	\$26,186	7200-63860-001	DC12

Service - HDX Media Center 7000 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Installation Services

Onsite Installation service, HDX Media Center 7000 series with One 42" Display (See Video Endpoint Installation Service Description for important wall mount information. Customer is responsible for securing any wall mount brackets to facility walls)	\$1,495	\$1,465	\$1,480	4870-00422-002	DC4
Onsite Installation, HDX MC 7000 series w/one 50" Display or Two 42" or 50" Displays (See Video Endpoint Install Service Description for important wall mount information. Customer is responsible for securing any wall mount brackets to facility walls)	\$1,995	\$1,955	\$1,975	4870-00424-002	DC4

Premier Services

Premier, One Year, HDX Media Center 7000 with one display for tabletop or pedestal	\$2,070	\$2,029	\$2,049	4870-00422-106	DC4
Premier, Three Year, HDX Media Center 7000 with one display for tabletop or pedestal	\$5,280	\$5,174	\$5,226	4870-00422-136	DC4
Premier, One Year, HDX Media Center 7000 with two displays for tabletop or pedestal	\$2,640	\$2,587	\$2,613	4870-00424-106	DC4
Premier, Three Year, HDX Media Center 7000 with two displays for tabletop or pedestal	\$6,730	\$6,595	\$6,661	4870-00424-136	DC4

Premier Onsite Services

Premier Onsite, One Year, HDX Media Center 7000 with one display for tabletop or pedestal	\$3,105	\$3,043	\$3,073	4870-00422-108	DC4
---	---------	---------	---------	----------------	-----

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier Onsite, Three Year, HDX Media Center 7000 with one display for tabletop or pedestal	\$7,920	\$7,762	\$7,839	4870-00422-138	DC4
Premier Onsite, One Year, HDX Media Center 7000 with two displays for tabletop or pedestal	\$3,960	\$3,881	\$3,920	4870-00424-108	DC4
Premier Onsite, Three Year, HDX Media Center 7000 with two displays for tabletop or pedestal	\$10,100	\$9,898	\$9,997	4870-00424-138	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, HDX Media Center 7000 with one display for tabletop or pedestal (Requires all systems to be covered by AdvancedAccess)	\$2,485	\$2,435	\$2,460	4870-00422-513	DC4
AdvancedAccess Premier, Three Year, HDX Media Center 7000 with one display for tabletop or pedestal (Requires all systems to be covered by AdvancedAccess)	\$6,335	\$6,208	\$6,270	4870-00422-533	DC4
AdvancedAccess Premier, One Year, HDX Media Center 7000 with two displays for tabletop or pedestal (Requires all systems to be covered by AdvancedAccess)	\$3,170	\$3,107	\$3,138	4870-00424-513	DC4
AdvancedAccess Premier, Three Year, HDX Media Center 7000 with two displays for tabletop or pedestal (Requires all systems to be covered by AdvancedAccess)	\$8,085	\$7,923	\$8,003	4870-00424-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, HDX Media Center 7000 with one display for tabletop or pedestal (Requires all systems to be covered by AdvancedAccess)	\$3,570	\$3,499	\$3,534	4870-00422-514	DC4
AdvancedAccess Premier Onsite, Three Year, HDX Media Center 7000 with one display for tabletop or pedestal (Requires all systems to be covered by AdvancedAccess)	\$9,105	\$8,923	\$9,012	4870-00422-534	DC4
AdvancedAccess Premier Onsite, One Year, HDX Media Center 7000 with two displays for tabletop or pedestal (Requires all systems to be covered by AdvancedAccess)	\$4,555	\$4,464	\$4,509	4870-00424-514	DC4
AdvancedAccess Premier Onsite, Three Year, HDX Media Center 7000 with two displays for tabletop or pedestal (Requires all systems to be covered by AdvancedAccess)	\$11,615	\$11,383	\$11,497	4870-00424-534	DC4

HDX 7000 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

HDX 7000 Series Systems

HDX 7000-720: HDX 7000 HD codec, EagleEye camera, HDX mic array, Eng rmt. Cables: 2 component video (DVI-RCA), audio (RCA-RCA), LAN, NA pwr. NTSC (Maintenance Contract Required)	\$9,999	\$8,499	\$8,584	7200-23130-001	DC10
HDX 7000-1080: HDX 7000 HD codec, EagleEye camera&license, HDX mic array, Eng rmt. Cables: 2 component video (DVI-RCA), audio (RCA-RCA), LAN, NA pwr. NTSC (Maintenance Contract Required)	\$12,999	\$11,049	\$11,160	7200-23140-001	DC10

HDX 7000 Accessories

Polycom Touch Control for use with HDX 6000, 7000, 8000, and 9000 series codecs with software version 3.0 or later. Requires PoE network connection or optional external power supply (2200-42740-XXX).	\$1,749	\$1,627	\$1,643	2200-30070-001	DC6
Polycom Touch Control for use with Group 300, 500, or 700 models. Requires PoE network connection or optional external power supply (2200-42740-XXX).	\$1,749	\$1,627	\$1,643	2200-30070-002	DC6
Shelf for mounting the HDX 8000, 7000 and 6000 series codecs. This is a black 2u shelf for 19" racks which will hold the codec in position with a secure mounting system. 2u (3.5 inches) x 17.5 (without ears, 19 with) x 14.5 deep. Shelf only.	\$205	\$191	\$193	2215-28283-001	DC6
Extended length Black "drop cable" for connecting Spherical Ceiling Microphone Array element to electronics interface. 6ft (1.8m) long. Used with 2200-23809-001 & 2200-23810-001 only. Replaces 2457-24701-001	\$180	\$153	\$155	2457-26764-072	DC12

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Extended length White "drop cable" for connecting Spherical Ceiling Microphone Array element to electronics interface. 6ft (1.8m) long. Used with 2200-23809-002 & 2200-23810-002 only. Replaces 2457-24701-003	\$180	\$153	\$155	2457-26765-072	DC12

HDX 7000 Series Software

HDX 7000 2nd monitor kit for component displays, includes SW option and 12' DVI m to 3xRCA m cable. PAL countries requires 2.5 or later software. This software option is included with HDX 2.6 release and later.	\$729	\$620	\$626	2230-27885-001	DC10
HDX 7000 2nd monitor kit for VGA displays, includes SW option and 3m DVI m to VGA m cable. Required for PAL countries using software 2.0.x. This software option is included with HDX 2.6 release and later.	\$729	\$620	\$626	2230-27886-001	DC10
HDX MPPlus Multipoint Software Option License. Allows for 4 site MP video calls. Available for HDX systems (4000, 4500, 7000, 8000 and 9000 Series).	\$3,099	\$2,634	\$2,660	5150-23912-001	DC12
Software option for "1080p Resolution", to enable 1080 encode/decode. Supported on HDX 7000 revC and revD; HDX 8000 revB; HDX 9000/9006 revB systems.	\$3,000	\$2,550	\$2,576	5150-26946-001	DC12
X RTV/C CCP license. Enables support for Microsoft RTV codec and direct calls to MS AV MCU. Available for HDX 9006, HDX 8000 rev B, HDX 7000 rev C or D, HDX 6000, HDX 4500, HDX 4000 rev C.	\$999	\$849	\$858	5150-63389-001	DC12
HDX TIP license. Enables support for Cisco TIP compatibility. Available for HDX 9000/9006 revB; HDX 8000 revB; HDX 7000 revC or revD; HDX 4500; HDX 4000 revC.	\$999	\$849	\$858	5150-63611-001	DC12
HDX Software upgrade version 3.1; for all Polycom HDX systems.	\$1,999	\$1,999.00	\$2,019.19	5150-65478-001	DC6

HDX 7000 Series Network Modules

Quad BRI Module for HDX 7000 & 8000 Series. Includes four ISDN 20ft/6m cables (with clear connectors) and HDX external peripheral interface box.	\$1,549	\$1,317	\$1,330	2215-26690-001	DC12
PRI T1 Module for HDX 7000 & 8000 Series. Includes one 20ft/6m PRI cable (with clear connector) and HDX external peripheral interface box.	\$3,099	\$2,634	\$2,660	2215-26694-001	DC12
PRI E1 Module for HDX 7000 & 8000 Series. Includes one 20ft/6m PRI cable (with clear connector) and HDX external peripheral interface box.	\$3,099	\$2,634	\$2,660	2215-26695-001	DC12
V.35 Module for HDX 7000 & 8000 series (RS449, RS350 with RS366 dialing). Includes HD68-DB44 adapter and HDX external peripheral interface box. (Serial interface cable ordered separately)	\$1,549	\$1,317	\$1,330	2215-26696-001	DC12
Cable, 1 V.35 and RS-366 5' Serial Cable, HD-44M to 'Y' Winchester 34M / RS-366 DB-25M, RoHS	\$195	\$181	\$183	2457-10609-200	DC6
Cable, 1 RS-449 and RS-366 5' Serial Cable, HD-44M to 'Y' RS-499 DB-37M / RS-366 DB-25M, RoHS	\$195	\$181	\$183	2457-10610-200	DC6
Cable, 1 RS-530 with RS-366, 5' Serial Cable, HD-68M to 'Y' RS-530 DB-25M / RS-366 DB-25M	\$195	\$181	\$183	2457-21263-200	DC6

Service - HDX 7000 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Service Reactivation Fees

Service re-activation fee, HDX 7000 Series, for product less than one year out of support coverage	\$400	\$400	\$404	4870-00408-801	DC99
Service re-activation fee, HDX 7000 Series, for product one year or more out of support coverage	\$795	\$795	\$803	4870-00408-802	DC99

Polycom Branded Services

Installation Services

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Remote installation service for HDX 7000 Series (conducted through scheduled telephone call)	\$820	\$804	\$812	4870-00408-001	DC4
Onsite installation service for HDX 7000 Series	\$1,195	\$1,171	\$1,183	4870-00408-002	DC4
Installation, Touch Control, if not installed with the installation of an HDX or Group Series system but installed after.	\$675	\$662	\$668	4870-00967-002	DC4
Installation for EagleEye Director when added to an existing HDX or Group Series system.	\$1,050	\$1,029	\$1,039	4870-00980-004	DC4

Premier Services

Premier, One Year, HDX 7000 Series	\$995	\$975	\$985	4870-00408-106	DC4
Premier, Three Year, HDX 7000 Series	\$2,535	\$2,484	\$2,509	4870-00408-136	DC4
Premier One Year, Touch Control	\$199	\$195	\$197	4870-00967-112	DC4
Premier Three Year, Touch Control	\$508	\$498	\$503	4870-00967-312	DC4
Premier, One Year, EagleEye Director	\$606	\$594	\$600	4870-00980-112	DC4
Premier, Three Year, EagleEye Director	\$1,545	\$1,514	\$1,529	4870-00980-312	DC4

Premier Onsite Services

Premier Onsite, One Year, HDX 7000 Series	\$1,495	\$1,465	\$1,480	4870-00408-108	DC4
Premier Onsite, Three Year, HDX 7000 Series	\$3,810	\$3,734	\$3,771	4870-00408-138	DC4
Premier Onsite, One Year, Touch Control	\$300	\$294	\$297	4870-00967-114	DC4
Premier Onsite, Three Year, Touch Control	\$765	\$750	\$757	4870-00967-314	DC4
Premier Onsite, One Year, EagleEye Director	\$909	\$891	\$900	4870-00980-114	DC4
Premier Onsite, Three Year, EagleEye Director	\$2,318	\$2,272	\$2,294	4870-00980-314	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, HDX 7000 Series (Requires all systems to be covered by AdvancedAccess)	\$1,195	\$1,171	\$1,183	4870-00408-513	DC4
AdvancedAccess Premier, Three Year, HDX 7000 Series (Requires all systems to be covered by AdvancedAccess)	\$3,045	\$2,984	\$3,014	4870-00408-533	DC4
AdvancedAccess Premier, One Year, Touch Control (Requires all systems to be covered by AdvancedAccess)	\$240	\$235	\$238	4870-00967-513	DC4
AdvancedAccess Premier, Three Year, Touch Control (Requires all systems to be covered by AdvancedAccess)	\$610	\$598	\$604	4870-00967-533	DC4
AdvancedAccess Premier, One Year, EagleEye Director (Requires all systems to be covered by AdvancedAccess)	\$725	\$711	\$718	4870-00980-513	DC4
AdvancedAccess Premier, Three Year, EagleEye Director (Requires all systems to be covered by AdvancedAccess)	\$1,850	\$1,813	\$1,831	4870-00980-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, HDX 7000 Series (Requires all systems to be covered by AdvancedAccess)	\$1,715	\$1,681	\$1,698	4870-00408-514	DC4
AdvancedAccess Premier Onsite, Three Year, HDX 7000 Series (Requires all systems to be covered by AdvancedAccess)	\$4,375	\$4,288	\$4,330	4870-00408-534	DC4
AdvancedAccess Premier Onsite, One Year, Touch Control (Requires all systems to be covered by AdvancedAccess)	\$345	\$338	\$341	4870-00967-514	DC4
AdvancedAccess Premier Onsite, Three Year, Touch Control (Requires all systems to be covered by AdvancedAccess)	\$880	\$862	\$871	4870-00967-534	DC4
AdvancedAccess Premier Onsite, One Year, EagleEye Director (Requires all systems to be covered by AdvancedAccess)	\$1,045	\$1,024	\$1,034	4870-00980-514	DC4
AdvancedAccess Premier Onsite, Three Year, EagleEye Director (Requires all systems to be covered by AdvancedAccess)	\$2,665	\$2,612	\$2,638	4870-00980-534	DC4

HDX 6000 Series Media Center

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

HDX 6000 Media Center

Tabletop Media Center conversion bracket for wall mounting a single display (see 2200-66067-001 for wall mounting dual displays). Includes 2 mounting arms and the wall mounted stationary bracket.	\$799	\$679	\$686	1662-52742-001	DC12
Caster kit for packaged solutions, Polycom HDX Media Centers only, single and dual displays. Set of 4, 2 locking for use in front, 4".	\$256	\$238	\$240	2675-52709-001	DC6

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
HDX 6000 View Media Center. HDX 6000 View codec & EagleEye View camera with embedded microphones (7200-23170-001), 1-42" 1080p LCD display with 60w integrated audio, cable bundle (Maintenance Contract Required)	\$9,999	\$8,499	\$8,584	7200-26940-001	DC12
HDX 6000 Tabletop Media Center 1TT. Includes:7200-29025-001 (HDX 6000 & EagleEye MPTZ camera), 1-42" 1080p tabletop display w/ integrated audio, cable bundle. Wall mount kit sold separately. (Maintenance Contract Required)	\$13,999	\$11,899	\$12,019	7200-63810-001	DC12
HDX 6000 Media Center Pedestal. 1PT includes:7200-29025-001 (HDX6000, tabletop mic & MPTZ EE), HDX MC Pedestal w/cam mnt, 1-42" 1080p display w/ integrated audio, cable bundle. Order casters separately. (Maintenance Contract Required)	\$19,399	\$16,489	\$16,656	7200-63820-001	DC12

Service - HDX Media Center 6000 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Installation Services

Onsite installation service for HDX Media Center 6000 series with One 42" Display Series	\$1,495	\$1,465	\$1,480	4870-00634-002	DC4
Onsite installation service for HDX Media Center 6000 with View Camera	\$1,495	\$1,465	\$1,480	4870-00842-002	DC4
Onsite installation service for HDX Media Center 6000 series with One 50" Display	\$1,995	\$1,995.00	\$2,015.15	4870-29915-002	DC4

Premier Services

Premier, One Year, HDX Media Center 6000 series with one display for tabletop or pedestal	\$1,495	\$1,465	\$1,480	4870-00634-106	DC4
Premier, Three Year, HDX Media Center 6000 series with one display for tabletop or pedestal	\$3,810	\$3,734	\$3,771	4870-00634-136	DC4
Premier, One Year, HDX Media Center 6000 with View Camera	\$995	\$975	\$985	4870-00842-106	DC4
Premier, Three Year, HDX Media Center 6000 with View Camera	\$2,535	\$2,484	\$2,509	4870-00842-136	DC4

Premier Onsite Services

Premier Onsite, One Year, HDX Media Center 6000 series with one display for tabletop or pedestal	\$2,245	\$2,200	\$2,222	4870-00634-108	DC4
Premier Onsite, Three Year, HDX Media Center 6000 series with one display for tabletop or pedestal	\$5,725	\$5,611	\$5,667	4870-00634-138	DC4
Premier Onsite, One Year, HDX Media Center 6000 with View Camera	\$1,495	\$1,465	\$1,480	4870-00842-108	DC4
Premier Onsite, Three Year, HDX Media Center 6000 with View Camera	\$3,810	\$3,734	\$3,771	4870-00842-138	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, HDX Media Center 6000 with one display for tabletop or pedestal (Requires all systems to be covered by AdvancedAccess)	\$1,795	\$1,759	\$1,777	4870-00634-513	DC4
AdvancedAccess Premier, Three Year, HDX Media Center 6000 with one display for tabletop or pedestal (Requires all systems to be covered by AdvancedAccess)	\$4,575	\$4,484	\$4,528	4870-00634-533	DC4
AdvancedAccess Premier, One Year, HDX Media Center 6000 Series with View Camera (Requires all systems to be covered by AdvancedAccess)	\$1,195	\$1,171	\$1,183	4870-00842-513	DC4
AdvancedAccess Premier, Three Year, HDX Media Center 6000 Series with View Camera (Requires all systems to be covered by AdvancedAccess)	\$3,045	\$2,984	\$3,014	4870-00842-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, HDX Media Center 6000 with one display for tabletop or pedestal (Requires all systems to be covered by AdvancedAccess)	\$2,580	\$2,528	\$2,554	4870-00634-514	DC4
---	---------	---------	---------	----------------	-----

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite, Three Year, HDX Media Center 6000 with one display for tabletop or pedestal (Requires all systems to be covered by AdvancedAccess)	\$6,580	\$6,448	\$6,513	4870-00634-534	DC4
AdvancedAccess Premier Onsite, One Year, HDX Media Center 6000 Series with View Camera (Requires all systems to be covered by AdvancedAccess)	\$1,715	\$1,681	\$1,698	4870-00842-514	DC4
AdvancedAccess Premier Onsite, Three Year, HDX Media Center 6000 Series with View Camera (Requires all systems to be covered by AdvancedAccess)	\$4,375	\$4,288	\$4,330	4870-00842-534	DC4

HDX 6000 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

HDX 6000 Series Systems

HDX 6000 View codec, EagleEye View with internal microphones and 3m cable, English Remote, Cable bundle (6' HDMI, 12' LAN), 10' NA power cord, NTSC (Maintenance Contract Required)	\$4,999	\$4,249	\$4,292	7200-23170-001	DC10
HDX 6000 HD codec, EagleEye camera & 3m cable, HDX microphone with 25' cable, English Remote, Cable bundle (6' HDMI, 12' LAN), 10' NA power cord, P+C, PPCIP, (Maintenance Contract Required)	\$5,999	\$5,099	\$5,150	7200-29025-001	DC10

HDX 6000 Accessories

Transport Case for HDX 6000/7000/8000. Hard case with casters, retractable handle and custom foam interior. Accommodates base unit, EagleEye, up to 50/15m camera cable, mic array, H.320 module, remote control and applicable cables.	\$1,029	\$957	\$967	1676-27233-001	DC6
Polycom Touch Control for use with HDX 6000, 7000, 8000, and 9000 series codecs with software version 3.0 or later. Requires PoE network connection or optional external power supply (2200-42740-XXX).	\$1,749	\$1,627	\$1,643	2200-30070-001	DC6
Polycom Touch Control for use with Group 300, 500, or 700 models. Requires PoE network connection or optional external power supply (2200-42740-XXX).	\$1,749	\$1,627	\$1,643	2200-30070-002	DC6
Shelf for mounting the HDX 8000, 7000 and 6000 series codecs. This is a black 2u shelf for 19" racks which will hold the codec in position with a secure mounting system. 2u (3.5 inches) x 17.5 (without ears, 19 with) x 14.5 deep. Shelf only.	\$205	\$191	\$193	2215-28283-001	DC6
Extended length Black "drop cable" for connecting Spherical Ceiling Microphone Array element to electronics interface. 6ft (1.8m) long. Used with 2200-23809-001 & 2200-23810-001 only. Replaces 2457-24701-001	\$180	\$153	\$155	2457-26764-072	DC12
Extended length White "drop cable" for connecting Spherical Ceiling Microphone Array element to electronics interface. 6ft (1.8m) long. Used with 2200-23809-002 & 2200-23810-002 only. Replaces 2457-24701-003	\$180	\$153	\$155	2457-26765-072	DC12
Cable, HDMI(M) to HDMI(M), 0.914m/3ft.	\$45	\$38	\$39	2457-28808-001	DC10
Cable, HDMI(M) to HDMI(M), 1.829m/6ft.	\$60	\$51	\$52	2457-28808-002	DC10

HDX 6000 Series Software

SW option for HDX 6000, 1080p People Max resolution. Max fps: 30 RX and 15 TX	\$1,500	\$1,275	\$1,288	5150-26511-001	DC10
X RTV/CCCP license. Enables support for Microsoft RTV codec and direct calls to MS AV MCU. Available for HDX 9006, HDX 8000 rev B, HDX 7000 rev C or D, HDX 6000, HDX 4500, HDX 4000 rev C.	\$999	\$849	\$858	5150-63389-001	DC12
HDX Software upgrade version 3.1; for all Polycom HDX systems.	\$1,999	\$1,999.00	\$2,019.19	5150-65478-001	DC6

Service - HDX 6000 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Service Reactivation Fees

Service re-activation fee, HDX 6000 Series, for product less than one year out of support coverage	\$280	\$280	\$283	4870-00584-801	DC99
Service re-activation fee, HDX 6000 Series, for product one year or more out of support coverage	\$555	\$555	\$561	4870-00584-802	DC99

Polycom Branded Services

Installation Services

Remote installation service for HDX 6000 Series (conducted through scheduled telephone call)	\$820	\$804	\$812	4870-00584-001	DC4
Onsite installation service for HDX 6000 Series	\$1,195	\$1,171	\$1,183	4870-00584-002	DC4

Premier Services

Premier, One Year, HDX 6000 Series	\$695	\$681	\$688	4870-00584-106	DC4
Premier, Three Year, HDX 6000 Series	\$1,770	\$1,735	\$1,752	4870-00584-136	DC4

Premier Onsite Services

Premier Onsite, One Year, HDX 6000 Series	\$1,045	\$1,024	\$1,034	4870-00584-108	DC4
Premier Onsite, Three Year, HDX 6000 Series	\$2,665	\$2,612	\$2,638	4870-00584-138	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, HDX 6000 Series (Requires all systems to be covered by AdvancedAccess)	\$835	\$818	\$826	4870-00584-513	DC4
AdvancedAccess Premier, Three Year, HDX 6000 Series (Requires all systems to be covered by AdvancedAccess)	\$2,130	\$2,087	\$2,108	4870-00584-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, HDX 6000 Series (Requires all systems to be covered by AdvancedAccess)	\$1,200	\$1,176	\$1,188	4870-00584-514	DC4
AdvancedAccess Premier Onsite, Three Year, HDX 6000 Series (Requires all systems to be covered by AdvancedAccess)	\$3,060	\$2,999	\$3,029	4870-00584-534	DC4

HDX Series Accessories

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

HDX Series Accessories

Transport Case for HDX 6000/7000/8000. Hard case with casters, retractable handle and custom foam interior. Accommodates base unit, EagleEye, up to 50/15m camera cable, mic array, H.320 module, remote control and applicable cables.	\$1,029	\$957	\$967	1676-27233-001	DC6
Stereo Speaker Set, 120V. Includes two Satellite speakers, subwoofer, speaker stands, 3.5mm to 2xRCA and speaker wire.	\$929	\$790	\$798	2200-21969-120	DC12
Ceiling Microphone array-Black "Primary". Includes 2ft/60cm drop cable, electronics Interface, wall plate with 10ft/3m & 50ft/15m plenum cable, RJ45(F)/Walta(M). For RealPresence Group, HDX & SoundStructure. See Extension for additional arrays.	\$1,239	\$1,053	\$1,064	2200-23809-001	DC12
Ceiling Microphone array-White "Primary". Includes 2ft/60cm drop cable, electronics Interface, wall plate with 10ft/3m & 50ft/15m plenum cable, RJ45(F)/Walta(M). For RealPresence Group, HDX & SoundStructure. See Extension for additional arrays.	\$1,239	\$1,053	\$1,064	2200-23809-002	DC12
Ceiling Microphone Array - Black "Extension" Kit: Includes 2ft/60cm drop cable, electronics interface, 25ft/7.6m plenum cable. For use with Ceiling Microphone Array 2200-23809-001. Platform dictates maximum # supported.	\$1,239	\$1,053	\$1,064	2200-23810-001	DC12

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Ceiling Microphone Array - White "Extension" Kit: Includes 2ft/60cm drop cable, electronics interface, 25ft/7.6m plenum cable. For use with Ceiling Microphone Array 2200-23809-002. Platform dictates maximum # supported.	\$1,239	\$1,053	\$1,064	2200-23810-002	DC12
Polycom Touch Control for use with HDX 6000, 7000, 8000, and 9000 series codecs with software version 3.0 or later. Requires PoE network connection or optional external power supply (2200-42740-XXX).	\$1,749	\$1,627	\$1,643	2200-30070-001	DC6
Polycom Touch Control for use with Group 300, 500, or 700 models. Requires PoE network connection or optional external power supply (2200-42740-XXX).	\$1,749	\$1,627	\$1,643	2200-30070-002	DC6
Stereo Speaker kit, 110-220v. Includes two Satellite speakers, subwoofer fuses for both 120 or 240v power source, speaker stands, 3.5mm to 2xRCA, 3.5mm to 3.5mm and speaker wire. Replaces 2200-21969-120 and -240.	\$929	\$864	\$873	2200-65878-001	DC6
HDX remote control for use with HDX Series codecs, English version	\$212	\$180	\$182	2201-52556-001	DC12
HDX remote control for use with HDX Series codecs, French version	\$212	\$180	\$182	2201-52556-107	DC12
HDX remote control for use with HDX Series codecs, Spanish version	\$212	\$180	\$182	2201-52556-115	DC12
HDX 7001 upgrade kit. Hardware upgrade for HDX 7001 systems to convert to an HDX 7000 rev C codec. Requires installation by certified service partner. HDX must have software version 2.5.0.8 or later.	\$2,999	\$2,549	\$2,575	2215-12917-001	DC12
HDX 7000/8000 upgrade kit. Hardware upgrade for HDX 7000 (rev A or rev B) and the HDX 8000 (rev A). Requires installation by certified service partner. HDX must have software version 2.5.0.8 or later.	\$1,999	\$1,699	\$1,716	2215-12917-002	DC12
HDX Mica Microphone Array. Contains one Microphone Array. Compatible with HDX Series, CX7000 and SoundStructure. Includes CLink 2 cable: 25ft/7.6M Walta to Walta.	\$519	\$441	\$446	2215-23327-001	DC12
Mounting bracket/shelf solution for EagleEye Director, EagleEye HD, EagleEye III, EagleEye View and EagleEye QDX Cameras. Mounts on the wall, other flat surfaces over 8in deep or flat screen displays greater than 1.5in thick.	\$155	\$132	\$133	2215-24143-001	DC12
EagleEye HD/II/III mounting bracket tripod mount.	\$26	\$22	\$22	2215-24408-001	DC12
EagleEye 1080 Camera wall/panel/shelf mounting bracket	\$155	\$132	\$133	2215-28765-001	DC12
SoundStation IP 7000 conference phone compatible with RealPresence Group Series and HDX Series. Includes 7.6m/25ft shielded Ethernet cable and 3m/10ft CLink2 cable.	\$1,339	\$1,138	\$1,150	2230-40600-025	DC14
Extended length Black "drop cable" for connecting Spherical Ceiling Microphone Array element to electronics interface. 6ft (1.8m) long. Used with 2200-23809-001 & 2200-23810-001 only. Replaces 2457-24701-001	\$180	\$153	\$155	2457-26764-072	DC12
Extended length White "drop cable" for connecting Spherical Ceiling Microphone Array element to electronics interface. 6ft (1.8m) long. Used with 2200-23809-002 & 2200-23810-002 only. Replaces 2457-24701-003	\$180	\$153	\$155	2457-26765-072	DC12

HDX Series Cables

Cable adapter, DVI-I to VGA(female)	\$99	\$84	\$85	1517-52689-001	DC12
CLINK2 Crossover cable, 50-feet. Shielded, plenum rated. Links any two CLINK2 devices that use RJ-45 type sockets.	\$119	\$111	\$112	2200-24008-001	DC6
CLINK2 Crossover cable, 25-feet. Shielded, plenum rated. Links any two CLINK2 devices that use RJ-45 type sockets.	\$79	\$73	\$74	2200-24009-001	DC6
Cable, dual RCA male plug (red, white) on both ends, stereo, 25ft.	\$29	\$25	\$25	2457-09212-002	DC12
Camera Cable (457mm) for EagleEye HD/II/III/View cameras. HDCI(M) to HDCI(M). Connects camera to RealPresence Group and HDX group video systems as main or secondary camera, HDX secondary HDCI input requires camera to use external PS (1465-52748-040).	\$149	\$149.00	\$150.51	2457-09729-001	DC6
Cable, 1 V.35 and RS-366 5' Serial Cable, HD-44M to 'Y' Winchester 34M / RS-366 DB-25M, RoHS	\$195	\$181	\$183	2457-10609-200	DC6
Cable, 1 RS-449 and RS-366 5' Serial Cable, HD-44M to 'Y' RS-499 DB-37M / RS-366 DB-25M, RoHS	\$195	\$181	\$183	2457-10610-200	DC6
Cable, 1 RS-530 with RS-366, 5' Serial Cable, HD-68M to 'Y' RS-530 DB-25M / RS-366 DB-25M	\$195	\$181	\$183	2457-21263-200	DC6
Camera Cable for EagleEye HD/II/III cameras HDCI(M) to HDCI(M). 3M. Connects EagleEye cameras to HDX series codec as main or secondary camera, secondary HDCI input requires camera to use external PS (1465-52748-040).	\$149	\$127	\$128	2457-23180-003	DC12

Polycom, Inc.
State of Utah Contract Pricelist

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Camera Cable for EagleEye HD/II/III cameras HDCI(M) to HDCI(M). 10M. Connects EagleEye cameras to HDX series codec as main or secondary camera, secondary HDCI input requires camera to use external PS (1465-52748-040).	\$249	\$212	\$214	2457-23180-010	DC12
CLink 2 cable, Group Series & HDX microphone array cable. Walta to Walta, 15 ft. Supports connections between devices with CLink 2 ports. HDX 9000 CLink input requires Walta to RJ-45 adapter.	\$29	\$25	\$25	2457-23215-001	DC12
CLink 2 Cable, Group Series & HDX microphone array cable. Walta to Walta. 25 ft. Connects HDX microphone to HDX microphone or HDX microphone to HDX System.HDX 9000 C-Link input requires Walta to RJ-45 adapter.	\$49	\$42	\$42	2457-23216-001	DC12
Camera adapter. Converts HDCI(M) to Svideo(F) and DB15(F). Use to connect PowerCam Plus camera to HDX codec as primary or secondary camera	\$99	\$84	\$85	2457-23481-001	DC12
Camera cable. HDCI(M) to Svideo(M) and DB9(M). Connects Vaddio70/100 and Sony VC-C50i (with EZ camera VISCA cable shoe) to HDX series codec as main or secondary camera. 3m	\$39	\$33	\$33	2457-23486-001	DC12
Cable, HDX adapter for HDCI port breakout to 5-BNC(F) and DB9(F)	\$60	\$51	\$52	2457-23521-001	DC12
Monitor adapter cable - DVI-A(M) to 5-BNC(F), 1', 305mm. Use to break out DVI from codec (DVI-I connector) to YPbPr for component display device.	\$99	\$84	\$85	2457-23533-001	DC12
Camera cable. HDCI(M) to VGA(F) and Minidin(F). Connects Sony EVI-HD1 camera to HDX series codec as main or secondary camera.	\$67	\$57	\$58	2457-23548-001	DC12
Camera cable. HDCI(M) to Svideo(F) and Minidin(F). Connects Sony D30,D10,D70,D100,BRC300 and Elmo PTC100 cameras to HDX series codec as main or secondary camera. 3m	\$58	\$49	\$50	2457-23549-001	DC12
Monitor cable - DVI-A(M) at codec to VGA(M), 3m. Used to connect DVI from codec (DVI-I connector) to VGA display device input.	\$99	\$84	\$85	2457-23792-001	DC12
Monitor cable, DVI-D(M) to DVI-D(M), 3m. Used to connect codec (DVI-I connector) to DVI-D display device input.	\$99	\$84	\$85	2457-23793-001	DC12
Monitor cable - DVI-D(M) at codec to HDMI(M) monitor input, 3m. Used to connect DVI from codec (DVI-I connector) to HDMI display device input, digital audio not supported in this cable.	\$99	\$84	\$85	2457-23905-001	DC12
HDX main monitor cable. DVI video and dual RCA Audio to RCA component (blacks cables red, blue, green connectors) for component video and dual RCA Audio with white wires and red / white connectors. 3m	\$99	\$84	\$85	2457-24772-001	DC12
CLink 2 cable, Walta (codec side) to RJ-45F Adapter Cable. For connecting Ceiling Microphone Array or other RJ-45 CLink 2 cable to Group Series & HDX8000/7000/6000/4000 series codecs.	\$40	\$34	\$34	2457-25646-001	DC12
Camera Cable (300mm) for EagleEye HD/II/III cameras HDCI(M) to HDCI(M). Connects EagleEye cameras to RealPresence Group and HDX group video systems as main or secondary camera, HDX secondary HDCI input requires camera to use external PS (1465-52748-040).	\$149	\$149.00	\$150.51	2457-26122-001	DC6
Cable, EagleEye 1080 camera cable. HDCI(M) to VGA(M) and 8-pin mini-DIN plug(M). 10M. Connects EagleEye 1080 camera to HDX series codec as main or secondary camera.	\$249	\$212	\$214	2457-28154-001	DC12
People+Content Cable. DVI male to VGA male, with 3.5mm audio m-m, 7.62m (25')	\$295	\$251	\$253	2457-28665-001	DC12
CLink 2 cable, Group Series & HDX microphone array cable. Walta to Walta. 10 ft/3m. Connects HDX microphone to HDX microphone/Soundstation IP7000.	\$40	\$34	\$34	2457-28978-001	DC12
CLink 2 cable, Group Series & HDX microphone array cable. Walta to Walta. 50 ft. Connects microphone array/SoundStation IP7000 to codec. HDX 9000 CLink input requires Walta to RJ-45 adapter.	\$249	\$212	\$214	2457-29051-001	DC12
Cable, EagleEye View camera cable with audio. HDCI(M) to HDCI(M), 10m. Connects a Polycom EagleEye View camera with HDCI to Polycom codec. HDX secondary HDCI input requires camera to use external PS (1465-52748-040).	\$249	\$212	\$214	2457-29759-010	DC10
Breakout box adapter cable for PowerCam	\$29	\$25	\$25	2457-50526-200	DC12
Component video cable. 3 x BNC (M) to 3 x BNC (M), 25 ft.	\$99	\$84	\$85	2457-52688-025	DC12
Monitor cable, Male DVI to 3 male RCA connectors (red, blue, green both ends'), 12 feet long.	\$50	\$43	\$43	2457-52698-012	DC12
50ft/15m MAIN/AUX camera cable for EE HD 720, EE II & III 1080 cameras. Limited support for EagleEye View camera (video & control only, no voice). Includes power supply and replaceable North American power cord (customer supplied for add'l geo's)	\$459	\$427	\$431	7230-25659-015	DC6

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
100ft/30m MAIN/AUX camera cable for EE HD 720, EE II & III 1080 cameras. Limited support for EagleEye View camera (video & control only, no voice). Includes power supply and replaceable North American power cord (customer supplied for add'l geo's)	\$599	\$557	\$563	7230-25659-030	DC6

HDX Series Cameras

Auxiliary power supply for PowerCam (with 1457-50526-001 adapter), PowerCam Plus, EagleEye HD/III/View/QDX cameras 12Vdc/3.3A,90-264VAC,NEGATIVE CENTER PIN,2.5mm pin/5.5mm barrel. Replaces 1465-52621-036 --DOES NOT INCLUDE AC POWER CORD--	\$129	\$110	\$111	1465-52748-040	DC12
EagleEye Director, compatible with EE 2, EE 3, HDCI inputs and HDX software version 3.0.1 or later. Includes required power supply adaptor. NA power cord. (Maintenance Required)	\$8,499	\$110	\$111	2200-82559-001	DC12
EagleEye Director base with no camera, compatible with EagleEye II and EagleEye III cameras, for use with Group Series software version 4.0.0 or later. Includes required power supply adaptor.NA power cord. (Maintenance Required)	\$8,499	\$7,224	\$7,297	2200-69178-001	DC12
Privacy cover for the EagleEye camera. Has the VC2 logo on the front when in the privacy position. Warranty not available for this item.	\$19	\$16	\$16	2215-28454-001	DC12
EagleEye View Main Camera. Compatible with QDX, CX7000 or HDX Series HDCI inputs. Microphones active only on HDCI input 1 and without Clink2 connection. Includes 3m cable.	\$1,999	\$1,699	\$1,716	2215-30043-001	DC10
EagleEye Director and one EagleEye 3 Camera, for use with Group Series systems with software version 4.0.0 or later. Includes required power supply adaptor. NA power cord. (Maintenance Required)	\$11,999	\$10,199	\$10,302	7200-69180-001	DC12
EagleEye Director and two EagleEye 3 Cameras, for use with Group Series systems with software version 4.0.0 or later. Includes required power supply adaptor. NA power cord. (Maintenance Required)	\$14,999	\$12,749	\$12,878	7200-69181-001	DC12
EagleEye Director and one EagleEye 3 Camera, compatible with EE 2, EE 3, HDCI inputs and HDX software version 3.0.1 or later. Includes required power supply adaptor. NA power cord. (Maintenance Required)	\$11,999	\$10,199	\$10,301	7200-82631-001	DC12
EagleEye Director and two EagleEye 3 Camera, compatible with EE 2, EE 3, HDCI inputs and HDX software version 3.0.1 or later. Includes required power supply adaptor. NA power cord. (Maintenance Required)	\$14,999	\$12,749	\$12,877	7200-82632-001	DC12
EagleEye 3 Camera. Compatible with QDX, CX7000 or HDX 6000 & 7000 main HDCI input and 8000 and 9000 series main and auxiliary HDCI inputs with software version 3.0.1 or later. Includes 3m cable and required power supply adaptor. NA power cord.	\$4,299	\$3,654	\$3,691	8200-09800-001	DC12
EagleEye 3 Camera. Compatible with QDX, CX7000 or HDX 6000 & 7000 main HDCI input and 8000 and 9000 series main and auxiliary HDCI inputs with software version 3.0.1 or later. Includes 10m cable and required power supply adaptor. NA power cord.	\$4,299	\$3,654	\$3,691	8200-09810-001	DC12
EagleEye 3 Camera with 2012 Polycom logo. Compatible with RealPresence Group Series. Includes 3m HDCI cable.	\$4,299	\$3,654	\$3,691	8200-63730-001	DC12
EagleEye 3 Camera with 2012 Polycom logo. Compatible with RealPresence Group Series. Includes 10m HDCI cable.	\$4,299	\$3,654	\$3,691	8200-63740-001	DC12

HDX Series Software

Software option for "1080p Resolution", to enable 1080 encode/decode. Supported on HDX 7000 revC and revD; HDX 8000 revB; HDX 9000/9006 revB systems.	\$3,000	\$2,550	\$2,576	5150-26946-001	DC12
X RTV/CCCP license. Enables support for Microsoft RTV codec and direct calls to MS AV MCU. Available for HDX 9006, HDX 8000 rev B, HDX 7000 rev C or D, HDX 6000, HDX 4500, HDX 4000 rev C.	\$999	\$849	\$858	5150-63389-001	DC12
HDX TIP license. Enables support for Cisco TIP compatibility. Available for HDX 9000/9006 revB; HDX 8000 revB; HDX 7000 revC or revD; HDX 4500; HDX 4000 revC.	\$999	\$849	\$858	5150-63611-001	DC12

CX Room Systems For Microsoft LYNC

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

CX Room Systems

CX7000 HD System. Includes System Unit, EagleEye III Camera, HDX Mic Array (w/ Cable), US English Keyboard/Mouse, Cables (2xHDMI, DVI-D, DVI-A to VGA, DVI-I to HDMI Connector; HDCI, VGA Content, 3.5mm Audio, Ethernet), PSU with NA Plug.(Maint Req'd)	\$11,999	\$10,199	\$10,301	7200-82584-001	DC8
CX7000 View System. Includes System Unit, EagleEye View Camera (w/ Built-in Mics), US English Keyboard/Mouse, Cables (2xHDMI, DVI-D, DVI-A to VGA, DVI-I to HDMI Connector; HDCI, VGA Content, 3.5mm Audio, Ethernet), PSU with NA Plug. (Maint Req'd)	\$9,999	\$8,499	\$8,584	7200-82755-001	DC8

CX Room Accessories

Ground Loop Isolator for stereo audio line, 3.5mm input/output jacks. Includes audio patch cable with 3.5mm plugs, 2 ft.	\$269	\$229	\$231	2200-09297-001	DC8
Stereo Speaker kit, 110-220v. Includes two Satellite speakers, subwoofer fuses for both 120 or 240v power source, speaker stands, 3.5mm to 2xRCA, 3.5mm to 3.5mm and speaker wire. Replaces 2200-21969-120 and -240.	\$929	\$863.97	\$872.70	2200-65878-001	DC6
Camera Cable (457mm) for EagleEye HD/II/III/View cameras. HDCI(M) to HDCI(M). Connects camera to RealPresence Group and HDX group video systems as main or secondary camera, HDX secondary HDCI input requires camera to use external PS (1465-52748-040).	\$149	\$138.57	\$139.97	2457-09729-001	DC6

Service - CX Room Systems For Microsoft LYNC

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Installation Services

Remote installation service for CX7000 View System. Includes System Unit, EagleEye View Camera Series (conducted through scheduled telephone call)	\$820	\$804	\$812	4870-01025-001	DC4
Onsite installation service for CX7000 View System. Includes System Unit, EagleEye View Camera	\$1,195	\$1,171	\$1,183	4870-01025-002	DC4
Remote installation service for CX7000 HD System. Includes System Unit, EagleEye III Camera, HDX Mic Array Series (conducted through scheduled telephone call)	\$820	\$804	\$812	4870-01053-001	DC4
Onsite installation service for CX7000 HD System. Includes System Unit, EagleEye III Camera, HDX Mic Array	\$1,195	\$1,171	\$1,183	4870-01053-002	DC4

Premier Services

Premier, One Year, CX7000 View System. Includes System Unit, EagleEye View Camera	\$1,070	\$1,049	\$1,059	4870-01025-112	DC4
Premier, Three Year, CX7000 View System. Includes System Unit, EagleEye View Camera	\$2,730	\$2,675	\$2,702	4870-01025-312	DC4
Premier, One Year, CX7000 HD System. Includes System Unit, EagleEye III Camera, HDX Mic Array	\$1,285	\$1,259	\$1,272	4870-01053-112	DC4
Premier, Three Year, CX7000 HD System. Includes System Unit, EagleEye III Camera, HDX Mic Array	\$3,275	\$3,210	\$3,242	4870-01053-312	DC4

Premier Onsite Services

Premier Onsite, One Year, CX7000 View System. Includes System Unit, EagleEye View Camera	\$1,605	\$1,573	\$1,589	4870-01025-114	DC4
Premier Onsite, Three Year, CX7000 View System. Includes System Unit, EagleEye View Camera	\$4,095	\$4,013	\$4,053	4870-01025-314	DC4
Premier Onsite, One Year, CX7000 HD System. Includes System Unit, EagleEye III Camera, HDX Mic Array	\$1,930	\$1,891	\$1,910	4870-01053-114	DC4
Premier Onsite, Three Year, CX7000 HD System. Includes System Unit, EagleEye III Camera, HDX Mic Array	\$4,920	\$4,822	\$4,870	4870-01053-314	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, CX7000 View System. Includes System Unit, EagleEye View Camera	\$1,285	\$1,259	\$1,272	4870-01025-513	DC4
AdvancedAccess Premier, Three Year, CX7000 View System. Includes System Unit, EagleEye View Camera	\$3,275	\$3,210	\$3,242	4870-01025-533	DC4
AdvancedAccess Premier, One Year, CX7000 HD System. Includes System Unit, EagleEye III Camera, HDX Mic Array	\$1,540	\$1,509	\$1,524	4870-01053-513	DC4
AdvancedAccess Premier, Three Year, CX7000 HD System. Includes System Unit, EagleEye III Camera, HDX Mic Array	\$3,925	\$3,847	\$3,885	4870-01053-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, CX7000 View System. Includes System Unit, EagleEye View Camera	\$1,845	\$1,808	\$1,826	4870-01025-514	DC4
AdvancedAccess Premier Onsite, Three Year, CX7000 View System. Includes System Unit, EagleEye View Camera	\$4,705	\$4,611	\$4,657	4870-01025-534	DC4
AdvancedAccess Premier Onsite, One Year, CX7000 HD System. Includes System Unit, EagleEye III Camera, HDX Mic Array	\$2,215	\$2,171	\$2,192	4870-01053-514	DC4
AdvancedAccess Premier Onsite, Three Year, CX7000 HD System. Includes System Unit, EagleEye III Camera, HDX Mic Array	\$5,650	\$5,537	\$5,592	4870-01053-534	DC4

Elite Add-On Services

Elite Premier, One Year, CX7000 View System. Includes System Unit, EagleEye View Camera	\$1,445	\$1,416	\$1,430	4872-01025-112	DC4
Elite Premier Onsite, One Year, CX7000 View System. Includes System Unit, EagleEye View Camera	\$2,005	\$1,965	\$1,985	4872-01025-114	DC4
Elite Premier, One Year, CX7000 HD System. Includes System Unit, EagleEye III Camera, HDX Mic Array	\$1,735	\$1,700	\$1,717	4872-01053-112	DC4
Elite Premier Onsite, One Year, CX7000 HD System. Includes System Unit, EagleEye III Camera, HDX Mic Array	\$2,415	\$2,367	\$2,391	4872-01053-114	DC4

Polycom UC Board

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

UC Board

UC Board. Sensor+stylus bundle. Compatible with HDX 7000 Rev C and D, 8000 Rev B, 9000-720 and 9000-1080 running HDX software revision 3.0.3 or later. Requires dual monitors uses 2nd	\$1,999	\$1,859	\$1,878	2200-61730-001	DC6
--	---------	---------	---------	----------------	-----

Accessories

USB Hub, 4-port. Unpowered.	\$35	\$33	\$33	1583-61730-001	DC6
UC Board, Spare Receiver Bracket with Adhesive. 4-pack.	\$67	\$57	\$58	2583-63874-002	DC12
UC Board, Replacement Stylus Nibs, 4-pack.	\$12	\$10	\$10	2583-63874-003	DC12
UC Board, Spare Stylus Wrist Strap.	\$67	\$57	\$58	2583-63874-005	DC12
UC Board, USB Cable for Receiver, 15 ft (4.57m).	\$69	\$64	\$65	2583-63874-004	DC6
UC Board, Spare Stylus. Includes 4 replacement nibs.	\$67	\$57	\$58	2583-63874-001	DC12

Conf Room Solutions - Carts and Displays

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Tabletop Media Center conversion brackets for wall mounting dual tabletop displays. Includes additional codec mounting bracket, 4 mounting arms and 2 wall mounted stationary brackets. To be used only with dual tabletop configurations.	\$1,598	\$1,486	\$1,501	2200-66067-001	DC6

Media Cart and Media Cart and Display Solutions

Media Carts

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Mounting bracket/shelf solution for EagleEye Director, EagleEye HD, EagleEye III, EagleEye View and EagleEye QDX Cameras.Mounts on the wall, other flat surfaces over 8in deep or flat screen displays greater than 1.5in thick.	\$155	\$132	\$133	2215-24143-001	DC12
Polycom Media Cart dual display adapter kit. For use on 2583-26914-001 only. Support 2 37"-42" flat panel displays of at least 80" combined width and a max of std VESA 600 mnt config. Kit contains 2 extensions and hardware	\$599	\$509	\$514	2215-26941-001	DC12
Polycom Media Cart rack mounting kit. Used with 2583-26914-001 to add rack mount capabilities to the inside shelves. Kit contains 6 3u rack adapters.	\$99	\$84	\$85	2215-26942-001	DC12
Shelf for mounting the HDX 8000, 7000 and 6000 series codecs. This is a black 2u shelf for 19" racks which will hold the codec in position with a secure mounting system. 2u (3.5 inches) x 17.5 (without ears, 19 with) x 14.5 deep. Shelf only.	\$205	\$191	\$193	2215-28283-001	DC6
EagleEye 1080 Camera wall/panel/shelf mounting bracket	\$155	\$132	\$133	2215-28765-001	DC12
Polycom Media Cart for 1 x 37"-60" flat panel w/max std VESA 600 mnt,3-shelves,5" casters,adjustable monitor height, locking translucent front door, secure back panel, integrated cable mgnt. Order camera mnt, dual display mounts, rack mount separately.	\$1,899	\$1,614	\$1,630	2583-26914-001	DC12

Service - Carts and Displays

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Polycom Branded Services

Installation Services

On-site Installation service for wall mounted 1 X 32" LCD display. (See Video Endpoint Installation Service Description for important wall mount information)	\$595	\$583	\$589	4870-00157-002	DC4
---	-------	-------	-------	----------------	-----

Premier Services

Premier, One Year, Media Cart and 1 X 32" LCD display product bundle	\$405	\$397	\$401	4870-00155-106	DC4
Premier, Three Year, Media Cart and 1 X 32" LCD display product bundle	\$1,035	\$1,014	\$1,025	4870-00155-136	DC4
Premier, One Year, Media Cart and 2 X 32" LCD display product bundle	\$710	\$696	\$703	4870-00156-106	DC4
Premier, One Year, wall mounted 1 X 32" LCD display. (See Video Endpoint Installation Service Description for important wall mount information)	\$320	\$314	\$317	4870-00157-106	DC4
Premier, One Year, wall mounted 2 X 32" LCD display. (See Video Endpoint Installation Service Description for important wall mount information)	\$625	\$613	\$619	4870-00158-106	DC4
Premier, One Year, Media Center and 1 X 32" LCD display product bundle	\$520	\$510	\$515	4870-00159-106	DC4
Premier, One Year, Media Center and 2 X 32" LCD display product bundle	\$810	\$794	\$802	4870-00160-106	DC4
Premier, One Year, Media Center and 1 X 42" LCD or plasma display product bundle	\$865	\$848	\$856	4870-00163-106	DC4
Premier, Three Year, Media Center and 1 X 42" LCD or plasma display product bundle	\$2,205	\$2,161	\$2,183	4870-00163-136	DC4

Premier Onsite Services

Premier Onsite, One Year, Media Cart and 1 X 32" LCD display product bundle	\$615	\$603	\$609	4870-00155-108	DC4
Premier Onsite, One Year, Media Cart and 2 X 32" LCD display product bundle	\$1,060	\$1,039	\$1,049	4870-00156-108	DC4
Premier Onsite, One Year, wall mounted 1 X 32" LCD display. (See Video Endpoint Installation Service Description for important wall mount information)	\$475	\$466	\$470	4870-00157-108	DC4
Premier Onsite, One Year, wall mounted 2 X 32" LCD display. (See Video Endpoint Installation Service Description for important wall mount information)	\$930	\$911	\$921	4870-00158-108	DC4
Premier Onsite, One Year, Media Center and 1 X 32" LCD display product bundle	\$780	\$764	\$772	4870-00159-108	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier Onsite, One Year, Media Center and 2 X 32" LCD display product bundle	\$1,210	\$1,186	\$1,198	4870-00160-108	DC4
Premier Onsite, One Year, Media Center and 2 X 42" LCD or plasma display product bundle	\$2,705	\$2,651	\$2,678	4870-00164-108	DC4
Premier Onsite, Three Year, Media Center and 2 X 42" LCD or plasma display product bundle	\$6,900	\$6,762	\$6,830	4870-00164-138	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, Media Cart and 1 X 32" LCD display product bundle (Requires all systems to be covered by AdvancedAccess)	\$485	\$475	\$480	4870-00155-513	DC4
AdvancedAccess Premier, Three Year, Media Cart and 1 X 32" LCD display product bundle (Requires all systems to be covered by AdvancedAccess)	\$1,235	\$1,210	\$1,222	4870-00155-533	DC4
AdvancedAccess Premier, One Year, Media Cart and 2X 32" LCD display product bundle (Requires all systems to be covered by AdvancedAccess)	\$850	\$833	\$841	4870-00156-513	DC4
AdvancedAccess Premier, Three Year, Media Cart and 2X 32" LCD display product bundle (Requires all systems to be covered by AdvancedAccess)	\$2,170	\$2,127	\$2,148	4870-00156-533	DC4
AdvancedAccess Premier, One Year, Wall mounted 1 X 32" LCD display. (See Video Endpoint Installation Service Description for important wall mount information) (Requires all systems to be covered by AdvancedAccess)	\$385	\$377	\$381	4870-00157-513	DC4
AdvancedAccess Premier, Three Year, Wall mounted 1 X 32" LCD display. (See Video Endpoint Installation Service Description for important wall mount information) (Requires all systems to be covered by AdvancedAccess)	\$980	\$960	\$970	4870-00157-533	DC4
AdvancedAccess Premier, One Year, Wall mounted 2 X 32" LCD display. (See Video Endpoint Installation Service Description for important wall mount information) (Requires all systems to be covered by AdvancedAccess)	\$750	\$735	\$742	4870-00158-513	DC4
AdvancedAccess Premier, Three Year, Wall mounted 2 X 32" LCD display. (See Video Endpoint Installation Service Description for important wall mount information) (Requires all systems to be covered by AdvancedAccess)	\$1,915	\$1,877	\$1,895	4870-00158-533	DC4
AdvancedAccess Premier, One Year, Media Center and 1 X 32" LCD display product bundle (Requires all systems to be covered by AdvancedAccess)	\$625	\$613	\$619	4870-00159-513	DC4
AdvancedAccess Premier, Three Year, Media Center and 1 X 32" LCD display product bundle (Requires all systems to be covered by AdvancedAccess)	\$1,595	\$1,563	\$1,579	4870-00159-533	DC4
AdvancedAccess Premier, One Year, Media Center and 2 X 32" LCD display product bundle (Requires all systems to be covered by AdvancedAccess)	\$970	\$951	\$960	4870-00160-513	DC4
AdvancedAccess Premier, Three Year, Media Center and 2 X 32" LCD display product bundle (Requires all systems to be covered by AdvancedAccess)	\$2,475	\$2,426	\$2,450	4870-00160-533	DC4
AdvancedAccess Premier, One Year, Media Center and 1 X 42" LCD or plasma display product bundle (Requires all systems to be covered by AdvancedAccess)	\$1,040	\$1,019	\$1,029	4870-00163-513	DC4
AdvancedAccess Premier, Three Year, Media Center and 1 X 42" LCD or plasma display product bundle (Requires all systems to be covered by AdvancedAccess)	\$2,650	\$2,597	\$2,623	4870-00163-533	DC4
AdvancedAccess Premier, One Year, Media Center and 2 X 42" LCD or plasma display product bundle (Requires all systems to be covered by AdvancedAccess)	\$2,165	\$2,122	\$2,143	4870-00164-513	DC4
AdvancedAccess Premier, Three Year, Media Center and 2 X 42" LCD or plasma display product bundle (Requires all systems to be covered by AdvancedAccess)	\$5,520	\$5,410	\$5,464	4870-00164-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, Media Cart and 1 X 32" LCD display product bundle (Requires all systems to be covered by AdvancedAccess)	\$705	\$691	\$698	4870-00155-514	DC4
AdvancedAccess Premier Onsite, Three Year, Media Cart and 1 X 32" LCD display product bundle (Requires all systems to be covered by AdvancedAccess)	\$1,800	\$1,764	\$1,782	4870-00155-534	DC4
AdvancedAccess Premier Onsite, One Year, Media Cart and 2X 32" LCD display product bundle (Requires all systems to be covered by AdvancedAccess)	\$1,220	\$1,196	\$1,208	4870-00156-514	DC4
AdvancedAccess Premier Onsite, Three Year, Media Cart and 2X 32" LCD display product bundle (Requires all systems to be covered by AdvancedAccess)	\$3,110	\$3,048	\$3,078	4870-00156-534	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite, One Year, Wall mounted 1 X 32" LCD display. (See Video Endpoint Installation Service Description for important wall mount information) (Requires all systems to be covered by AdvancedAccess)	\$545	\$534	\$539	4870-00157-514	DC4
AdvancedAccess Premier Onsite,Three Year, Wall mounted 1 X 32" LCD display. (See Video Endpoint Installation Service Description for important wall mount information) (Requires all systems to be covered by AdvancedAccess)	\$1,390	\$1,362	\$1,376	4870-00157-534	DC4
AdvancedAccess Premier Onsite, One Year, Wall mounted 2 X 32" LCD display. (See Video Endpoint Installation Service Description for important wall mount information) (Requires all systems to be covered by AdvancedAccess)	\$1,070	\$1,049	\$1,059	4870-00158-514	DC4
AdvancedAccess Premier Onsite,Three Year, Wall mounted 2 X 32" LCD display. (See Video Endpoint Installation Service Description for important wall mount information) (Requires all systems to be covered by AdvancedAccess)	\$2,730	\$2,675	\$2,702	4870-00158-534	DC4
AdvancedAccess Premier Onsite, One Year, Media Center and 1 X 32" LCD display product bundle (Requires all systems to be covered by AdvancedAccess)	\$895	\$877	\$886	4870-00159-514	DC4
AdvancedAccess Premier Onsite,Three Year, Media Center and 1 X 32" LCD display product bundle (Requires all systems to be covered by AdvancedAccess)	\$2,280	\$2,234	\$2,257	4870-00159-534	DC4
AdvancedAccess Premier Onsite, One Year, Media Center and 2 X 32" LCD display product bundle (Requires all systems to be covered by AdvancedAccess)	\$1,390	\$1,362	\$1,376	4870-00160-514	DC4
AdvancedAccess Premier Onsite,Three Year, Media Center and 2 X 32" LCD display product bundle (Requires all systems to be covered by AdvancedAccess)	\$3,545	\$3,474	\$3,509	4870-00160-534	DC4
AdvancedAccess Premier Onsite, One Year, Media Center and 1 X 42" LCD or plasma display product bundle (Requires all systems to be covered by AdvancedAccess)	\$1,495	\$1,465	\$1,480	4870-00163-514	DC4
AdvancedAccess Premier Onsite,Three Year, Media Center and 1 X 42" LCD or plasma display product bundle (Requires all systems to be covered by AdvancedAccess)	\$3,810	\$3,734	\$3,771	4870-00163-534	DC4
AdvancedAccess Premier Onsite, One Year, Media Center and 2 X 42" LCD or plasma display product bundle (Requires all systems to be covered by AdvancedAccess)	\$3,110	\$3,048	\$3,078	4870-00164-514	DC4
AdvancedAccess Premier Onsite,Three Year, Media Center and 2 X 42" LCD or plasma display product bundle (Requires all systems to be covered by AdvancedAccess)	\$7,930	\$7,771	\$7,849	4870-00164-534	DC4

Peripherals and Accessories

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Network Products - Terminal Adapters

Triple BRI NT1 network termination. For U-interface ISDN BRI. One required per three BRI. Includes Power Supply. Available in U.S. and Canada only.	\$499	\$464	\$469	2200-08406-003	DC6
Network termination (NT1). For U-interface ISDN BRI. One required per four BRI. Includes Power Supply. Available in U.S. and Canada only.	\$569	\$529	\$534	NT1-QUAD	DC6

RealPresence Group 300

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

RealPresence Group 300 Systems

RealPresence Group 300 -720p:Group 300 HD codec, EagleEye III camera, mic array, univ. remote, NTSC/PAL. Cables: 1 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI analog 3m, Power: AMER-Type B, NEMA 5-15. Maintenance Contract Required.	\$6,999	\$5,949	\$6,009	7200-63420-001	DC10
RealPresence Group 300 - 720p: Group 300 HD codec, EagleEye Acoustic cam., univ. remote, NTSC/PAL. Cables: 1 HDMI 1.8m, 1 CAT 5E LAN 3.6m, Power: AMER - Type B, NEMA 5-15. Maintenance Contract Required	\$2,999	\$2,549	\$2,575	7200-63530-001	DC10

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Service-RealPresence Group 300

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Installation Services

Installation, Touch Control, if not installed with the installation of an HDX or Group Series system but installed after.	\$675	\$662	\$668	4870-00967-002	DC4
Installation for EagleEye Director when added to an existing HDX or Group Series system.	\$1,050	\$1,029	\$1,039	4870-00980-004	DC4
Remote Implementation for Real Presence Group 300 - 720p: Group 300 HD codec, EagleEye III cam., univ. remote	\$820	\$804	\$812	4870-63420-001	DC4
Onsite installation service for Real Presence Group 300 - 720p: Group 300 HD codec, EagleEye III cam., univ. remote	\$1,300	\$1,274	\$1,287	4870-63420-002	DC4
Remote Implementation for Real Presence Group 300-720p: Group 300 HD codec, EagleEye Acoustic camera	\$820	\$804	\$812	4870-63530-001	DC4
Onsite installation service for Real Presence Group 300-720p: Group 300 HD codec, EagleEye Acoustic camera	\$1,300	\$1,274	\$1,287	4870-63530-002	DC4

Premier Services

Premier, One Year, Real Presence Group 300 - 720p: Group 300 HD codec, EagleEye III cam., univ. remote	\$840	\$823	\$832	4870-63420-112	DC4
Premier, Three Year, Real Presence Group 300 - 720p: Group 300 HD codec, EagleEye III cam., univ. remote	\$2,270	\$2,225	\$2,247	4870-63420-312	DC4
Premier, One Year, Real Presence Group 300-720p: Group 300 HD codec, EagleEye Acoustic camera	\$360	\$353	\$356	4870-63530-112	DC4
Premier, Three Year, Real Presence Group 300-720p: Group 300 HD codec, EagleEye Acoustic camera	\$970	\$951	\$960	4870-63530-312	DC4

Premier Onsite Services

Premier Onsite, One Year, Real Presence Group 300 - 720p: Group 300 HD codec, EagleEye III cam., univ. remote	\$1,260	\$1,235	\$1,247	4870-63420-114	DC4
Premier Onsite, Three Year, Real Presence Group 300 - 720p: Group 300 HD codec, EagleEye III cam., univ. remote	\$3,400	\$3,332	\$3,366	4870-63420-314	DC4
Premier Onsite, One Year, Real Presence Group 300-720p: Group 300 HD codec, EagleEye Acoustic camera	\$540	\$529	\$535	4870-63530-114	DC4
Premier Onsite, Three Year, Real Presence Group 300-720p: Group 300 HD codec, EagleEye Acoustic camera	\$1,460	\$1,431	\$1,445	4870-63530-314	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, Real Presence Group 300 - 720p: Group 300 HD codec, EagleEye III cam., univ. remote	\$1,010	\$990	\$1,000	4870-63420-513	DC4
AdvancedAccess Premier, Three Year, Real Presence Group 300 - 720p: Group 300 HD codec, EagleEye III cam., univ. remote	\$2,725	\$2,671	\$2,697	4870-63420-533	DC4
AdvancedAccess Premier, One Year, Real Presence Group 300-720p: Group 300 HD codec, EagleEye Acoustic camera	\$430	\$421	\$426	4870-63530-513	DC4
AdvancedAccess Premier, Three Year, Real Presence Group 300-720p: Group 300 HD codec, EagleEye Acoustic camera	\$1,160	\$1,137	\$1,148	4870-63530-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, Real Presence Group 300 - 720p: Group 300 HD codec, EagleEye III cam., univ. remote	\$1,450	\$1,421	\$1,435	4870-63420-514	DC4
AdvancedAccess Premier Onsite, Three Year, Real Presence Group 300 - 720p: Group 300 HD codec, EagleEye III cam., univ. remote	\$3,915	\$3,837	\$3,875	4870-63420-534	DC4
AdvancedAccess Premier Onsite, One Year, Real Presence Group 300-720p: Group 300 HD codec, EagleEye Acoustic camera	\$620	\$608	\$614	4870-63530-514	DC4
AdvancedAccess Premier Onsite, Three Year, Real Presence Group 300-720p: Group 300 HD codec, EagleEye Acoustic camera	\$1,675	\$1,642	\$1,658	4870-63530-534	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite 4 hour Services					
AdvancedAccess Premier Onsite 4 hour, One Year, Real Presence Group 300 - 720p: Group 300 HD codec, EagleEye III cam., univ. remote	\$2,450	\$2,401	\$2,425	4870-63420-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, Real Presence Group 300 - 720p: Group 300 HD codec, EagleEye III cam., univ. remote	\$6,615	\$6,483	\$6,548	4870-63420-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, Real Presence Group 300-720p: Group 300 HD codec, EagleEye Acoustic camera	\$1,050	\$1,029	\$1,039	4870-63530-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, Real Presence Group 300-720p: Group 300 HD codec, EagleEye Acoustic camera	\$2,835	\$2,778	\$2,806	4870-63530-535	DC4

Elite Add-On Services					
------------------------------	--	--	--	--	--

Elite Premier, One Year, Touch Control Remote. (Requires all systems to be covered by Elite)	\$270	\$265	\$267	4872-00967-112	DC4
Elite Premier, One Year, Real Presence Group 300 - 720p: Group 300 HD codec, EagleEye III cam., univ. remote	\$1,135	\$1,112	\$1,124	4872-63420-112	DC4
Elite Premier Onsite, One Year, Real Presence Group 300 - 720p: Group 300 HD codec, EagleEye III cam., univ. remote	\$1,575	\$1,544	\$1,559	4872-63420-114	DC4
Elite Premier Onsite 4 hr, One Year, Real Presence Group 300 - 720p: Group 300 HD codec, EagleEye III cam., univ. remote	\$2,520	\$2,470	\$2,495	4872-63420-914	DC4
Elite Premier, One Year, Real Presence Group 300-720p: Group 300 HD codec, EagleEye Acoustic camera	\$485	\$475	\$480	4872-63530-112	DC4
Elite Premier Onsite, One Year, Real Presence Group 300-720p: Group 300 HD codec, EagleEye Acoustic camera	\$675	\$662	\$668	4872-63530-114	DC4
Elite Premier Onsite 4 hr, One Year, Real Presence Group 300-720p: Group 300 HD codec, EagleEye Acoustic camera	\$1,080	\$1,058	\$1,069	4872-63530-914	DC4
Elite Premier, One Year, CODEC ONLY. RealPresence Group 300 HD codec -720p	\$485	\$475	\$480	4872-65089-112	DC4
Elite Premier Onsite, One Year, CODEC ONLY. RealPresence Group 300 HD codec -720p	\$675	\$662	\$668	4872-65089-114	DC4
Elite Premier Onsite 4 hr, One Year, CODEC ONLY. RealPresence Group 300 HD codec -720p	\$1,080	\$1,058	\$1,069	4872-65089-914	DC4

Service Reactivation Fees					
----------------------------------	--	--	--	--	--

Service re-activation fee, Group 300 720p EE III, for product less than one year out of support coverage	\$340	\$340	\$343	4870-63420-801	DC99
Service re-activation fee, Group 300 720p EE III, for product one year or more out of support coverage	\$675	\$675	\$682	4870-63420-802	DC99
Service re-activation fee, Group 300 720p EE Acoustic, for product less than one year out of support coverage	\$145	\$145	\$146	4870-63530-801	DC99
Service re-activation fee, Group 300 720p EE Acoustic, for product one year or more out of support coverage	\$290	\$290	\$293	4870-63530-802	DC99

RealPresence Group 500					
-------------------------------	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

RealPresence Group 500 Systems					
---------------------------------------	--	--	--	--	--

RealPresence Group 500-720p: Group 500 HD codec, EagleEye III camera, mic array, univ. remote, NTSC/PAL. Cables: 2 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI analog 3m, Power: AMER-Type B, NEMA 5-15. Maintenance Contract Required.	\$10,999	\$9,349	\$9,444	7200-63430-001	DC12
RealPresence Group 500-1080p: Group 500 HD codec, EagleEye III camera, mic array, univ. remote, NTSC/PAL. Cables: 2 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI analog 3m, Power: AMER-Type B, NEMA 5-15. Maintenance Contract Required.	\$13,999	\$11,899	\$12,019	7200-63490-001	DC12
RealPresence Group 500 - 720p: Group 500 HD codec, EagleEye Acoustic cam., univ. remote, NTSC/PAL. Cables: 2 HDMI 1.8m, 1 CAT 5E LAN 3.6m, Power: AMER - Type B, NEMA 5-15. Maintenance Contract Required	\$6,999	\$5,949	\$6,009	7200-63550-001	DC12

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
RealPresence Group 500 - 1080p: Group 500 HD codec, EagleEye Acoustic cam., univ. remote, NTSC/PAL. Cables: 2 HDMI 1.8m, 1 CAT 5E LAN 3.6m, Power: NA - Type B, NEMA 5-15. Maintenance Contract Required	\$9,999	\$8,499	\$8,585	7200-63630-001	DC12

Service-RealPresence Group 500

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Installation Services

Installation, Touch Control, if not installed with the installation of an HDX or Group Series system but installed after.	\$675	\$662	\$668	4870-00967-002	DC4
Installation for EagleEye Director when added to an existing HDX or Group Series system.	\$1,050	\$1,029	\$1,039	4870-00980-004	DC4
Remote Implementation for RealPresence Group 500 - 720p: Group 500 HD codec, EagleEye III cam., univ. remote	\$820	\$804	\$812	4870-63430-001	DC4
Onsite installation service for RealPresence Group 500 - 720p: Group 500 HD codec, EagleEye III cam., univ. remote	\$1,300	\$1,274	\$1,287	4870-63430-002	DC4
Remote Implementation for RealPresence Group 500 - 1080p: Group 500 HD codec, EagleEye III cam., univ. remote	\$820	\$804	\$812	4870-63490-001	DC4
Onsite installation service for RealPresence Group 500 - 1080p: Group 500 HD codec, EagleEye III cam., univ. remote	\$1,300	\$1,274	\$1,287	4870-63490-002	DC4
Remote Implementation for Real Presence Group 500-720p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$820	\$804	\$812	4870-63550-001	DC4
Onsite installation service for Real Presence Group 500-720p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$1,300	\$1,274	\$1,287	4870-63550-002	DC4
Remote Implementation for RealPresence Group 500-1080p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$820	\$804	\$812	4870-63630-001	DC4
Onsite installation service for RealPresence Group 500-1080p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$1,300	\$1,274	\$1,287	4870-63630-002	DC4

Premier Services

Premier, One Year, RealPresence Group 500 - 720p: Group 500 HD codec, EagleEye III cam., univ. remote	\$1,320	\$1,294	\$1,307	4870-63430-112	DC4
Premier, Three Year, RealPresence Group 500 - 720p: Group 500 HD codec, EagleEye III cam., univ. remote	\$3,565	\$3,494	\$3,529	4870-63430-312	DC4
Premier, One Year, RealPresence Group 500 - 1080p: Group 500 HD codec, EagleEye III cam., univ. remote	\$1,680	\$1,646	\$1,663	4870-63490-112	DC4
Premier, Three Year, RealPresence Group 500 - 1080p: Group 500 HD codec, EagleEye III cam., univ. remote	\$4,535	\$4,444	\$4,489	4870-63490-312	DC4
Premier, One Year, Real Presence Group 500-720p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$840	\$823	\$832	4870-63550-112	DC4
Premier, Three Year, Real Presence Group 500-720p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$2,270	\$2,225	\$2,247	4870-63550-312	DC4
Premier, One Year, RealPresence Group 500-1080p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$1,200	\$1,176	\$1,188	4870-63630-112	DC4
Premier, Three Year, RealPresence Group 500-1080p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$3,240	\$3,175	\$3,207	4870-63630-312	DC4

Premier Onsite Services

Premier Onsite, One Year, RealPresence Group 500 - 720p: Group 500 HD codec, EagleEye III cam., univ. remote	\$1,980	\$1,940	\$1,960	4870-63430-114	DC4
Premier Onsite, Three Year, RealPresence Group 500 - 720p: Group 500 HD codec, EagleEye III cam., univ. remote	\$5,345	\$5,238	\$5,291	4870-63430-314	DC4
Premier Onsite, One Year, RealPresence Group 500 - 1080p: Group 500 HD codec, EagleEye III cam., univ. remote	\$2,520	\$2,470	\$2,495	4870-63490-114	DC4
Premier Onsite, Three Year, RealPresence Group 500 - 1080p: Group 500 HD codec, EagleEye III cam., univ. remote	\$6,805	\$6,669	\$6,736	4870-63490-314	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier Onsite, One Year, Real Presence Group 500-720p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$1,260	\$1,235	\$1,247	4870-63550-114	DC4
Premier Onsite, Three Year, Real Presence Group 500-720p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$3,400	\$3,332	\$3,366	4870-63550-314	DC4
Premier Onsite, One Year, RealPresence Group 500-1080p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$1,800	\$1,764	\$1,782	4870-63630-114	DC4
Premier Onsite, Three Year, RealPresence Group 500-1080p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$4,860	\$4,763	\$4,811	4870-63630-314	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, RealPresence Group 500 - 720p: Group 500 HD codec, EagleEye III cam., univ. remote	\$1,585	\$1,553	\$1,569	4870-63430-513	DC4
AdvancedAccess Premier, Three Year, RealPresence Group 500 - 720p: Group 500 HD codec, EagleEye III cam., univ. remote	\$4,280	\$4,194	\$4,237	4870-63430-533	DC4
AdvancedAccess Premier, One Year, RealPresence Group 500 - 1080p: Group 500 HD codec, EagleEye III cam., univ. remote	\$2,015	\$1,975	\$1,995	4870-63490-513	DC4
AdvancedAccess Premier, Three Year, RealPresence Group 500 - 1080p: Group 500 HD codec, EagleEye III cam., univ. remote	\$5,440	\$5,331	\$5,385	4870-63490-533	DC4
AdvancedAccess Premier, One Year, Real Presence Group 500-720p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$1,010	\$990	\$1,000	4870-63550-513	DC4
AdvancedAccess Premier, Three Year, Real Presence Group 500-720p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$2,725	\$2,671	\$2,697	4870-63550-533	DC4
AdvancedAccess Premier, One Year, RealPresence Group 500-1080p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$1,440	\$1,411	\$1,425	4870-63630-513	DC4
AdvancedAccess Premier, Three Year, RealPresence Group 500-1080p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$3,890	\$3,812	\$3,851	4870-63630-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, RealPresence Group 500 - 720p: Group 500 HD codec, EagleEye III cam., univ. remote	\$2,275	\$2,230	\$2,252	4870-63430-514	DC4
AdvancedAccess Premier Onsite, Three Year, RealPresence Group 500 - 720p: Group 500 HD codec, EagleEye III cam., univ. remote	\$6,145	\$6,022	\$6,083	4870-63430-534	DC4
AdvancedAccess Premier Onsite, One Year, RealPresence Group 500 - 1080p: Group 500 HD codec, EagleEye III cam., univ. remote	\$2,900	\$2,842	\$2,871	4870-63490-514	DC4
AdvancedAccess Premier Onsite, Three Year, RealPresence Group 500 - 1080p: Group 500 HD codec, EagleEye III cam., univ. remote	\$7,830	\$7,673	\$7,751	4870-63490-534	DC4
AdvancedAccess Premier Onsite, One Year, Real Presence Group 500-720p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$1,450	\$1,421	\$1,435	4870-63550-514	DC4
AdvancedAccess Premier Onsite, Three Year, Real Presence Group 500-720p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$3,915	\$3,837	\$3,875	4870-63550-534	DC4
AdvancedAccess Premier Onsite, One Year, RealPresence Group 500-1080p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$2,070	\$2,029	\$2,049	4870-63630-514	DC4
AdvancedAccess Premier Onsite, Three Year, RealPresence Group 500-1080p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$5,590	\$5,478	\$5,534	4870-63630-534	DC4

AdvancedAccess Premier Onsite 4 hour Services

AdvancedAccess Premier Onsite 4 hour, One Year, RealPresence Group 500 - 720p: Group 500 HD codec, EagleEye III cam., univ. remote	\$3,850	\$3,773	\$3,811	4870-63430-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RealPresence Group 500 - 720p: Group 500 HD codec, EagleEye III cam., univ. remote	\$10,395	\$10,187	\$10,290	4870-63430-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RealPresence Group 500 - 1080p: Group 500 HD codec, EagleEye III cam., univ. remote	\$4,895	\$4,797	\$4,846	4870-63490-515	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite 4 hour, Three Year, RealPresence Group 500 - 1080p: Group 500 HD codec, EagleEye III cam., univ. remote	\$13,215	\$12,951	\$13,082	4870-63490-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, Real Presence Group 500-720p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$2,450	\$2,401	\$2,425	4870-63550-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, Real Presence Group 500-720p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$6,615	\$6,483	\$6,548	4870-63550-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RealPresence Group 500-1080p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$3,500	\$3,430	\$3,465	4870-63630-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RealPresence Group 500-1080p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$9,450	\$9,261	\$9,355	4870-63630-535	DC4

Elite Add-On Services

Elite Premier, One Year, Touch Control Remote. (Requires all systems to be covered by Elite)	\$270	\$265	\$267	4872-00967-112	DC4
Elite Premier, One Year, RealPresence Group 500 - 720p: Group 500 HD codec, EagleEye III cam., univ. remote	\$1,780	\$1,744	\$1,762	4872-63430-112	DC4
Elite Premier Onsite, One Year, RealPresence Group 500 - 720p: Group 500 HD codec, EagleEye III cam., univ. remote	\$2,475	\$2,426	\$2,450	4872-63430-114	DC4
Elite Premier Onsite 4 hr, One Year, RealPresence Group 500 - 720p: Group 500 HD codec, EagleEye III cam., univ. remote	\$3,960	\$3,881	\$3,920	4872-63430-914	DC4
Elite Premier, One Year, RealPresence Group 500 - 1080p: Group 500 HD codec, EagleEye III cam., univ. remote	\$2,270	\$2,225	\$2,247	4872-63490-112	DC4
Elite Premier Onsite, One Year, RealPresence Group 500 - 1080p: Group 500 HD codec, EagleEye III cam., univ. remote	\$3,150	\$3,087	\$3,118	4872-63490-114	DC4
Elite Premier Onsite 4 hr, One Year, RealPresence Group 500 - 1080p: Group 500 HD codec, EagleEye III cam., univ. remote	\$5,040	\$4,939	\$4,989	4872-63490-914	DC4
Elite Premier, One Year, Real Presence Group 500-720p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$1,135	\$1,112	\$1,124	4872-63550-112	DC4
Elite Premier Onsite, One Year, Real Presence Group 500-720p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$1,575	\$1,544	\$1,559	4872-63550-114	DC4
Elite Premier Onsite 4 hr, One Year, Real Presence Group 500-720p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$2,520	\$2,470	\$2,495	4872-63550-914	DC4
Elite Premier, One Year, RealPresence Group 500-1080p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$1,620	\$1,588	\$1,604	4872-63630-112	DC4
Elite Premier Onsite, One Year, RealPresence Group 500-1080p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$2,250	\$2,205	\$2,227	4872-63630-114	DC4
Elite Premier Onsite 4 hr, One Year, RealPresence Group 500-1080p: Group 500 HD codec, EagleEye Acoustic camera, mic array, univ. remote	\$3,600	\$3,528	\$3,564	4872-63630-914	DC4
Elite Premier, One Year, CODEC ONLY. RealPresence Group 500 HD codec -720p	\$1,135	\$1,112	\$1,124	4872-65088-112	DC4
Elite Premier Onsite, One Year, CODEC ONLY. RealPresence Group 500 HD codec -720p	\$1,575	\$1,544	\$1,559	4872-65088-114	DC4
Elite Premier Onsite 4 hr, One Year, CODEC ONLY. RealPresence Group 500 HD codec -720p	\$2,520	\$2,470	\$2,495	4872-65088-914	DC4

Service Reactivation Fees

Service re-activation fee, Group 500 720p EE III, for product less than one year out of support coverage	\$530	\$530	\$525	4870-63430-801	DC99
Service re-activation fee, Group 500 720p EE III, for product one year or more out of support coverage	\$1,060	\$1,060	\$1,049	4870-63430-802	DC99
Service re-activation fee, Group 500 1080p EE III, for product less than one year out of support coverage	\$675	\$675	\$668	4870-63490-801	DC99
Service re-activation fee, Group 500 1080p EE III, for product one year or more out of support coverage	\$1,345	\$1,345	\$1,332	4870-63490-802	DC99
Service re-activation fee, Group 500 720p EE Acoustic, for product less than one year out of support coverage	\$340	\$340	\$337	4870-63550-801	DC99
Service re-activation fee, Group 500 720p EE Acoustic, for product one year or more out of support coverage	\$675	\$675	\$668	4870-63550-802	DC99
Service re-activation fee, Group 500 1080p EE Acoustic, for product less than one year out of support coverage	\$480	\$480	\$475	4870-63630-801	DC99
Service re-activation fee, Group 500 1080p EE Acoustic, for product one year or more out of support coverage	\$960	\$960	\$950	4870-63630-802	DC99

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

RealPresence Group 700

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

RealPresence Group 700 Systems

RealPresence Group 700-720p: Group 700 HD codec, EagleEye III camera, mic array, univ. remote, NTSC/PAL. Cables: 1 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI analog 3m, Power: AMER-Type B, NEMA 5-15. Maintenance Contract Required.	\$16,999	\$14,449	\$14,595	7200-63450-001	DC12
RealPresence Group 700-1080p: Group 700 HD codec, EagleEye III camera, mic array, univ. remote, NTSC/PAL. Cables: 1 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI analog 3m, Power: AMER-Type B, NEMA 5-15. Maintenance Contract Required.	\$19,999	\$16,999	\$17,171	7200-63520-001	DC12

Service-RealPresence Group 700

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Installation Services

Installation, Touch Control, if not installed with the installation of an HDX or Group Series system but installed after.	\$675	\$662	\$668	4870-00967-002	DC4
Installation for EagleEye Director when added to an existing HDX or Group Series system.	\$1,050	\$1,029	\$1,039	4870-00980-004	DC4
Remote Implementation for RealPresence Group 700 - 720p: Group 700 HD codec, EagleEye III cam., univ. remote	\$820	\$804	\$812	4870-63450-001	DC4
Onsite installation service for RealPresence Group 700 - 720p: Group 700 HD codec, EagleEye III cam., univ. remote	\$1,300	\$1,274	\$1,287	4870-63450-002	DC4
Remote Implementation for RealPresence Group 700 - 1080p: Group 700 HD codec, EagleEye III cam., univ. remote	\$820	\$804	\$812	4870-63520-001	DC4
Onsite installation service for RealPresence Group 700 - 1080p: Group 700 HD codec, EagleEye III cam., univ. remote	\$1,300	\$1,274	\$1,287	4870-63520-002	DC4

Premier Services

Premier, One Year, RealPresence Group 700 - 720p: Group 700 HD codec, EagleEye III cam., univ. remote	\$1,700	\$1,666	\$1,683	4870-63450-112	DC4
Premier, Three Year, RealPresence Group 700 - 720p: Group 700 HD codec, EagleEye III cam., univ. remote	\$4,590	\$4,498	\$4,544	4870-63450-312	DC4
Premier, One Year, RealPresence Group 700 - 1080p: Group 700 HD codec, EagleEye III cam., univ. remote	\$2,000	\$1,960	\$1,980	4870-63520-112	DC4
Premier, Three Year, RealPresence Group 700 - 1080p: Group 700 HD codec, EagleEye III cam., univ. remote	\$5,400	\$5,292	\$5,345	4870-63520-312	DC4

Premier Onsite Services

Premier Onsite, One Year, RealPresence Group 700 - 720p: Group 700 HD codec, EagleEye III cam., univ. remote	\$2,550	\$2,499	\$2,524	4870-63450-114	DC4
Premier Onsite, Three Year, RealPresence Group 700 - 720p: Group 700 HD codec, EagleEye III cam., univ. remote	\$6,885	\$6,747	\$6,815	4870-63450-314	DC4
Premier Onsite, One Year, RealPresence Group 700 - 1080p: Group 700 HD codec, EagleEye III cam., univ. remote	\$3,000	\$2,940	\$2,970	4870-63520-114	DC4
Premier Onsite, Three Year, RealPresence Group 700 - 1080p: Group 700 HD codec, EagleEye III cam., univ. remote	\$8,100	\$7,938	\$8,018	4870-63520-314	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, RealPresence Group 700 - 720p: Group 700 HD codec, EagleEye III cam., univ. remote	\$2,040	\$1,999	\$2,019	4870-63450-513	DC4
AdvancedAccess Premier, Three Year, RealPresence Group 700 - 720p: Group 700 HD codec, EagleEye III cam., univ. remote	\$5,510	\$5,400	\$5,454	4870-63450-533	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier, One Year, RealPresence Group 700 - 1080p: Group 700 HD codec, EagleEye III cam., univ. remote	\$2,400	\$2,352	\$2,376	4870-63520-513	DC4
AdvancedAccess Premier, Three Year, RealPresence Group 700 - 1080p: Group 700 HD codec, EagleEye III cam., univ. remote	\$6,480	\$6,350	\$6,415	4870-63520-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, RealPresence Group 700 - 720p: Group 700 HD codec, EagleEye III cam., univ. remote	\$2,935	\$2,876	\$2,905	4870-63450-514	DC4
AdvancedAccess Premier Onsite, Three Year, RealPresence Group 700 - 720p: Group 700 HD codec, EagleEye III cam., univ. remote	\$7,925	\$7,767	\$7,845	4870-63450-534	DC4
AdvancedAccess Premier Onsite, One Year, RealPresence Group 700 - 1080p: Group 700 HD codec, EagleEye III cam., univ. remote	\$3,450	\$3,381	\$3,415	4870-63520-514	DC4
AdvancedAccess Premier Onsite, Three Year, RealPresence Group 700 - 1080p: Group 700 HD codec, EagleEye III cam., univ. remote	\$9,315	\$9,129	\$9,221	4870-63520-534	DC4

AdvancedAccess Premier Onsite 4 hour Services

AdvancedAccess Premier Onsite 4 hour, One Year, RealPresence Group 700 - 720p: Group 700 HD codec, EagleEye III cam., univ. remote	\$4,955	\$4,856	\$4,905	4870-63450-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RealPresence Group 700 - 720p: Group 700 HD codec, EagleEye III cam., univ. remote	\$13,380	\$13,112	\$13,245	4870-63450-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RealPresence Group 700 - 1080p: Group 700 HD codec, EagleEye III cam., univ. remote	\$5,830	\$5,713	\$5,771	4870-63520-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RealPresence Group 700 - 1080p: Group 700 HD codec, EagleEye III cam., univ. remote	\$15,740	\$15,425	\$15,581	4870-63520-535	DC4

Elite Add-On Services

Elite Premier, One Year, Touch Control Remote. (Requires all systems to be covered by Elite)	\$270	\$265	\$267	4872-00967-112	DC4
Elite Premier, One Year, RealPresence Group 700 - 720p: Group 700 HD codec, EagleEye III cam., univ. remote	\$2,295	\$2,249	\$2,272	4872-63450-112	DC4
Elite Premier Onsite, One Year, RealPresence Group 700 - 720p: Group 700 HD codec, EagleEye III cam., univ. remote	\$3,190	\$3,126	\$3,158	4872-63450-114	DC4
Elite Premier Onsite 4 hr, One Year, RealPresence Group 700 - 720p: Group 700 HD codec, EagleEye III cam., univ. remote	\$5,105	\$5,003	\$5,053	4872-63450-914	DC4
Elite Premier, One Year, RealPresence Group 700 - 1080p: Group 700 HD codec, EagleEye III cam., univ. remote	\$2,700	\$2,646	\$2,673	4872-63520-112	DC4
Elite Premier Onsite, One Year, RealPresence Group 700 - 1080p: Group 700 HD codec, EagleEye III cam., univ. remote	\$3,750	\$3,675	\$3,712	4872-63520-114	DC4
Elite Premier Onsite 4 hr, One Year, RealPresence Group 700 - 1080p: Group 700 HD codec, EagleEye III cam., univ. remote	\$6,000	\$5,880	\$5,939	4872-63520-914	DC4
Elite Premier, One Year, CODEC ONLY. RealPresence Group 700 HD codec -720p	\$1,755	\$1,720	\$1,737	4872-65466-112	DC4
Elite Premier Onsite, One Year, CODEC ONLY. RealPresence Group 700 HD codec -720p	\$2,440	\$2,391	\$2,415	4872-65466-114	DC4
Elite Premier Onsite 4 hr, One Year, CODEC ONLY. RealPresence Group 700 HD codec -720p	\$3,905	\$3,827	\$3,866	4872-65466-914	DC4

Service Reactivation Fees

Service re-activation fee, RealPresence Group 700 - 720p EagleEye III , for product less than one year out of support coverage	\$680	\$680	\$687	4870-63450-801	DC99
Service re-activation fee, RealPresence Group 700 - 720p EagleEye III , for product one year or more out of support coverage	\$1,360	\$1,360	\$1,374	4870-63450-802	DC99
Service re-activation fee, RealPresence Group 700 - 1080p EagleEye III, for product less than one year out of support coverage	\$800	\$800	\$808	4870-63520-801	DC99
Service re-activation fee, RealPresence Group 700 - 1080p EagleEye III, for product one year or more out of support coverage	\$1,600	\$1,600	\$1,616	4870-63520-802	DC99

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

RealPresence Group Series Accessories

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

RealPresence Group Series Accessories

External power supply for the RealPresence Group 300 and 500 series codecs. Order power cord separately.	\$129	\$120	\$121	1465-52755-075	DC6
RealPresence Group Series Remote Control for use with Group Series codecs. Includes 1 USB rechargeable battery.	\$250	\$233	\$235	2201-52757-001	DC6
RealPresence Room Mic Array: Contains one Microphone Array and one CLink 2 cable. Compatible with Group Series and SoundStructure.	\$599	\$557	\$563	2215-63885-001	DC6
Mounting bracket for RealPresence Group 300 & 500. Allows EagleEye camera and codec to be mounted together. Recommends use of 2215-24143-001 mounting bracket for wall/display mounting.	\$99	\$92	\$93	2215-65169-001	DC6
Replacement USB remote battery for the Group Series Remote Control.	\$40	\$37	\$38	2520-52757-001	DC6

RealPresence Group Series Cables

Power Cord: AMERICAS, JAPAN -Type A, NEMA 5-15	\$25	\$21	\$21	2215-10445-001	DC10
CLink 2 Cable, Group Series microphone array cable. Walta to Walta. 7.6 m/25 ft. Connects Group Series microphone to Group Series microphone or Group Series microphone to Group Series codec. 7.6 meter Not compatible with HDX microphone array.	\$50	\$47	\$47	2457-23216-002	DC6
Cable, HDMI(M) to HDMI(M), 1.829m/6ft.	\$60	\$51	\$52	2457-28808-004	DC10
Serial Cable for the Group Series 300 and Group Series 500. DB9-F to 8-PIN DIN, 3 meters.	\$50	\$47	\$47	2457-63542-001	DC6
Camera Cable for EagleEye HD/II/III cameras HDCI(M) to HDCI(M). 3M. Connects EagleEye cameras to Group Series codec as main or secondary camera.	\$149	\$139	\$140	2457-65015-003	DC6
Camera Cable for EagleEye HD/II/III cameras HDCI(M) to HDCI(M). 10M. Connects EagleEye cameras to Group Series codec as main or secondary camera.	\$249	\$232	\$234	2457-65015-010	DC6

RealPresence Group Series Cameras

EagleEye Acoustic Camera: Compatible with Group Series HDCI inputs. Electronic Pan Tilt 2x Digital Zoom. Auto focus. Embedded stereo microphone. Single built-in HDCI cable (incl: power, Comm, IR, Y/Pb/Pr, audio) 2M cable length.	\$1,499	\$1,394	\$1,408	2624-65058-001	DC6
EagleEye 3 Camera with 2012 Polycom logo. Compatible with RealPresence Group Series. Includes 3m HDCI cable.	\$4,299	\$3,654	\$3,691	8200-63730-001	DC12
EagleEye 3 Camera with 2012 Polycom logo. Compatible with RealPresence Group Series. Includes 10m HDCI cable.	\$4,299	\$3,654	\$3,691	8200-63740-001	DC12

RealPresence Group Series Software

RealPresence Group Series software upgrade version 4.1.x for all Polycom RealPresence Group Series models.	\$1,999	\$1,859	\$1,878	5150-03579-001	DC6
Group Series Multipoint License - 6-way on Group 500 or 8-way on Group 700. Both support 4-way HD continuous presence. NOTE- ASIA, CALA, Japan and China include Maintenance in price. All others require purchase of separate service Product ID	\$3,099	\$2,634	\$2,661	5150-65081-001	DC10
Group Series 1080p HD License - 1080 encode/decode for people & content. Valid for Group 300, 500, 550, 700. NOTE- ASIA, CALA, Japan and China include Maintenance in price. Upgrade available. All others require purchase of separate service Product ID	\$3,000	\$2,550	\$2,576	5150-65082-001	DC10
Group Series RTV/CCCP License. Enables MSFT RTV codec & AV MCU interop. Valid for Group 300, 500, 550, 700. NOTE- ASIA, CALA, Japan and China include Maintenance in price. Upgrade available. All others require purchase of separate service Product ID	\$1,000	\$850	\$859	5150-65083-001	DC10

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Group Series TIP License. Enables support for Cisco TIP compatibility. Valid for Group 300, 500, 550, 700. NOTE- ASIA, CALA, Japan and China include Maintenance in price. Upgrade available. All others require purchase of separate service Product ID	\$1,000	\$850	\$859	5150-65084-001	DC10
Group 300 Dual Display Software License. Enables 2nd monitor output (HDMI). Valid for Group 300 only. NOTE- ASIA, CALA, Japan and China include Maintenance in price. Upgrade available. All others require purchase of separate service Product ID	\$3,000	\$2,550	\$2,576	5150-65085-001	DC10

Service-RealPresence Group Series Software

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Premier Services

Premier, Group Series Multipt Software License. Allows 6-way Multipt in continuous presence video calls on Group 500, 550 (4-way in HD); 8-way Multipt in continuous presence on Group 700.	\$370	\$363	\$366	4870-65081-112	DC4
Premier, Group Series 1080p HD Software License. Valid for Group 300, 500, 550, 700	\$300	\$294	\$297	4870-65082-112	DC4
Premier, Group Series RTV/CCCP License. Valid for Group 300, 500, 550, 700	\$100	\$98	\$99	4870-65083-112	DC4
Premier, Group Series TIP License. Valid for Group 300, 500, 550, 700	\$100	\$98	\$99	4870-65084-112	DC4
Premier, Group 300 Dual Display Software License. Enables 2nd monitor output (HDMI). Valid for Group 300 only.	\$310	\$304	\$307	4870-65085-112	DC4

Premier Onsite Services

Premier Onsite, Group Series Multipt Software License. Allows 6-way Multipt in continuous presence video calls on Group 500, 550 (4-way in HD); 8-way Multipt in continuous presence on Group 700.	\$560	\$549	\$554	4870-65081-114	DC4
Premier Onsite, Group Series 1080p HD Software License. Valid for Group 300, 500, 550, 700	\$450	\$441	\$445	4870-65082-114	DC4
Premier Onsite, Group Series RTV/CCCP License. Valid for Group 300, 500, 550, 700	\$150	\$147	\$148	4870-65083-114	DC4
Premier Onsite, Group Series TIP License. Valid for Group 300, 500, 550, 700	\$150	\$147	\$148	4870-65084-114	DC4
Premier Onsite, Group 300 Dual Display Software License. Enables 2nd monitor output (HDMI). Valid for Group 300 only.	\$465	\$456	\$460	4870-65085-114	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, Group Series Multipt Software License. Allows 6-way Multipt in continuous presence video calls on Group 500, 550 (4-way in HD); 8-way Multipt in continuous presence on Group 700.	\$445	\$436	\$441	4870-65081-513	DC4
AdvancedAccess Premier, Group Series 1080p HD Software License. Valid for Group 300, 500, 550, 700	\$360	\$353	\$356	4870-65082-513	DC4
AdvancedAccess Premier, Group Series RTV/CCCP License. Valid for Group 300, 500, 550, 700	\$120	\$118	\$119	4870-65083-513	DC4
AdvancedAccess Premier, Group Series TIP License. Valid for Group 300, 500, 550, 700	\$120	\$118	\$119	4870-65084-513	DC4
AdvancedAccess Premier, Group 300 Dual Display Software License. Enables 2nd monitor output (HDMI). Valid for Group 300 only.	\$370	\$363	\$366	4870-65085-513	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, Group Series Multipt Software License. Allows 6-way Multipt in continuous presence video calls on Group 500, 550 (4-way in HD); 8-way Multipt in continuous presence on Group 700.	\$640	\$627	\$634	4870-65081-514	DC4
AdvancedAccess Premier Onsite, Group Series 1080p HD Software License. Valid for Group 300, 500, 550, 700	\$520	\$510	\$515	4870-65082-514	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite, Group Series RTV/CCCP License. Valid for Group 300, 500, 550, 700	\$175	\$172	\$173	4870-65083-514	DC4
AdvancedAccess Premier Onsite, Group Series TIP License. Valid for Group 300, 500, 550, 700	\$175	\$172	\$173	4870-65084-514	DC4
AdvancedAccess Premier Onsite, Group 300 Dual Display Software License. Enables 2nd monitor output (HDMI). Valid for Group 300 only.	\$535	\$524	\$530	4870-65085-514	DC4

AdvancedAccess Premier Onsite 4 hour Services

AdvancedAccess Premier Onsite 4 hour, Group Series Multipt Software License. Allows 6-way Multipt in continuous presence video calls on Group 500, 550 (4-way in HD); 8-way Multipt in continuous presence on Group 700.	\$1,085	\$1,063	\$1,074	4870-65081-515	DC4
AdvancedAccess Premier Onsite 4 hour, Group Series 1080p HD Software License. Valid for Group 300, 500, 550, 700	\$875	\$858	\$866	4870-65082-515	DC4
AdvancedAccess Premier Onsite 4 hour, Group Series RTV/CCCP License. Valid for Group 300, 500, 550, 700	\$290	\$284	\$287	4870-65083-515	DC4
AdvancedAccess Premier Onsite 4 hour, Group Series TIP License. Valid for Group 300, 500, 550, 700	\$290	\$284	\$287	4870-65084-515	DC4
AdvancedAccess Premier Onsite 4 hour, Group 300 Dual Display Software License. Enables 2nd monitor output (HDMI). Valid for Group 300 only.	\$905	\$887	\$896	4870-65085-515	DC4

Elite Add-On Services

Elite Premier, Group Series Multipt Software License. Allows 6-way Multipt in continuous presence video calls on Group 500, 550 (4-way in HD); 8-way Multipt in continuous presence on Group 700.	\$500	\$490	\$495	4872-65081-112	DC4
Elite Premier Onsite, Group Series Multipt Software License. Allows 6-way Multipt in continuous presence video calls on Group 500, 550 (4-way in HD); 8-way Multipt in continuous presence on Group 700.	\$700	\$686	\$693	4872-65081-114	DC4
Elite Premier Onsite 4 hr, Group Series Multipt Software License. Allows 6-way Multipt in continuous presence video calls on Group 500, 550 (4-way in HD); 8-way Multipt in continuous presence on Group 700.	\$1,120	\$1,098	\$1,109	4872-65081-914	DC4
Elite Premier, Group Series 1080p HD Software License. Valid for Group 300, 500, 550, 700	\$405	\$397	\$401	4872-65082-112	DC4
Elite Premier Onsite, Group Series 1080p HD Software License. Valid for Group 300, 500, 550, 700	\$565	\$554	\$559	4872-65082-114	DC4
Elite Premier Onsite 4 hour, Group Series 1080p HD Software License. Valid for Group 300, 500, 550, 700	\$905	\$887	\$896	4872-65082-914	DC4
Elite Premier, Group Series RTV/CCCP License. Valid for Group 300, 500, 550, 700	\$135	\$132	\$134	4872-65083-112	DC4
Elite Premier Onsite, Group Series RTV/CCCP License. Valid for Group 300, 500, 550, 700	\$190	\$186	\$188	4872-65083-114	DC4
Elite Premier Onsite 4 hour, Group Series RTV/CCCP License. Valid for Group 300, 500, 550, 700	\$305	\$299	\$302	4872-65083-914	DC4
Elite Premier, Group Series TIP License. Valid for Group 300, 500, 550, 700	\$135	\$132	\$134	4872-65084-112	DC4
Elite Premier Onsite, Group Series TIP License. Valid for Group 300, 500, 550, 700	\$190	\$186	\$188	4872-65084-114	DC4
Elite Premier Onsite 4 hour, Group Series TIP License. Valid for Group 300, 500, 550, 700	\$305	\$299	\$302	4872-65084-914	DC4
Elite Premier, Group 300 Dual Display Software License. Enables 2nd monitor output (HDMI). Valid for Group 300 only.	\$420	\$412	\$416	4872-65085-112	DC4
Elite Premier Onsite, Group 300 Dual Display Software License. Enables 2nd monitor output (HDMI). Valid for Group 300 only.	\$580	\$568	\$574	4872-65085-114	DC4
Elite Premier Onsite 4 hour, Group 300 Dual Display Software License. Enables 2nd monitor output (HDMI). Valid for Group 300 only.	\$930	\$911	\$921	4872-65085-914	DC4

REALPRESENCE PERSONAL

HDX 4500 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Long Description	MSRP	Discounted Price	UTAH price	Product ID	New Disc

HDX 4500 Series Systems

Keypad for use with HDX 4500 codecs.	\$199	\$169	\$171	2215-63325-001	DC12
HDX 4500 Executive Desktop System, includes: P+C, People On Content licenses, 24" Widescreen Display, NA power cord, Keypad, Included cables: VGA, DVI, 3.5 mm stereo, and LAN (Maintenance Contract Required)	\$11,999	\$10,199	\$10,301	7200-09940-001	DC12

HDX 4500 Series Software

HDX TIP license. Enables support for Cisco TIP compatibility. Available for HDX 9000/9006 revB; HDX 8000 revB; HDX 7000 revC or revD; HDX 4500; HDX 4000 revC.	\$999	\$849	\$858	5150-63611-001	DC12
--	-------	-------	-------	----------------	------

HDX 4000 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

HDX 4000 Series Systems

HDX 4002

HDX 4002 Executive Desktop System, includes: HD codec, P+C, People On Content licenses, 20" Widescreen Display, NA power cord, Included cables: VGA, DVI, 3.5 mm stereo, POTS, and LAN (Maintenance Contract Required)	\$9,999	\$8,499	\$8,584	2200-24560-001	DC12
--	---------	---------	---------	----------------	------

HDX 4000 Series Software

HDX MPPlus Multipoint Software Option License. Allows for 4 site MP video calls. Available for HDX systems (4000, 4500, 7000, 8000 and 9000 Series).	\$3,099	\$2,634	\$2,660	5150-23912-001	DC12
X RTV/CCCP license. Enables support for Microsoft RTV codec and direct calls to MS AV MCU. Available for HDX 9006, HDX 8000 rev B, HDX 7000 rev C or D, HDX 6000, HDX 4500, HDX 4000 rev C.	\$999	\$849	\$858	5150-63389-001	DC12
HDX TIP license. Enables support for Cisco TIP compatibility. Available for HDX 9000/9006 revB; HDX 8000 revB; HDX 7000 revC or revD; HDX 4500; HDX 4000 revC.	\$999	\$849	\$858	5150-63611-001	DC12

HDX 4000 Series Network Modules

Quad BRI Module for HDX 7000 & 8000 Series. Includes four ISDN 20ft/6m cables (with clear connectors) and HDX external peripheral interface box.	\$1,549	\$1,317	\$1,330	2215-26690-001	DC12
PRI T1 Module for HDX 7000 & 8000 Series. Includes one 20ft/6m PRI cable (with clear connector) and HDX external peripheral interface box.	\$3,099	\$2,634	\$2,660	2215-26694-001	DC12
PRI E1 Module for HDX 7000 & 8000 Series. Includes one 20ft/6m PRI cable (with clear connector) and HDX external peripheral interface box.	\$3,099	\$2,634	\$2,660	2215-26695-001	DC12
V.35 Module for HDX 7000 & 8000 series (RS449, RS350 with RS366 dialing). Includes HD68-DB44 adapter and HDX external peripheral interface box. (Serial interface cable ordered separately)	\$1,549	\$1,317	\$1,330	2215-26696-001	DC12
Cable, 1 V.35 and RS-366 5' Serial Cable, HD-44M to 'Y' Winchester 34M / RS-366 DB-25M,RoHS	\$195	\$181	\$183	2457-10609-200	DC6
Cable, 1 RS-449 and RS-366 5' Serial Cable, HD-44M to 'Y' RS-499 DB-37M / RS-366 DB-25M,RoHS	\$195	\$181	\$183	2457-10610-200	DC6
Cable, 1 RS-530 with RS-366, 5' Serial Cable, HD-68M to 'Y' RS-530 DB-25M / RS-366 DB-25M	\$195	\$181	\$183	2457-21263-200	DC6

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

HDX 4000 Series Accessories

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

HDX Series Cables

Cable, cat5e ethernet cable, 3.66m	\$11	\$9	\$9	2457-23537-001	DC12
------------------------------------	------	-----	-----	----------------	------

HDX Series Accessories

Transport Case for HDX 4000. Hard case with casters, retractable handle and custom foam interior. Accommodates HDX 4000 base unit, LCD display, H.320 module box, remote control and applicable cables.	\$979	\$910	\$920	1676-27232-001	DC6
HDX 4001 upgrade kit. Hardware upgrade for HDX 4001 systems to convert to an HDX 4000 rev C codec. Requires installation by certified servc provider. HDX must have software version 3.0 or later.	\$2,999	\$2,549	\$2,575	2215-61956-001	DC12
HDX 4002 upgrade kit. Hardware upgrade for HDX 4002 systems to convert to an HDX 4000 rev C codec. Requires installation by certified servc provider. HDX must have software version 3.0 or later.	\$1,999	\$1,699	\$1,716	2215-61956-002	DC12

Service - HDX 4500-4000 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Service Reactivation Fees

Service re-activation fee, HDX 4000 Series, for product less than one year out of support coverage	\$300	\$300	\$303	4870-00370-801	DC99
Service re-activation fee, HDX 4000 Series, for product one year or more out of support coverage	\$600	\$600	\$606	4870-00370-802	DC99

Polycom Branded Services

Installation Services

Onsite installation service for HDX 4000 Series	\$1,195	\$1,171	\$1,183	4870-00370-002	DC4
Installation, HDX 4500	\$1,195	\$1,171	\$1,183	4870-00979-004	DC4

Premier Services

Premier, One Year, HDX 4000 Series	\$750	\$735	\$742	4870-00370-106	DC4
Premier, Three Year, HDX 4000 Series	\$1,915	\$1,877	\$1,896	4870-00370-136	DC4
Premier, One Year, HDX 4500	\$750	\$735	\$742	4870-00979-106	DC4
Premier, Three Year, HDX 4500	\$1,913	\$1,875	\$1,894	4870-00979-136	DC4

Premier Onsite Services

Premier Onsite, One Year, HDX 4000 Series	\$1,125	\$1,103	\$1,114	4870-00370-108	DC4
Premier Onsite, Three Year, HDX 4000 Series	\$2,870	\$2,813	\$2,841	4870-00370-138	DC4
Premier Onsite, One Year, HDX 4500	\$1,125	\$1,103	\$1,114	4870-00979-108	DC4
Premier Onsite, Three Year, HDX 4500	\$2,869	\$2,812	\$2,840	4870-00979-138	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, HDX 4000 (Requires all systems to be covered by AdvancedAccess)	\$900	\$882	\$891	4870-00370-513	DC4
AdvancedAccess Premier, Three Year, HDX 4000 (Requires all systems to be covered by AdvancedAccess)	\$2,295	\$2,249	\$2,272	4870-00370-533	DC4
AdvancedAccess Premier, One Year, HDX 4500 (Requires all systems to be covered by AdvancedAccess)	\$900	\$882	\$891	4870-00979-513	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier, Three Year, HDX 4500 (Requires all systems to be covered by AdvancedAccess)	\$2,295	\$2,249	\$2,272	4870-00979-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, HDX 4000 (Requires all systems to be covered by AdvancedAccess)	\$1,295	\$1,269	\$1,282	4870-00370-514	DC4
AdvancedAccess Premier Onsite, Three Year, HDX 4000 (Requires all systems to be covered by AdvancedAccess)	\$3,300	\$3,234	\$3,267	4870-00370-534	DC4
AdvancedAccess Premier Onsite, One Year, HDX 4500 (Requires all systems to be covered by AdvancedAccess)	\$1,295	\$1,269	\$1,282	4870-00979-514	DC4
AdvancedAccess Premier Onsite, Three Year, HDX 4500 (Requires all systems to be covered by AdvancedAccess)	\$3,300	\$3,234	\$3,267	4870-00979-534	DC4

VVX 1500 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Universal Power Supply for SoundPoint IP 560 and 670, VVX 500/600 and VVX 1500 Product Family. 1-pack, 48V, 0.4A, NA power plug.	\$45	\$36	\$36	2200-17671-001	DC14
VVX 1500 6-line Business Media Phone with video capability and HD Voice, POE. Ships without power supply.	\$1,099	\$879	\$888	2200-18061-025	DC14
VVX 1500 D dual stack (SIP&H.323) business media phone with video capability and HD Voice, PoE. Ships without power supply. (First year maintenance contract required)	\$1,199	\$959	\$969	2200-18064-025	DC14
Polycom Teleworker Solution bundle offering incl. VVX 1500 D dual stack business media phone for business-grade desktop video & VBP 200E network appliance (First year maintenance contract required).	\$1,999	\$1,599	\$1,615	2230-18064-025	DC14
H.323 Permanent Individual Phone License, For VVX 1500. Exclude Brazil.	\$100	\$80	\$81	5150-16826-001	DC14

Service - VVX 1500

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Premier Services

Premier, One Year, priced per VVX 1500D Dual Stack Business Media Phone or per H.323 Permanent Individual Phone License for VVX 1500 (maintenance contract required for each VVX 1500D (SKU 2200-18064-025) and H323 license (SKU 5150-16826-001))	\$99	\$97	\$98	4870-00708-112	DC4
--	------	------	------	----------------	-----

CLIENT SOFTWARE

RealPresence Desktop

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

RPD Licenses

Polycom RealPresence Desktop for Windows and Mac OS, 1 user. (Includes 1 year of Premier Maintenance)	\$89	\$76	\$76	5150-75109-001	DC10
---	------	------	------	----------------	------

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Polycom RealPresence Desktop for Windows and Mac OS, 5 users. (Includes 1 year of Premier Maintenance)	\$420	\$357	\$361	5150-75109-005	DC10
Polycom RealPresence Desktop for Windows and Mac OS, 25 users. (Includes 1 year of Premier Maintenance)	\$1,975	\$1,679	\$1,696	5150-75109-025	DC10
Polycom RealPresence Desktop for Windows and Mac OS, 50 users. (Includes 1 year of Premier Maintenance)	\$3,700	\$3,145	\$3,177	5150-75109-050	DC10
Polycom RealPresence Desktop for Windows and Mac OS, 100 users. (Includes 1 year of Premier Maintenance)	\$6,900	\$5,865	\$5,924	5150-75109-100	DC10

Service-RealPresence Desktop					
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Polycom Branded Services					
---------------------------------	--	--	--	--	--

Premier Services					
-------------------------	--	--	--	--	--

Premier, One Year, RealPresence Desktop for Windows and MAC OS Application for 1 user	\$15	\$15	\$15	4870-01006-112	DC4
Premier, Three Year, RealPresence Desktop for Windows and MAC OS Application for 1 user	\$40	\$39	\$40	4870-01006-312	DC4
Premier, One Year, RealPresence Desktop for Windows and MAC OS Application for 5 users	\$75	\$74	\$74	4870-01008-112	DC4
Premier, Three Year, RealPresence Desktop for Windows and MAC OS Application for 5 users	\$205	\$201	\$203	4870-01008-312	DC4
Premier, One Year, RealPresence Desktop for Windows and MAC OS Application for 25 users	\$375	\$368	\$371	4870-01009-112	DC4
Premier, Three Year, RealPresence Desktop for Windows and MAC OS Application for 25 users	\$1,015	\$995	\$1,005	4870-01009-312	DC4
Premier, One Year, RealPresence Desktop for Windows and MAC OS Application for 50 users	\$750	\$735	\$742	4870-01010-112	DC4
Premier, Three Year, RealPresence Desktop for Windows and MAC OS Application for 50 users	\$2,025	\$1,985	\$2,005	4870-01010-312	DC4
Premier, One Year, RealPresence Desktop for Windows and MAC OS Application for 100 users	\$1,500	\$1,470	\$1,485	4870-01020-112	DC4
Premier, Three Year, RealPresence Desktop for Windows and MAC OS Application for 100 users	\$4,050	\$3,969	\$4,009	4870-01020-312	DC4

AdvancedAccess Premier Services					
--	--	--	--	--	--

AdvancedAccess Premier, One Year, RealPresence Desktop for Windows and MAC OS Application for 1 user	\$20	\$20	\$20	4870-01006-513	DC4
AdvancedAccess for Premier, Three Year, RealPresence Desktop for Windows and MAC OS Application for 1 user	\$55	\$54	\$54	4870-01006-533	DC4
AdvancedAccess Premier, One Year, RealPresence Desktop for Windows and MAC OS Application for 5 users	\$90	\$88	\$89	4870-01008-513	DC4
AdvancedAccess Premier, Three Year, RealPresence Desktop for Windows and MAC OS Application for 5 users	\$245	\$240	\$243	4870-01008-533	DC4
AdvancedAccess Premier, One Year, RealPresence Desktop for Windows and MAC OS Application for 25 users	\$450	\$441	\$445	4870-01009-513	DC4
AdvancedAccess Premier, Three Year, RealPresence Desktop for Windows and MAC OS Application for 25 users	\$1,215	\$1,191	\$1,203	4870-01009-533	DC4
AdvancedAccess Premier, One Year, RealPresence Desktop for Windows and MAC OS Application for 50 users	\$900	\$882	\$891	4870-01010-513	DC4
AdvancedAccess Premier, Three Year, RealPresence Desktop for Windows and MAC OS Application for 50 users	\$2,430	\$2,381	\$2,405	4870-01010-533	DC4
AdvancedAccess Premier, One Year, RealPresence Desktop for Windows and MAC OS Application for 100 users	\$1,800	\$1,764	\$1,782	4870-01020-513	DC4
AdvancedAccess Premier, Three Year, RealPresence Desktop for Windows and MAC OS Application for 100 users	\$4,860	\$4,763	\$4,811	4870-01020-533	DC4

Elite Services					
-----------------------	--	--	--	--	--

Elite Premier, One Year, Polycom RealPresence Desktop for Windows and MAC OS Application for 1 user	\$20	\$20	\$20	4872-01006-112	DC4
Elite Premier, One Year, RealPresence Desktop for Windows and MAC OS Application for 5 users	\$100	\$98	\$99	4872-01008-112	DC4
Elite Premier, One Year, RealPresence Desktop for Windows and MAC OS Application for 25 users	\$505	\$495	\$500	4872-01009-112	DC4
Elite Premier, One Year, RealPresence Desktop for Windows and MAC OS Application for 50 users	\$1,015	\$995	\$1,005	4872-01010-112	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Elite Premier, One Year, RealPresence Desktop for Windows and MAC OS Application for 100 users	\$2,025	\$1,985	\$2,005	4872-01020-112	DC4

REALPRESENCE MOBILE

m100 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

m100 Series Software

Polycom Telepresence M100 Desktop Conferencing Application migration to RealPresence Desktop for 1 users (Includes 1 year Polycom Premier Maintenance)	\$54	\$46	\$46	5150-69963-001	DC10
Polycom Telepresence M100 Desktop Conferencing Application migration to RealPresence Desktop for 5 users (Includes 1 year Polycom Premier Maintenance)	\$256	\$218	\$220	5150-69963-005	DC10
Polycom Telepresence M100 Desktop Conferencing Application migration to RealPresence Desktop for 25 users (Includes 1 year Polycom Premier Maintenance)	\$1,218	\$1,035	\$1,046	5150-69963-025	DC10
Polycom Telepresence M100 Desktop Conferencing Application migration to RealPresence Desktop for 50 users (Includes 1 year Polycom Premier Maintenance)	\$2,312	\$1,965	\$1,985	5150-69963-050	DC10
Polycom Telepresence M100 Desktop Conferencing Application migration to RealPresence Desktop for 100 users (Includes 1 year Polycom Premier Maintenance)	\$4,373	\$3,717	\$3,755	5150-69963-100	DC10

Service - m100 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Premier Services

Premier, One Year, m100 1 User License	\$11	\$11	\$11	4870-01001-106	DC4
Premier, One Year, m100 5 User License	\$55	\$54	\$54	4870-01002-106	DC4
Premier, One Year, m100 25 User License	\$238	\$233	\$236	4870-01003-106	DC4
Premier, One Year, m100 50 User License	\$430	\$421	\$426	4870-01004-106	DC4
Premier, One Year, m100 100 User License	\$601	\$589	\$595	4870-01005-106	DC4

OTHER VIDEO SYSTEMS

QDX Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

QDX 6000 Series Systems

QDX 6000 Codec

QDX 6000 codec, EagleEye View with 3m cable, H.239, PPCIP, English Rmt, Cable bundle (6' comp, 12' LAN,6' combo-S-video,RCA composite& dual audio, 1.5m VGA monitor), NA power(Maintenance Contract Required)	\$3,499	\$2,974	\$3,004	7200-32784-001	DC10
---	---------	---------	---------	----------------	------

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

QDX 6000 Solutions

QDX 6000 codec, EagleEye QDX with 3m cable, 2 QDX mics with 25' cables,H.239, PPCIP, English Rmt, Cable bundle (6' comp, 12' LAN,6' combo-S-video,RCA composite& dual audio, 1.5m VGA monitor), NA power, (Maintenance Contract Required)	\$3,999	\$3,399	\$3,433	7200-30831-001	DC10
---	---------	---------	---------	----------------	------

QDX Series Cameras

Auxiliary power supply for PowerCam (with 1457-50526-001 adapter), PowerCam Plus, EagleEye HD/II/III/View/QDX cameras 12Vdc/3.3A,90-264VAC,NEGATIVE CENTER PIN,2.5mm pin/5.5mm barrel. Replaces 1465-52621-036 --DOES NOT INCLUDE AC POWER CORD--	\$129	\$110	\$111	1465-52748-040	DC12
EagleEye View camera for the QDX. Includes HDCI to (S-Video, RS-232 DB9M, 2xRJ9) cable 3m/10'. QDX main camera only.	\$1,999	\$1,699	\$1,716	2215-32786-001	DC10

QDX Series Cables

EagleEye View camera for the QDX. Includes HDCI to (S-Video, RS-232 DB9M, 2xRJ9) cable 3m/10'. QDX main camera only.	\$1,999	\$1,699	\$1,716	2215-32786-001	DC10
Content cable, VGA-M+2 RCA-M x VGA-M+3.5mm-M Mini-Stereo, 25', connects PC audio (3.5mm) and Video HD15 to audio (2xRCA) and video (HD15)	\$295	\$251	\$253	2457-21996-001	DC12
EagleEye QDX cable 3m, connects EagleEye camera (HDCI) to the QDX main camera input (S-video/DB9)	\$62	\$53	\$53	2457-30821-001	DC12
EagleEye QDX cable 10m, connects EagleEye camera (HDCI) to the QDX main camera input (S-video/DB9)	\$91	\$77	\$78	2457-30821-002	DC12
EagleEye View camera cable for the QDX. HDCI to (S-Video, RS-232 DB9M, 2xRJ9), QDX main camera only. 3m/10'	\$60	\$51	\$52	2457-32890-001	DC10
QDX 6000 Second Camera Control Plug - 9 Pin Connector	\$30	\$26	\$26	2457-32891-001	DC10
QDX cable for serial data pass through applications.	\$50	\$43	\$43	2457-32892-001	DC10

QDX Series Accessories

Stereo Speaker Set, 120V. Includes two Satellite speakers, subwoofer, speaker stands, 3.5mm to 2xRCA and speaker wire.	\$929	\$790	\$798	2200-21969-120	DC12
Stereo Speaker kit, 110-220v. Includes two Satellite speakers, subwoofer fuses for both 120 or 240v power source, speaker stands, 3.5mm to 2xRCA, 3.5mm to 3.5mm and speaker wire. Replaces 2200-21969-120 and -240.	\$929	\$864	\$873	2200-65878-001	DC6
Mounting bracket/shelf solution for EagleEye Director, EagleEye HD, EagleEye III, EagleEye View and EagleEye QDX Cameras.Mounts on the wall, other flat surfaces over 8in deep or flat screen displays greater than 1.5in thick.	\$155	\$132	\$133	2215-24143-001	DC12

QDX Series Software

QDX Software Upgrade 4.0.	\$899	\$764	\$772	5150-21451-001	DC12
---------------------------	-------	-------	-------	----------------	------

Service - QDX 6000 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Service Reactivation Fees

Service re-activation fee, QDX 6000 Series, for product less than one year out of support coverage	\$180	\$180	\$182	4870-00574-801	DC99
Service re-activation fee, QDX 6000 Series, for product one year or more out of support coverage	\$360	\$360	\$364	4870-00574-802	DC99

Polycom Branded Services

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Installation Services					
Remote installation service for QDX 6000 Series (conducted through scheduled telephone call)	\$495	\$485	\$490	4870-00574-001	DC4
Onsite installation service for QDX 6000 Series	\$995	\$975	\$985	4870-00574-002	DC4
Premier Services					
Premier, One Year, QDX 6000 Series	\$450	\$441	\$445	4870-00574-106	DC4
Premier, Three Year, QDX 6000 Series	\$1,150	\$1,127	\$1,138	4870-00574-136	DC4
Premier Onsite Services					
Premier Onsite, One Year, QDX 6000 Series	\$675	\$662	\$668	4870-00574-108	DC4
Premier Onsite, Three Year, QDX 6000 Series	\$1,720	\$1,686	\$1,702	4870-00574-138	DC4
AdvancedAccess Premier Services					
AdvancedAccess Premier, One Year, QDX 6000 series (Requires all systems to be covered by AdvancedAccess)	\$540	\$529	\$534	4870-00574-513	DC4
AdvancedAccess Premier, Three Year, QDX 6000 series (Requires all systems to be covered by AdvancedAccess)	\$1,375	\$1,348	\$1,361	4870-00574-533	DC4
AdvancedAccess Premier Onsite Services					
AdvancedAccess Premier Onsite, One Year, QDX 6000 series (Requires all systems to be covered by AdvancedAccess)	\$775	\$760	\$767	4870-00574-514	DC4
AdvancedAccess Premier Onsite, Three Year, QDX 6000 series (Requires all systems to be covered by AdvancedAccess)	\$1,975	\$1,936	\$1,955	4870-00574-534	DC4
Service - VSX 7000 Series					
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
VSX 7000 Service Reactivation					
Service re-activation fee, VSX 7000, for product less than one year out of support coverage	\$300	\$300	\$303	4870-00001-801	DC99
Service re-activation fee, VSX 7000, for product one year or more out of support coverage	\$600	\$600	\$606	4870-00001-802	DC99
Polycom Branded Services					
Installation Services					
Remote Installation service for VSX 7000 Series (conducted through scheduled telephone call)	\$820	\$804	\$812	4870-00001-001	DC4
Onsite Installation service for VSX 7000 Series	\$1,195	\$1,171	\$1,183	4870-00001-002	DC4
Onsite Installation service for VSX7000 Series with VTX 1000 product bundle	\$1,195	\$1,171	\$1,183	4870-00071-002	DC4
Premier Services					
Premier, One Year, VSX7000 Series	\$750	\$735	\$742	4870-00001-106	DC4
Premier, Three Year, VSX7000 Series	\$1,915	\$1,877	\$1,895	4870-00001-136	DC4
Premier, One Year, VSX7000 Series with VTX 1000 product bundle	\$840	\$823	\$831	4870-00071-106	DC4
Premier, Three Year, VSX7000 Series with VTX 1000 product bundle	\$2,140	\$2,097	\$2,118	4870-00071-136	DC4
Premier Onsite Services					
Premier Onsite, One Year, VSX7000 Series	\$1,150	\$1,127	\$1,138	4870-00001-108	DC4
Premier Onsite, Three Year, VSX7000 Series	\$2,935	\$2,876	\$2,905	4870-00001-138	DC4
Premier Onsite, One Year, VSX7000 Series with VTX 1000 product bundle	\$1,295	\$1,269	\$1,282	4870-00071-108	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier Onsite, Three Year, VSX7000 Series with VTX 1000 product bundle	\$3,300	\$3,234	\$3,266	4870-00071-138	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, VSX 7000 series (Requires all systems to be covered by AdvancedAccess)	\$900	\$882	\$891	4870-00001-513	DC4
AdvancedAccess Premier, Three Year, VSX 7000 series (Requires all systems to be covered by AdvancedAccess)	\$2,295	\$2,249	\$2,272	4870-00001-533	DC4
AdvancedAccess Premier, One Year, VSX7000 Series with VTX 1000 product bundle (Requires all systems to be covered by AdvancedAccess)	\$1,010	\$990	\$1,000	4870-00071-513	DC4
AdvancedAccess Premier, Three Year, VSX7000 Series with VTX 1000 product bundle (Requires all systems to be covered by AdvancedAccess)	\$2,575	\$2,524	\$2,549	4870-00071-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, VSX 7000 series (Requires all systems to be covered by AdvancedAccess)	\$1,325	\$1,299	\$1,311	4870-00001-514	DC4
AdvancedAccess Premier Onsite, Three Year, VSX 7000 series (Requires all systems to be covered by AdvancedAccess)	\$3,380	\$3,312	\$3,346	4870-00001-534	DC4
AdvancedAccess Premier Onsite, One Year, VSX7000 Series with VTX 1000 product bundle (Requires all systems to be covered by AdvancedAccess)	\$1,490	\$1,460	\$1,475	4870-00071-514	DC4
AdvancedAccess Premier Onsite, Three Year, VSX7000 Series with VTX 1000 product bundle (Requires all systems to be covered by AdvancedAccess)	\$3,800	\$3,724	\$3,761	4870-00071-534	DC4

Other Services - Video

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Pre-Contract Inspection Services

Certification fee for Remote Pre-Service Contract Inspection, scheduled at least one week in advance with Polycom support engineer	\$515	\$505	\$510	4865-06680-001	DC4
--	-------	-------	-------	----------------	-----

Time and Materials On-Site Labor

Onsite labor for a single video endpoint, priced per 8-hour day. Subject to engineer availability. New issues found onsite will be addressed time permitting. Additional time would require an add'l purchase of 4865-07581-001.	\$1,905	\$1,905	\$1,924	4865-07581-001	DC99
Onsite T&M hourly rate for a single video endpoint, priced per hour M-F 8-5 Local time. Subject to engineer availability. Minimum purchase of 4 hours required.	\$240	\$240	\$242	4865-07581-003	DC99

Upgrade Installation Services

On-site installation of a hardware or software upgrade for one Video product. All on site work will be executed during Polycom business hours.	\$775	\$760	\$767	4870-00376-100	DC4
--	-------	-------	-------	----------------	-----

De-Installation and Re-Installation Services

De-installation of Video product. Polycom will arrive on-site and de-install the Video product (does not include Plasma, LCD, or CRTs) and pack it using customer supplied packing materials. Customer is responsible to ship the system to the new location.	\$715	\$701	\$708	4870-00376-200	DC4
Re-installation of Video product. Polycom engineer will arrive on-site, unpack the Video product (does not include Plasma, LCD, or CRTs) and re-install it using the new IP address and the original system configuration.	\$715	\$701	\$708	4870-00376-201	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
De-installation and re-installation of Video product within the same customer campus location (does not include Plasma, LCD, or CRTs). On-site work must be completed within Polycom business hours.	\$1,025	\$1,005	\$1,015	4870-00376-202	DC4
Relocation of any HDX Media Center with displays (Plasma,LCD, or CRTs). On-site work must be completed within Polycom business hours.	\$2,875	\$2,818	\$2,846	4870-00376-203	DC4

REALPRESENCE SOLUTIONS

Video SmartStart

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

SmartStart Platform

SmartStart 100 Users

RPSC 800s 5HD/10SD/15SVC; CloudAXIS 100 Sessions; DMA 7000, 50 Calls; RPRM, 100 Devices; RPAD ,25 Calls; Adoption Portal, 200 Users; Implementation Service; Premier, 1-Year Maintenance. ** Mandatory deal registration required, consult local rep **	\$103,000	\$95,790	\$96,758	2200-79000-200	DC6
RPSC 800s 5HD/10SD/15SVC; CloudAXIS 100 Sessions; DMA 7000, 50 Calls; RPRM, 100 Devices; RPAD,25 calls; Adoption Portal,200 Users; Implementation Service; Premier, 3-Years Maintenance. ** Mandatory deal registration required, consult local rep **	\$154,000	\$143,220	\$144,667	2200-79000-300	DC6

SmartStart 500 Users

RPSC 800s 10HD/20SD/30SVC; CloudAXIS 100 Sessions; DMA 7000, 500 Calls; RPRM, 500 Devices; RPAD, 50 Calls; Adoption Portal, 200 Users; Implementation Service; Premier, 1-Year Maintenance. ** Mandatory deal registration required, consult local rep **	\$140,000	\$130,200	\$131,515	2200-79000-000	DC6
RPSC 800s 10HD/20SD/30SVC; CloudAXIS 100 Sessions; DMA 7000, 500 calls; RPRM ,500 Devices; RPAD, 50 Calls; Adoption Portal, 200 Users; Implementation Service; Premier, 3-Years Maintenance. ** Mandatory deal registration required, consult local rep **	\$195,000	\$181,350	\$183,182	2200-79000-100	DC6

SmartStart 100R

VSS 100R, 1Yr includes:RPSC1500 IP Only, 5HD720p/10SD/15CIF. CloudAXIS SW Bundle 100. DMA 7000, 50 calls. RPRM, 100 devices. Entitlements to CMAD, RPM, RPD.RPAD, 25 calls.Adoption Portal,200 users. Implementation+Premier,1yr Maintenance. *Deal Reg Req'd	\$103,000	\$95,790	\$96,758	2200-80000-200	DC6
VSS 100R, 3Yr includes:RPSC1500 IP Only, 5HD720p/10SD/15CIF. CloudAXIS SW Bundle 100. DMA 7000, 50 calls. RPRM,100 devices.Entitlements to CMAD, RPM, RPD.RPAD, 25 calls.Adoption Portal, 200 users. Implementation+Premier, 3yr Maintenance. *Deal Reg Req'd	\$154,000	\$143,220	\$144,667	2200-80000-300	DC6

SmartStart 500R

VSS 500R, 1Yr includes:RPSC1500 IP Only 10HD720p/20SD/30CIF. CloudAXIS SW Bundle 100.DMA7000, 500 calls.RPRM, 500 devices.Entitlements to CMAD, RPM, RPD.RPAD, 50 calls.Adoption Portal, 200 users.Implementation+Premier, 1yr Maintenance. *Deal Reg Req'd	\$140,000	\$130,200	\$131,515	2200-80000-000	DC6
---	-----------	-----------	-----------	----------------	-----

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
VSS500R, 3Yr includes:RPCS1500 IP Only 10HD720p/20SD/30CIF.CloudAXIS SW Bundle 100.DMA7000, 500 calls.RPRM, 500 devices.Entitlements to CMAD, RPM, RPD.RPAD, 50 calls.Adoption Portal, 200 users.Implementation+Premier, 3yr Maintenance. *Deal Reg Req'd	\$195,000	\$181,350	\$183,182	2200-80000-100	DC6

SmartUpgrade

CloudAXIS 100 Sessions; DMA 7000, 500 calls; RPRM, 500 Devices; RPAD, 50 Calls; Adoption Portal, 200 Users; Implementation Service; Premier, 1-Year Maintenance. **Mandatory deal registration required, consult local rep**	\$87,000	\$80,910	\$81,727	2200-79000-400	DC6
CloudAXIS 100 Sessions; DMA 7000, 500 Calls; RPRM, 500 Devices. RPAD, 50 calls; Adoption Portal, 200 users; Implementation Service; Premier, 3-Years Maintenance. **Mandatory deal registration required, consult local rep **	\$117,000	\$108,810	\$109,909	2200-79000-500	DC6

Service -Video SmartStart

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Service

Elite Premier

UPGRADE to Elite Premier One year. SmartStart 100 Maintenance Only uplift	\$6,300	\$6,174	\$6,236	4872-79001-590	DC4
UPGRADE to Elite Premier One year. SmartStart 500 Maintenance Only uplift	\$12,000	\$11,760	\$11,879	4872-79001-591	DC4
UPGRADE to Elite Premier One year. SmartUpgrade-1yr Maintenance Only uplift	\$10,900	\$10,682	\$10,790	4872-79001-592	DC4
UPGRADE to Elite Premier Three year. SmartStart 100-3yr Maintenance Only uplift	\$31,840	\$31,203	\$31,518	4872-79001-607	DC4
UPGRADE to Elite Premier Three year. SmartStart 500-3yr Maintenance Only uplift	\$32,500	\$31,850	\$32,172	4872-79001-608	DC4
UPGRADE to Elite Premier Three year. SmartUpgrade-3yr Maintenance Only uplift	\$29,100	\$28,518	\$28,806	4872-79001-609	DC4

VERTICAL SOLUTIONS

Service - Teleworker Solution Packages

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Installation Services

Remote Installation service for Teleworker Solution Promo (conducted through scheduled telephone call)	\$510	\$500	\$505	4870-00838-001	DC4
Onsite Installation service for Teleworker Solution Promo	\$1,025	\$1,005	\$1,015	4870-00838-002	DC4

Premier Services

Premier, One Year, Teleworker Solution Promo	\$225	\$221	\$223	4870-00838-112	DC4
Premier, Three Year, Teleworker Solution Promo	\$575	\$564	\$569	4870-00838-312	DC4

Premier Onsite Services

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier Onsite, One Year, Teleworker Solution Promo	\$340	\$333	\$337	4870-00838-114	DC4
Premier Onsite, Three Year, Teleworker Solution Promo	\$865	\$848	\$856	4870-00838-314	DC4

Solutions Packages

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Teleworker Solution Packages

VVX 1500 D and VBP 200 E Teleworker Bundle

Polycom Teleworker Solution bundle offering incl. VVX 1500 D dual stack business media phone for business-grade desktop video & VBP 200E network appliance(First year maintenance contract required).	\$1,999	\$1,699	\$1,716	2230-18064-025	DC14
---	---------	---------	---------	----------------	------

Telehealth Solutions

Practitioner Mobile Workstations

Polycom RealPresence Practitioner Cart 8000 Includes: HDX8K series Codec, EE 1080 camera, HDX MicM LR, P+C, Mobile Cart w/Battery Power System and 24" monitor. Eng. Remote. NA/CALA - Maintenance Contract Required	\$26,999	\$25,109	\$25,360	2230-64973-001	DC6
Practitioner TeleHealth Cart HDX 720p. Includes: HDX8K series Codec, EE 720 camera, HDX Mic, 6M LR, P+C, Mobile Cart w/Battery Power System and 26" LCD. Eng. Remote. CANADA ONLY CG 1 (Maintenance Contract Required)	\$34,999	\$29,749	\$30,050	7200-28970-001	DC12
Practitioner TeleHealth Cart HDX 1080p. Includes: HDX8K series Codec, EE 1080 camera, HDX MicM LR, P+C, Mobile Cart w/Battery Power System and 26" LCD (720p). Eng. Remote. CANADA ONLY (Maintenance Contract Required)	\$37,999	\$32,299	\$32,625	7200-28975-001	DC12

RealPresence Practitioner Cart 8000

Polycom RealPresence Practitioner Cart 8000 Includes: HDX8K series Codec, EE 1080 camera, HDX MicM LR, P+C, Mobile Cart w/Battery Power System and 24" monitor. Eng. Remote. NA/CALA - Maintenance Contract Required	\$26,999	\$25,109	\$25,360	2230-64973-001	DC6
--	----------	----------	----------	----------------	-----

Service - Solution Packages

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Installation Services

Onsite installation service for Polycom RealPresence Practitioner Cart 8000 and HDX Practitioner TeleHealth Cart Series	\$1,995	\$1,955	\$1,975	4870-00578-002	DC4
Installation, Practitioner,VSX,SM,2230-21728-XXX, onsite installation of system and certain collaboration tools. MSRP*	\$1,545	\$1,514	\$1,529	4870-21728-002	DC4
Installation, Practitioner,VSX,DM,2230-21729-XXX, onsite installation of system and certain collaboration tools. MSRP*	\$1,545	\$1,514	\$1,529	4870-21729-002	DC4
Onsite Installation Medlink II Telehealth Cart with VSX8000 MSRP*	\$1,545	\$1,514	\$1,529	4870-22291-002	DC4
Installation, Judicial Wall System with VSX 3000, onsite installation of system and certain collaboration tools. The customer is responsible for the installation of wall mounting brackets, etc. for the flat panel. MSRP*	\$1,545	\$1,514	\$1,529	4870-22648-002	DC4
Installation, ClassStation, Large, VSX8000, 2230-22119-XXX, onsite installation of system and certain collaboration tools	\$5,665	\$5,552	\$5,607	4870-51060-002	DC4

Polycom, Inc.
State of Utah Contract Pricelist

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Installation, ClassStation,Small,VSX8000,2230-22120-XXX, onsite installation of system and certain collaboration tools. MSRP*	\$3,400	\$3,332	\$3,365	4870-51061-002	DC4
Installation, ClassStation, Primary, VSX7000, 2230-22285-XXX, onsite installation of system and certain collaboration tools. MSRP*	\$3,400	\$3,332	\$3,365	4870-51062-002	DC4
Installation, ClassStation, Secndry, VSX7000, 2230-22286-XXX, onsite installation of system and certain collaboration tools. MSRP*	\$3,400	\$3,332	\$3,365	4870-51063-002	DC4

Premier Services

Premier, One Year, Polycom RealPresence Practitioner Cart 8000 and HDX Practitioner TeleHealth Cart Series	\$2,795	\$2,739	\$2,766	4870-00578-106	DC4
Premier, Three Year, Polycom RealPresence Practitioner Cart 8000 and HDX Practitioner TeleHealth Cart Series	\$7,125	\$6,983	\$7,052	4870-00578-136	DC4
AdvancedAccess Premier, One Year, Polycom RealPresence Practitioner Cart 8000 and HDX Practitioner TeleHealth Cart Series (Requires all systems to be covered by AdvancedAccess)	\$3,355	\$3,288	\$3,321	4870-00578-513	DC4
AdvancedAccess Premier, Three Year, Polycom RealPresence Practitioner Cart 8000 and HDX Practitioner TeleHealth Cart Series (Requires all systems to be covered by AdvancedAccess)	\$8,555	\$8,384	\$8,468	4870-00578-533	DC4
Premier, 1 Year, Practitioner,VSX,SM,2230-21728-XXX, parts shipped priority level same business day, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) MSRP*	\$990	\$970	\$980	4870-21728-106	DC4
Premier 3 Yrs, Practitioner,VSX,SM,2230-21728-XXX, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) MSRP*	\$2,000	\$1,960	\$1,980	4870-21728-306	DC4
Premier, 1 Year, Practitioner,VSX,DM,2230-21729-XXX, parts shipped priority level same business day, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) MSRP*	\$1,080	\$1,058	\$1,069	4870-21729-106	DC4
Premier 3 Yrs, Practitioner,VSX,SM,2230-21729-XXX, Parts shipped premium day of call, Unlimited Telephone Technical Support During Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) MSRP*	\$2,220	\$2,176	\$2,197	4870-21729-306	DC4
Premier, 1 Year, MedlinkII Telehealth Cart with VSX8000, parts shipped priority same business day, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) MSRP*	\$1,700	\$1,666	\$1,683	4870-22291-106	DC4
Premier, 1 Year, Judicial Wall System with VSX 3000, parts shipped priority level same business day, Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) MSRP*	\$670	\$657	\$663	4870-22648-106	DC4
Premier, 1 Year, ClassStation,Large,VSX8000,2230-22119-XXX,parts shipped priority same business day, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) MSRP*	\$4,080	\$3,998	\$4,038	4870-51060-106	DC4
Premier, 3 Yrs, 2230-22119-XXX, parts shipped priority level same business day, telephone tech support during business hours, software updates & upgrades (prices for terms other than 3 Yrs to be prorated accordingly) MSRP*	\$9,210	\$9,026	\$9,116	4870-51060-306	DC4
Premier, 1 Year, ClassStation, Small, VSX8000,2230-22120-XXX, parts shipped priority same business day, telephone tech support during business hours, software updates & upgrades(prices for terms other than 1 Yr to be prorated accordingly) MSRP*	\$1,835	\$1,798	\$1,816	4870-51061-106	DC4
Premier, 3 Yrs, 2230-22120-XXX, parts shipped priority level same business day, telephone tech support during business hours, software updates & upgrades (prices for terms other than 3 Yrs to be prorated accordingly) MSRP*	\$4,645	\$4,552	\$4,598	4870-51061-306	DC4
Premier, 1 Year, ClassStation, Primary, VSX7000,2230-22285-XXX, parts shipped priority same business day, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1Yr to be prorated accordingly) MSRP*	\$1,155	\$1,132	\$1,143	4870-51062-106	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier, 3 Yrs, 2230-22285-XXX, parts shipped priority level same business day, telephone tech support during business hours, software updates & upgrades (prices for terms other than 3 Yrs to be prorated accordingly) MSRP*	\$2,400	\$2,352	\$2,376	4870-51062-306	DC4
Premier, 1 Year, ClassStation, Secndry, VSX7000,2230-22286-XXX, parts shipped priority same business day, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1Yr to be prorated accordingly) MSRP*	\$1,495	\$1,465	\$1,480	4870-51063-106	DC4
Premier, 3 Yrs, 2230-22286-XXX, parts shipped priority level same business day, telephone tech support during business hours, software updates & upgrades (prices for terms other than 3 Yrs to be prorated accordingly) MSRP*	\$3,215	\$3,151	\$3,182	4870-51063-306	DC4

Premier Onsite Services

Premier Onsite, One Year, Polycom RealPresence Practitioner Cart 8000 and HDX Practitioner TeleHealth Cart Series	\$4,195	\$4,111	\$4,152	4870-00578-108	DC4
Premier Onsite, Three Year, Polycom RealPresence Practitioner Cart 8000 and HDX Practitioner TeleHealth Cart Series	\$10,695	\$10,481	\$10,586	4870-00578-138	DC4
AdvancedAccess Premier Onsite, One Year, Polycom RealPresence Practitioner Cart 8000 and HDX Practitioner TeleHealth Cart Series (Requires all systems to be covered by AdvancedAccess)	\$4,820	\$4,724	\$4,771	4870-00578-514	DC4
AdvancedAccess Premier Onsite,Three Year, Polycom RealPresence Practitioner Cart 8000 and HDX Practitioner TeleHealth Cart Series (Requires all systems to be covered by AdvancedAccess)	\$12,290	\$12,044	\$12,165	4870-00578-534	DC4
Premier Onsite, 1 Year, Practitioner,VSX,SM,2230-21728-XXX, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) MSRP*	\$1,795	\$1,759	\$1,777	4870-21728-108	DC4
Premier Onsite, 3 Yrs, Practitioner,VSX,SM,2230-21728-XXX, Next Business Day Parts , Unlimited Phone support during Business Hours, Software Updates (prices for terms other than 3 Yrs to be prorated accordingly) MSRP*	\$4,315	\$4,229	\$4,271	4870-21728-308	DC4
Premier Onsite, 1 Year, Practitioner,VSX,DM,2230-21729-XXX, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) MSRP*	\$1,965	\$1,926	\$1,945	4870-21729-108	DC4
Premier Onsite, 3 Yrs, Practitioner,VSX,DM,2230-21729-XXX, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) MSRP*	\$4,340	\$4,253	\$4,296	4870-21729-308	DC4
Premier Onsite, 1 Year, Medlink II Telehealth Cart with VSX8000, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) MSRP*	\$3,090	\$3,028	\$3,058	4870-22291-108	DC4
Premier Onsite, 1 Year, Judicial Wall System with VSX 3000, next business day on-site labor & parts, Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) MSRP*	\$1,185	\$1,161	\$1,173	4870-22648-108	DC4
Premier Onsite, 1 Year, ClassStation, Large, VSX8000, 2230-22119-XXX, next business day on-site labor & parts, telephone technical support during business hours (prices for terms other than 1 Yr to be prorated accordingly) MSRP*	\$7,415	\$7,267	\$7,339	4870-51060-108	DC4
Premier Onsite, 3 Yrs, 2230-22119-XXX, next business day on-site labor & parts, telephone technical support during business hours (prices for terms other than 3 Yrs to be prorated accordingly) MSRP*	\$17,220	\$16,876	\$17,044	4870-51060-308	DC4
Premier Onsite, 1 Year, ClassStation, Small, VSX8000, 2230-22120-XXX, next business day on-site labor & parts, telephone technical support during business hours (prices for terms other than 1 Yr to be prorated accordingly) MSRP*	\$3,335	\$3,268	\$3,301	4870-51061-108	DC4
Premier Onsite, 3 Yrs, 2230-22120-XXX, next business day on-site labor & parts, telephone technical support during business hours (prices for terms other than 3 Yrs to be prorated accordingly) MSRP*	\$8,915	\$8,737	\$8,824	4870-51061-308	DC4
Premier Onsite, 1 Year, ClassStation,Primary,VSX7000,2230-22285-XXX, next business day on-site labor & parts, telephone technical support during business hours (prices for terms other than 1 Yr to be prorated accordingly) MSRP*	\$2,100	\$2,058	\$2,079	4870-51062-108	DC4
Premier Onsite, 3 Yrs, 2230-22285-XXX, next business day on-site labor & parts, telephone technical support during business hours (prices for terms other than 3 Yrs to be prorated accordingly) MSRP*	\$4,665	\$4,572	\$4,617	4870-51062-308	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier Onsite, 1 Year, ClassStation, Secndry, VSX7000, 2230-22286-XXX, next business day on-site labor & parts, telephone technical support during business hours (prices for terms other than 1 Yr to be prorated accordingly) MSRP*	\$2,720	\$2,666	\$2,692	4870-51063-108	DC4
Premier Onsite, 3 Yrs, 2230-22286-XXX, next business day on-site labor & parts, telephone technical support during business hours (prices for terms other than 3 Yrs to be prorated accordingly) MSRP*	\$6,150	\$6,027	\$6,087	4870-51063-308	DC4

SMB SOLUTIONS

SMB Product Offerings

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

RealPresence Ready

Polycom RealPresence Ready solution. Includes two HDX 6000 with EEV cameras, one HDX 7000-720 with EagleEye camera, five pack of Telepresence m100 PC clients, one HDX MPPlus 4-way multipoint software license and a deployment guide.	\$17,999	\$15,299	\$15,452	7200-61720-001	DC10
---	----------	----------	----------	----------------	------

Service - RealPresence Ready

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Premier Services

Premier, One Year, RealPresence Ready	\$2,385	\$2,337	\$2,361	4870-01026-112	DC4
Premier, Three Year, RealPresence Ready	\$6,080	\$5,958	\$6,018	4870-01026-312	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, RealPresence Ready	\$2,860	\$2,803	\$2,831	4870-01026-513	DC4
AdvancedAccess Premier, Three Year, RealPresence Ready	\$7,720	\$7,566	\$7,642	4870-01026-533	DC4

REALPRESENCE VIDEO CONTENT MANAGEMENT

RealPresence Media Manager

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Media Manager Software Editions

RealPresence Media Manager v6.x SW - 500 concurrent users, 1 portal w/ AD/LDAP, webSSO, Test/Cert, MediaDirector, Mobility (3 licenses), UC Utility (Lync/ST). Reqs basic install (adv install optl) on CPE svrs (see min reqs) & 1yr SW support.	\$25,000	\$21,250	\$21,465	5230-75000-400	DC12
RP Media Manager - Additional 500 concurrent users. RP MM environment must be scale-able to support the total # of concurrent users. SW Maintenance Contract Required.	\$25,000	\$21,250	\$21,465	5230-75000-500	DC12

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Additional, single brandable portal for RP Media Manager v6.x. Inherits options/features of base MM, implementation of options/features is purchased per portal. Maintenance Contract Required. Professional Implementation Recommended.	\$9,500	\$8,075	\$8,157	5230-75010-003	DC8

Media Manager Appliance					
--------------------------------	--	--	--	--	--

RP Media Manager Server Appliance v6.x - Includes 500 concurrent users, 1 portal, AD/LDAP, web SSO, TestCert, MediaDirector, Mobility (3 licenses), UC Utility (Lync/ST). Order nonNA power. Req. basic (or opt'l advanced) install & 1 year HW/SW support.	\$42,125	\$35,806	\$36,168	2200-75000-400	DC12
---	----------	----------	----------	----------------	------

Media Manager Appliance Power Cord Kits & Accessories					
--	--	--	--	--	--

2-Post Rail Kit for DMA,PRMM Express,RPAD,RPRM,CMA Servers (R620 only).	\$125	\$125	\$126	8583-70083-000	DC99
---	-------	-------	-------	----------------	------

Hosted Media Manager Offerings					
---------------------------------------	--	--	--	--	--

1 year of RealPresence Media Manager Hosted (non-shared) Edition - 500 concurrent users w/ 250Gb transfer & 25Gb storage (overage billed as incurred), LDAP/AD/SSO for typical configs. Requires setup fee.	\$56,100	\$54,978	\$55,533	6867-00069-005	DC4
1 month of RealPresence Media Manager Hosted (non-shared) Edition 12 MO. MINIMUM, BILLED MONTHLY - 1,000 concurrent users w/ 500Gb transfer & 50Gb storage (overage billed as incurred), LDAP/AD/SSO for typical configs (reqs setup fee). Req setup fee.	\$66,000	\$64,680	\$65,333	6867-00069-010	DC4
1 month of RealPresence Media Manager Hosted (non-shared) Edition 12 MO. MINIMUM, BILLED MONTHLY - 2,000 concurrent users w/ 750Gb transfer & 75Gb storage (overage billed as incurred), LDAP/AD/SSO for typical configs (reqs setup fee). Req setup fee.	\$84,000	\$82,320	\$83,152	6867-00069-020	DC4
1 month of RealPresence Media Manager Hosted (non-shared) Edition 12 MO. MINIMUM, BILLED MONTHLY - 4,000 concurrent users w/ 1000Gb transfer & 100Gb storage (overage billed as incurred), LDAP/AD/SSO for typical configs (reqs setup fee). Req setup fee.	\$150,000	\$147,000	\$148,485	6867-00069-040	DC4
1 month of RealPresence Media Manager Hosted (non-shared) Edition 12 MO. MINIMUM, BILLED MONTHLY - 8,000 concurrent users w/ 1000Gb transfer & 100Gb storage (overage billed as incurred), LDAP/AD/SSO for typical configs (reqs setup fee). Req setup fee.	\$234,000	\$229,320	\$231,636	6867-00069-080	DC4
1 month of RealPresence Media Manager Hosted (non-shared) Edition 12 MO. MINIMUM, BILLED MONTHLY - 12,000 concurrent users w/ 1000Gb transfer & 100Gb storage (overage billed as incurred), LDAP/AD/SSO for typical configs (reqs setup fee). Req setup fee.	\$348,000	\$341,040	\$344,485	6867-00069-120	DC4
Setup for Media Manager Hosted (non-shared) Edition - 500 or 1,000 users (6867-00069-005 or 6867-00069-010) with project management, initial config (logo, CSS colors, PRCS .set).	\$5,000	\$4,900	\$4,949	6867-00070-010	DC4
Setup for Media Manager Hosted (non-shared) Edition - 2,000 users (6867-00069-020) with project management, initial config, PRCS .set.	\$6,250	\$6,125	\$6,187	6867-00070-020	DC4
Setup for Media Manager Hosted (non-shared) Edition - 4,000 users (6867-00069-040) with project management, initial config, PRCS .set.	\$75,000	\$73,500	\$74,242	6867-00070-040	DC4
Setup for Media Manager Hosted (non-shared) Edition - 8,000 users (6867-00069-080) with project management, initial config, PRCS .set.	\$10,000	\$9,800	\$9,899	6867-00070-080	DC4
Setup for Media Manager Hosted (non-shared) Edition - 12,000 users (6867-00069-120) with project management, initial config, PRCS .set.	\$12,000	\$11,760	\$11,879	6867-00070-120	DC4
One time Setup of "typical" LDAP/AD/SSO for Media Manager Hosted (non-shared) Edition - 1,000 users (6867-00069-010). May be add'l fee if VPN or special LDAP/AD provisions are req (this will be scoped/quoted as consultation).	\$4,000	\$3,920	\$3,960	6867-00071-010	DC4
One time Setup of "typical" LDAP/AD/SSO for Media Manager Hosted (non-shared) Edition - 2,000 users (6867-00069-020). May be add'l fee if VPN or special LDAP/AD provisions are req (this will be scoped/quoted as consultation).	\$4,000	\$3,920	\$3,960	6867-00071-020	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
One time Setup of "typical" LDAP/AD/SSO for Media Manager Hosted (non-shared) Edition - 4,000 users (6867-00069-040). May be add'l fee if VPN or special LDAP/AD provisions are req (this will be scoped/quoted as consultation).	\$6,000	\$5,880	\$5,939	6867-00071-040	DC4
One time Setup of "typical" LDAP/AD/SSO for Media Manager Hosted (non-shared) Edition - 8,000 users (6867-00069-080). May be add'l fee if VPN or special LDAP/AD provisions are req (this will be scoped/quoted as consultation).	\$8,000	\$7,840	\$7,919	6867-00071-080	DC4
One time Setup of "typical" LDAP/AD/SSO for Media Manager Hosted (non-shared) Edition - 12,000 users (6867-00069-120). May be add'l fee if VPN or special LDAP/AD provisions are req (this will be scoped/quoted as consultation).	\$8,000	\$7,840	\$7,919	6867-00071-120	DC4
One time basic branding for Media Manager Hosted (non-shared) Edition, including customer logo, basic layout changes and color scheme (all via the PRMM admin tool). Any customization that can not be accomplished via the PRMM admin tool is out of scope.	\$2,500	\$2,450	\$2,475	6867-00072-008	DC4
Professional Services hourly consultation / service fee for Media Manager Hosted (non-shared) Edition.	\$325	\$319	\$322	6867-00073-008	DC4

Polycom Branded Services

Deployment Services

PRMM General Consulting Services (remote only and during normal business hours. Rate is per day.	\$2,500	\$2,450	\$2,475	4870-01132-008	DC2
--	---------	---------	---------	----------------	-----

RealPresence Media Manager Integration Modules

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Digital Signage Intergration with Media Manager. Requires compatible Digital Signage System (refer to most recent list). Req Implementation & 1 Year Premier.	\$25,000	\$21,250	\$21,465	5230-75001-016	DC8

Media Manager Integration Modules

Microsoft SharePoint Module. Enables PRMM managed content & events to be accessed directly w/in SharePoint 2010. Req Implementation & 1 Year Premier.	\$35,000	\$29,750	\$30,051	5230-75001-004	DC8
Media Service Agent (MSA) is software that is installed on client's Windows Media server (not provided) that works with PRMM Media Director (inc in MMv6.5) to distribute content. Req Implementation & 1 Year Premier.	\$1,000	\$850	\$859	5230-75001-007	DC8
Provides integration between PRMMv6.x and Blue Coat Director (tested version = SG-ME 5.4.2.5) to allow http and wmv video content to distributed via Blue Coat Director & Proxy. Req Implementation & 1 Year Premier.	\$25,000	\$21,250	\$21,465	5230-75001-009	DC8
BlackBoard Module. Allows the publishing of rich media content as one or more links within the Blackboard system. Authenticated Blackboard users can seamlessly access and play PRMM content. Req Implementation & 1 Year Premier.	\$15,000	\$13,950	\$14,091	5230-75001-011	DC6

Service - RealPresence Media Manager

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Service Reactivation Fees

Service re-activation fee, PRMM DirectoryServices Module, Testing & Certification Module, Blackboard, CME Tracker or SABA, for product less than one year out of support coverage	\$1,500	\$1,500	\$1,515	4870-01101-801	DC99
Service re-activation fee, PRMM DirectoryServices Module, Testing & Certification Module, Blackboard, CME Tracker or SABA, for product more than one year out of support coverage	\$3,000	\$3,000	\$3,030	4870-01101-802	DC99
Service re-activation fee, PRMM EE, for product less than one year out of support coverage	\$11,500	\$11,500	\$11,615	4870-01103-801	DC99

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Service re-activation fee, PRMM EE, for product more than one year out of support coverage	\$23,000	\$23,000	\$23,230	4870-01103-802	DC99
Service re-activation fee, for PRMM Express or PRMM SE, for product less than one year out of support coverage	\$6,000	\$6,000	\$6,060	4870-01104-801	DC99
Service re-activation fee, for PRMM Express or PRMM SE, for product more than one year out of support coverage	\$12,000	\$12,000	\$12,120	4870-01104-802	DC99
Service re-activation fee, PRMM EE additional portal, Blue Coat, Media Director, PRMM EE Reporting server, Cisco ACNS, SharePoint or Development & Testing Environments, for product less than one year out of support coverage	\$2,500	\$2,500	\$2,525	4870-01105-801	DC99
Service re-activation fee, PRMM EE additional portal, Blue Coat, Media Director, PRMM EE Reporting server, Cisco ACNS, SharePoint or Development & Testing Environments, for product more than one year out of support coverage	\$5,000	\$5,000	\$5,050	4870-01105-802	DC99
Service re-activation fee, for PresenterPRO, for product less than one year out of support coverage	\$1,500	\$1,500	\$1,515	4870-01128-801	DC99
Service re-activation fee, SD Capture Station, for product less than one year out of support coverage	\$1,500	\$1,500	\$1,515	4870-01168-801	DC99
Service re-activation fee, SD Capture Station, for product more than one year out of support coverage	\$3,000	\$3,000	\$3,030	4870-01168-802	DC99

Implementation Service

Remote-only Installation support for the PRMM Testing & Certification Module	\$2,000	\$1,960	\$1,980	4870-01102-007	DC2
Remote-only Installation of the PRMM Reporting Server software (Windows Server & SQL Server not included)	\$4,000	\$3,920	\$3,960	4870-01113-007	DC2
Remote-Only PRMM Configuration & testing of the sub-portal, Basic branding of 1 additional SE or EE sub-portal which includes configuration of the business group style(s) (ie. logo, header image, font, search area) and setup of the welcome/startup page)	\$2,500	\$2,450	\$2,475	4870-01136-007	DC2
Remote-only Installation, One MSA instance integrated with PRMM Media Director for use with any supported MSA feature, including content distribution or transcoding.	\$500	\$490	\$495	4870-01138-007	DC2
Remote-Only PRMM Configuration and testing of a single Bluecoat Director and up to 15 Distribution Groups (priced per increment)	\$2,500	\$2,450	\$2,475	4870-01140-007	DC2
Remote-Only PRMM Configuration and testing of a single Cisco Content Distribution Manager and up to 15 Distribution Channels (priced per increment)	\$2,500	\$2,450	\$2,475	4870-01142-007	DC2
Remote-Only, PRMM planning, implementation, configuration, and testing of UGC functionality.	\$2,500	\$2,450	\$2,475	4870-01144-007	DC2
Remote-Only, PRMM planning, implementation, configuration, and testing of Lync functionality.	\$2,500	\$2,450	\$2,475	4870-01145-007	DC2
Remote-Only PRMM assessment, planning, by SME's to install, configure, test and orientate on Sharepoint connector integration solution into Customer's Development and/or Production environment.	\$10,000	\$9,800	\$9,898	4870-01147-007	DC2
Implementation, PRMM SSO Module	\$5,000	\$4,900	\$4,949	4870-01152-007	DC2
Remote-Only PRMM Pre-Deployment Service Package preparation; Branding of the EE portal & setup of startup page; Installation, configuration & testing of a single, PRMM EE instance & portal; & PRMM Admin orientation	\$17,000	\$16,660	\$16,827	4870-01154-007	DC2
Remote-Only PRMM Pre-Deployment Service Package preparation; Branding of the SE portal & setup of startup page; Installation, configuration & testing of a single, SE instance & portal; & PRMM Admin orientation	\$15,000	\$14,700	\$14,847	4870-01155-007	DC2
Remote-Only PRMM Pre-Deployment Service Package preparation; Branding of the Express portal & setup of startup page; Installation, configuration & testing of a single, Express instance & portal; & Admin orientation	\$5,000	\$4,900	\$4,949	4870-01156-007	DC2
Remote-Only PRMM Installation support of Directory Services Module (LDAP)	\$4,000	\$3,920	\$3,959	4870-01157-007	DC2
Remote-only Installation, PRMM Media Utility for IBM Sametime for up to 50 SameTime clients.	\$2,500	\$2,450	\$2,475	4870-01187-007	DC2
Remote-only Installation, PRMM Digital Signage Integration with compatible Scala	\$2,500	\$2,450	\$2,475	4870-01188-007	DC2
Remote-only Installation, PRMM Digital Signage Integration with compatible X2O Media	\$2,500	\$2,450	\$2,475	4870-01189-007	DC2
Remote-only Installation, PRMM Mobility Integration	\$3,500	\$3,430	\$3,465	4870-01190-007	DC2
Remote-only Basic Implementation, Media Manager v6.x single appliance-500 users. Includes non SSL AD; 1 forest & Mobility Transcoding per server. Does not include other LDAP intg, SSO, additional portal, SSL, Id-bal, Lync/ST, train or other integ options	\$3,750	\$3,675	\$3,712	4870-01201-007	DC2

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Remote-Only Basic Implementation, one additional portal Media Manager v6.x to match main portal style (logo, header image, font, search) config & setup of welcome/startup page. Includes AD (1 forest). Other options & training are priced separately	\$2,500	\$2,450	\$2,475	4870-01209-007	DC2
Remote-Only Implementation, one additional V6.x Media Manager portal with previously implemented SharePoint (5230-75001-004) into Production environment. Does not include training	\$8,000	\$7,840	\$7,919	4870-01210-007	DC2
Remote-Only Media Manager assessment and planning by SME's to install, configure, test, with orientation on SharePoint integration (5230-75001-004) for both Production and/or non-production environments	\$17,000	\$16,660	\$16,828	4870-01211-007	DC2
Remote-Only Implementation, add one additional SharePoint connector solution into one additional portal on Customer's Development environment. SharePoint Integration must already be fully functional and certified	\$8,000	\$7,840	\$7,919	4870-01212-007	DC2
Remote-only Implementation, one MSA instance integrated with Media Manager Media Director, for use with any supported MSA feature, includes content distribution or transcoding. Windows Media Streaming only	\$500	\$490	\$495	4870-01213-007	DC2
Remote-only Integration, Media Manager v6.x with compatible Digital Signage systems (see release notes for latest list)	\$6,000	\$5,880	\$5,939	4870-01216-007	DC2
Remote-only Implementation, External Windows Media Server (CPE hardware, software)	\$3,000	\$2,940	\$2,970	4870-01225-007	DC2
Remote-only Implementation, External Windows IIS Media Server (CPE hardware, software)	\$3,000	\$2,940	\$2,970	4870-01226-007	DC2
Remote-only Implementation, External Wowza Media Server (CPE hardware, software)	\$3,000	\$2,940	\$2,970	4870-01227-007	DC2
Remote-only Basic Implementation, Media Mgr v6.x SW on one Windows server (or VM)-500 users. Includes nonSSL AD; 1 forest & Mobility Transcoding per server. Does not include other LDAP intg, add'l portal, SSL,ld-bal, Lync/ST, train or other integ options	\$9,000	\$8,820	\$8,909	4870-01241-007	DC2

Deployment Services

PRMM additional authorized customer support users (per user) (Free support service for two authorized customer support users)	\$3,500	\$3,430	\$3,464	4870-01135-008	DC2
Remote-only PRMM training on either PRMM or Capture Station. Price is per eight hour day.	\$3,000	\$3,000	\$3,030	4870-01183-008	DC99

Premier Services

Premier, One Year, PRMM software (Enterprise or Standard Edition to match production version) for use in non-production environments, staging, backup, development & testing.	\$7,500	\$7,350	\$7,424	4870-01137-112	DC4
Premier, Three Year, PRMM software (Enterprise or Standard Edition to match production version) for use in non-production environments, staging, backup, development & testing.	\$19,125	\$18,743	\$18,932	4870-01137-312	DC4
Premier, One Year, PRMM Single Sign-On (SSO)	\$3,750	\$3,675	\$3,712	4870-01152-112	DC4
Premier, Three Year, PRMM Single Sign-On (SSO)	\$9,565	\$9,374	\$9,467	4870-01152-312	DC4
Premier, One Year, PRMM EE -Multi-tenant capable	\$28,750	\$28,175	\$28,457	4870-01154-112	DC4
Premier, Three Year, PRMM EE -Multi-tenant capable	\$73,315	\$71,849	\$72,567	4870-01154-312	DC4
Premier, One Year, PRMM SE, SW, Single tenant portal	\$16,250	\$15,925	\$16,084	4870-01155-112	DC4
Premier, Three Year, PRMM SE, SW, Single tenant portal	\$41,440	\$40,611	\$41,017	4870-01155-312	DC4
Premier, One Year, Service Contract for PRMM Express	\$13,750	\$13,475	\$13,610	4870-01156-112	DC4
Premier, Three Year, Service Contract for PRMM Express	\$35,065	\$34,364	\$34,707	4870-01156-312	DC4
Premier, One Year, PRMM User Authentication for LDAP-compliant Directory Service	\$2,500	\$2,450	\$2,475	4870-01157-112	DC4
Premier, Three Year, PRMM User Authentication for LDAP-compliant Directory Service	\$6,375	\$6,248	\$6,310	4870-01157-312	DC4
Premier, One Year, Additional Portal	\$6,250	\$6,125	\$6,186	4870-01165-112	DC4
Premier, Three Year, PRMM Additional Portal	\$15,940	\$15,621	\$15,777	4870-01165-312	DC4
Premier, One Year, PRMM Media Director provides delivery of rich media content to third party CDN	\$6,250	\$6,125	\$6,186	4870-01166-112	DC4
Premier, Three Year, PRMM Media Director provides delivery of rich media content to third party CDN	\$15,940	\$15,621	\$15,777	4870-01166-312	DC4
Premier, One Year, PRMM, One MSA instance with any supported MSA feature, including content distribution or transcoding.	\$250	\$245	\$247	4870-01167-112	DC4
Premier, Three Year, PRMM One MSA instance with any supported MSA feature, including content distribution, transcoding or thumbnail generation.	\$640	\$627	\$633	4870-01167-312	DC4
Premier, One Year, PRMM Media Utility for IBM Sametime for up to 50 SameTime clients. Priced per client.	\$13	\$13	\$13	4870-01187-112	DC4

Polycm, Inc.
State of Utah Contract Pricelist

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier, Three Year, PRMM Media Utility for IBM Sametime for up to 50 SameTime clients. Priced per client.	\$35	\$34	\$35	4870-01187-312	DC4
Premier, One Year PRMM Digital Signage Integration with compatible Scala	\$6,250	\$6,125	\$6,187	4870-01188-112	DC4
Premier, Three Year PRMM Digital Signage Integration with compatible Scala	\$15,940	\$15,621	\$15,779	4870-01188-312	DC4
Premier, One Year PRMM Digital Signage Integration with compatible X2O Media	\$6,250	\$6,125	\$6,187	4870-01189-112	DC4
Premier, Three Year PRMM Digital Signage Integration with compatible X2O Media	\$15,950	\$15,631	\$15,789	4870-01189-312	DC4
Premier, One Year PRMM Mobility Integration	\$8,750	\$8,575	\$8,662	4870-01190-112	DC4
Premier, Three Year PRMM Mobility Integration	\$22,315	\$21,869	\$22,090	4870-01190-312	DC4
Premier, one year, RP Media Manager v6.x single appliance-500 concurrent users, 1 portal w/ AD/LDAP, webSSO, Test/Cert, MediaDirector, Mobility (3 licenses), UC Utility (Lync/ST)	\$8,425	\$8,257	\$8,340	4870-01201-112	DC4
Premier, three year, RP Media Manager v6.x single appliance-500 concurrent users, 1 portal w/ AD/LDAP, webSSO, Test/Cert, MediaDirector, Mobility (3 licenses), UC Utility (Lync/ST)	\$25,275	\$24,770	\$25,020	4870-01201-312	DC4
Premier, one year, one additional portal Media Manager v6.x to match main portal style (logo, header image, font, search) config & setup of welcome/startup page. Includes AD (1 forest)	\$1,900	\$1,862	\$1,881	4870-01209-112	DC4
Premier, three year, one additional portal Media Manager v6.x to match main portal style (logo, header image, font, search) config & setup of welcome/startup page. Includes AD (1 forest)	\$5,800	\$5,684	\$5,741	4870-01209-312	DC4
Premier, one year, one additional V6.x Media Manager portal with previously implemented SharePoint (5230-75001-004) into Production environment. Does not include training	\$1,600	\$1,568	\$1,584	4870-01210-112	DC4
Premier, three year, one additional V6.x Media Manager portal with previously implemented SharePoint (5230-75001-004) into Production environment. Does not include training	\$4,800	\$4,704	\$4,752	4870-01210-312	DC4
Premier, one year, SharePoint module while using Media Manager	\$7,000	\$6,860	\$6,929	4870-01211-112	DC4
Premier, three year, SharePoint module while using Media Manager	\$21,000	\$20,580	\$20,788	4870-01211-312	DC4
Premier, one year, one additional SharePoint connector solution into one additional portal on Customer's Development environment. SharePoint Integration must already be fully functional and certified	\$1,600	\$1,568	\$1,584	4870-01212-112	DC4
Premier, three year, one additional SharePoint connector solution into one additional portal on a Customer's Development environment. SharePoint Integration must already be fully functional and certified	\$4,800	\$4,704	\$4,752	4870-01212-312	DC4
Premier, one year, one MSA instance integrated with Media Manager Media Director, for use with any supported MSA feature, includes content distribution or transcoding. For Windows Media Streaming only	\$200	\$196	\$198	4870-01213-112	DC4
Premier, three year, one MSA instance integrated with Media Manager Media Director, for use with any supported MSA feature, includes content distribution or transcoding. For Windows Media Streaming only	\$600	\$588	\$594	4870-01213-312	DC4
Premier, one year, Media Manager 6.x integration with Blackboard Learn 9.1 (5230-75001-011)	\$3,000	\$2,940	\$2,970	4870-01215-112	DC4
Premier, three year, Media Manager 6.x integration with Blackboard Learn 9.1 (5230-75001-011)	\$9,000	\$8,820	\$8,909	4870-01215-312	DC4
Premier, one year, Media Manager v6.x integration with compatible Digital Signage systems (see release notes for latest list)	\$5,000	\$4,900	\$4,949	4870-01216-112	DC4
Premier, three year, Media Manager v6.x integration with compatible Digital Signage systems (see release notes for latest list)	\$15,000	\$14,700	\$14,848	4870-01216-312	DC4
Premier, one year, RSS integration with Media Manager	\$500	\$490	\$495	4870-01221-112	DC4
Premier, three year, RSS integration with Media Manager	\$1,500	\$1,470	\$1,485	4870-01221-312	DC4
Premier, one year, External Windows Media Server (CPE hardware, software)	\$600	\$588	\$594	4870-01225-112	DC4
Premier, three year, External Windows Media Server (CPE hardware, software)	\$1,800	\$1,764	\$1,782	4870-01225-312	DC4
Premier, one year, External Windows IIS Media Server (CPE hardware, software)	\$600	\$588	\$594	4870-01226-112	DC4
Premier, three year, External Windows IIS Media Server (CPE hardware, software)	\$1,800	\$1,764	\$1,782	4870-01226-312	DC4
Premier, one year, External Wowza Media Server (CPE hardware, software)	\$600	\$588	\$594	4870-01227-112	DC4
Premier, three year, External Wowza Media Server (CPE hardware, software)	\$1,800	\$1,764	\$1,782	4870-01227-312	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier, one year, RP Media Manager v6.x SW-500 concurrent users, one portal w/ AD/LDAP, webSSO, Test/Cert, MediaDirector, Mobility (3 licenses), UC Utility (Lync/ST)	\$5,000	\$4,900	\$4,949	4870-01241-112	DC4
Premier, three year, RP Media Manager v6.x SW-500 concurrent users, one portal w/ AD/LDAP, webSSO, Test/Cert, MediaDirector, Mobility (3 licenses), UC Utility (Lync/ST)	\$15,000	\$14,700	\$14,848	4870-01241-312	DC4
Premier, one year, Media Manager; Additional 500 concurrent users. RP Media Manager environment must be scaleable to support the total number of concurrent users	\$5,000	\$4,900	\$4,949	4870-01243-112	DC4
Premier, three year, Media Manager; Additional 500 concurrent users. RP Media Manager environment must be scaleable to support the total number of concurrent users	\$15,000	\$14,700	\$14,848	4870-01243-312	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, PRMM Single Sign-On (SSO) (Requires all systems to be covered by AdvancedAccess)	\$6,470	\$6,341	\$6,404	4870-01152-514	DC4
AdvancedAccess Premier Onsite, Three Year, PRMM Single Sign-On (SSO) (Requires all systems to be covered by AdvancedAccess)	\$16,500	\$16,170	\$16,332	4870-01152-534	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, PRMM Single Sign-On (SSO) (Requires all systems to be covered by AdvancedAccess)	\$4,500	\$4,410	\$4,454	4870-01152-513	DC4
AdvancedAccess Premier, Three Year, PRMM Single Sign-On (SSO) (Requires all systems to be covered by AdvancedAccess)	\$11,475	\$11,246	\$11,358	4870-01152-533	DC4

AdvancedAccess Premier Onsite with 4 Hour Response

AdvancedAccess Premier Onsite 4 hour, One Year, PRMM Single Sign-On (SSO) (Requires all systems to be covered by AdvancedAccess)	\$10,930	\$10,711	\$10,819	4870-01152-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, PRMM Single Sign-On (SSO) (Requires all systems to be covered by AdvancedAccess)	\$27,870	\$27,313	\$27,586	4870-01152-535	DC4

Elite Add-On Services

Elite Premier, One Year, PRMM EE -Multi-tenant capable. (Can only be ordered by existing Elite customers only.)	\$38,815	\$38,039	\$38,423	4872-01154-112	DC4
Elite Premier, One Year, PRMM SE, SW, Single tenant portal. (Can only be ordered by existing Elite customers only.)	\$21,940	\$21,501	\$21,718	4872-01155-112	DC4
Elite Premier, One Year, Service Contract for PRMM Express. (Can only be ordered by existing Elite customers only.)	\$18,565	\$18,194	\$18,377	4872-01156-112	DC4
Elite Premier, One Year, PRMM User Authentication for LDAP-compliant Directory Service. (Can only be ordered by existing Elite customers only.)	\$3,375	\$3,308	\$3,341	4872-01157-112	DC4
Elite Premier, One Year, PRMM Additional Portal. (Can only be ordered by existing Elite customers only.)	\$8,440	\$8,271	\$8,355	4872-01165-112	DC4
Elite Premier, One Year, PRMM Media Director provides delivery of rich media content to third party CDN. (Can only be ordered by existing Elite customers only.)	\$8,440	\$8,271	\$8,355	4872-01166-112	DC4
Elite Premier, One Year, One PRMM MSA instance with any supported MSA feature, including content distribution, transcoding or thumbnail generation.	\$340	\$333	\$337	4872-01167-112	DC4
Elite Premier, One Year, Service contract for PRRM Event Scheduler. (Can only be ordered by existing Elite customers only.)	\$3,375	\$3,308	\$3,341	4872-01179-112	DC4
Elite Premier, One Year, PRMM Media Utility for IBM Sametime for up to 50 SameTime clients. Priced per client.	\$20	\$20	\$20	4872-01187-112	DC4
Elite Premier, One Year PRMM Digital Signage Integration with compatible Scala	\$8,440	\$8,271	\$8,355	4872-01188-112	DC4
Elite Premier, One Year PRMM Digital Signage Integration with compatible X2O Media	\$8,440	\$8,271	\$8,355	4872-01189-112	DC4
Elite Premier, One Year PRMM Mobility Integration	\$11,815	\$11,579	\$11,696	4872-01190-112	DC4
Elite Premier, 1 yr, Media Manager v6.x single appliance-500 users. Inc non SSL AD; 1 forest & Mobility Transcoding per server. Does not inc other LDAP intg, SSO, add'l portal, SSL, ld-bal, Lync/ST, training or other integ ops. For exist Elite cust only	\$11,374	\$11,147	\$11,259	4872-01201-112	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Elite Premier, one year, one additional portal Media Manager v6.x to match main portal style (logo, header image, font, search) config & setup of welcome/startup page. Includes AD (1 forest). For existing Elite customers only	\$2,565	\$2,514	\$2,539	4872-01209-112	DC4
Elite Premier, one year, one additional V6.x Media Manager portal with previously implemented SharePoint (5230-75001-004) into Production environment. Does not include training. For existing Elite customers only	\$6,480	\$6,350	\$6,415	4872-01210-112	DC4
Elite Premier, one year, SharePoint module while using Media Manager. For existing Elite customers only	\$9,450	\$9,261	\$9,355	4872-01211-112	DC4
Elite Premier, one year, one additional SharePoint connector solution into one additional portal on Customer's Development environment. SharePoint Integration must already be fully functional and certified. For existing Elite customers only	\$2,160	\$2,117	\$2,138	4872-01212-112	DC4
Elite Premier, one year, one MSA instance integrated with Media Manager Media Director, for use with any supported MSA feature, includes content distribution or transcoding. For Windows Media Streaming only. For existing Elite customers only	\$810	\$794	\$802	4872-01213-112	DC4
Elite Premier, one year, Media Manager 6.x integration with Blackboard Learn 9.1 (5230-75001-011). For existing Elite customers only	\$12,150	\$11,907	\$12,027	4872-01215-112	DC4
Elite Premier, one year, Media Manager v6.x integration with compatible Digital Signage systems (see release notes for latest list). For existing Elite customers only	\$6,750	\$6,615	\$6,682	4872-01216-112	DC4
Elite Premier, one year, RSS integration with Media Manager. For existing Elite customers only	\$675	\$662	\$668	4872-01221-112	DC4
Elite Premier, one year, External Windows Media Server (CPE hardware, software). For existing Elite customers only	\$810	\$794	\$802	4872-01225-112	DC4
Elite Premier, one year, External Windows IIS Media Server (CPE hardware, software). For existing Elite customers only	\$810	\$794	\$802	4872-01226-112	DC4
Elite Premier, one year, External Wowza Media Server (CPE hardware, software). For existing Elite customers only	\$810	\$794	\$802	4872-01227-112	DC4
Elite Premier, one year, RP Media Manager v6.x SW-500 concurrent users, one portal w/ AD/LDAP, webSSO, Test/Cert, MediaDirector, Mobility (3 licenses), UC Utility (Lync/ST). For existing Elite customers only	\$6,750	\$6,615	\$6,682	4872-01241-112	DC4
Elite Premier, one year, Media Manager; Additional 500 concurrent users. RP Media Manager environment must be scaleable to support the total number of concurrent users. For existing Elite customers only	\$6,750	\$6,615	\$6,682	4872-01243-112	DC4

Service - Accordent Media Management System

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Premier Services

Premier, One Year, PRMM Testing & Certification Module	\$3,750	\$3,675	\$3,712	4870-01102-112	DC4
Premier, Three Year, PRMM Testing & Certification Module	\$9,565	\$9,374	\$9,468	4870-01102-312	DC4
Premier, One Year, Service Contract for Reporting server [PRMM EE ONLY]	\$6,250	\$6,125	\$6,187	4870-01113-112	DC4
Premier, Three Year, Service Contract for Reporting server [AMMS EE ONLY]	\$15,940	\$15,621	\$15,779	4870-01113-312	DC4

Premier Onsite Services

Premier Onsite, One Year, PRMM Single Sign-On (SSO)	\$5,625	\$5,513	\$5,568	4870-01152-114	DC4
Premier Onsite, Three Year, PRMM Single Sign-On (SSO)	\$14,345	\$14,058	\$14,200	4870-01152-314	DC4

Elite Add-On Services

Elite Premier, One Year, Service Contract for Accordent Testing & Certification Module	\$5,065	\$4,964	\$5,014	4872-01102-112	DC4
--	---------	---------	---------	----------------	-----

Accordent Services

Implementation

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Onsite installation for end users or resellers	\$5,000	\$4,900	\$4,949	ONS11000	DC2

Network - Based Recording					
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Appliances					
-------------------	--	--	--	--	--

Capture Server Appliance feature upgrade - add (6) record, (3) of which = live .mp4 streams to VRSS5000-6 or VRSS5000-12 (for a total of 18/9 per Capture Server). Maintenance Contract Required.	\$9,000	\$7,650	\$7,727	5150-69939-001	DC12
Capture Server Appliance records up to 12 calls, 6 of which can be used as live .mp4 streams. Maintenance Contract Required. Installation recommended.	\$34,000	\$28,900	\$29,192	VRSS5000-12	DC12
Capture Server Appliance records up to 18 calls, 9 of which can be used as live .mp4 streams. Maintenance Contract Required. Installation recommended.	\$43,000	\$36,550	\$36,919	VRSS5000-18	DC12
Capture Server Appliance records up to 40 calls, 0 of which can be used as live .mp4 streams. Maintenance Contract Required. Installation recommended.	\$40,000	\$34,000	\$34,343	VRSS5000-40	DC12
Capture Server Appliance records up to 6 SIP/H323 calls, 3 of which can be used as live .mp4 streams. Maintenance Contract Required. Installation recommended.	\$25,000	\$21,250	\$21,465	VRSS5000-6	DC12

RealPresence Capture Station					
-------------------------------------	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Caption Station Appliances					
-----------------------------------	--	--	--	--	--

Capture Station Pro v6.x w/2 DVI inputs (HDMI/VGA/Cmpnt/S-Video).Output wmv+h264 for use w/ Windows Media/IIS Media Svrs (or PRMM v6.x). Order non NA powercord. Maintenance Contract & Installation Recommended.	\$15,000	\$12,750	\$12,879	2200-75500-000	DC12
Capture Station Portable Pro v6.x-2 DVI inputs (adapt HDMI/VGA/Cmpnt/S-Video), Travel Case. Output wmv+h264 for Windows Media/IIS Media Svrs (MM v6.x). Order non NA powercord. Maint Contract & Installation Recommended.	\$19,999	\$16,999	\$17,171	2200-75600-000	DC12

Capture Station Appliance Software Options					
---	--	--	--	--	--

Capture Station v6.x to Blackboard Learn 9.1 integration option. Requires Windows Server for web and video. BlackBoard integration may require custom PGS services.	\$1,500	\$1,500	\$1,515	5230-75505-000	DC99
---	---------	---------	---------	----------------	------

Capture Station Appliance Power Cord Kits & Accessories					
--	--	--	--	--	--

Capture Station (Portable) Pro Adapters (1 ea) DVI to HDMI/VGA/Componet/S-Video adapter.	\$100	\$85	\$86	2230-75500-900	DC12
--	-------	------	------	----------------	------

Polycom Branded Services					
---------------------------------	--	--	--	--	--

Deployment Services					
----------------------------	--	--	--	--	--

PRMM General Consulting Services (remote only and during normal business hours. Rate is per day.	\$2,500	\$2,450	\$2,475	4870-01132-008	DC2
--	---------	---------	---------	----------------	-----

RealPresence Capture Station Kit Options					
---	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Software Options

Capture Station Option for use with Blackboard. BlackBoard integration may require custom PGS services.	\$1,500	\$1,275	\$1,288	5230-75105-002	DC8
---	---------	---------	---------	----------------	-----

Service - RealPresence Capture Station

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Service Reactivation Fees

Service re-activation fee, for Capture Station - AF Mobile Edition or ACS - HD Video, for product less than one year out of support coverage	\$2,900	\$2,900	\$2,929	4870-01120-801	DC99
Service re-activation fee, for Capture Station - AF Mobile Edition or ACS - HD Video, for product more than one year out of support coverage	\$5,800	\$5,800	\$5,858	4870-01120-802	DC99
Service re-activation fee, for PRMM AMIT, for product less than one year out of support coverage	\$7,500	\$7,500	\$7,575	4870-01124-801	DC99
Service re-activation fee, for PRMM AMIT, for product more than one year out of support coverage	\$15,000	\$15,000	\$15,150	4870-01124-802	DC99
Service re-activation fee, PRMM Media Editor ten-pack, ACS - AF Edition or Capture Station - Mobile Edition, for product less than one year out of support coverage	\$2,000	\$2,000	\$2,020	4870-01125-801	DC99
Service re-activation fee, PRMM Media Editor ten-pack, ACS - AF Edition or Capture Station - Mobile Edition, for product more than one year out of support coverage	\$4,000	\$4,000	\$4,040	4870-01125-802	DC99
Service re-activation fee, for PRMM Media Editor five-pack or Capture Station Software, for product less than one year out of support coverage	\$1,250	\$1,250	\$1,263	4870-01126-801	DC99
Service re-activation fee, for PRMM Media Editor five-pack or Capture Station Software, for product more than one year out of support coverage	\$2,500	\$2,500	\$2,525	4870-01126-802	DC99
Service re-activation fee, for PRMM Media Editor single license or Capture Station Software, for product less than one year out of support coverage	\$250	\$245	\$247	4870-01256-801	DC2
Service re-activation fee, for PRMM Media Editor single license or Capture Station Software, for product more than one year out of support coverage	\$500	\$490	\$495	4870-01256-802	DC2

Polycom Branded Services

Implementation Service

Remote-only software installation and/or configuration of the Capture Station and Media Editor applications on a Polycom supported Capture Station PC hardware platform	\$1,500	\$1,470	\$1,485	4870-01168-007	DC2
Remote Installation & Training - Polycom RealPresence Media Editor	\$1,000	\$980	\$990	4870-01172-007	DC2
Remote-only Basic Implementation, Capture Station Pro appliance being configured to work with an attached Media Manager v6.5 or greater (for use without Media Manager6.5 use 4870-01218-007). Training is not included	\$2,500	\$2,450	\$2,475	4870-01217-007	DC2
Remote-only Implementation, Capture Station Pro or Portable Pro Appliance Option that will be integrated with web/stream servers OTHER than a Media Manager v6.5 (for example Blackboard Integration). Training is not included.	\$3,750	\$3,675	\$3,712	4870-01218-007	DC2
Remote-Only Basic Implementation, Refresh for Capture Station Pro appliance being configured to work with an attached Media Manager v6.5 or greater. Training not included	\$2,500	\$2,450	\$2,475	4870-01232-007	DC2
Remote-Only Basic Implementation, Refresh for Capture Station Portable Pro appliance being configured to work with an attached Media Manager v6.5 or greater. Training not included	\$2,500	\$2,450	\$2,475	4870-01234-007	DC2

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Remote-only Basic Implementation of a Capture Station Portable Pro Appliance Option being configured to work with an attached Media Manager v6.5 or greater, or other supported server, (for use without MM6.5 use 4870-01218-007). Training is not included.	\$2,500	\$2,450	\$2,475	4870-01248-007	DC2

Deployment Services

PRMM additional authorized customer support users (per user) (Free support service for two authorized customer support users)	\$3,500	\$3,430	\$3,464	4870-01135-008	DC2
Remote-only PRMM training on either PRMM or Capture Station. Price is per eight hour day.	\$3,000	\$3,000	\$3,030	4870-01183-008	DC99

Premier Services

Premier, One Year, SD Capture Station Appliance (SVideo / Composite) captures audio & video & PC content. Includes PRCS software & 1 license for Media Editor.	\$3,750	\$3,675	\$3,712	4870-01168-112	DC4
Premier, Three Year, SD Capture Station Appliance (SVideo / Composite) captures audio & video & PC content. Includes PRCS software & 1 license for Media Editor.	\$9,565	\$9,374	\$9,467	4870-01168-312	DC4
Premier, One Year, HD Capture Station kit with Osprey 700e + DataPath RGBe1, ACS and PresenterPlus	\$5,000	\$4,900	\$4,949	4870-01170-112	DC4
Premier, Three Year, HD Capture Station kit with Osprey 700e + DataPath RGBe1, ACS and PresenterPlus	\$12,750	\$12,495	\$12,620	4870-01170-312	DC4
Premier, One Year, SD Capture Station kit with Osprey 230 + DataPath RGBe1, ACS and PresenterPlus	\$4,150	\$4,067	\$4,108	4870-01171-112	DC4
Premier, Three Year, SD Capture Station kit with Osprey 230 + DataPath RGBe1, ACS and PresenterPlus	\$10,585	\$10,373	\$10,477	4870-01171-312	DC4
Premier, One Year, PRMM Five-pack of Polycom RealPresence Media Editor	\$2,500	\$2,450	\$2,475	4870-01172-112	DC4
Premier, Three Year, PRMM Five-pack of Polycom RealPresence Media Editor	\$6,375	\$6,248	\$6,310	4870-01172-312	DC4
Premier, One Year, PRMM Ten-pack of Polycom RealPresence Media Editor	\$4,500	\$4,410	\$4,454	4870-01173-112	DC4
Premier, Three Year, PRMM Ten-pack of Polycom RealPresence Media Editor	\$11,475	\$11,246	\$11,358	4870-01173-312	DC4
Premier, One Year, PRMM SW that enables large organizations to leverage multicast-enabled networks by delivering high-quality streaming video as a single, compressed stream	\$18,750	\$18,375	\$18,559	4870-01174-112	DC4
Premier, Three Year, PRMM SW that enables large organizations to leverage multicast-enabled networks by delivering high-quality streaming video as a single, compressed stream	\$47,815	\$46,859	\$47,327	4870-01174-312	DC4
Premier, One Year, Polycom RealPresence Broadcast Producer - Windows XP only	\$3,750	\$3,675	\$3,712	4870-01175-112	DC4
Premier, Three Year, Polycom RealPresence Broadcast Producer - Windows XP only	\$9,565	\$9,374	\$9,467	4870-01175-312	DC4
Premier, One Year, HD Capture Station Appliance (SDI) captures audio & HD video & PC content. Includes PRCS software & 1 license for Media Editor.	\$7,500	\$7,350	\$7,424	4870-01177-112	DC4
Premier, Three Year, HD Capture Station Appliance (SDI) captures audio & HD video & PC content. Includes PRCS software & 1 license for Media Editor.	\$19,125	\$18,743	\$18,930	4870-01177-312	DC4
Premier, One Year, Mobile SD Capture Station Appliance (SVideo / Composite) captures audio & SD video & PC content. Includes PRCS software & 1 license for Media Editor.	\$6,250	\$6,125	\$6,186	4870-01178-112	DC4
Premier, Three Year, Mobile SD Capture Station Appliance (SVideo / Composite) captures audio & SD video & PC content. Includes PRCS software & 1 license for Media Editor.	\$15,940	\$15,621	\$15,777	4870-01178-312	DC4
Premier, one year, Capture Station Pro appliance being configured to work with an attached Media Manager v6.5 or greater	\$3,000	\$2,940	\$2,970	4870-01217-112	DC4
Premier, three year, Capture Station Pro appliance being configured to work with an attached Media Manager v6.5 or greater	\$9,000	\$8,820	\$8,909	4870-01217-312	DC4
Premier, one year, Capture Station Pro or Portable Pro Appliance Option to integrate with web/stream servers OTHER than a Media Manager v6.5 (for example Blackboard Integration)	\$300	\$294	\$297	4870-01218-112	DC4
Premier, three year, Capture Station Pro or Portable Pro Appliance Option to intergrate with web/stream servers OTHER than a Media Manager v6.5 (for example Blackboard Integration)	\$900	\$882	\$891	4870-01218-312	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier, one year, Refresh for Capture Station Pro appliance being configured to work with an attached Media Manager v6.5 or greater	\$3,000	\$2,940	\$2,970	4870-01232-112	DC4
Premier, three year, Refresh for Capture Station Pro appliance being configured to work with an attached Media Manager v6.5 or greater	\$9,000	\$8,820	\$8,909	4870-01232-312	DC4
Premier, one year, Refresh from any Accordent/Polycom Portable Capture Station 2200-75500-600 to new Capture Station Portable Pro v6.5	\$4,000	\$3,920	\$3,960	4870-01234-112	DC4
Premier, three year, Refresh from any Accordent/Polycom Portable Capture Station 2200-75500-600 to new Capture Station Portable Pro v6.5	\$12,000	\$11,760	\$11,879	4870-01234-312	DC4
Premier, one year, Capture Station Portable Pro Appliance Option being configured to work with an attached Media Manager v6.5 or greater; or other supported server.	\$4,000	\$3,920	\$3,960	4870-01248-112	DC4
Premier, three year, Capture Station Portable Pro Appliance Option being configured to work with an attached Media Manager v6.5 or greater; or other supported server.	\$12,000	\$11,760	\$11,879	4870-01248-312	DC4

Elite Add-On Services

Elite Premier, One Year, SD Caption Station Appliance (SVideo / Composite) captures audio & video & PC content. Includes PRCS software & 1 license for Media Editor. (Can only be ordered by existing Elite customers only.)	\$5,065	\$4,964	\$5,014	4872-01168-112	DC4
Elite Premier, One Year, AF Capture Station kit with DRC500 + DataPath RGBe1, ACS and PresenterPlus software. (Can only be ordered by existing Elite customers only.)	\$6,345	\$6,218	\$6,281	4872-01169-112	DC4
Elite Premier, One Year, HD Capture Station kit with Osprey 700e + DataPath RGBe1, ACS and PresenterPlus. (Can only be ordered by existing Elite customers only.)	\$6,750	\$6,615	\$6,682	4872-01170-112	DC4
Elite Premier, One Year, SD Capture Station kit with Osprey 230 + DataPath RGBe1, ACS and PresenterPlus. (Can only be ordered by existing Elite customers only.)	\$5,605	\$5,493	\$5,548	4872-01171-112	DC4
Elite Premier, One Year, PRMM Five-pack of Polycom RealPresence Media Editor. (Can only be ordered by existing Elite customers only.)	\$3,375	\$3,308	\$3,341	4872-01172-112	DC4
Elite Premier, One Year, PRMM Ten-pack of Polycom RealPresence Media Editor. (Can only be ordered by existing Elite customers only.)	\$6,075	\$5,954	\$6,014	4872-01173-112	DC4
Elite Premier, One Year, PRMM SW that enables large organizations to leverage multicast-enabled networks by delivering high-quality streaming video as a single, compressed stream. (Can only be ordered by existing Elite customers only.)	\$25,315	\$24,809	\$25,059	4872-01174-112	DC4
Elite Premier, One Year, Polycom RealPresence Broadcast Producer - Windows XP only. (Can only be ordered by existing Elite customers only.)	\$5,065	\$4,964	\$5,014	4872-01175-112	DC4
Elite Premier, One Year, Capture Station AF Edition (SD - H.264). (Can only be ordered by existing Elite customers only.)	\$9,790	\$9,594	\$9,691	4872-01176-112	DC4
Elite Premier, One Year, HD Caption Station Appliance (SDI) captures audio & HD video & PC content. Includes PRCS software & 1 license for Media Editor. (Can only be ordered by existing Elite customers only.)	\$10,125	\$9,923	\$10,023	4872-01177-112	DC4
Elite Premier, One Year, Mobile SD Capture Station Appliance (SVideo / Composite) captures audio & SD video & PC content. Includes PRCS software & 1 license for Media Editor. (Can only be ordered by existing Elite customers only.)	\$8,440	\$8,271	\$8,355	4872-01178-112	DC4
Elite Premier, one year, Capture Station Pro appliance being configured to work with an attached Media Manager v6.5 or greater. For existing Elite customers only	\$4,050	\$3,969	\$4,009	4872-01217-112	DC4
Elite Premier, one year, Capture Station Pro or Portable Pro Appliance Option to intergrate with web/stream servers OTHER than a Media Manager v6.5 (for example Blackboard Integration).	\$405	\$397	\$401	4872-01218-112	DC4
Elite Premier, one year, Refresh for Capture Station Pro appliance being configured to work with an attached Media Manager v6.5 or greater. For existing Elite customers only	\$4,050	\$3,969	\$4,009	4872-01232-112	DC4
Elite Premier, one year, Refresh from any Accordent/Polycom Portable Capture Station 2200-75500-600 to new Capture Station Portable Pro v6.5. For existing Elite customers only	\$5,400	\$5,292	\$5,345	4872-01234-112	DC4
Elite Premier, one year, Capture Station Portable Pro appliance being configured to work with an attached Media Manager v6.5 or greater. For existing Elite customers only	\$5,400	\$5,292	\$5,345	4872-01248-112	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
RealPresence Media Editor					
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Polycom RealPresence Media Editor software (v6.x).Single user license for Media Editor software (Requires Windows 7).Outputs .wmv and h.264 for use with RealPresence Media Manager v6.x.	\$2,500	\$2,125	\$2,146	5230-75700-000	DC12

Media Editor Software Edition					
--------------------------------------	--	--	--	--	--

Software Options					
-------------------------	--	--	--	--	--

Option for using Media Editor w/Blackboard Learn 9.x. Requires PRMM or Windows Server for web&video. Professional Installation Recommended. Req. 1 Year Premier.	\$1,500	\$1,500	\$1,515	5230-75701-000	DC99
--	---------	---------	---------	----------------	------

Service - RealPresence Media Editor
--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Premier Services

Premier, one year, Media Editor software on compatible client PC (Req Windows 7) configured to work with an attached Media Manager v6.5 or greater (non Media Manager v6.5 use 4870-01220-007). Training is not included	\$500	\$490	\$495	4870-01219-112	DC4
Premier, three year, Media Editor software on compatible client PC (Req Windows 7) configured to work with an attached Media Manager v6.5 or greater (non Media Manager v6.5 use 4870-01220-007). Training is not included	\$1,500	\$1,470	\$1,485	4870-01219-312	DC4
Premier, one year, Media Editor software on compatible client PC (Requires Windows 7) that will be integrated with web/stream servers OTHER than Media Manager v6.5 (for example Blackboard Integration)	\$300	\$294	\$297	4870-01220-112	DC4
Premier, three year, Media Editor software on compatible client PC (Requires Windows 7) that will be integrated with web/stream servers OTHER than Media Manager v6.5 (for example Blackboard Integration)	\$900	\$882	\$891	4870-01220-312	DC4
Premier, one year, Integration with of Media Editor v5.x and v6.0 with a Capture Station v5.x and v6.0	\$600	\$588	\$594	4870-01224-112	DC4
Premier, three year, Integration with of Media Editor v5.x and v6.0 with a Capture Station v5.x and v6.0	\$1,800	\$1,764	\$1,782	4870-01224-312	DC4

Elite Add-On Services					
------------------------------	--	--	--	--	--

Elite Premier, one year, Media Editor software on compatible client PC (Req Windows 7) config to work with an attached Media Mgr v6.5 or greater (non Media Manager v6.5 use 4870-01220-007). Training is not included. For existing Elite customers only	\$675	\$662	\$668	4872-01219-112	DC4
Elite Premier, one year, Media Editor software on compatible client PC (Requires Windows 7) that will be integrated with web/stream servers OTHER than Media Manager v6.5 (for example Blackboard Integration). For existing Elite customers only	\$405	\$397	\$401	4872-01220-112	DC4
Elite Premier, one year, Integration with of Media Editor v5.x and v6.0 with a Capture Station v5.x and v6.0. For existing Elite customers only	\$810	\$794	\$802	4872-01224-112	DC4

Implementation Service

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Remote-only Implementation, Media Editor software on compatible client PC (Requires Windows 7) configured to work with an attached Media Manager v6.5 or greater (non Media Manager v6.5 use 4870-01220-007). Training is not included	\$2,500	\$2,450	\$2,475	4870-01219-007	DC2
Remote-only Implementation, Media Editor software on compatible client PC (Requires Windows 7) that will be integrated with web/stream servers OTHER than Media Manager v6.5 (for example Blackboard Integration)	\$3,750	\$3,675	\$3,712	4870-01220-007	DC2
Remote-only RSS integration with Media Manager	\$2,500	\$2,450	\$2,475	4870-01221-007	DC2
Remote-only Integration, Media Editor v5.x and v6.0 with a Capture Station v5.x and v6.0	\$3,000	\$2,940	\$2,970	4870-01224-007	DC2

Service - RealPresence Broadcast Producer

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Elite Add-On Services

Elite Premier, One Year, One-pack of Polycom RealPresence Media Editor (for existing Elite customers only)	\$810	\$794	\$802	4872-01182-112	DC4
--	-------	-------	-------	----------------	-----

RealPresence Media Editor and Broadcast Producer

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Deployment Services

PRMM General Consulting Services (remote only and during normal business hours. Rate is per day.	\$2,500	\$2,450	\$2,475	4870-01132-008	DC2
--	---------	---------	---------	----------------	-----

Service - RealPresence Media Editor and Broadcast Producer

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Implementation Service

Standard upgrade of PRMM not older than 1 year from current release & not 1 major version change; no server OS or migrations of the PRMM, SQLServer or other servers part of PRMM; not older than 3.5; no services work (components, integrations or training)	\$3,500	\$3,430	\$3,464	6867-00053-001	DC2
Complex upg of PRMM; add technology requiring setup, includes: RSS4K w/streaming MS, TCS V5 setup, add streaming/web servers, MD with MSA on Riverbed RSP etc. & Integration w/Lync; LDAP, SSO etc.; deploy or replace server; migrate SQLServer DB.	\$7,000	\$6,860	\$6,929	6867-00053-002	DC2

Deployment Services

PRMM additional authorized customer support users (per user) (Free support service for two authorized customer support users)	\$3,500	\$3,430	\$3,464	4870-01135-008	DC2
---	---------	---------	---------	----------------	-----

RSS

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

RSS 2000 Series

RSS 2000

RSS 2000 Multicast Option License	\$5,200	\$4,420	\$4,464	5150-18900-020	DC12
RSS 2000 Stackable Option License - Allows multiple RSS 2000s to be stacked and seamlessly interfaced together	\$5,200	\$4,420	\$4,464	5150-18900-030	DC12

RSS 4000 Series

RSS 4000 5 Port System

RSS 4000 5-Port Recording and Streaming Solution. 5 recording ports with content, 2 CIF or 2 SD live streams, and upto 100 web viewers (actual # viewers varies, based on total call load on RSS & web streaming config). Maintenance Contract Required.	\$22,500	\$19,125	\$19,316	VRSS4000S	DC12
--	----------	----------	----------	-----------	------

RSS 4000 10 Port System

RSS 4000 15-Port Recording and Streaming Solution. 15 recording ports with content, 4 CIF or 4 SD live streams, and upto 100 web viewers (actual # viewers varies, based on total call load on RSS & web streaming config). Maintenance Contract Required.	\$55,500	\$47,175	\$47,647	VRSS4000L	DC12
--	----------	----------	----------	-----------	------

RSS 4000 15 Port System

RSS 4000 10-Port Recording and Streaming Solution. 10 recording ports with content, 3 CIF or 3 SD live streams, and upto 100 web viewers (actual # viewers varies, based on total call load on RSS & web streaming config). Maintenance Contract Required.	\$39,000	\$33,150	\$33,482	VRSS4000M	DC12
--	----------	----------	----------	-----------	------

Software

RSS 4000 License Upgrade from 5-port system to 10-port system. System will support 10 recording ports w/content, 3 CIF or 3 SD live streams, and up to 100 web viewers (actual # viewers varies, based on total call load on RSS & web streaming config).	\$21,500	\$18,275	\$18,458	5150-32757-001	DC12
RSS 4000 License Upgrade from 10-port system to 15-port system. System will support 15 recording ports w/content, and 4 SD or 4 CIF live streams, and up to 100 web viewers (actual # viewers varies, based on total call load on RSS & web streaming config).	\$21,500	\$18,275	\$18,458	5150-32758-001	DC12
HD option - RSSv8.5 ability to record 1080p30 video calls & transcode to 720p live stream/VOD. W/O this option, the max resolution for the RSS video calls is 720P. Also increases RSS internal stream capacity to max of 200 web viewers (@384k).	\$9,500	\$8,075	\$8,156	5150-32759-001	DC12
RSS 4000 Multicast Option License - Enables the RSS multicast support (Windows Media support only).	\$5,200	\$4,420	\$4,464	5150-32760-001	DC12
RSS 4000 Software Encryption License	\$0	\$0	\$0	5150-32761-001	DC12
Upgrade RSS Software to latest version.	\$10,000	\$8,500	\$8,585	5150-82767-001	DC12

Service - RSS 2000

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Polycom Branded Services

Implementation Services

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Implementation Service for RSS 2000 (See published Service Description for complete scope)	\$4,095	\$4,013	\$4,053	4870-00248-007	DC4

Premier Services

Premier, One Year, RSS 2000	\$1,080	\$1,058	\$1,069	4870-00248-112	DC4
Premier, Three Year, RSS 2000	\$2,750	\$2,695	\$2,722	4870-00248-312	DC4

Premier Onsite Services

Premier Onsite, One Year, RSS 2000	\$1,470	\$1,441	\$1,455	4870-00248-114	DC4
Premier Onsite, Three Year, RSS 2000	\$3,750	\$3,675	\$3,712	4870-00248-314	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, RSS 2000 (Requires all systems to be covered by AdvancedAccess)	\$1,295	\$1,269	\$1,282	4870-00248-513	DC4
AdvancedAccess Premier, Three Year, RSS 2000 (Requires all systems to be covered by AdvancedAccess)	\$3,300	\$3,234	\$3,266	4870-00248-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, RSS 2000 (Requires all systems to be covered by AdvancedAccess)	\$1,865	\$1,828	\$1,846	4870-00248-514	DC4
AdvancedAccess Premier Onsite, Three Year, RSS 2000 (Requires all systems to be covered by AdvancedAccess)	\$4,755	\$4,660	\$4,706	4870-00248-534	DC4

AdvancedAccess Premier Onsite with 4 Hour Response

AdvancedAccess Premier Onsite 4 hour, One Year, RSS 2000 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$3,150	\$3,087	\$3,118	4870-00248-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RSS 2000 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$8,035	\$7,874	\$7,953	4870-00248-535	DC4

Service - RSS 4000

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Implementation Services

Implementation service, RSS 4000 Series Solution (See published Service Description for complete scope)	\$4,995	\$4,895	\$4,944	4870-00650-007	DC4
---	---------	---------	---------	----------------	-----

Premier Services

Premier, One Year, RSS 4000 5 Port Solution	\$2,250	\$2,205	\$2,227	4870-00650-112	DC4
Premier, Three Year, RSS 4000 5 Port Solution	\$5,750	\$5,635	\$5,691	4870-00650-312	DC4
Premier, One Year, RSS 4000 10 Port Solution	\$3,900	\$3,822	\$3,860	4870-00652-112	DC4
Premier, Three Year, RSS 4000 10 Port Solution	\$9,950	\$9,751	\$9,849	4870-00652-312	DC4
Premier, One Year, RSS 4000 15 Port Solution	\$5,550	\$5,439	\$5,493	4870-00654-112	DC4
Premier, Three Year, RSS 4000 15 Port Solution	\$14,150	\$13,867	\$14,006	4870-00654-312	DC4
Premier, One Year, RSS 4000 Upgrade from 5 Port to 10 Port System	\$2,150	\$2,107	\$2,128	4870-00656-112	DC4
Premier, Three Year, RSS 4000 Upgrade from 5 Port to 10 Port System	\$5,475	\$5,366	\$5,419	4870-00656-312	DC4
Premier, One Year, RSS 4000 Upgrade from 10 Port to 15 port System	\$2,150	\$2,107	\$2,128	4870-00658-112	DC4
Premier, Three Year, RSS 4000 Upgrade from 10 Port to 15 port System	\$5,475	\$5,366	\$5,419	4870-00658-312	DC4

Premier Onsite Services

Premier Onsite, One Year, RSS 4000 5 Port Solution	\$3,375	\$3,308	\$3,341	4870-00650-114	DC4
Premier Onsite, Three Year, RSS 4000 5 Port Solution	\$8,600	\$8,428	\$8,512	4870-00650-314	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier Onsite, One Year, RSS 4000 10 Port Solution	\$5,850	\$5,733	\$5,790	4870-00652-114	DC4
Premier Onsite, Three Year, RSS 4000 10 Port Solution	\$14,925	\$14,627	\$14,773	4870-00652-314	DC4
Premier Onsite, One Year, RSS 4000 15 Port Solution	\$8,325	\$8,159	\$8,240	4870-00654-114	DC4
Premier Onsite, Three Year, RSS 4000 15 Port Solution	\$21,225	\$20,801	\$21,009	4870-00654-314	DC4
Premier Onsite, One Year, RSS 4000 Upgrade from 5 Port to 10 Port System	\$3,225	\$3,161	\$3,192	4870-00656-114	DC4
Premier Onsite, Three Year, RSS 4000 Upgrade from 5 Port to 10 Port System	\$8,225	\$8,061	\$8,141	4870-00656-314	DC4
Premier Onsite, One Year, RSS 4000 Upgrade from 10 Port to 15 port System	\$3,225	\$3,161	\$3,192	4870-00658-114	DC4
Premier Onsite, Three Year, RSS 4000 Upgrade from 10 Port to 15 port System	\$8,225	\$8,061	\$8,141	4870-00658-314	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, RSS 4000 5 Port Solution (Requires all systems to be covered by AdvancedAccess)	\$2,700	\$2,646	\$2,672	4870-00650-513	DC4
AdvancedAccess Premier, Three Year, RSS 4000 5 Port Solution (Requires all systems to be covered by AdvancedAccess)	\$6,885	\$6,747	\$6,815	4870-00650-533	DC4
AdvancedAccess Premier, One Year, RSS 4000 10 Port Solution (Requires all systems to be covered by AdvancedAccess)	\$4,680	\$4,586	\$4,632	4870-00652-513	DC4
AdvancedAccess Premier, Three Year, RSS 4000 10 Port Solution (Requires all systems to be covered by AdvancedAccess)	\$11,935	\$11,696	\$11,813	4870-00652-533	DC4
AdvancedAccess Premier, One Year, RSS 4000 15 Port Solution (Requires all systems to be covered by AdvancedAccess)	\$6,600	\$6,468	\$6,533	4870-00654-513	DC4
AdvancedAccess Premier, Three Year, RSS 4000 15 Port Solution (Requires all systems to be covered by AdvancedAccess)	\$16,830	\$16,493	\$16,658	4870-00654-533	DC4
AdvancedAccess Premier, One Year, RSS 4000 Upgrade from 5 Port to 10 Port System (Requires all systems to be covered by AdvancedAccess)	\$2,580	\$2,528	\$2,554	4870-00656-513	DC4
AdvancedAccess Premier, Three Year, RSS 4000 Upgrade from 5 Port to 10 Port System (Requires all systems to be covered by AdvancedAccess)	\$6,580	\$6,448	\$6,513	4870-00656-533	DC4
AdvancedAccess Premier, One Year, RSS 4000 Upgrade from 10 Port to 15 Port System (Requires all systems to be covered by AdvancedAccess)	\$2,580	\$2,528	\$2,554	4870-00658-513	DC4
AdvancedAccess Premier, Three Year, RSS 4000 Upgrade from 10 Port to 15 Port System (Requires all systems to be covered by AdvancedAccess)	\$6,580	\$6,448	\$6,513	4870-00658-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, RSS 4000 5 Port Solution (Requires all systems to be covered by AdvancedAccess)	\$3,880	\$3,802	\$3,840	4870-00650-514	DC4
AdvancedAccess Premier Onsite, Three Year, RSS 4000 5 Port Solution (Requires all systems to be covered by AdvancedAccess)	\$9,895	\$9,697	\$9,794	4870-00650-534	DC4
AdvancedAccess Premier Onsite, One Year, RSS 4000 10 Port Solution (Requires all systems to be covered by AdvancedAccess)	\$6,725	\$6,591	\$6,656	4870-00652-514	DC4
AdvancedAccess Premier Onsite, Three Year, RSS 4000 10 Port Solution (Requires all systems to be covered by AdvancedAccess)	\$17,150	\$16,807	\$16,975	4870-00652-534	DC4
AdvancedAccess Premier Onsite, One Year, RSS 4000 15 Port Solution (Requires all systems to be covered by AdvancedAccess)	\$9,490	\$9,300	\$9,393	4870-00654-514	DC4
AdvancedAccess Premier Onsite, Three Year, RSS 4000 15 Port Solution (Requires all systems to be covered by AdvancedAccess)	\$24,200	\$23,716	\$23,953	4870-00654-534	DC4
AdvancedAccess Premier Onsite, One Year, RSS 4000 Upgrade from 5 Port to 10 Port System (Requires all systems to be covered by AdvancedAccess)	\$3,710	\$3,636	\$3,672	4870-00656-514	DC4
AdvancedAccess Premier Onsite, Three Year, RSS 4000 Upgrade from 5 Port to 10 Port System (Requires all systems to be covered by AdvancedAccess)	\$9,460	\$9,271	\$9,364	4870-00656-534	DC4
AdvancedAccess Premier Onsite, One Year, RSS 4000 Upgrade from 10 Port to 15 Port System (Requires all systems to be covered by AdvancedAccess)	\$3,710	\$3,636	\$3,672	4870-00658-514	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite,Three Year, RSS 4000 Upgrade from 10 Port to 15 Port System (Requires all systems to be covered by AdvancedAccess)	\$9,460	\$9,271	\$9,364	4870-00658-534	DC4

AdvancedAccess Premier Onsite with 4 Hour Response

AdvancedAccess Premier Onsite 4 hour, One Year, RSS 4000 5 Port Solution (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$6,560	\$6,429	\$6,493	4870-00650-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RSS 4000 5 Port Solution (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$16,730	\$16,395	\$16,559	4870-00650-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RSS 4000 10 Port Solution (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$11,370	\$11,143	\$11,254	4870-00652-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RSS 4000 10 Port Solution (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$28,995	\$28,415	\$28,699	4870-00652-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RSS 4000 15 Port Solution (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$16,035	\$15,714	\$15,871	4870-00654-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RSS 4000 15 Port Solution (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$40,890	\$40,072	\$40,473	4870-00654-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RSS 4000 Upgrade from 5 Port to 10 Port System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$6,265	\$6,140	\$6,201	4870-00656-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RSS 4000 Upgrade from 5 Port to 10 Port System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$15,975	\$15,656	\$15,812	4870-00656-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RSS 4000 Upgrade from 10 Port to 15 Port System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$6,265	\$6,140	\$6,201	4870-00658-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RSS 4000 Upgrade from 10 Port to 15 Port System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$15,975	\$15,656	\$15,812	4870-00658-535	DC4

Other Services - Network Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Pre-Contract Inspection Services

Pre-Contract Inspection for Network System products	\$1,545	\$1,514	\$1,529	4865-06680-003	DC4
---	---------	---------	---------	----------------	-----

Time and Materials On-Site Labor

T&M on-site support for one Network Systems product, priced per 8 hour day. Response time subject to engineer availability. Polycom may charge an add'l fee for fixing problems not related to the original incident. Polycom business hours only.	\$3,600	\$3,600	\$3,636	4865-07582-001	DC99
--	---------	---------	---------	----------------	------

Upgrade Installation Services

On-site installation of a hardware or software upgrade for one Network System product. All on-site work will be executed during Polycom business hours.	\$2,575	\$2,524	\$2,549	4870-00378-100	DC4
Custom quote for special customer requirements: On-site installation of a hardware or software upgrade for one Network System product. All on-site work will be executed during Polycom business hours.	\$2,575	\$2,524	\$2,549	4870-00378-150	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

De-Installation and Re-Installation Services

De-installation of Network System product. Polycom engineer will arrive on-site and de-install the designated Network System product and pack it using customer supplied packing materials. Customer is responsible to ship the system to the new location.	\$2,575	\$2,524	\$2,549	4870-00378-200	DC4
Re-installation of Network System product. Polycom engineer will arrive on-site, unpack the Network System product, and re-install it using the new IP address and the original system configuration.	\$2,575	\$2,524	\$2,549	4870-00378-201	DC4
De-installation and re-installation of Network System product within the same customer campus location. On-site work must be completed within Polycom business hours.	\$3,605	\$3,533	\$3,568	4870-00378-202	DC4

RealPresence Capture Series					
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Capture Server Software Options

Software license to enable H.323/SIP video call encryption on Capture Server (export rules apply).	\$0	\$0	\$0	5150-69912-001	DC6
--	-----	-----	-----	----------------	-----

Service - RealPresence Capture Series Appliance					
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Deployment

Implementation

Remote Implementation Capture Server Appliance records up to 6 SIP/H323 calls, 3 of which can be used as live .mp4 streams. Maintenance Contract Required.	\$4,995	\$4,895	\$4,945	4870-01251-007	DC2
Remote Implementation for Capture Server Appliance records up to 12 calls, 6 of which can be used as live .mp4 streams. Maintenance Contract Required.	\$4,995	\$4,895	\$4,945	4870-01252-007	DC2
Remote Implementation for Capture Server Appliance records up to 18 calls, 9 of which can be used as live .mp4 streams. Maintenance Contract Required.	\$4,995	\$4,895	\$4,945	4870-01253-007	DC2
Remote Implementation Capture Server Appliance records up to 40 calls, 0 of which can be used as live .mp4 streams. Maintenance Contract Required.	\$9,990	\$9,790	\$9,889	4870-01254-007	DC2

Polycom Branded Services

Premier Services

Premier, One Year, Capture Server Appliance records 6 SIP/H323 calls, 3 of which can be used as live .mp4 streams.	\$5,000	\$4,900	\$4,949	4870-01251-112	DC4
Premier, Three Year, Capture Server Appliance records 6 SIP/H323 calls, 3 of which can be used as live .mp4 streams.	\$13,500	\$13,230	\$13,364	4870-01251-312	DC4
Premier, One Year, Capture Server Appliance records up to 12 SIP/H323 calls, 6 of which can be used as live .mp4 streams.	\$6,800	\$6,664	\$6,731	4870-01252-112	DC4
Premier, Three Year, Capture Server Appliance records up to 12 SIP/H323 calls, 6 of which can be used as live .mp4 streams.	\$18,360	\$17,993	\$18,175	4870-01252-312	DC4
Premier, One Year, Capture Server Appliance records up to 18 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$8,600	\$8,428	\$8,513	4870-01253-112	DC4
Premier, Three Year, Capture Server Appliance records up to 18 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$23,220	\$22,756	\$22,985	4870-01253-312	DC4
Premier, One Year, Capture Server Appliance records up to 40 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$8,000	\$7,840	\$7,919	4870-01254-112	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier, Three Year, Capture Server Appliance records up to 40 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$21,600	\$21,168	\$21,382	4870-01254-312	DC4

Premier Onsite Services					
--------------------------------	--	--	--	--	--

Premier Onsite, One Year, Capture Server Appliance records 6 SIP/H323 calls, 3 of which can be used as live .mp4 streams.	\$7,500	\$7,350	\$7,424	4870-01251-114	DC4
Premier Onsite, Three Year, Capture Server Appliance records 6 SIP/H323 calls, 3 of which can be used as live .mp4 streams.	\$20,250	\$19,845	\$20,045	4870-01251-314	DC4
Premier Onsite, One Year, Capture Server Appliance records up to 12 SIP/H323 calls, 6 of which can be used as live .mp4 streams.	\$10,200	\$9,996	\$10,097	4870-01252-114	DC4
Premier Onsite, Three Year, Capture Server Appliance records up to 12 SIP/H323 calls, 6 of which can be used as live .mp4 streams.	\$27,540	\$26,989	\$27,262	4870-01252-314	DC4
Premier Onsite, One Year, Capture Server Appliance records up to 18 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$12,900	\$12,642	\$12,770	4870-01253-114	DC4
Premier Onsite, Three Year, Capture Server Appliance records up to 18 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$34,830	\$34,133	\$34,478	4870-01253-314	DC4
Premier Onsite, One Year, Capture Server Appliance records up to 40 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$12,000	\$11,760	\$11,879	4870-01254-114	DC4
Premier Onsite, Three Year, Capture Server Appliance records up to 40 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$32,400	\$31,752	\$32,073	4870-01254-314	DC4

AdvancedAccess Premier Onsite Services					
---	--	--	--	--	--

AdvancedAccess Premier Onsite, One Year, Capture Server Appliance records 6 SIP/H323 calls, 3 of which can be used as live .mp4 streams.	\$8,625	\$8,453	\$8,538	4870-01251-514	DC4
AdvancedAccess Premier Onsite, Three Year, Capture Server Appliance records 6 SIP/H323 calls, 3 of which can be used as live .mp4 streams.	\$23,290	\$22,824	\$23,055	4870-01251-534	DC4
AdvancedAccess Premier Onsite, One Year, Capture Server Appliance records up to 12 SIP/H323 calls, 6 of which can be used as live .mp4 streams.	\$11,730	\$11,495	\$11,612	4870-01252-514	DC4
AdvancedAccess Premier Onsite, Three Year, Capture Server Appliance records up to 12 SIP/H323 calls, 6 of which can be used as live .mp4 streams.	\$31,670	\$31,037	\$31,350	4870-01252-534	DC4
AdvancedAccess Premier Onsite, One Year, Capture Server Appliance records up to 18 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$14,835	\$14,538	\$14,685	4870-01253-514	DC4
AdvancedAccess Premier Onsite, Three Year, Capture Server Appliance records up to 18 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$40,055	\$39,254	\$39,650	4870-01253-534	DC4
AdvancedAccess Premier Onsite, One Year, Capture Server Appliance records up to 40 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$13,800	\$13,524	\$13,661	4870-01254-514	DC4
AdvancedAccess Premier Onsite, Three Year, Capture Server Appliance records up to 40 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$37,260	\$36,515	\$36,884	4870-01254-534	DC4

AdvancedAccess Premier Services					
--	--	--	--	--	--

AdvancedAccess Premier, One Year, Capture Server Appliance records 6 SIP/H323 calls, 3 of which can be used as live .mp4 streams.	\$6,000	\$5,880	\$5,939	4870-01251-513	DC4
AdvancedAccess Premier, Three Year, Capture Server Appliance records 6 SIP/H323 calls, 3 of which can be used as live .mp4 streams.	\$16,200	\$15,876	\$16,036	4870-01251-533	DC4
AdvancedAccess Premier, One Year, Capture Server Appliance records up to 12 SIP/H323 calls, 6 of which can be used as live .mp4 streams.	\$8,160	\$7,997	\$8,078	4870-01252-513	DC4
AdvancedAccess Premier, Three Year, Capture Server Appliance records up to 12 SIP/H323 calls, 6 of which can be used as live .mp4 streams.	\$22,030	\$21,589	\$21,807	4870-01252-533	DC4
AdvancedAccess Premier, One Year, Capture Server Appliance records up to 18 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$10,320	\$10,114	\$10,216	4870-01253-513	DC4
AdvancedAccess Premier, Three Year, Capture Server Appliance records up to 18 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$27,865	\$27,308	\$27,584	4870-01253-533	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier, One Year, Capture Server Appliance records up to 40 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$9,600	\$9,408	\$9,503	4870-01254-513	DC4
AdvancedAccess Premier, Three Year, Capture Server Appliance records up to 40 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$25,920	\$25,402	\$25,658	4870-01254-533	DC4

AdvancedAccess Premier Onsite with 4 Hour Response					
---	--	--	--	--	--

AdvancedAccess Premier Onsite 4 hour, One Year, Capture Server Appliance records 6 SIP/H323 calls, 3 of which can be used as live .mp4 streams.	\$14,575	\$14,284	\$14,428	4870-01251-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, Capture Server Appliance records 6 SIP/H323 calls, 3 of which can be used as live .mp4 streams.	\$39,355	\$38,568	\$38,957	4870-01251-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, Capture Server Appliance records up to 12 SIP/H323 calls, 6 of which can be used as live .mp4 streams.	\$19,820	\$19,424	\$19,620	4870-01252-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, Capture Server Appliance records up to 12 SIP/H323 calls, 6 of which can be used as live .mp4 streams.	\$53,515	\$52,445	\$52,974	4870-01252-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, Capture Server Appliance records up to 18 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$25,070	\$24,569	\$24,817	4870-01253-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, Capture Server Appliance records up to 18 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$67,690	\$66,336	\$67,006	4870-01253-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, Capture Server Appliance records up to 40 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$23,320	\$22,854	\$23,084	4870-01254-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, Capture Server Appliance records up to 40 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$62,965	\$61,706	\$62,329	4870-01254-535	DC4

Elite Add-On Services					
------------------------------	--	--	--	--	--

Elite Premier, One Year, Capture Server Appliance records 6 SIP/H323 calls, 3 of which can be used as live .mp4 streams.	\$6,750	\$6,615	\$6,682	4872-01251-112	DC4
Elite Premier Onsite, One Year, Capture Server Appliance records 6 SIP/H323 calls, 3 of which can be used as live .mp4 streams.	\$9,375	\$9,188	\$9,280	4872-01251-114	DC4
Elite Premier Onsite 4 hr, One Year, Capture Server Appliance records 6 SIP/H323 calls, 3 of which can be used as live .mp4 streams.	\$15,000	\$14,700	\$14,848	4872-01251-914	DC4
Elite Premier, One Year, Capture Server Appliance records up to 12 SIP/H323 calls, 6 of which can be used as live .mp4 streams.	\$9,180	\$8,996	\$9,087	4872-01252-112	DC4
Elite Premier Onsite, One Year, Capture Server Appliance records up to 12 SIP/H323 calls, 6 of which can be used as live .mp4 streams.	\$12,750	\$12,495	\$12,621	4872-01252-114	DC4
Elite Premier Onsite 4 hr, One Year, Capture Server Appliance records up to 12 SIP/H323 calls, 6 of which can be used as live .mp4 streams.	\$20,400	\$19,992	\$20,194	4872-01252-914	DC4
Elite Premier, One Year, Capture Server Appliance records up to 18 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$11,610	\$11,378	\$11,493	4872-01253-112	DC4
Elite Premier Onsite, One Year, Capture Server Appliance records up to 18 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$16,125	\$15,803	\$15,962	4872-01253-114	DC4
Elite Premier Onsite 4 hr, One Year, Capture Server Appliance records up to 18 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$25,800	\$25,284	\$25,539	4872-01253-914	DC4
Elite Premier, One Year, Capture Server Appliance records up to 40 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$10,800	\$10,584	\$10,691	4872-01254-112	DC4
Elite Premier Onsite, One Year, Capture Server Appliance records up to 40 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$15,000	\$14,700	\$14,848	4872-01254-114	DC4
Elite Premier Onsite 4 hr, One Year, Capture Server Appliance records up to 40 SIP/H323 calls, 9 of which can be used as live .mp4 streams.	\$24,000	\$23,520	\$23,758	4872-01254-914	DC4

Service - RealPresence Capture Series Software					
---	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
<u>Long Description</u>	<u>MSRP</u>			<u>Product ID</u>	<u>New Disc</u>

Polycom Branded Services					
---------------------------------	--	--	--	--	--

Premier Services					
-------------------------	--	--	--	--	--

Premier, One Year, Capture Server Appliance feature upgrade - add (6) record, (3) of which = live .mp4 streams to VRSS5000-6 or VRSS5000-12 (for a total of 18/9 per Capture Server).	\$2,000	\$1,960	\$1,980	4870-01255-112	DC4
Premier, Three Year, Capture Server Appliance feature upgrade - add (6) record, (3) of which = live .mp4 streams to VRSS5000-6 or VRSS5000-12 (for a total of 18/9 per Capture Server).	\$5,400	\$5,292	\$5,345	4870-01255-312	DC4

Premier Onsite Services					
--------------------------------	--	--	--	--	--

Premier Onsite, One Year, Capture Server Appliance feature upgrade - add (6) record, (3) of which = live .mp4 streams to VRSS5000-6 or VRSS5000-12 (for a total of 18/9 per Capture Server).	\$3,000	\$2,940	\$2,970	4870-01255-114	DC4
Premier Onsite, Three Year, Capture Server Appliance feature upgrade - add (6) record, (3) of which = live .mp4 streams to VRSS5000-6 or VRSS5000-12 (for a total of 18/9 per Capture Server).	\$8,100	\$7,938	\$8,018	4870-01255-314	DC4

AdvancedAccess Premier Onsite Services					
---	--	--	--	--	--

AdvancedAccess Premier Onsite, One Year, Capture Server Appliance feature upgrade - add (6) record, (3) of which = live .mp4 streams to VRSS5000-6 or VRSS5000-12 (for a total of 18/9 per Capture Server).	\$3,450	\$3,381	\$3,415	4870-01255-514	DC4
AdvancedAccess Premier Onsite, Three Year, Capture Server Appliance feature upgrade - add (6) record, (3) of which = live .mp4 streams to VRSS5000-6 or VRSS5000-12 (for a total of 18/9 per Capture Server).	\$9,315	\$9,129	\$9,221	4870-01255-534	DC4

Premier Onsite Services with 4 Hour Repsonse					
---	--	--	--	--	--

AdvancedAccess Premier Onsite 4 hour, One Year, Capture Server Appliance feature upgrade - add (6) record, (3) of which = live .mp4 streams to VRSS5000-6 or VRSS5000-12 (for a total of 18/9 per Capture Server).	\$5,830	\$5,713	\$5,771	4870-01255-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, Capture Server Appliance feature upgrade - add (6) record, (3) of which = live .mp4 streams to VRSS5000-6 or VRSS5000-12 (for a total of 18/9 per Capture Server).	\$15,740	\$15,425	\$15,581	4870-01255-535	DC4

AdvancedAccess Premier Services					
--	--	--	--	--	--

AdvancedAccess Premier, One Year, Capture Server Appliance feature upgrade - add (6) record, (3) of which = live .mp4 streams to VRSS5000-6 or VRSS5000-12 (for a total of 18/9 per Capture Server).	\$2,400	\$2,352	\$2,376	4870-01255-513	DC4
AdvancedAccess Premier, Three Year, Capture Server Appliance feature upgrade - add (6) record, (3) of which = live .mp4 streams to VRSS5000-6 or VRSS5000-12 (for a total of 18/9 per Capture Server).	\$6,480	\$6,350	\$6,415	4870-01255-533	DC4

Elite Add-On Services					
------------------------------	--	--	--	--	--

Elite Premier, One Year, Capture Server Appliance feature upgrade - add (6) record, (3) of which = live .mp4 streams to VRSS5000-6 or VRSS5000-12 (for a total of 18/9 per Capture Server).	\$2,700	\$2,646	\$2,673	4872-01255-112	DC4
Elite Premier Onsite, One Year, Capture Server Appliance feature upgrade - add (6) record, (3) of which = live .mp4 streams to VRSS5000-6 or VRSS5000-12 (for a total of 18/9 per Capture Server).	\$3,750	\$3,675	\$3,712	4872-01255-114	DC4
Elite Premier Onsite 4 hr, One Year, Capture Server Appliance feature upgrade - add (6) record, (3) of which = live .mp4 streams to VRSS5000-6 or VRSS5000-12 (for a total of 18/9 per Capture Server).	\$6,000	\$5,880	\$5,939	4872-01255-914	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

REALPRESENCE CLOUDAXIS SUITE

RealPresence CloudAXIS Suite Application

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Software

AddOn 100 concurrent web sessions. Part valid only for version 1.2.X. Use part 5230-70203-100 for ver 1.3 and above.	\$10,000	\$8,500	\$8,586	5157-70200-100	DC12
Base SW Bundle includes Services Portal, Meeting Portal and provides 100 concurrent web participant sessions. Cannot be sublicensed.	\$20,000	\$17,000	\$17,172	5230-70200-100	DC12
Add on license to CloudAXIS Suite 100 license ent edition. License adds (100) concurrent participant capacity to RealPresence CloudAXIS Ste. Maint Required.	\$10,000	\$8,500	\$8,586	5230-70203-100	DC12

Service-RealPresence CloudAXIS Suite Application Software Bundle

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Implementation

Implementation, RealPresence CloudAXIS Suite 100 Lic Bndl Enterprise Edition	\$5,415	\$5,307	\$5,360	4870-70200-007	DC4
--	---------	---------	---------	----------------	-----

Premier Software Services

Premier Software Service 8X5, One Year, RealPresence CloudAXIS Suite 100 Lic Bndl Enterprise Edition	\$4,000	\$3,920	\$3,960	4870-70200-402	DC4
Premier Software Service 8X5, Three Year, RealPresence CloudAXIS Suite 100 Lic Bndl Enterprise Edition	\$10,800	\$10,584	\$10,691	4870-70200-404	DC4
Premier Software Service 24X7, One Year, RealPresence CloudAXIS Suite 100 Lic Bndl Enterprise Edition	\$4,600	\$4,508	\$4,554	4870-70200-412	DC4
Premier Software Service 24X7, Three Year, RealPresence CloudAXIS Suite 100 Lic Bndl Enterprise Edition	\$12,420	\$12,172	\$12,295	4870-70200-414	DC4
Premier Software Service 8X5, One Year, RealPresence CloudAXIS Suite Client API Lic	\$2,000	\$1,960	\$1,980	4870-70201-402	DC4
Premier Software Service 8X5, Three Year, RealPresence CloudAXIS Suite Client API Lic	\$5,400	\$5,292	\$5,345	4870-70201-404	DC4
Premier Software Service 24X7, One Year, RealPresence CloudAXIS Suite Client API Lic	\$2,300	\$2,254	\$2,277	4870-70201-412	DC4
Premier Software Service 24X7, Three Year, RealPresence CloudAXIS Suite Client API Lic	\$6,210	\$6,086	\$6,147	4870-70201-414	DC4
Premier Software Service 8X5, One Year, 100 license add on. Base SW provides 100 concurrent web participant sessions.	\$2,000	\$1,960	\$1,980	4870-70211-402	DC4
Premier Software Service 8X5, Three Year, 100 license add on. Base SW provides 100 concurrent web participant sessions.	\$5,400	\$5,292	\$5,345	4870-70211-404	DC4
Premier Software Service 24X7, One Year, 100 license add on. Base SW provides 100 concurrent web participant sessions.	\$2,300	\$2,254	\$2,277	4870-70211-412	DC4
Premier Software Service 24X7, Three Year, 100 license add on. Base SW provides 100 concurrent web participant sessions.	\$6,210	\$6,086	\$6,147	4870-70211-414	DC4

AdvancedAccess Premier Software Services

AdvancedAccess Premier Software Service, One Year, RealPresence CloudAXIS Suite 100 Lic Bndl Enterprise Edition	\$5,000	\$4,900	\$4,949	4870-70200-422	DC4
AdvancedAccess Premier Software Service, Three Year, RealPresence CloudAXIS Suite 100 Lic Bndl Enterprise Edition	\$13,500	\$13,230	\$13,364	4870-70200-424	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Software Service, One Year, RealPresence CloudAXIS Suite Client API Lic	\$2,500	\$2,450	\$2,475	4870-70201-422	DC4
AdvancedAccess Premier Software Service, Three Year, RealPresence CloudAXIS Suite Client API Lic	\$6,750	\$6,615	\$6,682	4870-70201-424	DC4
AdvancedAccess Premier Software Service, One Year, 100 license add on. Base SW provides 100 concurrent web participant sessions.	\$2,500	\$2,450	\$2,475	4870-70211-422	DC4
AdvancedAccess Premier Software Service, Three Year, 100 license add on. Base SW provides 100 concurrent web participant sessions.	\$6,750	\$6,615	\$6,682	4870-70211-424	DC4

Elite Services

Elite Premier Software Service, One Year, RealPresence CloudAXIS Suite 100 Lic Bndl Enterprise Edition	\$5,400	\$5,292	\$5,345	4872-70200-432	DC4
Elite Premier Software Service, One Year, RealPresence CloudAXIS Suite Client API Lic	\$2,700	\$2,646	\$2,673	4872-70201-432	DC4
Elite Premier Software Service, One Year, RealPresence CloudAXIS Suite 10 License Add-On	\$270	\$265	\$267	4872-70210-432	DC4
Elite Premier Software Service, One Year, 100 license add on. Base SW provides 100 concurrent web participant sessions.	\$2,700	\$2,646	\$2,673	4872-70211-432	DC4

REALPRESENCE UNIVERSAL COLLABORATION MANAGER

RMX 2000 - RMX 4000

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

RMX 4000 Base Systems

RMX 4000 AC including all required FRUs (w/o media cards) for IP only use. ORDER MUST INCLUDE MPM+ MODULE(S) AND LICENSES.	\$75,000	\$63,750	\$64,388	VRMX4000P	DC14
RMX 4000 DC including all required FRUs (w/o media cards) for IP only use. MPM+ MODULES AND LICENSES MUST BE PURCHASED OR TRANSFERRED FOR SYSTEM TO OPERATE	\$75,000	\$63,750	\$64,388	VRMX4000P-DC	DC14
RMX 4000 IP only 7HD1080p/15HD720p/30SD/45CIF resource configured & licensed system equipped with one (1) MPMx-D Media Processing Modules. AC Power (Maintenance Contract Required)	\$190,000	\$161,500	\$163,115	VRMX4315HDR	DC14
RMX 4000 IP only 7HD1080p/15HD720p/30SD/45CIF resource configured & licensed system equipped with one (1) MPMx-D Media Processing Modules. DC Power (Maintenance Contract Required)	\$190,000	\$161,500	\$163,115	VRMX4315HDR-DC	DC14
RMX 4000 IP only 15HD1080p/30HD720p/60SD/90CIF resource configured & licensed system equipped with one (1) MPMx-D Media Processing Modules. AC Power (Maintenance Contract Required)	\$280,000	\$238,000	\$240,380	VRMX4330HDR	DC14
RMX 4000 IP only 15HD1080p/30HD720p/60SD/90CIF resource configured & licensed system equipped with one (1) MPMx-D Media Processing Modules. DC Power (Maintenance Contract Required)	\$280,000	\$238,000	\$240,380	VRMX4330HDR-DC	DC14
RMX 4000 IP only 30HD1080p/60HD720p/120SD/180CIF resource configured & licensed system equipped with two (2) MPMx-D Media Processing Modules. AC Power (Maintenance Contract Required)	\$493,000	\$419,050	\$423,241	VRMX4360HDR	DC14
RMX 4000 IP only 30HD1080p/60HD720p/120SD/180CIF resource configured & licensed system equipped with two (2) MPMx-D Media Processing Modules. DC Power (Maintenance Contract Required)	\$493,000	\$419,050	\$423,241	VRMX4360HDR-DC	DC14
RMX 4000 IP only 45HD1080p/90HD720p/180SD/270CIF resource configured & licensed system equipped with three (3) MPMx-D Media Processing Modules. AC Power (Maintenance Contract Required)	\$706,000	\$600,100	\$606,101	VRMX4390HDR	DC14

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
RMX 4000 IP only 45HD1080p/90HD720p/180SD/270CIF resource configured & licensed system equipped with three (3) MPMx-D Media Processing Modules. DC Power (Maintenance Contract Required)	\$706,000	\$600,100	\$606,101	VRMX4390HDR-DC	DC14
RMX 4000 IP only 60HD1080p/120HD720p/240SD/360CIF resource configured & licensed system equipped with four (4) MPMx-D Media Processing Modules. AC Power (Maintenance Contract Required)	\$919,000	\$781,150	\$788,962	VRMX4420HDR	DC14
RMX 4000 IP only 60HD1080p/120HD720p/240SD/360CIF resource configured & licensed system equipped with four (4) MPMx-D Media Processing Modules. DC Power (Maintenance Contract Required)	\$919,000	\$781,150	\$788,962	VRMX4420HDR-DC	DC14

RMX 2000 Base Systems

RMX 2000 including all require FRUs (w/o media cards) for IP only use. MPM+ MODULES AND LICENSES MUST BE PURCHASED OR TRANSFERRED FOR SYSTEM TO OPERATE	\$25,000	\$21,250	\$21,463	VRMX2000P	DC14
RMX 2000 IP only 5HD1080p/10HD720p/20SD/30CIF resource configured & licensed system equipped with one (1) MPMx-S Media Processing Module. (Maintenance Contract Required)	\$83,500	\$70,975	\$71,685	VRMX2710HDR	DC14
RMX 2000 IP only 7HD1080p/15HD720p/30SD/45CIF resource configured & licensed system equipped with one (1) MPMx-S Media Processing Modules. (Maintenance Contract Required)	\$117,500	\$99,875	\$100,874	VRMX2715HDR	DC14
RMX 2000 IP only 10HD1080p/20HD720p/40SD/60CIF resource configured & licensed system, equipped with one (1) MPMx-D Media Processing Modules. (Maintenance Contract Required)	\$151,500	\$128,775	\$130,063	VRMX2720HDR	DC14
RMX 2000 IP only 15HD1080p/30HD720p/60SD/90CIF resource configured & licensed system equipped with one (1) MPMx-D Media Processing Modules. (Maintenance Contract Required)	\$219,500	\$186,575	\$188,441	VRMX2730HDR	DC14
RMX 2000 IP only 22HD1080p/45HD720p/90SD/135CIF resource configured & licensed system equipped with one (1) MPMx-D and one (1) MPMx-S Media Processing Modules. (Maintenance Contract Required)	\$321,500	\$273,275	\$276,008	VRMX2745HDR	DC14
RMX 2000 IP only 30HD1080p/60HD720p/120SD/180CIF resource configured & licensed system equipped with two (2) MPMx-D Media Processing Modules. (Maintenance Contract Required)	\$423,500	\$359,975	\$363,575	VRMX2760HDR	DC14

RMX 2000 - RMX 4000 Options and Upgrades

Polycom RMX Conferencing Add-in for IBM Lotus Sametime. For use on RMX 1500/2000/4000 (MPM+ and MPMx only)	\$1,895	\$1,611	\$1,627	2200-79200-000	DC14
License for RMX 2000/4000 Telepresence Support for additional layouts and resolutions for ITP (Immersive Telepresence) solutions including RPX, TPX, OTX and ATX. Includes MLA (Multipoint Layout Application) software, also see 4870-00588-007	\$1,050	\$893	\$901	5150-18200-215	DC14
RMX800s/1500/2000/4000 Encryption License pack - restricted by destination countries	\$0	\$0	\$0	5150-18200-500	DC14
Collaboration Server/RMX 2000 SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$15,000	\$13,950	\$14,091	5150-18200-511	DC6
Collaboration Server/RMX 4000 SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$30,000	\$27,900	\$28,182	5150-18200-512	DC6
RPCS server Resource License Pack - 2HD1080p/5HD720p/10SD/15CIF resource licenses - additional Media Processing Module hardware may be required. (Maintenance Contract Required)	\$34,000	\$28,900	\$29,189	5150-18350-005	DC14
RMX 1500/2000/4000 Resource License Pack - 5HD1080p/10HD720p/20SD/30CIF resource licenses - additional Media Processing Module hardware may be required. (Maintenance Contract Required)	\$68,000	\$57,800	\$58,378	5150-18350-010	DC14
RMX 1500/2000/4000 Resource License Pack - 7HD1080p/15HD720p/30SD/45CIF resource licenses - additional Media Processing Module hardware may be required. (Maintenance Contract Required)	\$102,000	\$86,700	\$87,567	5150-18350-015	DC14
RMX 1500/2000/4000 Resource License Pack - 10HD1080p/20HD720p/40SD/60CIF resource licenses - additional Media Processing Module hardware may be required. (Maintenance Contract Required)	\$136,000	\$115,600	\$116,756	5150-18350-020	DC14

Polycam, Inc.
State of Utah Contract Pricelist

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
RMX 1500/2000/4000 Resource License Pack - 15HD1080p/30HD720p/60SD/90CIF resource licenses - additional Media Processing Module hardware may be required. (Maintenance Contract Required)	\$204,000	\$173,400	\$175,134	5150-18350-030	DC14
RMX 2000/4000 Resource License Pack - 22HD1080p,45HD720p/90SD/135CIF resource licenses - additional Media Processing Module hardware may be required. (Maintenance Contract Required)	\$306,000	\$260,100	\$262,701	5150-18350-045	DC14
RMX 2000/4000 Resource License Pack - 30HD1080p/60HD720p/120SD/180CIF resource licenses - additional Media Processing Module hardware may be required. (Maintenance Contract Required)	\$408,000	\$346,800	\$350,268	5150-18350-060	DC14
RMX 4000 Resource License Pack - 45HD1080p/90HD720p/180SD/270CIF resource licenses - additional Media Processing Module hardware may be required. (Maintenance Contract Required)	\$612,000	\$520,200	\$525,402	5150-18350-090	DC14
RMX 4000 Resource License Pack - 60HD1080p/120HD720p/240SD/360CIF resource licenses - additional Media Processing Module hardware may be required. (Maintenance Contract Required)	\$816,000	\$693,600	\$700,536	5150-18350-120	DC14
RMX/RSS Power Cord 110VAC North America, Saudi Arabia, Venezuela	\$0	\$0	\$0	VCCP0101	DC99
Serial Cable RS449/RS366 DTE, for use with the RMX Serial Gateway system. Up to 4 cables per system.	\$300	\$279	\$282	VDTE449366	DC6
Serial Cable EIA530/RS366-DTE, for use with RMX Serial Gateway. Up to 4 cables per system.	\$300	\$279	\$282	VDTE530366	DC6
Serial Cable KIV7/RS366-DTE, for use with the RMX Serial Gateway system. Up to 4 cables per system.	\$300	\$279	\$282	VKIVDTE366	DC6
RMX 2000/4000 MPMx Expansion - 15 HD 720p Licenses plus MPMx-D media processing module (Maintenance Contract Required)	\$102,000	\$86,700	\$87,567	VRMX15HDUP	DC14
RMX 2000 network separation license, including 2 RTM LANS modules & SW license (Maintenance Contract Required)	\$15,000	\$12,750	\$12,878	VRMX2000NET	DC14
RMX1500/2000/4000 Chass Run Kt	\$200	\$186	\$188	VRMX2050P	DC6
RMX 2000 5HD/20CIF equipped with MPM/MPM+ upgrade to RMX 2000 10HD equipped with one (1) MPMx-S module (Maintenance Contract Required)	\$58,500	\$49,725	\$50,222	VRMX20510UP	DC14
RMX 2000 5HD/20CIF equipped with MPM/MPM+ upgrade to RMX 2000 10HD 720p equipped with one (1) MPMx-D module (Maintenance Contract Required)	\$75,000	\$63,750	\$64,388	VRMX20510UPE	DC14
RMX 2000 7HD/30CIF equipped with MPM/MPM+ upgrade to RMX 2000 10HD 720p equipped with one (1) MPMx-S module (Maintenance Contract Required)	\$44,900	\$38,165	\$38,547	VRMX20710UP	DC14
RMX 2000 7HD/30CIF equipped with MPM/MPM+ upgrade to RMX 2000 10HD 720p equipped with one (1) MPMx-D module (Maintenance Contract Required)	\$61,400	\$52,190	\$52,712	VRMX20710UPE	DC14
RMX 2000 10HD/40CIF equipped with MPM/MPM+ upgrade to RMX 2000 15HD equipped with one (1) MPMx-S module (Maintenance Contract Required)	\$58,500	\$49,725	\$50,222	VRMX21015UP	DC14
RMX 2000 10HD/40CIF equipped with MPM/MPM+ upgrade to RMX 2000 15HD 720p equipped with one (1) MPMx-D module (Maintenance Contract Required)	\$75,000	\$63,750	\$64,388	VRMX21015UPE	DC14
RMX 2000 15HD/60CIF equipped with MPM/MPM+ upgrade to RMX 2000 20HD720p equipped with one (1) MPMx-D module (Maintenance Contract Required)	\$58,500	\$49,725	\$50,222	VRMX21520UP	DC14
RMX 2000 15HD/60CIF equipped with MPM/MPM+ upgrade to RMX 2000 30HD 720p equipped with one (1) MPMx-D module (Maintenance Contract Required)	\$143,000	\$121,550	\$122,766	VRMX21530UP	DC14
RMX 2000 20HD/80CIF equipped with MPM/MPM+ upgrade to RMX 2000 30HD equipped with one (1) MPMx-D module (Maintenance Contract Required)	\$109,000	\$92,650	\$93,577	VRMX22030UP	DC14
RMX 2000/4000 E1 T1 interface card supporting PSTN audio and ISDN H.320 video (Maintenance Contract Required)	\$15,500	\$13,175	\$13,307	VRMX2288P	DC14
RMX 2000 30HD/120CIF equipped with MPM/MPM+ upgrade to RMX 2000 45HD equipped with one (1) MPMx-S module and one (1) MPMx-D module (Maintenance Contract Required)	\$167,500	\$142,375	\$143,799	VRMX23045UP	DC14
RMX 2000 40HD/160CIF equipped with MPM/MPM+ upgrade to RMX 2000 60HD equipped with two (2) MPMx-D modules (Maintenance Contract Required)	\$218,000	\$185,300	\$187,153	VRMX24060UP	DC14
RMX 2000/4000 MPMx-S supporting up to 15 HD720p30; excludes resources licensing (field replaceable)	\$24,500	\$20,825	\$21,033	VRMX2615HDP	DC14
RMX 2000/4000 MPMx-D supporting up to 30 HD720p30; excludes resources licensing (field replaceable)	\$41,000	\$34,850	\$35,199	VRMX2630HDP	DC14
RMX 2000/4000 MPMx Expansion - Additional 30 HD 720p Licenses plus MPMx-D media processing module (Maintenance Contract Required)	\$204,000	\$173,400	\$175,134	VRMX30HDUP	DC14
RMX 4000 network separation license, no additional HW needed (Maintenance Contract Required)	\$20,000	\$17,000	\$17,170	VRMX4000NET	DC14

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
RMX 4000 10HD/40CIF equipped with MPM+ upgrade to RMX 4000 15HD equipped with one (1) MPMx-D module (Maintenance Contract Required)	\$75,000	\$63,750	\$64,388	VRMX41015UP	DC14
RMX 4000 20HD/80CIF equipped with MPM+ upgrade to RMX 4000 30HD equipped with one (1) MPMx-D module (Maintenance Contract Required)	\$109,000	\$92,650	\$93,577	VRMX42030UP	DC14
RMX 4000 40HD/160CIF equipped with MPM+ upgrade to RMX 4000 60HD equipped with two (2) MPMx-D module (Maintenance Contract Required)	\$218,000	\$185,300	\$187,153	VRMX44060UP	DC14
RMX 4000 60HD/240CIF equipped with MPM+ upgrade to RMX 4000 90HD equipped with three (3) MPMx-D module (Maintenance Contract Required)	\$327,000	\$277,950	\$280,730	VRMX46090UP	DC14
RMX 4000 80HD/320CIF equipped with MPM+ upgrade to RMX 4000 120HD equipped with four (4) MPMx-D module (Maintenance Contract Required)	\$436,000	\$370,600	\$374,306	VRMX480120UP	DC14
RMX 1500/2000/4000 MPMx Expansion - 5 HD 720p License Add-on - Does not include any additional MPMx hardware (Maintenance Contract Required)	\$34,000	\$28,900	\$29,189	VRMX5HDUP	DC14
RMX Seial Gateway, 1U, up to 4 serial ports. Serial cables must be ordered separately. (Maintenance Contract Required)	\$30,000	\$27,900	\$28,179	VSGW0004R	DC6
RMX 2000/4000 system software upgrade to the then-current Generally Available (GA) release (excludes any/all new or upgraded hardware which may be necessary to support the current release)	\$15,500	\$15,500	\$15,655	VSWU2000	DC99

RMX 2000 - RMX 4000 Spares - Replacement Parts

RMX-2000 3U Chassis Assembly including Fan Drawer (field replaceable)	\$10,300	\$8,755	\$8,843	VRMX2002P	DC14
RMX-2000 Cooling Fan Drawer Assembly (field replaceable)	\$4,950	\$4,208	\$4,250	VRMX2003P	DC14
RMX-2000 Power Supply Drawer Assembly (field replaceable)	\$5,200	\$4,420	\$4,464	VRMX2004P	DC14
RMX-2000 CPU Carrier Assembly (field replaceable)	\$19,600	\$16,660	\$16,827	VRMX2005P	DC14
RMX-2000 Rear Transition Module for IP, equipped with four (4) RJ-45 Ethernet connections (field replaceable)	\$8,300	\$7,055	\$7,126	VRMX2006P	DC14
RMX 4000 AC Powered 6U Chassis Assembly including Fan Drawer (field replaceable)	\$30,000	\$25,500	\$25,755	VRMX4002P	DC14
RMX 4000 DC Powered 6U Chassis Assembly including Fan Drawer (field replaceable)	\$30,000	\$25,500	\$25,755	VRMX4002P-DC	DC14
RMX 4000 Cooling Fan Drawer Assembly (field replaceable)	\$1,000	\$850	\$859	VRMX4003P	DC14
RMX 4000 AC Power supply (field replaceable)	\$5,500	\$4,675	\$4,722	VRMX4004P	DC14
RMX 4000 Control Module (field replaceable)	\$19,600	\$16,660	\$16,827	VRMX4005P	DC14
RMX 4000 Rear Transition Module for IP Media (RTM LAN), equipped with two (2) RJ-45 Ethernet connections (field replaceable)	\$2,000	\$1,700	\$1,717	VRMX4006P	DC14
RMX 4000 Rear Transition Module for IP (RTM IP4000), equipped with six (6) RJ-45 Ethernet connections (field replaceable)	\$8,500	\$7,225	\$7,297	VRMX4007P	DC14
RMX 4000 Fabric Switch Module	\$16,000	\$13,600	\$13,736	VRMX4008P	DC14

Service - RMX 4000 MPMx Base Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Implementation Services

Implementation, RMX 4000 MPMx 7HD1080p/15HD720p/30SD/45CIF AC or DC System	\$14,995	\$14,695	\$14,842	4870-00914-007	DC4
Implementation, RMX 4000 MPMx 15HD1080p/30HD720p/60SD/90CIF AC or DC System	\$14,995	\$14,695	\$14,842	4870-00916-007	DC4
Implementation, RMX 4000 MPMx 30HD1080p/60HD720p/120SD/180CIF AC or DC System	\$19,995	\$19,595	\$19,791	4870-00918-007	DC4
Implementation, RMX 4000 MPMx 45HD1080p/90HD720p/180SD/270CIF AC or DC System	\$19,995	\$19,595	\$19,791	4870-00920-007	DC4
Implementation, RMX 4000 MPMx 60HD1080p/120HD720p/240SD/360CIF AC or DC System	\$19,995	\$19,595	\$19,791	4870-00922-007	DC4
RMX Serial Gateway Implementation	\$2,575	\$2,524	\$2,549	4870-00971-007	DC4

Premier Maintenance Services

Long Description	MSRP	Discounted Price	UTAH price	Product ID	New Disc
Premier, One Year,Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$6,000	\$5,880	\$5,939	4870-00283-112	DC4
Premier, Three Year,Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$16,200	\$15,876	\$16,036	4870-00283-312	DC4
Premier, One Year, RMX 4000 MPMx 7HD1080p/15HD720p/30SD/45CIF AC or DC System	\$21,900	\$21,462	\$21,677	4870-00914-112	DC4
Premier, Three Year, RMX 4000 MPMx 7HD1080p/15HD720p/30SD/45CIF AC or DC System	\$55,850	\$54,733	\$55,280	4870-00914-312	DC4
Premier, One Year, RMX 4000 MPMx 15HD1080p/30HD720p/60SD/90CIF AC or DC System	\$32,200	\$31,556	\$31,872	4870-00916-112	DC4
Premier, Three Year, RMX 4000 MPMx 15HD1080p/30HD720p/60SD/90CIF AC or DC System	\$82,110	\$80,468	\$81,272	4870-00916-312	DC4
Premier, One Year, RMX 4000 MPMx 30HD1080p/60HD720p/120SD/180CIF AC or DC System	\$56,700	\$55,566	\$56,122	4870-00918-112	DC4
Premier, Three Year, RMX 4000 MPMx 30HD1080p/60HD720p/120SD/180CIF AC or DC System	\$144,590	\$141,698	\$143,115	4870-00918-312	DC4
Premier, One Year, RMX 4000 MPMx 45HD1080p/90HD720p/180SD/270CIF AC or DC System	\$81,200	\$79,576	\$80,372	4870-00920-112	DC4
Premier, Three Year, RMX 4000 MPMx 45HD1080p/90HD720p/180SD/270CIF AC or DC System	\$207,060	\$202,919	\$204,948	4870-00920-312	DC4
Premier, One Year, RMX 4000 MPMx 60HD1080p/120HD720p/240SD/360CIF AC or DC System	\$105,700	\$103,586	\$104,622	4870-00922-112	DC4
Premier, Three Year, RMX 4000 MPMx 60HD1080p/120HD720p/240SD/360CIF AC or DC System	\$269,540	\$264,149	\$266,791	4870-00922-312	DC4

Premier Onsite Services

Premier Onsite, One Year,Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$9,000	\$8,820	\$8,909	4870-00283-114	DC4
Premier Onsite, Three Year,Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$24,300	\$23,814	\$24,055	4870-00283-314	DC4
Premier Onsite, One Year, RMX 4000 MPMx 7HD1080p/15HD720p/30SD/45CIF AC or DC System	\$32,850	\$32,193	\$32,515	4870-00914-114	DC4
Premier Onsite, Three Year, RMX 4000 MPMx 7HD1080p/15HD720p/30SD/45CIF AC or DC System	\$83,770	\$82,095	\$82,916	4870-00914-314	DC4
Premier Onsite, One Year, RMX 4000 MPMx 15HD1080p/30HD720p/60SD/90CIF AC or DC System	\$48,300	\$47,334	\$47,807	4870-00916-114	DC4
Premier Onsite, Three Year, RMX 4000 MPMx 15HD1080p/30HD720p/60SD/90CIF AC or DC System	\$123,170	\$120,707	\$121,914	4870-00916-314	DC4
Premier Onsite, One Year, RMX 4000 MPMx 30HD1080p/60HD720p/120SD/180CIF AC or DC System	\$85,050	\$83,349	\$84,182	4870-00918-114	DC4
Premier Onsite, Three Year, RMX 4000 MPMx 30HD1080p/60HD720p/120SD/180CIF AC or DC System	\$216,880	\$212,542	\$214,668	4870-00918-314	DC4
Premier Onsite, One Year, RMX 4000 MPMx 45HD1080p/90HD720p/180SD/270CIF AC or DC System	\$121,800	\$119,364	\$120,558	4870-00920-114	DC4
Premier Onsite, Three Year, RMX 4000 MPMx 45HD1080p/90HD720p/180SD/270CIF AC or DC System	\$310,590	\$304,378	\$307,422	4870-00920-314	DC4
Premier Onsite, One Year, RMX 4000 MPMx 60HD1080p/120HD720p/240SD/360CIF AC or DC System	\$158,550	\$155,379	\$156,933	4870-00922-114	DC4
Premier Onsite, Three Year, RMX 4000 MPMx 60HD1080p/120HD720p/240SD/360CIF AC or DC System	\$404,300	\$396,214	\$400,176	4870-00922-314	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year,Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$7,200	\$7,056	\$7,127	4870-00283-513	DC4
AdvancedAccess Premier, Three Year,Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$19,440	\$19,051	\$19,244	4870-00283-533	DC4
AdvancedAccess Premier, One Year, RMX 4000 MPMx 7HD1080p/15HD720p/30SD/45CIF (Requires all systems to be covered by AdvancedAccess)	\$26,280	\$25,754	\$26,012	4870-00914-513	DC4
AdvancedAccess Premier, Three Year, RMX 4000 MPMx 7HD1080p/15HD720p/30SD/45CIF (Requires all systems to be covered by AdvancedAccess)	\$67,015	\$65,675	\$66,331	4870-00914-533	DC4
AdvancedAccess Premier, One Year, RMX 4000 MPMx 15HD1080p/30HD720p/60SD/90CIF (Requires all systems to be covered by AdvancedAccess)	\$38,640	\$37,867	\$38,246	4870-00916-513	DC4
AdvancedAccess Premier, Three Year, RMX 4000 MPMx 15HD1080p/30HD720p/60SD/90CIF (Requires all systems to be covered by AdvancedAccess)	\$98,530	\$96,559	\$97,525	4870-00916-533	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier, One Year, RMX 4000 MPMx 30HD1080p/60HD720p/120SD/180CIF (Requires all systems to be covered by AdvancedAccess)	\$68,040	\$66,679	\$67,353	4870-00918-513	DC4
AdvancedAccess Premier, Three Year, RMX 4000 MPMx 30HD1080p/60HD720p/120SD/180CIF (Requires all systems to be covered by AdvancedAccess)	\$173,500	\$170,030	\$171,747	4870-00918-533	DC4
AdvancedAccess Premier, One Year, RMX 4000 MPMx 45HD1080p/90HD720p/180SD/270CIF (Requires all systems to be covered by AdvancedAccess)	\$97,440	\$95,491	\$96,446	4870-00920-513	DC4
AdvancedAccess Premier, Three Year, RMX 4000 MPMx 45HD1080p/90HD720p/180SD/270CIF (Requires all systems to be covered by AdvancedAccess)	\$248,470	\$243,501	\$245,936	4870-00920-533	DC4
AdvancedAccess Premier, One Year, RMX 4000 MPMx 60HD1080p/120HD720p/240SD/360CIF (Requires all systems to be covered by AdvancedAccess)	\$126,840	\$124,303	\$125,546	4870-00922-513	DC4
AdvancedAccess Premier, Three Year, RMX 4000 MPMx 60HD1080p/120HD720p/240SD/360CIF (Requires all systems to be covered by AdvancedAccess)	\$323,440	\$316,971	\$320,141	4870-00922-533	DC4

AdvancedAccess Premier Onsite Services					
---	--	--	--	--	--

AdvancedAccess Premier Onsite, One Year,Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$10,350	\$10,143	\$10,245	4870-00283-514	DC4
AdvancedAccess Premier Onsite, Three Year,Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$27,945	\$27,386	\$27,663	4870-00283-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 4000 MPMx 7HD1080p/15HD720p/30SD/45CIF (Requires all systems to be covered by AdvancedAccess)	\$37,780	\$37,024	\$37,395	4870-00914-514	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 4000 MPMx 7HD1080p/15HD720p/30SD/45CIF (Requires all systems to be covered by AdvancedAccess)	\$96,340	\$94,413	\$95,357	4870-00914-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 4000 MPMx 15HD1080p/30HD720p/60SD/90CIF (Requires all systems to be covered by AdvancedAccess)	\$55,545	\$54,434	\$54,978	4870-00916-514	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 4000 MPMx 15HD1080p/30HD720p/60SD/90CIF (Requires all systems to be covered by AdvancedAccess)	\$141,640	\$138,807	\$140,195	4870-00916-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 4000 MPMx 30HD1080p/60HD720p/120SD/180CIF (Requires all systems to be covered by AdvancedAccess)	\$97,805	\$95,849	\$96,817	4870-00918-514	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 4000 MPMx 30HD1080p/60HD720p/120SD/180CIF (Requires all systems to be covered by AdvancedAccess)	\$249,405	\$244,417	\$246,886	4870-00918-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 4000 MPMx 45HD1080p/90HD720p/180SD/270CIF (Requires all systems to be covered by AdvancedAccess)	\$140,070	\$137,269	\$138,641	4870-00920-514	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 4000 MPMx 45HD1080p/90HD720p/180SD/270CIF (Requires all systems to be covered by AdvancedAccess)	\$357,180	\$350,036	\$353,537	4870-00920-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 4000 MPMx 60HD1080p/120HD720p/240SD/360CIF (Requires all systems to be covered by AdvancedAccess)	\$182,335	\$178,688	\$180,475	4870-00922-514	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 4000 MPMx 60HD1080p/120HD720p/240SD/360CIF (Requires all systems to be covered by AdvancedAccess)	\$464,955	\$455,656	\$460,212	4870-00922-534	DC4

AdvancedAccess Premier Onsite with 4 Hour Response					
---	--	--	--	--	--

AdvancedAccess Premier Onsite 4 hour, One Year,Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$17,490	\$17,140	\$17,313	4870-00283-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year,Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$47,225	\$46,281	\$46,748	4870-00283-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 4000 MPMx 7HD1080p/15HD720p/30SD/45CIF (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$63,840	\$62,563	\$63,189	4870-00914-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 4000 MPMx 7HD1080p/15HD720p/30SD/45CIF (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$162,790	\$159,534	\$161,130	4870-00914-535	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 4000 MPMx 15HD1080p/30HD720p/60SD/90CIF (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$93,865	\$91,988	\$92,908	4870-00916-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 4000 MPMx 15HD1080p/30HD720p/60SD/90CIF (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$239,355	\$234,568	\$236,914	4870-00916-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 4000 MPMx 30HD1080p/60HD720p/120SD/180CIF (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$165,280	\$161,974	\$163,611	4870-00918-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 4000 MPMx 30HD1080p/60HD720p/120SD/180CIF (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$421,465	\$413,036	\$417,208	4870-00918-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 4000 MPMx 45HD1080p/90HD720p/180SD/270CIF (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$236,700	\$231,966	\$234,286	4870-00920-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 4000 MPMx 45HD1080p/90HD720p/180SD/270CIF (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$603,585	\$591,513	\$597,428	4870-00920-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 4000 MPMx 60HD1080p/120HD720p/240SD/360CIF (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$308,115	\$301,953	\$304,972	4870-00922-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 4000 MPMx 60HD1080p/120HD720p/240SD/360CIF (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$785,695	\$769,981	\$777,681	4870-00922-535	DC4

Service - RMX 2000 MPMx Base Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Implementation Services

Implementation, RMX 2000 MPMx 5HD1080p/10HD720p/20SD/30CIF System	\$9,295	\$9,109	\$9,200	4870-00902-007	DC4
Implementation, RMX 2000 MPMx 7HD1080p/15HD720p/30SD/45CIF System	\$9,295	\$9,109	\$9,200	4870-00904-007	DC4
Implementation, RMX 2000 MPMx 10HD1080p/20HD720p/40SD/60CIF System	\$9,295	\$9,109	\$9,200	4870-00905-007	DC4
Implementation, RMX 2000 MPMx 15HD1080p/30HD720p/60SD/90CIF System	\$11,295	\$11,069	\$11,180	4870-00906-007	DC4
Implementation, RMX 2000 MPMx 22HD1080p/45HD720p/90SD/135CIF System	\$11,295	\$11,069	\$11,180	4870-00908-007	DC4
Implementation, RMX 2000 MPMx 30HD1080p/60HD720p/120SD/180CIF System	\$11,295	\$11,069	\$11,180	4870-00910-007	DC4
RMX Serial Gateway Implementation	\$2,575	\$2,524	\$2,549	4870-00971-007	DC4

Premier Maintenance Services

Premier, One Year,Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$3,000	\$2,940	\$2,970	4870-00281-112	DC4
Premier, Three Year,Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$8,100	\$7,938	\$8,018	4870-00281-312	DC4
Premier, One Year, RMX 2000 MPMx 5HD1080p/10HD720p/20SD/30CIF System	\$9,200	\$9,016	\$9,106	4870-00902-112	DC4
Premier, Three Year, RMX 2000 MPMx 5HD1080p/10HD720p/20SD/30CIF System	\$23,460	\$22,991	\$23,221	4870-00902-312	DC4
Premier, One Year, RMX 2000 MPMx 7HD1080p/15HD720p/30SD/45CIF System	\$12,900	\$12,642	\$12,768	4870-00904-112	DC4
Premier, Three Year, RMX 2000 MPMx 7HD1080p/15HD720p/30SD/45CIF System	\$32,900	\$32,242	\$32,564	4870-00904-312	DC4
Premier, One Year, RMX 2000 MPMx 10HD1080p/20HD720p/40SD/60CIF System	\$16,700	\$16,366	\$16,530	4870-00905-112	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier, Three Year, RMX 2000 MPMx 10HD1080p/20HD720p/40SD/60CIF System	\$42,590	\$41,738	\$42,156	4870-00905-312	DC4
Premier, One Year, RMX 2000 MPMx 15HD1080p/30HD720p/60SD/90CIF System	\$24,200	\$23,716	\$23,953	4870-00906-112	DC4
Premier, Three Year, RMX 2000 MPMx 15HD1080p/30HD720p/60SD/90CIF System	\$61,710	\$60,476	\$61,081	4870-00906-312	DC4
Premier, One Year, RMX 2000 MPMx 22HD1080p/45HD720p/90SD/135CIF System	\$35,400	\$34,692	\$35,039	4870-00908-112	DC4
Premier, Three Year, RMX 2000 MPMx 22HD1080p/45HD720p/90SD/135CIF System	\$90,270	\$88,465	\$89,349	4870-00908-312	DC4
Premier, One Year, RMX 2000 MPMx 30HD1080p/60HD720p/120SD/180CIF System	\$46,600	\$45,668	\$46,129	4870-00910-112	DC4
Premier, Three Year, RMX 2000 MPMx 30HD1080p/60HD720p/120SD/180CIF System	\$118,830	\$116,453	\$117,630	4870-00910-312	DC4

Premier Onsite Services					
--------------------------------	--	--	--	--	--

Premier Onsite, One Year,Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$4,500	\$4,410	\$4,455	4870-00281-114	DC4
Premier Onsite, Three Year,Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$12,150	\$11,907	\$12,027	4870-00281-314	DC4
Premier Onsite, One Year, RMX 2000 MPMx 5HD1080p/10HD720p/20SD/30CIF System	\$13,800	\$13,524	\$13,659	4870-00902-114	DC4
Premier Onsite, Three Year, RMX 2000 MPMx 5HD1080p/10HD720p/20SD/30CIF System	\$35,190	\$34,486	\$34,831	4870-00902-314	DC4
Premier Onsite, One Year, RMX 2000 MPMx 7HD1080p/15HD720p/30SD/45CIF System	\$19,350	\$18,963	\$19,153	4870-00904-114	DC4
Premier Onsite, Three Year, RMX 2000 MPMx 7HD1080p/15HD720p/30SD/45CIF System	\$49,340	\$48,353	\$48,837	4870-00904-314	DC4
Premier Onsite, One Year, RMX 2000 MPMx 10HD1080p/20HD720p/40SD/60CIF System	\$25,050	\$24,549	\$24,794	4870-00905-114	DC4
Premier Onsite, Three Year, RMX 2000 MPMx 10HD1080p/20HD720p/40SD/60CIF System	\$63,880	\$62,602	\$63,228	4870-00905-314	DC4
Premier Onsite, One Year, RMX 2000 MPMx 15HD1080p/30HD720p/60SD/90CIF System	\$36,300	\$35,574	\$35,930	4870-00906-114	DC4
Premier Onsite, Three Year, RMX 2000 MPMx 15HD1080p/30HD720p/60SD/90CIF System	\$92,570	\$90,719	\$91,626	4870-00906-314	DC4
Premier Onsite, One Year, RMX 2000 MPMx 22HD1080p/45HD720p/90SD/135CIF System	\$53,100	\$52,038	\$52,558	4870-00908-114	DC4
Premier Onsite, Three Year, RMX 2000 MPMx 22HD1080p/45HD720p/90SD/135CIF System	\$135,410	\$132,702	\$134,029	4870-00908-314	DC4
Premier Onsite, One Year, RMX 2000 MPMx 30HD1080p/60HD720p/120SD/180CIF System	\$69,900	\$68,502	\$69,194	4870-00910-114	DC4
Premier Onsite, Three Year, RMX 2000 MPMx 30HD1080p/60HD720p/120SD/180CIF System	\$178,250	\$174,685	\$176,449	4870-00910-314	DC4

AdvancedAccess Premier Services					
--	--	--	--	--	--

AdvancedAccess Premier, One Year,Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$3,600	\$3,528	\$3,564	4870-00281-513	DC4
AdvancedAccess Premier, Three Year,Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$9,720	\$9,526	\$9,622	4870-00281-533	DC4
AdvancedAccess Premier, One Year, RMX 2000 MPMx 5HD1080p/10HD720p/20SD/30CIF System (Requires all systems to be covered by AdvancedAccess)	\$11,040	\$10,819	\$10,927	4870-00902-513	DC4
AdvancedAccess Premier, Three Year, RMX 2000 MPMx 5HD1080p/10HD720p/20SD/30CIF System (Requires all systems to be covered by AdvancedAccess)	\$28,150	\$27,587	\$27,863	4870-00902-533	DC4
AdvancedAccess Premier, One Year, RMX 2000 MPMx 7HD1080p/15HD720p/30SD/45CIF System (Requires all systems to be covered by AdvancedAccess)	\$15,480	\$15,170	\$15,322	4870-00904-513	DC4
AdvancedAccess Premier, Three Year, RMX 2000 MPMx 7HD1080p/15HD720p/30SD/45CIF System (Requires all systems to be covered by AdvancedAccess)	\$39,475	\$38,686	\$39,072	4870-00904-533	DC4
AdvancedAccess Premier, One Year, RMX 2000 MPMx 10HD1080p/20HD720p/40SD/60CIF System (Requires all systems to be covered by AdvancedAccess)	\$20,040	\$19,639	\$19,836	4870-00905-513	DC4
AdvancedAccess Premier, Three Year, RMX 2000 MPMx 10HD1080p/20HD720p/40SD/60CIF System (Requires all systems to be covered by AdvancedAccess)	\$51,100	\$50,078	\$50,579	4870-00905-533	DC4
AdvancedAccess Premier, One Year, RMX 2000 MPMx 15HD1080p/30HD720p/60SD/90CIF System (Requires all systems to be covered by AdvancedAccess)	\$29,040	\$28,459	\$28,744	4870-00906-513	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier, Three Year, RMX 2000 MPMx 15HD1080p/30HD720p/60SD/90CIF System (Requires all systems to be covered by AdvancedAccess)	\$74,050	\$72,569	\$73,295	4870-00906-533	DC4
AdvancedAccess Premier, One Year, RMX 2000 MPMx 22HD1080p/45HD720p/90SD/135CIF System (Requires all systems to be covered by AdvancedAccess)	\$42,480	\$41,630	\$42,047	4870-00908-513	DC4
AdvancedAccess Premier, Three Year, RMX 2000 MPMx 22HD1080p/45HD720p/90SD/135CIF System (Requires all systems to be covered by AdvancedAccess)	\$108,325	\$106,159	\$107,220	4870-00908-533	DC4
AdvancedAccess Premier, One Year, RMX 2000 MPMx 30HD1080p/60HD720p/120SD/180CIF System (Requires all systems to be covered by AdvancedAccess)	\$55,920	\$54,802	\$55,355	4870-00910-513	DC4
AdvancedAccess Premier, Three Year, RMX 2000 MPMx 30HD1080p/60HD720p/120SD/180CIF System (Requires all systems to be covered by AdvancedAccess)	\$142,595	\$139,743	\$141,155	4870-00910-533	DC4

AdvancedAccess Premier Onsite Services					
---	--	--	--	--	--

AdvancedAccess Premier Onsite, One Year, Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$5,175	\$5,072	\$5,123	4870-00281-514	DC4
AdvancedAccess Premier Onsite, Three Year, Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$13,975	\$13,696	\$13,834	4870-00281-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 2000 MPMx 5HD1080p/10HD720p/20SD/30CIF System (Requires all systems to be covered by AdvancedAccess)	\$15,870	\$15,553	\$15,708	4870-00902-514	DC4
AdvancedAccess Premier Onsite, Three Year, RMX 2000 MPMx 5HD1080p/10HD720p/20SD/30CIF System (Requires all systems to be covered by AdvancedAccess)	\$40,470	\$39,661	\$40,057	4870-00902-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 2000 MPMx 7HD1080p/15HD720p/30SD/45CIF System (Requires all systems to be covered by AdvancedAccess)	\$22,255	\$21,810	\$22,028	4870-00904-514	DC4
AdvancedAccess Premier Onsite, Three Year, RMX 2000 MPMx 7HD1080p/15HD720p/30SD/45CIF System (Requires all systems to be covered by AdvancedAccess)	\$56,750	\$55,615	\$56,171	4870-00904-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 2000 MPMx 10HD1080p/20HD720p/40SD/60CIF System (Requires all systems to be covered by AdvancedAccess)	\$28,805	\$28,229	\$28,511	4870-00905-514	DC4
AdvancedAccess Premier Onsite, Three Year, RMX 2000 MPMx 10HD1080p/20HD720p/40SD/60CIF System (Requires all systems to be covered by AdvancedAccess)	\$73,455	\$71,986	\$72,706	4870-00905-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 2000 MPMx 15HD1080p/30HD720p/60SD/90CIF System (Requires all systems to be covered by AdvancedAccess)	\$41,745	\$40,910	\$41,319	4870-00906-514	DC4
AdvancedAccess Premier Onsite, Three Year, RMX 2000 MPMx 15HD1080p/30HD720p/60SD/90CIF System (Requires all systems to be covered by AdvancedAccess)	\$106,450	\$104,321	\$105,364	4870-00906-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 2000 MPMx 22HD1080p/45HD720p/90SD/135CIF System (Requires all systems to be covered by AdvancedAccess)	\$61,065	\$59,844	\$60,442	4870-00908-514	DC4
AdvancedAccess Premier Onsite, Three Year, RMX 2000 MPMx 22HD1080p/45HD720p/90SD/135CIF System (Requires all systems to be covered by AdvancedAccess)	\$155,715	\$152,601	\$154,127	4870-00908-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 2000 MPMx 30HD1080p/60HD720p/120SD/180CIF System (Requires all systems to be covered by AdvancedAccess)	\$80,385	\$78,777	\$79,573	4870-00910-514	DC4
AdvancedAccess Premier Onsite, Three Year, RMX 2000 MPMx 30HD1080p/60HD720p/120SD/180CIF System (Requires all systems to be covered by AdvancedAccess)	\$204,980	\$200,880	\$202,909	4870-00910-534	DC4

AdvancedAccess Premier Onsite with 4 Hour Response					
---	--	--	--	--	--

AdvancedAccess Premier Onsite 4 hour, One Year, Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$8,745	\$8,570	\$8,657	4870-00281-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$23,610	\$23,138	\$23,372	4870-00281-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 2000 MPMx 5HD1080p/10HD720p/20SD/30CIF System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$26,820	\$26,284	\$26,546	4870-00902-515	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 2000 MPMx 5HD1080p/10HD720p/20SD/30CIF System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$68,390	\$67,022	\$67,692	4870-00902-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 2000 MPMx 7HD1080p/15HD720p/30SD/45CIF System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$37,605	\$36,853	\$37,221	4870-00904-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 2000 MPMx 7HD1080p/15HD720p/30SD/45CIF System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$95,895	\$93,977	\$94,917	4870-00904-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 2000 MPMx 10HD1080p/20HD720p/40SD/60CIF System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$48,680	\$47,706	\$48,183	4870-00905-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 2000 MPMx 10HD1080p/20HD720p/40SD/60CIF System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$124,135	\$121,652	\$122,869	4870-00905-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 2000 MPMx 15HD1080p/30HD720p/60SD/90CIF System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$70,545	\$69,134	\$69,825	4870-00906-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 2000 MPMx 15HD1080p/30HD720p/60SD/90CIF System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$179,890	\$176,292	\$178,055	4870-00906-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 2000 MPMx 22HD1080p/45HD720p/90SD/135CIF System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$103,190	\$101,126	\$102,137	4870-00908-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 2000 MPMx 22HD1080p/45HD720p/90SD/135CIF System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$263,135	\$257,872	\$260,451	4870-00908-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 2000 MPMx 30HD1080p/60HD720p/120SD/180CIF System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$135,840	\$133,123	\$134,468	4870-00910-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 2000 MPMx 30HD1080p/60HD720p/120SD/180CIF System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$346,390	\$339,462	\$342,891	4870-00910-535	DC4

Service - RMX 2000 Event Mode Based Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Polycom Branded Service

Implementation Services

RMX Serial Gateway Implementation	\$2,575	\$2,524	\$2,549	4870-00971-007	DC4
-----------------------------------	---------	---------	---------	----------------	-----

Service - RMX 2000 - RMX 4000 MPMx Options and Upgrades

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Polycom Branded Services

Premier Maintenance Services

Premier, One Year, RMX 1500/2000/4000 MPMx Upgrade - 5 HD720p License Add-on (includes coverage for additional processing module resources)	\$3,995	\$3,915	\$3,954	4870-00860-112	DC4
---	---------	---------	---------	----------------	-----

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 5 HD720p License Add-on (includes coverage for additional processing module resources)	\$10,185	\$9,981	\$10,081	4870-00860-312	DC4
Premier, One Year, RMX 1500/2000/4000 MPMx Upgrade - 10 HD720p License Add-on (includes coverage for additional processing module resources)	\$7,995	\$7,835	\$7,914	4870-00862-112	DC4
Premier, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 10 HD720p License Add-on (includes coverage for additional processing module resources)	\$20,385	\$19,977	\$20,179	4870-00862-312	DC4
Premier, One Year, RMX 1500/2000/4000 MPMx Upgrade - 15 HD720p License Add-on (includes coverage for additional processing module resources)	\$11,995	\$11,755	\$11,873	4870-00864-112	DC4
Premier, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 15 HD720p License Add-on (includes coverage for additional processing module resources)	\$30,585	\$29,973	\$30,273	4870-00864-312	DC4
Premier, One Year, RMX 1500/2000/4000 MPMx Upgrade - 20 HD720p License Add-on (includes coverage for additional processing module resources)	\$15,995	\$15,675	\$15,832	4870-00866-112	DC4
Premier, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 20 HD720p License Add-on (includes coverage for additional processing module resources)	\$40,785	\$39,969	\$40,369	4870-00866-312	DC4
Premier, One Year, RMX 1500/2000/4000 Resource License Upgrade - 30HD resource licenses(includes coverage for additional processing module resources)	\$23,995	\$23,515	\$23,750	4870-00868-112	DC4
Premier, Three Year, RMX 1500/2000/4000 Resource License Upgrade - 30HD resource licenses	\$61,185	\$59,961	\$60,561	4870-00868-312	DC4
Premier, One Year, RMX 2000/4000 MPMx Upgrade - 40 HD License Add-on (includes coverage for additional processing module resources)	\$31,995	\$31,355	\$31,669	4870-00870-112	DC4
Premier, Three Year, RMX 2000/4000 MPMx Upgrade - 40 HD License Add-on (includes coverage for additional processing module resources)	\$81,585	\$79,953	\$80,753	4870-00870-312	DC4
Premier, One Year, RMX1500/2000/4000 Network Separation	\$2,200	\$2,156	\$2,178	4870-00975-112	DC4
Premier, Three Year, RMX1500/2000/4000 Network Separation	\$5,610	\$5,498	\$5,553	4870-00975-312	DC4

Premier Onsite Services					
--------------------------------	--	--	--	--	--

Premier Onsite, One Year, RMX 1500/2000/4000 MPMx Upgrade - 5 HD720p License Add-on (includes coverage for additional processing module resources)	\$5,995	\$5,875	\$5,934	4870-00860-114	DC4
Premier Onsite, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 5 HD720p License Add-on (includes coverage for additional processing module resources)	\$15,285	\$14,979	\$15,129	4870-00860-314	DC4
Premier Onsite, One Year, RMX 1500/2000/4000 MPMx Upgrade - 10 HD720p License Add-on (includes coverage for additional processing module resources)	\$11,995	\$11,755	\$11,874	4870-00862-114	DC4
Premier Onsite, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 10 HD720p License Add-on (includes coverage for additional processing module resources)	\$30,585	\$29,973	\$30,276	4870-00862-314	DC4
Premier Onsite, One Year, RMX 1500/2000/4000 MPMx Upgrade - 15 HD720p License Add-on (includes coverage for additional processing module resources)	\$17,995	\$17,635	\$17,811	4870-00864-114	DC4
Premier Onsite, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 15 HD720p License Add-on (includes coverage for additional processing module resources)	\$45,885	\$44,967	\$45,417	4870-00864-314	DC4
Premier Onsite, One Year, RMX 1500/2000/4000 MPMx Upgrade - 20 HD720p License Add-on (includes coverage for additional processing module resources)	\$23,995	\$23,515	\$23,750	4870-00866-114	DC4
Premier Onsite, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 20 HD720p License Add-on (includes coverage for additional processing module resources)	\$61,185	\$59,961	\$60,561	4870-00866-314	DC4
Premier Onsite, One Year, RMX 1500/2000/4000 Resource License Upgrade - 30HD resource licenses	\$35,995	\$35,275	\$35,628	4870-00868-114	DC4
Premier Onsite, Three Year, RMX 1500/2000/4000 Resource License Upgrade - 30HD resource licenses	\$91,785	\$89,949	\$90,849	4870-00868-314	DC4
Premier Onsite, One Year, RMX 2000/4000 MPMx Upgrade - 40 HD License Add-on (includes coverage for additional processing module resources)	\$47,995	\$47,035	\$47,505	4870-00870-114	DC4
Premier Onsite, Three Year, RMX 2000/4000 MPMx Upgrade - 40 HD License Add-on (includes coverage for additional processing module resources)	\$122,385	\$119,937	\$121,137	4870-00870-314	DC4
Premier Onsite, One Year, RMX1500/2000/4000 Network Separation	\$3,300	\$3,234	\$3,266	4870-00975-114	DC4
Premier Onsite, Three Year, RMX1500/2000/4000 Network Separation	\$8,415	\$8,247	\$8,329	4870-00975-314	DC4

AdvancedAccess Premier Services					
--	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier, One Year, RMX T1/E1 interface (Requires all systems to be covered by AdvancedAccess)	\$2,040	\$1,999	\$2,019	4870-00274-513	DC4
AdvancedAccess Premier, Three Year, RMX T1/E1 interface (Requires all systems to be covered by AdvancedAccess)	\$5,200	\$5,096	\$5,147	4870-00274-533	DC4
AdvancedAccess Premier, One Year, RMX Serial GW (Requires all systems to be covered by AdvancedAccess)	\$4,140	\$4,057	\$4,098	4870-00844-513	DC4
AdvancedAccess Premier, Three Year, RMX Serial GW (Requires all systems to be covered by AdvancedAccess)	\$10,555	\$10,344	\$10,447	4870-00844-533	DC4
AdvancedAccess Premier, One Year, RMX 1500/2000/4000 Resource License Upgrade - 3HD resource licenses (Requires all systems to be covered by AdvancedAccess)	\$3,000	\$2,940	\$2,969	4870-00858-513	DC4
AdvancedAccess Premier, Three Year, RMX 1500/2000/4000 Resource License Upgrade - 3HD resource licenses (Requires all systems to be covered by AdvancedAccess)	\$7,650	\$7,497	\$7,572	4870-00858-533	DC4
AdvancedAccess Premier, One Year, RMX 1500/2000/4000 MPMx Upgrade - 5 HD720p License Add-on (includes coverage for additional processing module resources) (Requires all systems to be covered by AdvancedAccess)	\$4,795	\$4,699	\$4,746	4870-00860-513	DC4
AdvancedAccess Premier, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 5 HD720p License Add-on (includes coverage for additional processing module resources) (Requires all systems to be covered by AdvancedAccess)	\$12,225	\$11,981	\$12,100	4870-00860-533	DC4
AdvancedAccess Premier, One Year, RMX 1500/2000/4000 MPMx Upgrade - 10 HD720p License Add-on (includes coverage for additional processing module resources) (Requires all systems to be covered by AdvancedAccess)	\$9,595	\$9,403	\$9,498	4870-00862-513	DC4
AdvancedAccess Premier, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 10 HD720p License Add-on (includes coverage for additional processing module resources) (Requires all systems to be covered by AdvancedAccess)	\$24,465	\$23,976	\$24,218	4870-00862-533	DC4
AdvancedAccess Premier, One Year, RMX 1500/2000/4000 MPMx Upgrade - 15 HD720p License Add-on (includes coverage for additional processing module resources) (Requires all systems to be covered by AdvancedAccess)	\$14,395	\$14,107	\$14,248	4870-00864-513	DC4
AdvancedAccess Premier, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 15 HD720p License Add-on (includes coverage for additional processing module resources) (Requires all systems to be covered by AdvancedAccess)	\$36,705	\$35,971	\$36,331	4870-00864-533	DC4
AdvancedAccess Premier, One Year, RMX 1500/2000/4000 MPMx Upgrade - 20 HD720p License Add-on (includes coverage for additional processing module resources) (Requires all systems to be covered by AdvancedAccess)	\$19,195	\$18,811	\$18,999	4870-00866-513	DC4
AdvancedAccess Premier, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 20 HD720p License Add-on (includes coverage for additional processing module resources) (Requires all systems to be covered by AdvancedAccess)	\$48,945	\$47,966	\$48,446	4870-00866-533	DC4
AdvancedAccess Premier, One Year, RMX 1500/2000/4000 Resource License Upgrade - 30HD resource licenses (Requires all systems to be covered by AdvancedAccess)	\$28,795	\$28,219	\$28,504	4870-00868-513	DC4
AdvancedAccess Premier, Three Year, RMX 1500/2000/4000 Resource License Upgrade - 30HD resource licenses (Requires all systems to be covered by AdvancedAccess)	\$73,425	\$71,957	\$72,683	4870-00868-533	DC4
AdvancedAccess Premier, One Year, RMX 2000/4000 MPMx Upgrade - 40 HD License Add-on (includes coverage for additional processing module resources) (Requires all systems to be covered by AdvancedAccess)	\$38,395	\$37,627	\$38,003	4870-00870-513	DC4
AdvancedAccess Premier, Three Year, RMX 2000/4000 MPMx Upgrade - 40 HD License Add-on (includes coverage for additional processing module resources) (Requires all systems to be covered by AdvancedAccess)	\$97,905	\$95,947	\$96,906	4870-00870-533	DC4
AdvancedAccess Premier, One Year, RMX1500/2000/4000 Network Separation (Requires all systems to be covered by AdvancedAccess)	\$2,640	\$2,587	\$2,613	4870-00975-513	DC4
AdvancedAccess Premier, Three Year, RMX1500/2000/4000 Network Separation (Requires all systems to be covered by AdvancedAccess)	\$6,730	\$6,595	\$6,661	4870-00975-533	DC4

AdvancedAccess Premier Onsite Services					
---	--	--	--	--	--

AdvancedAccess Premier Onsite, One Year, RMX T1/E1 interface (Requires all systems to be covered by AdvancedAccess)	\$2,935	\$2,876	\$2,905	4870-00274-514	DC4
AdvancedAccess Premier Onsite, Three Year, RMX T1/E1 interface (Requires all systems to be covered by AdvancedAccess)	\$7,485	\$7,335	\$7,409	4870-00274-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX Serial GW (Requires all systems to be covered by AdvancedAccess)	\$5,950	\$5,831	\$5,889	4870-00844-514	DC4

Polycom, Inc.
State of Utah Contract Pricelist

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite,Three Year, RMX Serial GW (Requires all systems to be covered by AdvancedAccess)	\$15,175	\$14,872	\$15,020	4870-00844-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 1500/2000/4000 Resource License Upgrade - 3HD resource licenses (Requires all systems to be covered by AdvancedAccess)	\$4,315	\$4,229	\$4,271	4870-00858-514	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 1500/2000/4000 Resource License Upgrade - 3HD resource licenses (Requires all systems to be covered by AdvancedAccess)	\$11,005	\$10,785	\$10,893	4870-00858-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 1500/2000/4000 MPMx Upgrade - 5 HD720p License Add-on (includes coverage for additional processing module resources) (Requires all systems to be covered by AdvancedAccess)	\$6,890	\$6,752	\$6,820	4870-00860-514	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 1500/2000/4000 MPMx Upgrade - 5 HD720p License Add-on (includes coverage for additional processing module resources) (Requires all systems to be covered by AdvancedAccess)	\$17,570	\$17,219	\$17,391	4870-00860-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 1500/2000/4000 MPMx Upgrade - 10 HD720p License Add-on (includes coverage for additional processing module resources) (Requires all systems to be covered by AdvancedAccess)	\$13,790	\$13,514	\$13,651	4870-00862-514	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 1500/2000/4000 MPMx Upgrade - 10 HD720p License Add-on (includes coverage for additional processing module resources) (Requires all systems to be covered by AdvancedAccess)	\$35,165	\$34,462	\$34,810	4870-00862-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 1500/2000/4000 MPMx Upgrade - 15 HD720p License Add-on (includes coverage for additional processing module resources) (Requires all systems to be covered by AdvancedAccess)	\$20,690	\$20,276	\$20,479	4870-00864-514	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 1500/2000/4000 MPMx Upgrade - 15 HD720p License Add-on (includes coverage for additional processing module resources) (Requires all systems to be covered by AdvancedAccess)	\$52,760	\$51,705	\$52,222	4870-00864-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 1500/2000/4000 MPMx Upgrade - 20 HD720p License Add-on (includes coverage for additional processing module resources) (Requires all systems to be covered by AdvancedAccess)	\$27,590	\$27,038	\$27,309	4870-00866-514	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 1500/2000/4000 MPMx Upgrade - 20 HD720p License Add-on (includes coverage for additional processing module resources) (Requires all systems to be covered by AdvancedAccess)	\$70,355	\$68,948	\$69,637	4870-00866-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 1500/2000/4000 Resource License Upgrade - 30HD resource licenses (Requires all systems to be covered by AdvancedAccess)	\$41,390	\$40,562	\$40,972	4870-00868-514	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 1500/2000/4000 Resource License Upgrade - 30HD resource licenses (Requires all systems to be covered by AdvancedAccess)	\$105,545	\$103,434	\$104,479	4870-00868-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 2000/4000 MPMx Upgrade - 40 HD License Add-on (includes coverage for additional processing module resources) (Requires all systems to be covered by AdvancedAccess)	\$55,190	\$54,086	\$54,627	4870-00870-514	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 2000/4000 MPMx Upgrade - 40 HD License Add-on (includes coverage for additional processing module resources) (Requires all systems to be covered by AdvancedAccess)	\$140,735	\$137,920	\$139,300	4870-00870-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX1500/2000/4000 Network Separation (Requires all systems to be covered by AdvancedAccess)	\$3,795	\$3,719	\$3,756	4870-00975-514	DC4
AdvancedAccess Premier Onsite,Three Year, RMX1500/2000/4000 Network Separation (Requires all systems to be covered by AdvancedAccess)	\$9,675	\$9,482	\$9,576	4870-00975-534	DC4
AdvancedAccess Premier Onsite with 4 Hour Response					
AdvancedAccess Premier Onsite 4 hour, One Year, RMX T1/E1 interface (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$4,955	\$4,856	\$4,904	4870-00274-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX T1/E1 interface (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$12,635	\$12,382	\$12,506	4870-00274-535	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite 4 hour, One Year, RMX Serial GW (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$10,055	\$9,854	\$9,952	4870-00844-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX Serial GW (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$25,640	\$25,127	\$25,378	4870-00844-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 1500/2000/4000 Resource License Upgrade - 3HD resource licenses (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$7,290	\$7,144	\$7,216	4870-00858-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 1500/2000/4000 Resource License Upgrade - 3HD resource licenses (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$18,590	\$18,218	\$18,400	4870-00858-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 1500/2000/4000 MPMx Upgrade - 5 HD720p License Add-on (includes coverage for additional processing module resources) (see support.polycom.com for availability information)	\$11,645	\$11,412	\$11,526	4870-00860-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 5 HD720p License Add-on (includes coverage for additional processing module resources) (see support.polycom.com for availability information)	\$29,695	\$29,101	\$29,392	4870-00860-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 1500/2000/4000 MPMx Upgrade - 10 HD720p License Add-on (includes coverage for additional processing module resources) (see support.polycom.com for availability information)	\$23,305	\$22,839	\$23,070	4870-00862-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 10 HD720p License Add-on (includes coverage for additional processing module resources) (see support.polycom.com for availability information)	\$59,430	\$58,241	\$58,830	4870-00862-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 1500/2000/4000 MPMx Upgrade - 15 HD720p License Add-on (includes coverage for additional processing module resources) (see support.polycom.com for availability information)	\$34,965	\$34,266	\$34,608	4870-00864-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 15 HD720p License Add-on (includes coverage for additional processing module resources) (see support.polycom.com for availability information)	\$89,160	\$87,377	\$88,251	4870-00864-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 1500/2000/4000 MPMx Upgrade - 20 HD720p License Add-on (includes coverage for additional processing module resources) (see support.polycom.com for availability information)	\$46,625	\$45,693	\$46,149	4870-00866-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 20 HD720p License Add-on (includes coverage for additional processing module resources) (see support.polycom.com for availability information)	\$118,895	\$116,517	\$117,682	4870-00866-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 1500/2000/4000 Resource License Upgrade - 30HD resource licenses (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$69,945	\$68,546	\$69,238	4870-00868-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 1500/2000/4000 Resource License Upgrade - 30HD resource licenses (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$178,360	\$174,793	\$176,558	4870-00868-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 2000/4000 MPMx Upgrade - 40 HD License Add-on (includes coverage for additional processing module resources) (see support.polycom.com for availability information)	\$93,265	\$91,400	\$92,314	4870-00870-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 2000/4000 MPMx Upgrade - 40 HD License Add-on (includes coverage for additional processing module resources) (see support.polycom.com for availability information)	\$237,825	\$233,069	\$235,399	4870-00870-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX1500/2000/4000 Network Separation (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$6,415	\$6,287	\$6,350	4870-00975-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX1500/2000/4000 Network Separation (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$16,360	\$16,033	\$16,193	4870-00975-535	DC4

Service - RMX 2000 - RMX 4000 MPM+ Options and Upgrades

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Polycom Branded Service

Premier Services

Premier, One Year, RMX T1/E1 interface	\$1,700	\$1,666	\$1,683	4870-00274-112	DC4
Premier, Three Year, RMX T1/E1 interface	\$4,350	\$4,263	\$4,306	4870-00274-312	DC4
Premier, One Year, RMX Serial GW	\$3,450	\$3,381	\$3,415	4870-00844-112	DC2
Premier, Three Year, RMX Serial GW	\$8,800	\$8,624	\$8,710	4870-00844-312	DC2
Premier, One Year, RMX 1500/2000/4000 Resource License Upgrade - 3HD resource licenses	\$2,500	\$2,450	\$2,475	4870-00858-112	DC4
Premier, Three Year, RMX 1500/2000/4000 Resource License Upgrade - 3HD resource licenses	\$6,375	\$6,248	\$6,310	4870-00858-312	DC4

Premier Onsite Services

Premier Onsite, One Year, RMX T1/E1 interface	\$2,550	\$2,499	\$2,524	4870-00274-114	DC4
Premier Onsite, Three Year, RMX T1/E1 interface	\$6,500	\$6,370	\$6,434	4870-00274-314	DC4
Premier Onsite, One Year, RMX Serial GW	\$5,175	\$5,072	\$5,122	4870-00844-114	DC2
Premier Onsite, Three Year, RMX Serial GW	\$13,195	\$12,931	\$13,060	4870-00844-314	DC2

RMX 1500

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

RMX 1500 Base Systems

RMX 1500 IP only 5HD720p/10SD/15CIF resource configured & licensed system, equipped with one (1) MPMx-S Media Processing Module. (Maintenance Contract Required)	\$43,000	\$36,550	\$36,916	VRMX1505HDR	DC14
RMX 1500 IP only 5HD720p/10SD/15CIF resource configured & licensed system, equipped with one (1) MPMx-D Media Processing Modules. (Maintenance Contract Required)	\$60,000	\$51,000	\$51,510	VRMX1505HDRE	DC14
RMX 1500 IP only 5HD1080p/10HD720p/20SD/30CIF resource configured & licensed system equipped with one (1) MPMx-S Media Processing Module. (Maintenance Contract Required)	\$75,500	\$64,175	\$64,817	VRMX1510HDR	DC14
RMX 1500 Base System, loaded with 10 SD, 15 CIF resource licenses, upgradable with SW license to 25 CIF or/and HD support, equipped with MPMx-Q (Maintenance Contract Required)	\$23,000	\$19,550	\$19,746	VRMX1515	DC14
RMX 1500 IP only 7HD1080p/15HD720p/30SD/45CIF resource configured & licensed system, equipped with one (1) MPMx-S Media Processing Module. (Maintenance Contract Required)	\$108,000	\$91,800	\$92,718	VRMX1515HDR	DC14
RMX 1500 IP only 10HD1080p/20HD720p/40SD/60CIF resource configured & licensed system, equipped with one (1) MPMx-D Media Processing Module. (Maintenance Contract Required)	\$140,500	\$119,425	\$120,619	VRMX1520HDR	DC14
RMX 1500 Base System, loaded with 14 SD, 25 CIF resource licenses, upgradable with SW license to HD only, equipped with MPMx-Q (Maintenance Contract Required)	\$37,000	\$31,450	\$31,765	VRMX1525	DC14
RMX 1500 IP only 15HD1080p/30HD720p/60SD/90CIF resource configured & licensed system, equipped with one (1) MPMx-D Media Processing Module. (Maintenance Contract Required)	\$205,500	\$174,675	\$176,422	VRMX1530HDR	DC14

RMX 1500 Base Options and Upgrades

RMX 1500 HD CP Software License Option (Maintenance Contract Required). Available only on RMX1500 MPMx-Q configurations.	\$10,000	\$8,500	\$8,585	5150-18150-000	DC14
RMX 1500 System Resource Upgrade Option for Additional 5 video/audio resource licenses. Available only on RMX1500 MPMx-Q configurations.	\$9,000	\$7,650	\$7,727	5150-18150-005	DC14

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
License for RMX 2000/4000 Telepresence Support for additional layouts and resolutions for ITP (Immersive Telepresence) solutions including RPX, TPX, OTX and ATX. Includes MLA (Multipoint Layout Application) software, also see 4870-00588-007	\$1,050	\$893	\$901	5150-18200-215	DC14
RMX800s/1500/2000/4000 Encryption License pack - restricted by destination countries	\$0	\$0	\$0	5150-18200-500	DC14
Collaboration Server/RMX 1500 SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$7,000	\$6,510	\$6,576	5150-18200-510	DC6
RPCS server Resource License Pack - 2HD1080p/5HD720p/10SD/15CIF resource licenses - additional Media Processing Module hardware may be required. (Maintenance Contract Required)	\$34,000	\$28,900	\$29,189	5150-18350-005	DC14
RMX 1500/2000/4000 Resource License Pack - 5HD1080p/10HD720p/20SD/30CIF resource licenses - additional Media Processing Module hardware may be required. (Maintenance Contract Required)	\$68,000	\$57,800	\$58,378	5150-18350-010	DC14
RMX 1500/2000/4000 Resource License Pack - 7HD1080p/15HD720p/30SD/45CIF resource licenses - additional Media Processing Module hardware may be required. (Maintenance Contract Required)	\$102,000	\$86,700	\$87,567	5150-18350-015	DC14
RMX 1500/2000/4000 Resource License Pack - 10HD1080p/20HD720p/40SD/60CIF resource licenses - additional Media Processing Module hardware may be required. (Maintenance Contract Required)	\$136,000	\$115,600	\$116,756	5150-18350-020	DC14
RMX 1500/2000/4000 Resource License Pack - 15HD1080p/30HD720p/60SD/90CIF resource licenses - additional Media Processing Module hardware may be required. (Maintenance Contract Required)	\$204,000	\$173,400	\$175,134	5150-18350-030	DC14
RMX 1500 network separation license, no additional HW needed (Maintenance Contract Required)	\$10,000	\$8,500	\$8,585	VRMX1500NET	DC14
RMX 1500 E1/T1 interface card supporting PSTN Audio and ISDN H.320 video (Maintenance Contract Required)	\$7,500	\$6,375	\$6,439	VRMX1588P	DC14
RMX 1500/2000/4000 MPMx Expansion - 5 HD 720p License Add-on - Does not include any additional MPMx hardware (Maintenance Contract Required)	\$34,000	\$28,900	\$29,189	VRMX5HDUP	DC14

Service - RMX 1500 Base Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Implementation Services

Implementation, RMX 1500 5HD720p/10SD/15CIF System	\$6,995	\$6,855	\$6,924	4870-00926-007	DC4
Implementation, RMX 1500 5HD1080p/10HD720p/20SD/30CIF System	\$6,995	\$6,855	\$6,924	4870-00928-007	DC4
Implementation, RMX 1500 7HD1080p/15HD720p/30SD/45CIF System	\$6,995	\$6,855	\$6,924	4870-00930-007	DC4
Implementation, RMX 1500 10HD1080p/20HD720p/40SD/60CIF System	\$6,995	\$6,855	\$6,924	4870-00932-007	DC4
Implementation, RMX 1500 15HD1080p/30HD720p/60SD/90CIF System	\$6,995	\$6,855	\$6,924	4870-00934-007	DC4
RMX Serial Gateway Implementation	\$2,575	\$2,524	\$2,549	4870-00971-007	DC4
Implementation, RMX 1500 Base System, loaded with 14 SD, 25 CIF resource licenses, upgradable with SW license to HD only, equipped with MPMx-Q	\$6,995	\$6,855	\$6,924	4870-00973-007	DC4
Implementation RMX 1500 Base System, loaded with 10 SD, 15 CIF resource licenses, upgradable with SW license to 25 CIF or/and HD support, equipped with MPMx-Q	\$6,995	\$6,855	\$6,924	4870-00976-007	DC4

Premier Maintenance Services

Premier, One Year, Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$1,400	\$1,372	\$1,386	4870-00279-112	DC4
Premier, Three Year, Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$3,780	\$3,704	\$3,742	4870-00279-312	DC4
Premier, One Year, RMX 1500 5HD720p/10SD/15CIF System	\$4,700	\$4,606	\$4,652	4870-00926-112	DC4
Premier, Three Year, RMX 1500 5HD720p/10SD/15CIF System	\$11,990	\$11,750	\$11,868	4870-00926-312	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier, One Year, RMX 1500 5HD1080p/10HD720p/20SD/30CIF System	\$8,300	\$8,134	\$8,215	4870-00928-112	DC4
Premier, Three Year, RMX 1500 5HD1080p/10HD720p/20SD/30CIF System	\$21,170	\$20,747	\$20,954	4870-00928-312	DC4
Premier, One Year, RMX 1500 7HD1080p/15HD720p/30SD/45CIF System	\$11,900	\$11,662	\$11,779	4870-00930-112	DC4
Premier, Three Year, RMX 1500 7HD1080p/15HD720p/30SD/45CIF System	\$30,350	\$29,743	\$30,040	4870-00930-312	DC4
Premier, One Year, RMX 1500 10HD1080p/20HD720p/40SD/60CIF System	\$15,500	\$15,190	\$15,342	4870-00932-112	DC4
Premier, Three Year, RMX 1500 10HD1080p/20HD720p/40SD/60CIF System	\$39,530	\$38,739	\$39,127	4870-00932-312	DC4
Premier, One Year, RMX 1500 15HD1080p/30HD720p/60SD/90CIF System	\$22,600	\$22,148	\$22,369	4870-00934-112	DC4
Premier, Three Year, RMX 1500 15HD1080p/30HD720p/60SD/90CIF System	\$57,630	\$56,477	\$57,042	4870-00934-312	DC4
Premier One Year RMX 1500 Base System, loaded with 14 SD, 25 CIF resource licenses, upgradable with SW license to HD only, equipped with MPMx-Q	\$4,070	\$3,989	\$4,028	4870-00973-112	DC4
Premier Three Year RMX 1500 Base System, loaded with 14 SD, 25 CIF resource licenses, upgradable with SW license to HD only, equipped with MPMx-Q	\$10,378	\$10,170	\$10,272	4870-00973-312	DC4
Premier One Year RMX 1500 Base System, loaded with 10 SD, 15 CIF resource licenses, upgradable with SW license to 25 CIF or/and HD support, equipped with MPMx-Q	\$2,530	\$2,479	\$2,504	4870-00976-112	DC4
Premier Three Year RMX 1500 Base System, loaded with 10 SD, 15 CIF resource licenses, upgradable with SW license to 25 CIF or/and HD support, equipped with MPMx-Q	\$6,450	\$6,321	\$6,384	4870-00976-312	DC4

Premier Onsite Services

Premier Onsite, One Year, Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$2,100	\$2,058	\$2,079	4870-00279-114	DC4
Premier Onsite, Three Year, Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$5,670	\$5,557	\$5,613	4870-00279-314	DC4
Premier Onsite, One Year, RMX 1500 5HD720p/10SD/15CIF System	\$7,050	\$6,909	\$6,978	4870-00926-114	DC4
Premier Onsite, Three Year, RMX 1500 5HD720p/10SD/15CIF System	\$17,980	\$17,620	\$17,797	4870-00926-314	DC4
Premier Onsite, One Year, RMX 1500 5HD1080p/10HD720p/20SD/30CIF System	\$12,450	\$12,201	\$12,323	4870-00928-114	DC4
Premier Onsite, Three Year, RMX 1500 5HD1080p/10HD720p/20SD/30CIF System	\$31,750	\$31,115	\$31,426	4870-00928-314	DC4
Premier Onsite, One Year, RMX 1500 7HD1080p/15HD720p/30SD/45CIF System	\$17,850	\$17,493	\$17,668	4870-00930-114	DC4
Premier Onsite, Three Year, RMX 1500 7HD1080p/15HD720p/30SD/45CIF System	\$45,520	\$44,610	\$45,056	4870-00930-314	DC4
Premier Onsite, One Year, RMX 1500 10HD1080p/20HD720p/40SD/60CIF System	\$23,250	\$22,785	\$23,013	4870-00932-114	DC4
Premier Onsite, Three Year, RMX 1500 10HD1080p/20HD720p/40SD/60CIF System	\$59,290	\$58,104	\$58,685	4870-00932-314	DC4
Premier Onsite, One Year, RMX 1500 15HD1080p/30HD720p/60SD/90CIF System	\$33,900	\$33,222	\$33,554	4870-00934-114	DC4
Premier Onsite, Three Year, RMX 1500 15HD1080p/30HD720p/60SD/90CIF System	\$86,450	\$84,721	\$85,568	4870-00934-314	DC4
Premier Onsite One Year RMX 1500 Base System, loaded with 14 SD, 25 CIF resource licenses, upgradable with SW license to HD only, equipped with MPMx-Q	\$6,105	\$5,983	\$6,043	4870-00973-114	DC4
Premier Onsite Three Year RMX 1500 Base System, loaded with 14 SD, 25 CIF resource licenses, upgradable with SW license to HD only, equipped with MPMx-Q	\$15,568	\$15,257	\$15,409	4870-00973-314	DC4
Premier Onsite One Year RMX 1500 Base System, loaded with 10 SD, 15 CIF resource licenses, upgradable with SW license to 25 CIF or/and HD support, equipped with MPMx-Q	\$3,790	\$3,714	\$3,751	4870-00976-114	DC4
Premier Onsite Three Year RMX 1500 Base System, loaded with 10 SD, 15 CIF resource licenses, upgradable with SW license to 25 CIF or/and HD support, equipped with MPMx-Q	\$9,665	\$9,472	\$9,566	4870-00976-314	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$1,680	\$1,646	\$1,663	4870-00279-513	DC4
---	---------	---------	---------	----------------	-----

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier, Three Year, Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$4,535	\$4,444	\$4,489	4870-00279-533	DC4
AdvancedAccess Premier, One Year, RMX 1500 5HD720p/10SD/15CIF System (Requires all systems to be covered by AdvancedAccess)	\$5,640	\$5,527	\$5,582	4870-00926-513	DC4
AdvancedAccess Premier, Three Year, RMX 1500 5HD720p/10SD/15CIF System (Requires all systems to be covered by AdvancedAccess)	\$14,380	\$14,092	\$14,233	4870-00926-533	DC4
AdvancedAccess Premier, One Year, RMX 1500 5HD1080p/10HD720p/20SD/30CIF System (Requires all systems to be covered by AdvancedAccess)	\$9,960	\$9,761	\$9,858	4870-00928-513	DC4
AdvancedAccess Premier, Three Year, RMX 1500 5HD1080p/10HD720p/20SD/30CIF System (Requires all systems to be covered by AdvancedAccess)	\$25,400	\$24,892	\$25,141	4870-00928-533	DC4
AdvancedAccess Premier, One Year, RMX 1500 7HD1080p/15HD720p/30SD/45CIF System (Requires all systems to be covered by AdvancedAccess)	\$14,280	\$13,994	\$14,134	4870-00930-513	DC4
AdvancedAccess Premier, Three Year, RMX 1500 7HD1080p/15HD720p/30SD/45CIF System (Requires all systems to be covered by AdvancedAccess)	\$36,415	\$35,687	\$36,044	4870-00930-533	DC4
AdvancedAccess Premier, One Year, RMX 1500 10HD1080p/20HD720p/40SD/60CIF System (Requires all systems to be covered by AdvancedAccess)	\$18,600	\$18,228	\$18,410	4870-00932-513	DC4
AdvancedAccess Premier, Three Year, RMX 1500 10HD1080p/20HD720p/40SD/60CIF System (Requires all systems to be covered by AdvancedAccess)	\$47,430	\$46,481	\$46,946	4870-00932-533	DC4
AdvancedAccess Premier, One Year, RMX 1500 15HD1080p/30HD720p/60SD/90CIF System (Requires all systems to be covered by AdvancedAccess)	\$27,120	\$26,578	\$26,843	4870-00934-513	DC4
AdvancedAccess Premier, Three Year, RMX 1500 15HD1080p/30HD720p/60SD/90CIF System (Requires all systems to be covered by AdvancedAccess)	\$69,155	\$67,772	\$68,450	4870-00934-533	DC4
AdvancedAccess Premier, One Year, RMX 1500 Base System, loaded with 14 SD, 25 CIF resource licenses, upgradable with SW license to HD only, equipped with MPMx-Q (Requires all systems to be covered by AdvancedAccess)	\$4,885	\$4,787	\$4,835	4870-00973-513	DC4
AdvancedAccess Premier, Three Year, RMX 1500 Base System, loaded with 14 SD, 25 CIF resource licenses, upgradable with SW license to HD only, equipped with MPMx-Q (Requires all systems to be covered by AdvancedAccess)	\$12,455	\$12,206	\$12,328	4870-00973-533	DC4
AdvancedAccess Premier, One Year, RMX 1500 Base System, loaded with 10 SD, 15 CIF resource licenses, upgradable with SW license to 25 CIF or/and HD support, equipped with MPMx-Q (Requires all systems to be covered by AdvancedAccess)	\$3,035	\$2,974	\$3,004	4870-00976-513	DC4
AdvancedAccess Premier, Three Year, RMX 1500 Base System, loaded with 10 SD, 15 CIF resource licenses, upgradable with SW license to 25 CIF or/and HD support, equipped with MPMx-Q (Requires all systems to be covered by AdvancedAccess)	\$7,740	\$7,585	\$7,661	4870-00976-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$2,415	\$2,367	\$2,391	4870-00279-514	DC4
AdvancedAccess Premier Onsite, Three Year, Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$6,520	\$6,390	\$6,454	4870-00279-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 1500 5HD720p/10SD/15CIF System (Requires all systems to be covered by AdvancedAccess)	\$8,105	\$7,943	\$8,022	4870-00926-514	DC4
AdvancedAccess Premier Onsite, Three Year, RMX 1500 5HD720p/10SD/15CIF System (Requires all systems to be covered by AdvancedAccess)	\$20,670	\$20,257	\$20,459	4870-00926-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 1500 5HD1080p/10HD720p/20SD/30CIF System (Requires all systems to be covered by AdvancedAccess)	\$14,315	\$14,029	\$14,169	4870-00928-514	DC4
AdvancedAccess Premier Onsite, Three Year, RMX 1500 5HD1080p/10HD720p/20SD/30CIF System (Requires all systems to be covered by AdvancedAccess)	\$36,505	\$35,775	\$36,133	4870-00928-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 1500 7HD1080p/15HD720p/30SD/45CIF System (Requires all systems to be covered by AdvancedAccess)	\$20,530	\$20,119	\$20,321	4870-00930-514	DC4
AdvancedAccess Premier Onsite, Three Year, RMX 1500 7HD1080p/15HD720p/30SD/45CIF System (Requires all systems to be covered by AdvancedAccess)	\$52,350	\$51,303	\$51,816	4870-00930-534	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite, One Year, RMX 1500 10HD1080p/20HD720p/40SD/60CIF System (Requires all systems to be covered by AdvancedAccess)	\$26,735	\$26,200	\$26,462	4870-00932-514	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 1500 10HD1080p/20HD720p/40SD/60CIF System (Requires all systems to be covered by AdvancedAccess)	\$68,175	\$66,812	\$67,480	4870-00932-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 1500 15HD1080p/30HD720p/60SD/90CIF System (Requires all systems to be covered by AdvancedAccess)	\$38,985	\$38,205	\$38,587	4870-00934-514	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 1500 15HD1080p/30HD720p/60SD/90CIF System (Requires all systems to be covered by AdvancedAccess)	\$99,410	\$97,422	\$98,396	4870-00934-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 1500 Base System, loaded with 14 SD, 25 CIF resource licenses, upgradable with SW license to HD only, equipped with MPMx-Q (Requires all systems to be covered by AdvancedAccess)	\$7,020	\$6,880	\$6,948	4870-00973-514	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 1500 Base System, loaded with 14 SD, 25 CIF resource licenses, upgradable with SW license to HD only, equipped with MPMx-Q (Requires all systems to be covered by AdvancedAccess)	\$17,900	\$17,542	\$17,717	4870-00973-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 1500 Base System, loaded with 10 SD, 15 CIF resource licenses, upgradable with SW license to 25 CIF or/and HD support, equipped with MPMx-Q (Requires all systems to be covered by AdvancedAccess)	\$4,365	\$4,278	\$4,320	4870-00976-514	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 1500 Base System, loaded with 10 SD, 15 CIF resource licenses, upgradable with SW license to 25 CIF or/and HD support, equipped with MPMx-Q (Requires all systems to be covered by AdvancedAccess)	\$11,130	\$10,907	\$11,016	4870-00976-534	DC4

AdvancedAccess Premier Onsite with 4 Hour Response

AdvancedAccess Premier Onsite 4 hour, One Year, Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$4,080	\$3,998	\$4,039	4870-00279-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, Collaboration Server/RMX SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	\$11,015	\$10,795	\$10,904	4870-00279-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 1500 5HD720p/10SD/15CIF System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$13,700	\$13,426	\$13,560	4870-00926-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 1500 5HD720p/10SD/15CIF System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$34,935	\$34,236	\$34,579	4870-00926-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 1500 5HD1080p/10HD720p/20SD/30CIF System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$24,195	\$23,711	\$23,948	4870-00928-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 1500 5HD1080p/10HD720p/20SD/30CIF System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$61,695	\$60,461	\$61,066	4870-00928-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 1500 7HD1080p/15HD720p/30SD/45CIF System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$34,690	\$33,996	\$34,336	4870-00930-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 1500 7HD1080p/15HD720p/30SD/45CIF System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$88,460	\$86,691	\$87,558	4870-00930-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 1500 10HD1080p/20HD720p/40SD/60CIF System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$45,185	\$44,281	\$44,724	4870-00932-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 1500 10HD1080p/20HD720p/40SD/60CIF System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$115,220	\$112,916	\$114,045	4870-00932-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 1500 15HD1080p/30HD720p/60SD/90CIF System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$65,880	\$64,562	\$65,208	4870-00934-515	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 1500 15HD1080p/30HD720p/60SD/90CIF System (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$167,995	\$164,635	\$166,281	4870-00934-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 1500 Base System, loaded with 14 SD, 25 CIF resource licenses, upgradable with SW license to HD only, equipped with MPMx-Q (see support.polycom.com for availability information)	\$11,865	\$11,628	\$11,744	4870-00973-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 1500 Base System, loaded with 14 SD, 25 CIF resource licenses, upgradable with SW license to HD only, equipped with MPMx-Q (see support.polycom.com for availability information)	\$30,255	\$29,650	\$29,946	4870-00973-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 1500 Base System, loaded with 10 SD, 15 CIF resource licenses, upgradable with SW license to 25 CIF or/and HD support, equipped with MPMx-Q (see support.polycom.com for availability information)	\$7,375	\$7,228	\$7,300	4870-00976-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 1500 Base System, loaded with 10 SD, 15 CIF resource licenses, upgradable with SW license to 25 CIF or/and HD support, equipped with MPMx-Q (see support.polycom.com for availability information)	\$18,805	\$18,429	\$18,613	4870-00976-535	DC4

Service - RMX 1500 Options and Upgrades

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Polycom Branded Services

Premier Maintenance Services

Premier, One Year, RMX 1500/2000/4000 MPMx Upgrade - 5 HD720p License Add-on (includes coverage for additional processing module resources)	\$3,995	\$3,915	\$3,954	4870-00860-112	DC4
Premier, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 5 HD720p License Add-on (includes coverage for additional processing module resources)	\$10,185	\$9,981	\$10,081	4870-00860-312	DC4
Premier, One Year, RMX 1500/2000/4000 MPMx Upgrade - 10 HD720p License Add-on (includes coverage for additional processing module resources)	\$7,995	\$7,835	\$7,914	4870-00862-112	DC4
Premier, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 10 HD720p License Add-on (includes coverage for additional processing module resources)	\$20,385	\$19,977	\$20,179	4870-00862-312	DC4
Premier, One Year, RMX 1500/2000/4000 MPMx Upgrade - 15 HD720p License Add-on (includes coverage for additional processing module resources)	\$11,995	\$11,755	\$11,873	4870-00864-112	DC4
Premier, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 15 HD720p License Add-on (includes coverage for additional processing module resources)	\$30,585	\$29,973	\$30,273	4870-00864-312	DC4
Premier, One Year, RMX 1500/2000/4000 MPMx Upgrade - 20 HD720p License Add-on (includes coverage for additional processing module resources)	\$15,995	\$15,675	\$15,832	4870-00866-112	DC4
Premier, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 20 HD720p License Add-on (includes coverage for additional processing module resources)	\$40,785	\$39,969	\$40,369	4870-00866-312	DC4
Premier, One Year, RMX 1500/2000/4000 Resource License Upgrade - 30HD resource licenses(includes coverage for additional processing module resources)	\$23,995	\$23,515	\$23,750	4870-00868-112	DC4
Premier, Three Year, RMX 1500/2000/4000 Resource License Upgrade - 30HD resource licenses	\$61,185	\$59,961	\$60,561	4870-00868-312	DC4
Premier, One Year, RMX 2000/4000 MPMx Upgrade - 40 HD License Add-on (includes coverage for additional processing module resources)	\$31,995	\$31,355	\$31,669	4870-00870-112	DC4
Premier, Three Year, RMX 2000/4000 MPMx Upgrade - 40 HD License Add-on (includes coverage for additional processing module resources)	\$81,585	\$79,953	\$80,753	4870-00870-312	DC4
Premier, One Year, RMX RMX 1500 E1/T1 interface card	\$850	\$833	\$841	4870-00936-112	DC4
Premier, Three Year, RMX RMX 1500 E1/T1 interface card	\$2,170	\$2,127	\$2,148	4870-00936-312	DC4
Premier, One Year, RMX1500/2000/4000 Network Separation	\$2,200	\$2,156	\$2,178	4870-00975-112	DC4
Premier, Three Year, RMX1500/2000/4000 Network Separation	\$5,610	\$5,498	\$5,553	4870-00975-312	DC4
Premier One Year RMX1500 HD CP Software License Option	\$1,100	\$1,078	\$1,089	4870-00977-112	DC4
Premier Three Year RMX1500 HD CP Software License Option	\$2,805	\$2,749	\$2,776	4870-00977-312	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier One Year RMX 1500 System Resource Upgrade Option for Additional 5 video/audio resource licenses	\$990	\$970	\$980	4870-00978-112	DC4
Premier Three Year RMX 1500 System Resource Upgrade Option for Additional 5 video/audio resource licenses	\$2,525	\$2,475	\$2,499	4870-00978-312	DC4

Premier Onsite Services					
--------------------------------	--	--	--	--	--

Premier Onsite, One Year, RMX 1500/2000/4000 MPMx Upgrade - 5 HD720p License Add-on (includes coverage for additional processing module resources)	\$5,995	\$5,875	\$5,934	4870-00860-114	DC4
Premier Onsite, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 5 HD720p License Add-on (includes coverage for additional processing module resources)	\$15,285	\$14,979	\$15,129	4870-00860-314	DC4
Premier Onsite, One Year, RMX 1500/2000/4000 MPMx Upgrade - 10 HD720p License Add-on (includes coverage for additional processing module resources)	\$11,995	\$11,755	\$11,874	4870-00862-114	DC4
Premier Onsite, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 10 HD720p License Add-on (includes coverage for additional processing module resources)	\$30,585	\$29,973	\$30,276	4870-00862-314	DC4
Premier Onsite, One Year, RMX 1500/2000/4000 MPMx Upgrade - 15 HD720p License Add-on (includes coverage for additional processing module resources)	\$17,995	\$17,635	\$17,811	4870-00864-114	DC4
Premier Onsite, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 15 HD720p License Add-on (includes coverage for additional processing module resources)	\$45,885	\$44,967	\$45,417	4870-00864-314	DC4
Premier Onsite, One Year, RMX 1500/2000/4000 MPMx Upgrade - 20 HD720p License Add-on (includes coverage for additional processing module resources)	\$23,995	\$23,515	\$23,750	4870-00866-114	DC4
Premier Onsite, Three Year, RMX 1500/2000/4000 MPMx Upgrade - 20 HD720p License Add-on (includes coverage for additional processing module resources)	\$61,185	\$59,961	\$60,561	4870-00866-314	DC4
Premier Onsite, One Year, RMX 1500/2000/4000 Resource License Upgrade - 30HD resource licenses	\$35,995	\$35,275	\$35,628	4870-00868-114	DC4
Premier Onsite, Three Year, RMX 1500/2000/4000 Resource License Upgrade - 30HD resource licenses	\$91,785	\$89,949	\$90,849	4870-00868-314	DC4
Premier Onsite, One Year, RMX 2000/4000 MPMx Upgrade - 40 HD License Add-on (includes coverage for additional processing module resources)	\$47,995	\$47,035	\$47,505	4870-00870-114	DC4
Premier Onsite, Three Year, RMX 2000/4000 MPMx Upgrade - 40 HD License Add-on (includes coverage for additional processing module resources)	\$122,385	\$119,937	\$121,137	4870-00870-314	DC4
Premier Onsite, One Year, RMX RMX 1500 E1/T1 interface card	\$1,280	\$1,254	\$1,267	4870-00936-114	DC4
Premier Onsite, Three Year, RMX RMX 1500 E1/T1 interface card	\$3,260	\$3,195	\$3,227	4870-00936-314	DC4
Premier Onsite, One Year, RMX1500/2000/4000 Network Separation	\$3,300	\$3,234	\$3,266	4870-00975-114	DC4
Premier Onsite, Three Year, RMX1500/2000/4000 Network Separation	\$8,415	\$8,247	\$8,329	4870-00975-314	DC4
Premier Onsite One Year RMX1500 HD CP Software License Option	\$1,650	\$1,617	\$1,633	4870-00977-114	DC4
Premier Onsite Three Year RMX1500 HD CP Software License Option	\$4,210	\$4,126	\$4,167	4870-00977-314	DC4
Premier Onsite One Year RMX 1500 System Resource Upgrade Option for Additional 5 video/audio resource licenses	\$1,485	\$1,455	\$1,470	4870-00978-114	DC4
Premier Onsite Three Year RMX 1500 System Resource Upgrade Option for Additional 5 video/audio resource licenses	\$3,790	\$3,714	\$3,751	4870-00978-314	DC4

AdvancedAccess Premier Services					
--	--	--	--	--	--

AdvancedAccess Premier, One Year, RMX 1500 E1/T1 interface card (Requires all systems to be covered by AdvancedAccess)	\$1,020	\$1,000	\$1,010	4870-00936-513	DC4
AdvancedAccess Premier, Three Year, RMX 1500 E1/T1 interface card (Requires all systems to be covered by AdvancedAccess)	\$2,600	\$2,548	\$2,573	4870-00936-533	DC4
AdvancedAccess Premier, One Year, RMX1500 HD CP Software License Option (Requires all systems to be covered by AdvancedAccess)	\$1,320	\$1,294	\$1,307	4870-00977-513	DC4
AdvancedAccess Premier, Three Year, RMX1500 HD CP Software License Option (Requires all systems to be covered by AdvancedAccess)	\$3,365	\$3,298	\$3,331	4870-00977-533	DC4
AdvancedAccess Premier, One Year, RMX 1500 System Resource Upgrade Option for Additional 5 video/audio resource licenses (Requires all systems to be covered by AdvancedAccess)	\$1,190	\$1,166	\$1,178	4870-00978-513	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier, Three Year, RMX 1500 System Resource Upgrade Option for Additional 5 video/audio resource licenses (Requires all systems to be covered by AdvancedAccess)	\$3,035	\$2,974	\$3,004	4870-00978-533	DC4

AdvancedAccess Premier Onsite Services					
---	--	--	--	--	--

AdvancedAccess Premier Onsite, One Year, RMX 1500 E1/T1 interface card (Requires all systems to be covered by AdvancedAccess)	\$1,465	\$1,436	\$1,450	4870-00936-514	DC4
AdvancedAccess Premier Onsite, Three Year, RMX 1500 E1/T1 interface card (Requires all systems to be covered by AdvancedAccess)	\$3,735	\$3,660	\$3,697	4870-00936-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX1500 HD CP Software License Option (Requires all systems to be covered by AdvancedAccess)	\$1,895	\$1,857	\$1,876	4870-00977-514	DC4
AdvancedAccess Premier Onsite, Three Year, RMX1500 HD CP Software License Option (Requires all systems to be covered by AdvancedAccess)	\$4,830	\$4,733	\$4,781	4870-00977-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 1500 System Resource Upgrade Option for Additional 5 video/audio resource licenses (Requires all systems to be covered by AdvancedAccess)	\$1,710	\$1,676	\$1,693	4870-00978-514	DC4
AdvancedAccess Premier Onsite, Three Year, RMX 1500 System Resource Upgrade Option for Additional 5 video/audio resource licenses (Requires all systems to be covered by AdvancedAccess)	\$4,360	\$4,273	\$4,316	4870-00978-534	DC4

AdvancedAccess Premier Onsite with 4 Hour Response					
---	--	--	--	--	--

AdvancedAccess Premier Onsite 4 hour, One Year, RMX 1500 E1/T1 interface card (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$2,480	\$2,430	\$2,455	4870-00936-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 1500 E1/T1 interface card (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$6,325	\$6,199	\$6,260	4870-00936-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX1500 HD CP Software License Option (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$3,205	\$3,141	\$3,172	4870-00977-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX1500 HD CP Software License Option (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$8,175	\$8,012	\$8,092	4870-00977-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 1500 System Resource Upgrade Option for Additional 5 video/audio resource licenses (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$2,885	\$2,827	\$2,856	4870-00978-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 1500 System Resource Upgrade Option for Additional 5 video/audio resource licenses (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$7,355	\$7,208	\$7,280	4870-00978-535	DC4

RPCS 800					
-----------------	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

RPCS 800s Virtual Edition Base Systems					
---	--	--	--	--	--

RPCS 800s 5HD/10SD/15SVC resource configured & licensed system (Maintenance Contract Required)	\$43,000	\$34,400	\$34,747	2200-74600-100	DC14
RPCS 800s 10HD/20SD/30SVC resource configured & licensed system (Maintenance Contract Required)	\$75,500	\$60,400	\$61,010	2200-74600-200	DC14
RPCS 800s 15HD/30SD/45SVC resource configured & licensed system (Maintenance Contract Required)	\$108,000	\$86,400	\$87,273	2200-74600-300	DC14
RPCS 800s 20HD/40SD/60SVC resource configured & licensed system (Maintenance Contract Required)	\$140,500	\$112,400	\$113,535	2200-74600-400	DC14
RPCS 800s Resource License Pack - 5HD720p/10SD/15SVC resource licenses (Maintenance Contract Required)	\$34,000	\$31,620	\$31,939	5150-18260-005	DC6

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
RPCS 800s Resource License Pack - 10HD720p/20SD/30SVC resource licenses (Maintenance Contract Required)	\$68,000	\$63,240	\$63,879	5150-18260-010	DC6

RPCS 800s Virtual Edition Software Licenses

RPCS 800s Resource License Pack - 15HD720p/30SD/60SVC resource licenses (Maintenance Contract Required)	\$102,000	\$94,860	\$95,818	5150-18260-015	DC6
---	-----------	----------	----------	----------------	-----

Service - RPCS 800s

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Deployment

Implementation

Implementation, RPCS 800s Series resource configured & licensed system	\$6,995	\$6,855	\$6,924	4870-74600-007	DC4
--	---------	---------	---------	----------------	-----

Polycom Branded Services

Premier Services

Premier, One Year, RPCS 800s 5HD/10SD/15SVC resource configured & licensed system	\$7,655	\$7,502	\$7,578	4870-74600-112	DC4
Premier, Three Year, RPCS 800s 5HD/10SD/15SVC resource configured & licensed system	\$20,670	\$20,257	\$20,461	4870-74600-312	DC4
Premier, One Year, RPCS 800s 10HD/20SD/30SVC resource configured & licensed system	\$14,155	\$13,872	\$14,012	4870-74601-112	DC4
Premier, Three Year, RPCS 800s 10HD/20SD/30SVC resource configured & licensed system	\$38,220	\$37,456	\$37,834	4870-74601-312	DC4
Premier, One Year, RPCS 800s 15HD/30SD/45SVC resource configured & licensed system	\$20,655	\$20,242	\$20,446	4870-74602-112	DC4
Premier, Three Year, RPCS 800s 15HD/30SD/45SVC resource configured & licensed system	\$55,770	\$54,655	\$55,207	4870-74602-312	DC4
Premier, One Year, RPCS 800s 20HD/40SD/60SVC resource configured & licensed system	\$27,155	\$26,612	\$26,881	4870-74603-112	DC4
Premier, Three Year, RPCS 800s 20HD/40SD/60SVC resource configured & licensed system	\$73,320	\$71,854	\$72,579	4870-74603-312	DC4

Premier Onsite Services

Premier Onsite, One Year, RPCS 800s 5HD/10SD/15SVC resource configured & licensed system	\$11,485	\$11,255	\$11,369	4870-74600-114	DC4
Premier Onsite, Three Year, RPCS 800s 5HD/10SD/15SVC resource configured & licensed system	\$31,010	\$30,390	\$30,697	4870-74600-314	DC4
Premier Onsite, One Year, RPCS 800s 10HD/20SD/30SVC resource configured & licensed system	\$21,235	\$20,810	\$21,021	4870-74601-114	DC4
Premier Onsite, Three Year, RPCS 800s 10HD/20SD/30SVC resource configured & licensed system	\$57,335	\$56,188	\$56,756	4870-74601-314	DC4
Premier Onsite, One Year, RPCS 800s 15HD/30SD/45SVC resource configured & licensed system	\$30,985	\$30,365	\$30,672	4870-74602-114	DC4
Premier Onsite, Three Year, RPCS 800s 15HD/30SD/45SVC resource configured & licensed system	\$83,660	\$81,987	\$82,815	4870-74602-314	DC4
Premier Onsite, One Year, RPCS 800s 20HD/40SD/60SVC resource configured & licensed system	\$40,735	\$39,920	\$40,324	4870-74603-114	DC4
Premier Onsite, Three Year, RPCS 800s 20HD/40SD/60SVC resource configured & licensed system	\$109,985	\$107,785	\$108,874	4870-74603-314	DC4

AdvancedAccess Premier Services

Polycom AdvancedAccess for Premier, One Year, RPCS 800s 5HD/10SD/15SVC resource configured & licensed system	\$9,185	\$9,001	\$9,092	4870-74600-513	DC4
Polycom AdvancedAccess for Premier, Three Year, RPCS 800s 5HD/10SD/15SVC resource configured & licensed system	\$24,800	\$24,304	\$24,549	4870-74600-533	DC4
Polycom AdvancedAccess for Premier, One Year, RPCS 800s 10HD/20SD/30SVC resource configured & licensed system	\$16,985	\$16,645	\$16,813	4870-74601-513	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Polycom AdvancedAccess for Premier, Three Year, RPCS 800s 10HD/20SD/30SVC resource configured & licensed system	\$45,860	\$44,943	\$45,397	4870-74601-533	DC4
Polycom AdvancedAccess for Premier, One Year, RPCS 800s 15HD/30SD/45SVC resource configured & licensed system	\$24,785	\$24,289	\$24,535	4870-74602-513	DC4
Polycom AdvancedAccess for Premier, Three Year, RPCS 800s 15HD/30SD/45SVC resource configured & licensed system	\$66,920	\$65,582	\$66,244	4870-74602-533	DC4
Polycom AdvancedAccess for Premier, One Year, RPCS 800s 20HD/40SD/60SVC resource configured & licensed system	\$32,585	\$31,933	\$32,256	4870-74603-513	DC4
Polycom AdvancedAccess for Premier, Three Year, RPCS 800s 20HD/40SD/60SVC resource configured & licensed system	\$87,980	\$86,220	\$87,091	4870-74603-533	DC4

AdvancedAccess Premier Onsite Services

Polycom AdvancedAccess for Premier Onsite, One Year, RPCS 800s 5HD/10SD/15SVC resource configured & licensed system	\$13,205	\$12,941	\$13,072	4870-74600-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, RPCS 800s 5HD/10SD/15SVC resource configured & licensed system	\$35,655	\$34,942	\$35,295	4870-74600-534	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, RPCS 800s 10HD/20SD/30SVC resource configured & licensed system	\$24,415	\$23,927	\$24,168	4870-74601-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, RPCS 800s 10HD/20SD/30SVC resource configured & licensed system	\$65,920	\$64,602	\$65,254	4870-74601-534	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, RPCS 800s 15HD/30SD/45SVC resource configured & licensed system	\$35,630	\$34,917	\$35,270	4870-74602-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, RPCS 800s 15HD/30SD/45SVC resource configured & licensed system	\$96,200	\$94,276	\$95,228	4870-74602-534	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, RPCS 800s 20HD/40SD/60SVC resource configured & licensed system	\$46,840	\$45,903	\$46,367	4870-74603-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, RPCS 800s 20HD/40SD/60SVC resource configured & licensed system	\$126,470	\$123,941	\$125,193	4870-74603-534	DC4

AdvancedAccess Premier Onsite 4 hour Services

Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, RPCS 800s 5HD/10SD/15SVC resource configured & licensed system	\$22,315	\$21,869	\$22,090	4870-74600-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, RPCS 800s 5HD/10SD/15SVC resource configured & licensed system	\$60,250	\$59,045	\$59,641	4870-74600-535	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, RPCS 800s 10HD/20SD/30SVC resource configured & licensed system	\$41,260	\$40,435	\$40,843	4870-74601-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, RPCS 800s 10HD/20SD/30SVC resource configured & licensed system	\$111,400	\$109,172	\$110,275	4870-74601-535	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, RPCS 800s 15HD/30SD/45SVC resource configured & licensed system	\$60,210	\$59,006	\$59,602	4870-74602-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, RPCS 800s 15HD/30SD/45SVC resource configured & licensed system	\$162,565	\$159,314	\$160,923	4870-74602-535	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, RPCS 800s 20HD/40SD/60SVC resource configured & licensed system	\$79,155	\$77,572	\$78,355	4870-74603-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, RPCS 800s 20HD/40SD/60SVC resource configured & licensed system	\$213,720	\$209,446	\$211,561	4870-74603-535	DC4

Elite Services

Elite Premier, One Year, RPCS 800s 5HD/10SD/15SVC resource configured & licensed system	\$10,335	\$10,128	\$10,231	4872-74600-112	DC4
Elite Premier Onsite, One Year, RPCS 800s 5HD/10SD/15SVC resource configured & licensed system	\$14,355	\$14,068	\$14,210	4872-74600-114	DC4
Elite Premier Onsite 4 hr, One Year, RPCS 800s 5HD/10SD/15SVC resource configured & licensed system	\$22,970	\$22,511	\$22,738	4872-74600-914	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Elite Premier, One Year, RPCS 800s 10HD/20SD/30SVC resource configured & licensed system	\$19,110	\$18,728	\$18,917	4872-74601-112	DC4
Elite Premier Onsite, One Year, RPCS 800s 10HD/20SD/30SVC resource configured & licensed system	\$26,545	\$26,014	\$26,277	4872-74601-114	DC4
Elite Premier Onsite 4 hr, One Year, RPCS 800s 10HD/20SD/30SVC resource configured & licensed system	\$42,470	\$41,621	\$42,041	4872-74601-914	DC4
Elite Premier, One Year, RPCS 800s 15HD/30SD/45SVC resource configured & licensed system	\$27,885	\$27,327	\$27,603	4872-74602-112	DC4
Elite Premier Onsite, One Year, RPCS 800s 15HD/30SD/45SVC resource configured & licensed system	\$38,730	\$37,955	\$38,339	4872-74602-114	DC4
Elite Premier Onsite 4 hr, One Year, RPCS 800s 15HD/30SD/45SVC resource configured & licensed system	\$61,970	\$60,731	\$61,344	4872-74602-914	DC4
Elite Premier, One Year, RPCS 800s 20HD/40SD/60SVC resource configured & licensed system	\$36,660	\$35,927	\$36,290	4872-74603-112	DC4
Elite Premier Onsite, One Year, RPCS 800s 20HD/40SD/60SVC resource configured & licensed system	\$50,920	\$49,902	\$50,406	4872-74603-114	DC4
Elite Premier Onsite 4 hr, One Year, RPCS 800s 20HD/40SD/60SVC resource configured & licensed system	\$81,470	\$79,841	\$80,647	4872-74603-914	DC4
Elite Premier, One Year, RPCS 800s Server only	\$1,560	\$1,529	\$1,544	4872-74620-112	DC4
Elite Premier Onsite, One Year, RPCS 800s Server only	\$2,170	\$2,127	\$2,148	4872-74620-114	DC4
Elite Premier Onsite 4 hr, One Year, RPCS 800s Server only	\$3,470	\$3,401	\$3,435	4872-74620-914	DC4

Service - RPCS 800s Software Licenses

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Premier Services

Premier, One Year, RPCS 800s Resource License Pack - 5HD720p/10SD/15SVC resource licenses	\$6,800	\$6,664	\$6,731	4870-18260-112	DC4
Premier, Three Year, RPCS 800s Resource License Pack - 5HD720p/10SD/15SVC resource licenses	\$18,360	\$17,993	\$18,175	4870-18260-312	DC4
Premier, One Year, RPCS 800s Resource License Pack - 10HD720p/20SD/30SVC resource licenses	\$13,600	\$13,328	\$13,463	4870-18261-112	DC4
Premier, Three Year, RPCS 800s Resource License Pack - 10HD720p/20SD/30SVC resource licenses	\$36,720	\$35,986	\$36,349	4870-18261-312	DC4
Premier, One Year, RPCS 800s Resource License Pack - 15HD720p/30SD/60SVC resource licenses	\$20,400	\$19,992	\$20,194	4870-18262-112	DC4
Premier, Three Year, RPCS 800s Resource License Pack - 15HD720p/30SD/60SVC resource licenses	\$55,080	\$53,978	\$54,524	4870-18262-312	DC4
Premier, One Year, RPCS 800s Resource License Pack - 20HD720p/40SD/60SVC resource licenses	\$27,200	\$26,656	\$26,925	4870-18263-112	DC4
Premier, Three Year, RPCS 800s Resource License Pack - 20HD720p/40SD/60SVC resource licenses	\$73,440	\$71,971	\$72,698	4870-18263-312	DC4

Premier Onsite Services

Premier Onsite, One Year, RPCS 800s Resource License Pack - 5HD720p/10SD/15SVC resource licenses	\$10,200	\$9,996	\$10,097	4870-18260-114	DC4
Premier Onsite, Three Year, RPCS 800s Resource License Pack - 5HD720p/10SD/15SVC resource licenses	\$27,540	\$26,989	\$27,262	4870-18260-314	DC4
Premier Onsite, One Year, RPCS 800s Resource License Pack - 10HD720p/20SD/30SVC resource licenses	\$20,400	\$19,992	\$20,194	4870-18261-114	DC4
Premier Onsite, Three Year, RPCS 800s Resource License Pack - 10HD720p/20SD/30SVC resource licenses	\$55,080	\$53,978	\$54,524	4870-18261-314	DC4
Premier Onsite, One Year, RPCS 800s Resource License Pack - 15HD720p/30SD/60SVC resource licenses	\$30,600	\$29,988	\$30,291	4870-18262-114	DC4
Premier Onsite, Three Year, RPCS 800s Resource License Pack - 15HD720p/30SD/60SVC resource licenses	\$82,620	\$80,968	\$81,785	4870-18262-314	DC4
Premier Onsite, One Year, RPCS 800s Resource License Pack - 20HD720p/40SD/60SVC resource licenses	\$40,800	\$39,984	\$40,388	4870-18263-114	DC4
Premier Onsite, Three Year, RPCS 800s Resource License Pack - 20HD720p/40SD/60SVC resource licenses	\$110,160	\$107,957	\$109,047	4870-18263-314	DC4

AdvancedAccess Premier Services

Polycom AdvancedAccess for Premier, One Year, RPCS 800s Resource License Pack - 5HD720p/10SD/15SVC resource licenses	\$8,160	\$7,997	\$8,078	4870-18260-513	DC4
--	---------	---------	---------	----------------	-----

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Polycom AdvancedAccess for Premier, Three Year, RPCS 800s Resource License Pack - 5HD720p/10SD/15SVC resource licenses	\$22,030	\$21,589	\$21,807	4870-18260-533	DC4
AdvancedAccess Premier, One Year, RPCS 800s Resource License Pack - 10HD720p/20SD/30SVC resource licenses	\$16,320	\$15,994	\$16,155	4870-18261-513	DC4
AdvancedAccess Premier, Three Year, RPCS 800s Resource License Pack - 10HD720p/20SD/30SVC resource licenses	\$44,065	\$43,184	\$43,620	4870-18261-533	DC4
Polycom AdvancedAccess for Premier, One Year, RPCS 800s Resource License Pack - 15HD720p/30SD/60SVC resource licenses	\$24,480	\$23,990	\$24,233	4870-18262-513	DC4
Polycom AdvancedAccess for Premier, Three Year, RPCS 800s Resource License Pack - 15HD720p/30SD/60SVC resource licenses	\$66,095	\$64,773	\$65,427	4870-18262-533	DC4
Polycom AdvancedAccess for Premier, One Year, RPCS 800s Resource License Pack - 20HD720p/40SD/60SVC resource licenses	\$32,640	\$31,987	\$32,310	4870-18263-513	DC4
Polycom AdvancedAccess for Premier, Three Year, RPCS 800s Resource License Pack - 20HD720p/40SD/60SVC resource licenses	\$88,130	\$86,367	\$87,240	4870-18263-533	DC4

AdvancedAccess Premier Onsite Services					
---	--	--	--	--	--

Polycom AdvancedAccess for Premier Onsite, One Year, RPCS 800s Resource License Pack - 5HD720p/10SD/15SVC resource licenses	\$11,730	\$11,495	\$11,612	4870-18260-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, RPCS 800s Resource License Pack - 5HD720p/10SD/15SVC resource licenses	\$31,670	\$31,037	\$31,350	4870-18260-534	DC4
AdvancedAccess Premier Onsite, One Year, RPCS 800s Resource License Pack - 10HD720p/20SD/30SVC resource licenses	\$23,460	\$22,991	\$23,223	4870-18261-514	DC4
AdvancedAccess Premier Onsite, Three Year, RPCS 800s Resource License Pack - 10HD720p/20SD/30SVC resource licenses	\$63,340	\$62,073	\$62,700	4870-18261-534	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, RPCS 800s Resource License Pack - 15HD720p/30SD/60SVC resource licenses	\$35,190	\$34,486	\$34,835	4870-18262-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, RPCS 800s Resource License Pack - 15HD720p/30SD/60SVC resource licenses	\$95,015	\$93,115	\$94,055	4870-18262-534	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, RPCS 800s Resource License Pack - 20HD720p/40SD/60SVC resource licenses	\$46,920	\$45,982	\$46,446	4870-18263-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, RPCS 800s Resource License Pack - 20HD720p/40SD/60SVC resource licenses	\$126,685	\$124,151	\$125,405	4870-18263-534	DC4

AdvancedAccess Premier Onsite 4 hour Services					
--	--	--	--	--	--

Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, RPCS 800s Resource License Pack - 5HD720p/10SD/15SVC resource licenses	\$19,820	\$19,424	\$19,620	4870-18260-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, RPCS 800s Resource License Pack - 5HD720p/10SD/15SVC resource licenses	\$53,515	\$52,445	\$52,974	4870-18260-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RPCS 800s Resource License Pack - 10HD720p/20SD/30SVC resource licenses	\$39,645	\$38,852	\$39,245	4870-18261-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RPCS 800s Resource License Pack - 10HD720p/20SD/30SVC resource licenses	\$107,040	\$104,899	\$105,959	4870-18261-535	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, RPCS 800s Resource License Pack - 15HD720p/30SD/60SVC resource licenses	\$59,465	\$58,276	\$58,864	4870-18262-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, RPCS 800s Resource License Pack - 15HD720p/30SD/60SVC resource licenses	\$160,555	\$157,344	\$158,933	4870-18262-535	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, RPCS 800s Resource License Pack - 20HD720p/40SD/60SVC resource licenses	\$79,290	\$77,704	\$78,489	4870-18263-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, RPCS 800s Resource License Pack - 20HD720p/40SD/60SVC resource licenses	\$214,085	\$209,803	\$211,923	4870-18263-535	DC4

Elite Services					
-----------------------	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Elite Premier, One Year, RPCS 800s Resource License Pack - 5HD720p/10SD/15SVC resource licenses	\$9,180	\$8,996	\$9,087	4872-18260-112	DC4
Elite Premier Onsite, One Year, RPCS 800s Resource License Pack - 5HD720p/10SD/15SVC resource licenses	\$12,750	\$12,495	\$12,621	4872-18260-114	DC4
Elite Premier Onsite 4 hr, One Year, RPCS 800s Resource License Pack - 5HD720p/10SD/15SVC resource licenses	\$20,400	\$19,992	\$20,194	4872-18260-914	DC4
Elite Premier, One Year, RPCS 800s Resource License Pack - 10HD720p/20SD/30SVC resource licenses	\$18,360	\$17,993	\$18,175	4872-18261-112	DC4
Elite Premier Onsite, One Year, RPCS 800s Resource License Pack - 10HD720p/20SD/30SVC resource licenses	\$25,500	\$24,990	\$25,242	4872-18261-114	DC4
Elite Premier Onsite 4 hr, One Year, RPCS 800s Resource License Pack - 10HD720p/20SD/30SVC resource licenses	\$40,800	\$39,984	\$40,388	4872-18261-914	DC4
Elite Premier, One Year, RPCS 800s Resource License Pack - 15HD720p/30SD/60SVC resource licenses	\$27,540	\$26,989	\$27,262	4872-18262-112	DC4
Elite Premier Onsite, One Year, RPCS 800s Resource License Pack - 15HD720p/30SD/60SVC resource licenses	\$38,250	\$37,485	\$37,864	4872-18262-114	DC4
Elite Premier Onsite 4 hr, One Year, RPCS 800s Resource License Pack - 15HD720p/30SD/60SVC resource licenses	\$61,200	\$59,976	\$60,582	4872-18262-914	DC4
Elite Premier, One Year, RPCS 800s Resource License Pack - 20HD720p/40SD/60SVC resource licenses	\$36,720	\$35,986	\$36,349	4872-18263-112	DC4
Elite Premier Onsite, One Year, RPCS 800s Resource License Pack - 20HD720p/40SD/60SVC resource licenses	\$51,000	\$49,980	\$50,485	4872-18263-114	DC4
Elite Premier Onsite 4 hr, One Year, RPCS 800s Resource License Pack - 20HD720p/40SD/60SVC resource licenses	\$81,600	\$79,968	\$80,776	4872-18263-914	DC4

RMX 1800					
-----------------	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

RMX 1800 Upgrades					
--------------------------	--	--	--	--	--

RPCS server Resource License Pack - 2HD1080p/5HD720p/10SD/15CIF resource licenses - additional Media Processing Module hardware may be required. (Maintenance Contract Required)	\$34,000	\$28,900	\$29,189	5150-18350-005	DC14
--	----------	----------	----------	----------------	------

REALPRESENCE CONTENT SUITE					
-----------------------------------	--	--	--	--	--

RealPresence Content Sharing Suite Application					
---	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

CSS SW Appliances					
--------------------------	--	--	--	--	--

The Content Sharing Suite (CSS) Server software-Includes 5 Concurrent User and Server Activation license. Enables Content sharing between endpoints that receive content from RMX and Microsoft Lync endpoints. (Requires RMX, DMA and LYNC)	\$8,000	\$6,800	\$6,869	5150-49454-005	DC12
The Content Sharing Suite (CSS) Server software-Includes 15 Concurrent User and Server Activation license. Enables Content sharing between endpoints that receive content from RMX and Microsoft Lync endpoints. (Requires RMX, DMA and LYNC)	\$21,200	\$18,020	\$18,202	5150-49454-015	DC12
The Content Sharing Suite (CSS) Server software-Includes 50 Concurrent User and Server Activation license. Enables Content sharing between endpoints that receive content from RMX and Microsoft Lync endpoints. (Requires RMX, DMA and LYNC)	\$62,800	\$53,380	\$53,919	5150-49454-050	DC12
The Content Sharing Suite (CSS) Server software-Includes Enterprise Lic. (150) Concurrent User and Server Activation license.Enables Content sharing between endpoints that receive content from RMX and Microsoft Lync endpoints.(Requires RMX, DMA and LYNC)	\$168,000	\$142,800	\$144,242	5150-49454-150	DC12

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
CSS Licenses					
The Content Sharing Suite (CSS) License to add a Redundant Server. This Activation license for each additional Content Sharing Server. Requires CSS Server Software (5150-49454-XXX)	\$500	\$425	\$429	5150-49452-001	DC12
The Content Sharing Suite (CSS) License to add an Extra Server. This Activation license for each additional Content Sharing Server. This license requires a CSS Enterprise Licensing (5150-49454-150 or 5150-49455-150)	\$250	\$213	\$215	5150-49453-001	DC12
The Content Sharing Suite (CSS) License Add-On - This will add 5 Concurrent User Activation license. Requires CSS Server Software (5150-49454-XXX)	\$7,000	\$5,950	\$6,010	5150-49455-005	DC12
The Content Sharing Suite (CSS) License Add-On - This will add 15 Concurrent User Activation license. Requires CSS Server Software (5150-49454-XXX)	\$20,200	\$17,170	\$17,343	5150-49455-015	DC12
The Content Sharing Suite (CSS) License Add-On - This will add 50 Concurrent User Activation license. Requires CSS Server Software (5150-49454-XXX)	\$61,800	\$52,530	\$53,061	5150-49455-050	DC12
The Content Sharing Suite (CSS) License Add-On - This will enable enterprise license for CSS and will add 150 Concurrent User. Requires CSS Server Software (5150-49454-XXX)	\$167,000	\$141,950	\$143,384	5150-49455-150	DC12

Service-RealPresence Content Sharing Suite Application

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Polycom Branded Services

Implementation

Implementation, CSS Software	\$6,660	\$6,527	\$6,593	4870-49350-007	DC4
------------------------------	---------	---------	---------	----------------	-----

Premier Services

Premier Software Service 8X5, One Year, CSS SW, 5 Concurrent Session, WW	\$1,600	\$1,568	\$1,584	4870-49405-402	DC4
Premier Software Service 8X5, Three Year, CSS SW, 5 Concurrent Session, WW	\$4,320	\$4,234	\$4,276	4870-49405-404	DC4
Premier Software Service 24X7, One Year, CSS SW, 5 Concurrent Session, WW	\$1,840	\$1,803	\$1,821	4870-49405-412	DC4
Premier Software Service 24X7, Three Year, CSS SW, 5 Concurrent Session, WW	\$4,970	\$4,871	\$4,920	4870-49405-414	DC4
Premier Software Service 8X5, One Year, CSS SW, 15 Concurrent Session, WW	\$4,235	\$4,150	\$4,192	4870-49415-402	DC4
Premier Software Service 8X5, Three Year, CSS SW, 15 Concurrent Session, WW	\$11,435	\$11,206	\$11,319	4870-49415-404	DC4
Premier Software Service 24X7, One Year, CSS SW, 15 Concurrent Session, WW	\$4,870	\$4,773	\$4,821	4870-49415-412	DC4
Premier Software Service 24X7, Three Year, CSS SW, 15 Concurrent Session, WW	\$13,150	\$12,887	\$13,017	4870-49415-414	DC4
Premier Software Service 8X5, One Year, CSS SW, 150 Concurrent Session	\$33,585	\$32,913	\$33,246	4870-49454-402	DC4
Premier Software Service 8X5, Three Year, CSS SW, 150 Concurrent Session	\$90,680	\$88,866	\$89,764	4870-49454-404	DC4
Premier Software Service 24X7, One Year, CSS SW, 150 Concurrent Session	\$38,625	\$37,853	\$38,235	4870-49454-412	DC4
Premier Software Service 24X7, Three Year, CSS SW, 150 Concurrent Session	\$104,290	\$102,204	\$103,237	4870-49454-414	DC4
Premier Software Service 8X5, One Year, CSS SW, 50 Concurrent Session, WW	\$12,565	\$12,314	\$12,438	4870-49455-402	DC4
Premier Software Service 8X5, Three Year, CSS SW, 50 Concurrent Session, WW	\$33,925	\$33,247	\$33,582	4870-49455-404	DC4
Premier Software Service 24X7, One Year, CSS SW, 50 Concurrent Session, WW	\$14,450	\$14,161	\$14,304	4870-49455-412	DC4
Premier Software Service 24X7, Three Year, CSS SW, 50 Concurrent Session, WW	\$39,015	\$38,235	\$38,621	4870-49455-414	DC4

AdvancedAccess Premier Services

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Software Service, One Year, CSS SW, 5 Concurrent Session, WW	\$2,000	\$1,960	\$1,980	4870-49405-422	DC4
AdvancedAccess Premier Software Service, Three Year, CSS SW, 5 Concurrent Session, WW	\$5,400	\$5,292	\$5,345	4870-49405-424	DC4
AdvancedAccess Premier Software Service, One Year, CSS SW, 15 Concurrent Session, WW	\$5,295	\$5,189	\$5,242	4870-49415-422	DC4
AdvancedAccess Premier Software Service, Three Year, CSS SW, 15 Concurrent Session, WW	\$14,295	\$14,009	\$14,151	4870-49415-424	DC4
AdvancedAccess Premier Software Service, One Year, CSS SW, 150 Concurrent Session	\$41,980	\$41,140	\$41,556	4870-49454-422	DC4
AdvancedAccess Premier Software Service, Three Year, CSS SW, 150 Concurrent Session	\$113,345	\$111,078	\$112,200	4870-49454-424	DC4
AdvancedAccess Premier Software Service, One Year, CSS SW, 50 Concurrent Session, WW	\$15,705	\$15,391	\$15,546	4870-49455-422	DC4
AdvancedAccess Premier Software Service, Three Year, CSS SW, 50 Concurrent Session, WW	\$42,405	\$41,557	\$41,977	4870-49455-424	DC4

Elite Services

Elite Premier Software Service, One Year, CSS SW, 5 Concurrent Session, WW	\$2,160	\$2,117	\$2,138	4872-49405-432	DC4
Elite Premier Software Service, One Year, CSS SW, 15 Concurrent Session, WW	\$5,715	\$5,601	\$5,657	4872-49415-432	DC4
Elite Premier Software Service, One Year, CSS SW, 150 Concurrent Session	\$45,340	\$44,433	\$44,882	4872-49454-432	DC4
Elite Premier Software Service, One Year, CSS SW, 50 Concurrent Session, WW	\$16,965	\$16,626	\$16,794	4872-49455-432	DC4

Service-RealPresence Content Sharing Suite Licenses Software

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Polycom Branded Services

Premier Services

Premier Software Service 8X5, One Year, CSS 50 Sessions License add on	\$12,365	\$12,118	\$12,240	4870-49450-402	DC4
Premier Software Service 8X5, Three Year, CSS 50 Sessions License add on	\$33,385	\$32,717	\$33,048	4870-49450-404	DC4
Premier Software Service 24X7, One Year, CSS 50 Sessions License add on	\$14,220	\$13,936	\$14,076	4870-49450-412	DC4
Premier Software Service 24X7, Three Year, CSS 50 Sessions License add on	\$38,395	\$37,627	\$38,007	4870-49450-414	DC4
Premier Software Service 8X5, One Year, CSS Redundant Server Activation License	\$100	\$98	\$99	4870-49452-402	DC4
Premier Software Service 8X5, Three Year, CSS Redundant Server Activation License	\$270	\$265	\$267	4870-49452-404	DC4
Premier Software Service 24X7, One Year, CSS Redundant Server Activation License	\$115	\$113	\$114	4870-49452-412	DC4
Premier Software Service 24X7, Three Year, CSS Redundant Server Activation License	\$310	\$304	\$307	4870-49452-414	DC4
Premier Software Service 8X5, One Year, CSS Extra Server Activation Ent License	\$20	\$20	\$20	4870-49453-402	DC4
Premier Software Service 8X5, Three Year, CSS Extra Server Activation Ent License	\$55	\$54	\$54	4870-49453-404	DC4
Premier Software Service 24X7, One Year, CSS Extra Server Activation Ent License	\$25	\$25	\$25	4870-49453-412	DC4
Premier Software Service 24X7, Three Year, CSS Extra Server Activation Ent License	\$70	\$69	\$69	4870-49453-414	DC4
Premier Software Service 8X5, One Year, CSS 5 Session License add on	\$1,400	\$1,372	\$1,386	4870-494A5-402	DC4
Premier Software Service 8X5, Three Year, CSS 5 Session License add on	\$3,780	\$3,704	\$3,742	4870-494A5-404	DC4
Premier Software Service 24X7, One Year, CSS 5 Session License add on	\$1,610	\$1,578	\$1,594	4870-494A5-412	DC4
Premier Software Service 24X7, Three Year, CSS 5 Session License add on	\$4,345	\$4,258	\$4,301	4870-494A5-414	DC4
Premier Software Service 8X5, One Year, CSS 15 Session License add on	\$4,030	\$3,949	\$3,989	4870-49A15-402	DC4
Premier Software Service 8X5, Three Year, CSS 15 Session License add on	\$10,885	\$10,667	\$10,775	4870-49A15-404	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier Software Service 24X7, One Year, CSS 15 Session License add on	\$4,635	\$4,542	\$4,588	4870-49A15-412	DC4
Premier Software Service 24X7, Three Year, CSS 15 Session License add on	\$12,515	\$12,265	\$12,389	4870-49A15-414	DC4
Premier Software Service 8X5, One Year, CSS 150 Session License add on	\$33,385	\$32,717	\$33,048	4870-4A150-402	DC4
Premier Software Service 8X5, Three Year, CSS 150 Session License add on	\$90,140	\$88,337	\$89,229	4870-4A150-404	DC4
Premier Software Service 24X7, One Year, CSS 150 Session License add on	\$38,395	\$37,627	\$38,007	4870-4A150-412	DC4
Premier Software Service 24X7, Three Year, CSS 150 Session License add on	\$103,665	\$101,592	\$102,618	4870-4A150-414	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier Software Service, One Year, CSS 50 Sessions License add on	\$15,455	\$15,146	\$15,299	4870-49450-422	DC4
AdvancedAccess Premier Software Service, Three Year, CSS 50 Sessions License add on	\$41,730	\$40,895	\$41,308	4870-49450-424	DC4
AdvancedAccess Premier Software Service, One Year, CSS Redundant Server Activation License	\$125	\$123	\$124	4870-49452-422	DC4
AdvancedAccess Premier Software Service, Three Year, CSS Redundant Server Activation License	\$340	\$333	\$337	4870-49452-424	DC4
AdvancedAccess Premier Software Service, One Year, CSS Extra Server Activation Ent License	\$25	\$25	\$25	4870-49453-422	DC4
AdvancedAccess Premier Software Service, Three Year, CSS Extra Server Activation Ent License	\$70	\$69	\$69	4870-49453-424	DC4
AdvancedAccess Premier Software Service, One Year, CSS 5 Session License add on	\$1,750	\$1,715	\$1,732	4870-494A5-422	DC4
AdvancedAccess Premier Software Service, Three Year, CSS 5 Session License add on	\$4,725	\$4,631	\$4,677	4870-494A5-424	DC4
AdvancedAccess Premier Software Service, One Year, CSS 15 Session License add on	\$5,040	\$4,939	\$4,989	4870-49A15-422	DC4
AdvancedAccess Premier Software Service, Three Year, CSS 15 Session License add on	\$13,610	\$13,338	\$13,473	4870-49A15-424	DC4
AdvancedAccess Premier Software Service, One Year, CSS 150 Session License add on	\$41,730	\$40,895	\$41,308	4870-4A150-422	DC4
AdvancedAccess Premier Software Service, Three Year, CSS 150 Session License add on	\$112,670	\$110,417	\$111,532	4870-4A150-424	DC4

Elite Add-On Services

Elite Premier Software Service, One Year, CSS 50 Sessions License add on	\$16,695	\$16,361	\$16,526	4872-49450-432	DC4
Elite Premier Software Service, One Year, CSS Redundant Server Activation License	\$135	\$132	\$134	4872-49452-432	DC4
Elite Premier Software Service, One Year, CSS Extra Server Activation Ent License	\$25	\$25	\$25	4872-49453-432	DC4
Elite Premier Software Service, One Year, CSS 5 Session License add on	\$1,890	\$1,852	\$1,871	4872-494A5-432	DC4
Elite Premier Software Service, One Year, CSS 15 Session License add on	\$5,445	\$5,336	\$5,390	4872-49A15-432	DC4
Elite Premier Software Service, One Year, CSS 150 Session License add on	\$45,070	\$44,169	\$44,615	4872-4A150-432	DC4

REALPRESENCE VIRTUALIZATION MANAGER

DMA 7000

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

DMA 7000 Base Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 500 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants. Super-clustering, H.323/SIP Gateway. Extra call licenses up to 5K sold separately.(Maint Contract Req)	\$65,000	\$52,000	\$52,525	2200-76300-250	DC14
DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants. Super-clustering, H.323/SIP Gateway. Extra call licenses up to 5K sold separately. (Maint Contract Req)	\$54,000	\$43,200	\$43,636	2200-76300-350	DC14
DMA 7000 Server w/H.323 GK and SIP Registrar. 100 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants. Super-clustering, H.323/SIP Gateway. Extra call licenses up to 5K sold separately. (Maint Contract Req)	\$20,000	\$16,000	\$16,162	2200-76300-450	DC14
Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 100 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants. Super-clustering, H.323/SIP Gateway. Extra call licenses up to 5K sold separately.(Maint Contract Req)	\$39,000	\$31,200	\$31,515	2200-76300-550	DC14
DMA 7000 Server w/H.323 GK and SIP Registrar. 50 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants. Super-clustering, H.323/SIP Gateway. Extra call licenses up to 5K sold separately.	\$15,000	\$12,750	\$12,879	2200-76300-650	DC8
Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 10 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants. Super-clustering, H.323/SIP Gateway. Extra call licenses up to 5K sold separately. (Maint Contract Req)	\$29,000	\$23,200	\$23,434	2215-76310-000	DC14

DMA 7000 Licenses, Options and Upgrades

DMA 7000 Single-Server Upgrade. Provides hardware and licensing to convert a single-server sytem into a dual-server system. Requires a single-server country kit. (Maintenance Contract Required)	\$25,000	\$20,000	\$20,202	2215-76310-002	DC14
Polycom Conferencing Add-in for IBM Sametime. TCSPi V3-IBM Sametime to DMA Software, Req. Maint (except China) and DMA API Enabled.	\$10,000	\$9,300	\$9,394	5155-79200-300	DC6
DMA 7000 Platform 50 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. License can be purchased in multiples to aggregate call volume. DMA 7000 supports up to 5K concurrent calls total.(Maint Contract Req)	\$5,000	\$4,250	\$4,293	5157-76350-005	DC12
DMA 7000 Platform 100 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. License can be purchased in multiples to aggregate call volume. DMA 7000 supports up to 5K concurrent calls total.(Maint Contract Req)	\$10,000	\$8,500	\$8,585	5230-76301-001	DC14
DMA 7000 Platform 500 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. License can be purchased in multiples to aggregate call volume. DMA 7000 supports up to 5K concurrent calls total.(Maint Contract Req)	\$47,500	\$40,375	\$40,779	5230-76301-002	DC14
DMA 7000 Platform 1000 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. License can be purchased in multiples to aggregate call volume. DMA 7000 supports up to 5K concurrent calls total.(Maint Contract Req)	\$90,000	\$76,500	\$77,265	5230-76301-003	DC14
DMA 7000 Platform 5000 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. License can be purchased in multiples to aggregate call volume. DMA 7000 supports up to 5K concurrent calls total.(Maint Contract Req)	\$400,000	\$340,000	\$343,400	5230-76301-004	DC14
Software License for DMA 5.0 or later - Required to enable API listening on customer DMA	\$3,000	\$2,790	\$2,818	5230-76301-100	DC6

DMA 7000 Cords, Cables and Accessories

DOC,WARRANTY LETTER,AU RVD	\$0	\$0	\$0	1725-49074-001	DC99
Power Cord for US, Canada, Philippines, Costa Rica, Venezuela, Guam, Haiti, El-Salvador, Colombia, Taiwan, Mexico, South Korea, Turks and Caicos Islands used in DMA; RPAD; RPCS; RPRM & RPMM	\$25	\$23	\$23	2201-12310-001	DC6
2-Post Rail Kit for DMA,PRMM Express,RPAD,RPRM,CMA Servers (R620 only).	\$125	\$125	\$126	8583-70083-000	DC99

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Service - DMA 7000 Base Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Service

Implementation Services

Implementation service, DMA 7000 series solution. 10 concurrent calls (See published Service Description for complete scope)	\$10,375	\$10,168	\$10,270	4870-01011-007	DC4
Implementation, Redundant DMA 7000 Server w/H.323 GK and SIP Registrar. 10 concurrent calls	\$10,375	\$10,168	\$10,270	4870-01012-007	DC4
Implementation Redundant DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls.	\$10,375	\$10,168	\$10,270	4870-01017-007	DC4
Implementation, DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls	\$10,375	\$10,168	\$10,270	4870-01021-007	DC4
Implementation, DMA 7000 Server w/H.323 GK and SIP Registrar. 100 concurrent calls	\$10,375	\$10,168	\$10,270	4870-01022-007	DC4
Implementation, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 100 concurrent calls.	\$8,995	\$8,815	\$8,904	4870-01027-007	DC4
Implementation, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 500 concurrent calls.	\$10,375	\$10,168	\$10,270	4870-01033-007	DC4
Implementation, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 10 concurrent calls.	\$10,375	\$10,168	\$10,270	4870-01034-007	DC4
Implementation, DMA 7000 Server w/H.323 GK and SIP Registrar. 50 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants. Super-clustering, H.323/SIP Gateway. Extra call licenses up to 5K sold separately.	\$10,375	\$10,168	\$10,270	4870-76300-007	DC4
Implementation, DMA 7000 Single-Server Upgrade if implementation is at a remote site from the primary DMA, or after the DMA is installed. Provides hardware and licensing to convert a single-server system into a dual-server system.	\$5,200	\$5,096	\$5,147	4870-76310-007	DC4
Implementation, TCSPi, Transition from IBM Plug-In Version 2 to Version 3 - Onsite	\$7,495	\$7,495	\$7,571	4870-79200-004	DC4
Implementation, TCSPi Version 3 - IBM Sametime - Onsite	\$7,495	\$7,495	\$7,571	4870-79200-007	DC4

Premier Services

Premier, One Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 10 concurrent calls	\$1,150	\$1,127	\$1,138	4870-01011-112	DC4
Premier, Three Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 10 concurrent calls	\$2,935	\$2,876	\$2,905	4870-01011-312	DC4
Premier, One Year, Redundant DMA 7000 Server w/H.323 GK and SIP Registrar. 10 concurrent calls	\$3,350	\$3,283	\$3,316	4870-01012-112	DC4
Premier, Three Year, Redundant DMA 7000 Server w/H.323 GK and SIP Registrar. 10 concurrent calls	\$8,545	\$8,374	\$8,459	4870-01012-312	DC4
Premier, One Year, DMA 7000 Platform 100 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform.	\$1,150	\$1,127	\$1,138	4870-01013-112	DC4
Premier, Three Year, DMA 7000 Platform 100 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform.	\$2,935	\$2,876	\$2,905	4870-01013-312	DC4
Premier, One Year, DMA 7000 Platform 500 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform.	\$5,465	\$5,356	\$5,410	4870-01014-112	DC4
Premier, Three Year, DMA 7000 Platform 500 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform.	\$13,935	\$13,656	\$13,794	4870-01014-312	DC4
Premier, One Year, DMA 7000 Platform 1000 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform.	\$10,350	\$10,143	\$10,245	4870-01015-112	DC4
Premier, Three Year, DMA 7000 Platform 1000 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform.	\$26,395	\$25,867	\$26,128	4870-01015-312	DC4
Premier, One Year, DMA 7000 Platform 5000 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform.	\$46,000	\$45,080	\$45,535	4870-01016-112	DC4
Premier, Three Year, DMA 7000 Platform 5000 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform.	\$117,300	\$114,954	\$116,115	4870-01016-312	DC4
Premier, One Year, Redundant DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls.	\$7,475	\$7,326	\$7,399	4870-01017-112	DC4

Polycm, Inc.
State of Utah Contract Pricelist

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier, Three Year, Redundant DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls.	\$19,060	\$18,679	\$18,867	4870-01017-312	DC4
Premier, One Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls	\$6,210	\$6,086	\$6,147	4870-01021-112	DC4
Premier, Three Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls	\$15,835	\$15,518	\$15,675	4870-01021-312	DC4
Premier, One Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 100 concurrent calls	\$2,300	\$2,254	\$2,277	4870-01022-112	DC4
Premier, Three Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 100 concurrent calls	\$5,865	\$5,748	\$5,806	4870-01022-312	DC4
Premier, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 100 concurrent calls.	\$4,485	\$4,395	\$4,440	4870-01027-112	DC4
Premier, Three Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 100 concurrent calls.	\$11,435	\$11,206	\$11,319	4870-01027-312	DC4
Premier, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 500 concurrent calls.	\$7,475	\$7,326	\$7,399	4870-01033-112	DC4
Premier, Three Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 500 concurrent calls.	\$19,060	\$18,679	\$18,867	4870-01033-312	DC4
Premier, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 10 concurrent calls.	\$3,335	\$3,268	\$3,301	4870-01034-112	DC4
Premier, Three Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 10 concurrent calls.	\$8,505	\$8,335	\$8,419	4870-01034-312	DC4
Premier, One Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 50 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants. Super-clustering, H.323/SIP Gateway. Extra call licenses up to 5K sold separately.	\$2,280	\$2,234	\$2,257	4870-76300-112	DC4
Premier, Three Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 50 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants. Super-clustering, H.323/SIP Gateway. Extra call licenses up to 5K sold separately.	\$6,155	\$6,032	\$6,093	4870-76300-312	DC4
Premier, 1 Yr, DMA7000 Platform 50 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA7000 platform. License can be purchased in multiples to aggregate call volume. DMA7000 supports up to 5K concurrent calls total	\$1,000	\$980	\$990	4870-76350-112	DC4
Premier, 3 Yr, DMA7000 Platform 50 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA7000 platform. License can be purchased in multiples to aggregate call volume. DMA7000 supports up to 5K concurrent calls total	\$2,700	\$2,646	\$2,673	4870-76350-312	DC4

Premier Onsite Services

Premier Onsite, One Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 10 concurrent calls	\$1,725	\$1,691	\$1,707	4870-01011-114	DC4
Premier Onsite, Three Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 10 concurrent calls	\$4,400	\$4,312	\$4,355	4870-01011-314	DC4
Premier Onsite, One Year, Redundant DMA 7000 Server w/H.323 GK and SIP Registrar. 10 concurrent calls	\$5,025	\$4,925	\$4,974	4870-01012-114	DC4
Premier Onsite, Three Year, Redundant DMA 7000 Server w/H.323 GK and SIP Registrar. 10 concurrent calls	\$12,815	\$12,559	\$12,684	4870-01012-314	DC4
Premier Onsite, One Year, DMA 7000 Platform 100 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform.	\$1,725	\$1,691	\$1,707	4870-01013-114	DC4
Premier Onsite, Three Year, DMA 7000 Platform 100 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform.	\$4,400	\$4,312	\$4,355	4870-01013-314	DC4
Premier Onsite, One Year, DMA 7000 Platform 500 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform.	\$8,200	\$8,036	\$8,116	4870-01014-114	DC4
Premier Onsite, Three Year, DMA 7000 Platform 500 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform.	\$20,910	\$20,492	\$20,697	4870-01014-314	DC4
Premier Onsite, One Year, DMA 7000 Platform 1000 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform.	\$15,525	\$15,215	\$15,367	4870-01015-114	DC4
Premier Onsite, Three Year, DMA 7000 Platform 1000 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform.	\$39,590	\$38,798	\$39,186	4870-01015-314	DC4
Premier Onsite, One Year, DMA 7000 Platform 5000 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform.	\$69,000	\$67,620	\$68,296	4870-01016-114	DC4
Premier Onsite, Three Year, DMA 7000 Platform 5000 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform.	\$175,950	\$172,431	\$174,155	4870-01016-314	DC4
Premier Onsite, One Year, Redundant DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls.	\$11,215	\$10,991	\$11,101	4870-01017-114	DC4
Premier Onsite, Three Year, Redundant DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls.	\$28,600	\$28,028	\$28,308	4870-01017-314	DC4

Polycm, Inc.
State of Utah Contract Pricelist

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier Onsite, One Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls	\$9,315	\$9,129	\$9,220	4870-01021-114	DC4
Premier Onsite, Three Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls	\$23,755	\$23,280	\$23,513	4870-01021-314	DC4
Premier Onsite, One Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 100 concurrent calls	\$3,450	\$3,381	\$3,415	4870-01022-114	DC4
Premier Onsite, Three Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 100 concurrent calls	\$8,800	\$8,624	\$8,710	4870-01022-314	DC4
Premier Onsite, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 100 concurrent calls.	\$6,730	\$6,595	\$6,661	4870-01027-114	DC4
Premier Onsite, Three Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 100 concurrent calls.	\$17,160	\$16,817	\$16,985	4870-01027-314	DC4
Premier Onsite, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 500 concurrent calls.	\$11,215	\$10,991	\$11,102	4870-01033-114	DC4
Premier Onsite, Three Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 500 concurrent calls.	\$28,600	\$28,028	\$28,311	4870-01033-314	DC4
Premier Onsite, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 10 concurrent calls.	\$5,005	\$4,905	\$4,954	4870-01034-114	DC4
Premier Onsite, Three Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 10 concurrent calls.	\$12,765	\$12,510	\$12,636	4870-01034-314	DC4
Premier Onsite, One Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 50 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants. Super-clustering, H.323/SIP Gateway. Extra call licenses up to 5K sold separately.	\$3,420	\$3,352	\$3,385	4870-76300-114	DC4
Premier Onsite, Three Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 50 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants. Super-clustering, H.323/SIP Gateway. Extra call licenses up to 5K sold separately.	\$9,235	\$9,050	\$9,142	4870-76300-314	DC4
Premier Onsite, 1 Yr, DMA7000 Platform 50 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA7000 platform. License can be purchased in multiples to aggregate call volume. DMA7000 supports up to 5K concurrent calls total	\$1,500	\$1,470	\$1,485	4870-76350-114	DC4
Premier Onsite, 3 Yr, DMA7000 Platform 50 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA7000 platform. License can be purchased in multiples to aggregate call volume. DMA7000 supports up to 5K concurrent calls total	\$4,050	\$3,969	\$4,009	4870-76350-314	DC4

Premier Onsite Services with 4 Hour Response

AdvancedAccess Premier Onsite 4 hour, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 100 concurrent calls. (Requires all systems to be covered by AdvancedAccess)	\$13,075	\$12,814	\$12,942	4870-01027-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 100 concurrent calls. (Requires all systems to be covered by AdvancedAccess)	\$33,340	\$32,673	\$33,000	4870-01027-535	DC4
Premier Onsite 24x7x4, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 500 concurrent calls.	\$19,810	\$19,414	\$19,610	4870-01033-914	DC4
Premier Onsite 24x7x4, Three Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 500 concurrent calls.	\$50,515	\$49,505	\$50,005	4870-01033-934	DC4
Premier Onsite 24x7x4, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 10 concurrent calls.	\$8,840	\$8,663	\$8,751	4870-01034-914	DC4
Premier Onsite 24x7x4, Three Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 10 concurrent calls.	\$22,540	\$22,089	\$22,312	4870-01034-934	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 10 concurrent calls (Requires all systems to be covered by AdvancedAccess)	\$1,380	\$1,352	\$1,366	4870-01011-513	DC4
AdvancedAccess Premier, Three Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 10 concurrent calls (Requires all systems to be covered by AdvancedAccess)	\$3,520	\$3,450	\$3,484	4870-01011-533	DC4
AdvancedAccess Premier, One Year, Redundant DMA 7000 Server w/H.323 GK and SIP Registrar. 10 concurrent calls (Requires all systems to be covered by AdvancedAccess)	\$4,020	\$3,940	\$3,979	4870-01012-513	DC4

Polycom, Inc.
State of Utah Contract Pricelist

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier, Three Year, Redundant DMA 7000 Server w/H.323 GK and SIP Registrar. 10 concurrent calls (Requires all systems to be covered by AdvancedAccess)	\$10,250	\$10,045	\$10,145	4870-01012-533	DC4
AdvancedAccess Premier, One Year, DMA 7000 Platform 100 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (Requires all systems to be covered by AdvancedAccess)	\$1,380	\$1,352	\$1,366	4870-01013-513	DC4
AdvancedAccess Premier, Three Year, DMA 7000 Platform 100 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (Requires all systems to be covered by AdvancedAccess)	\$3,520	\$3,450	\$3,484	4870-01013-533	DC4
AdvancedAccess Premier, One Year, DMA 7000 Platform 1000 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (Requires all systems to be covered by AdvancedAccess)	\$12,420	\$12,172	\$12,293	4870-01015-513	DC4
AdvancedAccess Premier, Three Year, DMA 7000 Platform 1000 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (Requires all systems to be covered by AdvancedAccess)	\$31,670	\$31,037	\$31,347	4870-01015-533	DC4
AdvancedAccess Premier, One Year, DMA 7000 Platform 5000 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (Requires all systems to be covered by AdvancedAccess)	\$55,200	\$54,096	\$54,637	4870-01016-513	DC4
AdvancedAccess Premier, Three Year, DMA 7000 Platform 5000 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (Requires all systems to be covered by AdvancedAccess)	\$140,760	\$137,945	\$139,324	4870-01016-533	DC4
AdvancedAccess Premier, One Year, Redundant DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls. (Requires all systems to be covered by AdvancedAccess)	\$8,970	\$8,791	\$8,879	4870-01017-513	DC4
AdvancedAccess Premier, Three Year, Redundant DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls. (Requires all systems to be covered by AdvancedAccess)	\$22,875	\$22,418	\$22,642	4870-01017-533	DC4
AdvancedAccess Premier, One Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls (Requires all systems to be covered by AdvancedAccess)	\$7,450	\$7,301	\$7,374	4870-01021-513	DC4
AdvancedAccess Premier, Three Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls (Requires all systems to be covered by AdvancedAccess)	\$19,000	\$18,620	\$18,806	4870-01021-533	DC4
AdvancedAccess Premier, One Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 100 concurrent calls (Requires all systems to be covered by AdvancedAccess)	\$2,760	\$2,705	\$2,732	4870-01022-513	DC4
AdvancedAccess Premier, Three Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 100 concurrent calls (Requires all systems to be covered by AdvancedAccess)	\$7,040	\$6,899	\$6,968	4870-01022-533	DC4
AdvancedAccess Premier, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 100 concurrent calls. (Requires all systems to be covered by AdvancedAccess)	\$5,380	\$5,272	\$5,325	4870-01027-513	DC4
AdvancedAccess Premier, Three Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 100 concurrent calls. (Requires all systems to be covered by AdvancedAccess)	\$13,720	\$13,446	\$13,580	4870-01027-533	DC4
Polycom AdvancedAccess for Premier, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 500 concurrent calls.	\$8,970	\$8,791	\$8,879	4870-01033-513	DC4
Polycom AdvancedAccess for Premier, Three Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 500 concurrent calls.	\$22,875	\$22,418	\$22,642	4870-01033-533	DC4
Polycom AdvancedAccess for Premier, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 10 concurrent calls.	\$4,000	\$3,920	\$3,959	4870-01034-513	DC4
Polycom AdvancedAccess for Premier, Three Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 10 concurrent calls.	\$10,200	\$9,996	\$10,096	4870-01034-533	DC4
Polycom AdvancedAccess for Premier, One Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 50 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants. Super clustering, H.323/SIP Gateway. Extra call licenses up to 5K sold separately.	\$2,735	\$2,680	\$2,707	4870-76300-513	DC4
Polycom AdvancedAccess for Premier, Three Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 50 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants. Super clustering, H.323/SIP Gateway. Extra call licenses up to 5K sold separately.	\$7,385	\$7,237	\$7,310	4870-76300-533	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Polycom AAccess Premier, 1Yr, DMA7000 Platform 50 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA7000 platform. License can be purchased in multiples to aggregate call volume. DMA7000 supports up to 5K concurrent calls total	\$1,200	\$1,176	\$1,188	4870-76350-513	DC4
Polycom AAccess Premier, 3Yr, DMA7000 Platform 50 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA7000 platform. License can be purchased in multiples to aggregate call volume. DMA7000 supports up to 5K concurrent calls total	\$3,240	\$3,175	\$3,207	4870-76350-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 10 concurrent calls (Requires all systems to be covered by AdvancedAccess)	\$1,985	\$1,945	\$1,965	4870-01011-514	DC4
AdvancedAccess Premier Onsite,Three Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 10 concurrent calls (Requires all systems to be covered by AdvancedAccess)	\$5,060	\$4,959	\$5,008	4870-01011-534	DC4
AdvancedAccess Premier Onsite, One Year, Redundant DMA 7000 Server w/H.323 GK and SIP Registrar. 10 concurrent calls (Requires all systems to be covered by AdvancedAccess)	\$5,780	\$5,664	\$5,721	4870-01012-514	DC4
AdvancedAccess Premier Onsite,Three Year, Redundant DMA 7000 Server w/H.323 GK and SIP Registrar. 10 concurrent calls (Requires all systems to be covered by AdvancedAccess)	\$14,740	\$14,445	\$14,590	4870-01012-534	DC4
AdvancedAccess Premier Onsite, One Year, DMA 7000 Platform 100 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (Requires all systems to be covered by AdvancedAccess)	\$1,985	\$1,945	\$1,965	4870-01013-514	DC4
AdvancedAccess Premier Onsite,Three Year, DMA 7000 Platform 100 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (Requires all systems to be covered by AdvancedAccess)	\$5,060	\$4,959	\$5,008	4870-01013-534	DC4
AdvancedAccess Premier Onsite, One Year, DMA 7000 Platform 1000 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (Requires all systems to be covered by AdvancedAccess)	\$17,855	\$17,498	\$17,673	4870-01015-514	DC4
AdvancedAccess Premier Onsite,Three Year, DMA 7000 Platform 1000 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (Requires all systems to be covered by AdvancedAccess)	\$45,530	\$44,619	\$45,066	4870-01015-534	DC4
AdvancedAccess Premier Onsite, One Year, DMA 7000 Platform 5000 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (Requires all systems to be covered by AdvancedAccess)	\$79,350	\$77,763	\$78,541	4870-01016-514	DC4
AdvancedAccess Premier Onsite,Three Year, DMA 7000 Platform 5000 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (Requires all systems to be covered by AdvancedAccess)	\$202,345	\$198,298	\$200,281	4870-01016-534	DC4
AdvancedAccess Premier Onsite, One Year, Redundant DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls. (Requires all systems to be covered by AdvancedAccess)	\$12,895	\$12,637	\$12,763	4870-01017-514	DC4
AdvancedAccess Premier Onsite,Three Year, Redundant DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls. (Requires all systems to be covered by AdvancedAccess)	\$32,880	\$32,222	\$32,545	4870-01017-534	DC4
AdvancedAccess Premier Onsite, One Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls (Requires all systems to be covered by AdvancedAccess)	\$10,710	\$10,496	\$10,601	4870-01021-514	DC4
AdvancedAccess Premier Onsite,Three Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls (Requires all systems to be covered by AdvancedAccess)	\$27,310	\$26,764	\$27,031	4870-01021-534	DC4
AdvancedAccess Premier Onsite, One Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 100 concurrent calls (Requires all systems to be covered by AdvancedAccess)	\$3,965	\$3,886	\$3,925	4870-01022-514	DC4
AdvancedAccess Premier Onsite,Three Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 100 concurrent calls (Requires all systems to be covered by AdvancedAccess)	\$10,110	\$9,908	\$10,007	4870-01022-534	DC4
AdvancedAccess Premier Onsite, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 100 concurrent calls. (Requires all systems to be covered by AdvancedAccess)	\$7,735	\$7,580	\$7,656	4870-01027-514	DC4
AdvancedAccess Premier Onsite, Three Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 100 concurrent calls. (Requires all systems to be covered by AdvancedAccess)	\$19,725	\$19,331	\$19,524	4870-01027-534	DC4

Polycom, Inc.
State of Utah Contract Pricelist

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Polycom AdvancedAccess for Premier Onsite, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 500 concurrent calls.	\$12,895	\$12,637	\$12,763	4870-01033-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 500 concurrent calls.	\$32,880	\$32,222	\$32,545	4870-01033-534	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 10 concurrent calls.	\$5,755	\$5,640	\$5,696	4870-01034-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 10 concurrent calls.	\$14,675	\$14,382	\$14,525	4870-01034-534	DC4
Polycom AdvancedAccess, Premier OS, One Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 50 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants. Super clustering, H.323/SIP Gateway. Extra call licenses up to 5K sold separately	\$3,935	\$3,856	\$3,895	4870-76300-514	DC4
Polycom AdvancedAccess Premier OS, Three Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 50 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants. Super clustering, H.323/SIP Gateway. Extra call licenses up to 5K sold separately.	\$10,625	\$10,413	\$10,518	4870-76300-534	DC4
Polycom AAccess Premier Onsite, 1Yr, DMA7000 Platform 50 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA7000. License can be purchased in multiples to aggregate call volume. DMA7000 supports up to 5K concurrent calls total	\$1,725	\$1,691	\$1,708	4870-76350-514	DC4
Polycom AAccess Premier Onsite, 3Yr, DMA7000 Platform 50 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA7000. License can be purchased in multiples to aggregate call volume. DMA7000 supports up to 5K concurrent calls total	\$4,660	\$4,567	\$4,613	4870-76350-534	DC4

AdvancedAccess Premier Onsite with 4 Hour Response

AdvancedAccess Premier Onsite 4 hour, One Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 10 concurrent calls (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$3,350	\$3,283	\$3,316	4870-01011-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 10 concurrent calls (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$8,545	\$8,374	\$8,458	4870-01011-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, Redundant DMA 7000 Server w/H.323 GK and SIP Registrar. 10 concurrent calls (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$9,765	\$9,570	\$9,665	4870-01012-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, Redundant DMA 7000 Server w/H.323 GK and SIP Registrar. 10 concurrent calls (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$24,900	\$24,402	\$24,646	4870-01012-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, DMA 7000 Platform 100 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (see support.polycom.com for availability information)	\$3,350	\$3,283	\$3,316	4870-01013-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, DMA 7000 Platform 100 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (see support.polycom.com for availability information)	\$8,545	\$8,374	\$8,458	4870-01013-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, DMA 7000 Platform 1000 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (see support.polycom.com for availability information)	\$30,170	\$29,567	\$29,862	4870-01015-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, DMA 7000 Platform 1000 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (see support.polycom.com for availability information)	\$76,935	\$75,396	\$76,150	4870-01015-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, DMA 7000 Platform 5000 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (see support.polycom.com for availability information)	\$134,090	\$131,408	\$132,722	4870-01016-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, DMA 7000 Platform 5000 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (see support.polycom.com for availability information)	\$341,930	\$335,091	\$338,442	4870-01016-535	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite 4 hour, One Year, Redundant DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls. (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$21,790	\$21,354	\$21,568	4870-01017-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, Redundant DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls. (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$55,565	\$54,454	\$54,998	4870-01017-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$18,100	\$17,738	\$17,915	4870-01021-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 500 concurrent calls (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$46,155	\$45,232	\$45,684	4870-01021-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 100 concurrent calls (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$6,705	\$6,571	\$6,637	4870-01022-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 100 concurrent calls (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$17,100	\$16,758	\$16,926	4870-01022-535	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 500 concurrent calls.	\$21,790	\$21,354	\$21,568	4870-01033-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 500 concurrent calls.	\$55,565	\$54,454	\$54,998	4870-01033-535	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 10 concurrent calls.	\$9,720	\$9,526	\$9,621	4870-01034-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 10 concurrent calls.	\$24,785	\$24,289	\$24,532	4870-01034-535	DC4
Polycom AdvancedAccess Premier OS 4 hr, 1 Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 50 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants. Super clustering, H.323/SIP Gateway. Extra call licenses up to 5K sold separately.	\$6,645	\$6,512	\$6,578	4870-76300-515	DC4
Polycom AdvancedAccess Premier OS 4 hour, 3 Yr, DMA 7000 Server w/H.323 GK and SIP Registrar. 50 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants. Super clustering, H.323/SIP Gateway. Extra call licenses up to 5K sold separately.	\$17,940	\$17,581	\$17,759	4870-76300-535	DC4
Polycom AAccess Premier Onsite 4Hr, 1Yr, DMA7000 Platform 50 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA7000. License can be purchased in multiples to aggregate call volume. DMA7000 supports up to 5K concurrent calls total	\$2,915	\$2,857	\$2,886	4870-76350-515	DC4
Polycom AAccess Premier Onsite 4Hr, 3Yr, DMA7000 Platform 50 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA7000. License can be purchased in multiples to aggregate call volume. DMA7000 supports up to 5K concurrent calls total	\$7,870	\$7,713	\$7,791	4870-76350-535	DC4

Service - DMA 7000 Options and Upgrades

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Polycom Branded Services

Premier Services

Premier, One Year, DMA 7000 Single-Server Upgrade. Provides hardware and licensing to convert a single-server system into a dual-server system.	\$2,625	\$2,573	\$2,598	4870-76310-112	DC4
Premier, Three Year, DMA 7000 Single-Server Upgrade. Provides hardware and licensing to convert a single-server system into a dual-server system.	\$7,090	\$6,948	\$7,018	4870-76310-312	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier Onsite Services					
Premier Onsite, One Year, DMA 7000 Single-Server Upgrade. Provides hardware and licensing to convert a single-server system into a dual-server system.	\$3,940	\$3,861	\$3,900	4870-76310-114	DC4
Premier Onsite, Three Year, DMA 7000 Single-Server Upgrade. Provides hardware and licensing to convert a single-server system into a dual-server system.	\$10,640	\$10,427	\$10,533	4870-76310-314	DC4
AdvancedAccess Premier Services					
AdvancedAccess Premier, One Year, DMA 7000 Platform 500 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (Requires all systems to be covered by AdvancedAccess)	\$6,560	\$6,429	\$6,493	4870-01014-513	DC4
AdvancedAccess Premier, Three Year, DMA 7000 Platform 500 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (Requires all systems to be covered by AdvancedAccess)	\$16,730	\$16,395	\$16,559	4870-01014-533	DC4
AdvancedAccess Premier, One Year, DMA 7000 Single-Server Upgrade. Provides hardware and licensing to convert a single-server system into a dual-server system.	\$3,150	\$3,087	\$3,118	4870-76310-513	DC4
AdvancedAccess Premier, Three Year, DMA 7000 Single-Server Upgrade. Provides hardware and licensing to convert a single-server system into a dual-server system.	\$8,505	\$8,335	\$8,419	4870-76310-533	DC4
AdvancedAccess Premier Onsite Services					
AdvancedAccess Premier Onsite, One Year, DMA 7000 Platform 500 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (Requires all systems to be covered by AdvancedAccess)	\$9,425	\$9,237	\$9,329	4870-01014-514	DC4
AdvancedAccess Premier Onsite, Three Year, DMA 7000 Platform 500 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (Requires all systems to be covered by AdvancedAccess)	\$24,035	\$23,554	\$23,790	4870-01014-534	DC4
AdvancedAccess Premier Onsite, One Year, DMA 7000 Single-Server Upgrade. Provides hardware and licensing to convert a single-server system into a dual-server system.	\$4,530	\$4,439	\$4,484	4870-76310-514	DC4
AdvancedAccess Premier Onsite, Three Year, DMA 7000 Single-Server Upgrade. Provides hardware and licensing to convert a single-server system into a dual-server system.	\$12,230	\$11,985	\$12,106	4870-76310-534	DC4
AdvancedAccess Premier Onsite with 4 Hour Response					
AdvancedAccess Premier Onsite 4 hour, One Year, DMA 7000 Platform 500 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (see support.polycom.com for availability information)	\$15,930	\$15,611	\$15,768	4870-01014-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, DMA 7000 Platform 500 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA 7000 platform. (see support.polycom.com for availability information)	\$40,620	\$39,808	\$40,206	4870-01014-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, DMA 7000 Single-Server Upgrade. Provides hardware and licensing to convert a single-server system into a dual-server system.	\$7,650	\$7,497	\$7,573	4870-76310-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, DMA 7000 Single-Server Upgrade. Provides hardware and licensing to convert a single-server system into a dual-server system.	\$20,655	\$20,242	\$20,446	4870-76310-535	DC4
Elite Add-On Services					
Elite Premier, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 500 concurrent calls.	\$10,090	\$9,888	\$9,988	4872-01033-112	DC4
Elite Premier Onsite, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 500 concurrent calls.	\$14,020	\$13,740	\$13,878	4872-01033-114	DC4
Elite Premier Onsite 24x7x4, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 500 concurrent calls.	\$22,780	\$22,324	\$22,550	4872-01033-914	DC4
Elite Premier, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 10 concurrent calls.	\$4,500	\$4,410	\$4,455	4872-01034-112	DC4
Elite Premier Onsite, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 10 concurrent calls.	\$6,255	\$6,130	\$6,192	4872-01034-114	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Elite Premier Onsite 24x7x4, One Year, Super-Node Dual DMA 7000 Servers w/H.323 GK and SIP Registrar. 10 concurrent calls.	\$10,165	\$9,962	\$10,062	4872-01034-914	DC4
Elite Premier, One Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 50 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants. Super-clustering, H.323/SIP Gateway. Extra call licenses up to 5K sold separately.	\$3,080	\$3,018	\$3,049	4872-76300-112	DC4
Elite Premier Onsite, One Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 50 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants. Super-clustering, H.323/SIP Gateway. Extra call licenses up to 5K sold separately.	\$4,275	\$4,190	\$4,232	4872-76300-114	DC4
Elite Premier Onsite 4 hr, One Year, DMA 7000 Server w/H.323 GK and SIP Registrar. 50 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants. Super-clustering, H.323/SIP Gateway. Extra call licenses up to 5K sold separately.	\$6,840	\$6,703	\$6,771	4872-76300-914	DC4
Elite Premier, One Year, DMA 7000 Single-Server Upgrade. Provides hardware and licensing to convert a single-server system into a dual-server system.	\$3,545	\$3,474	\$3,509	4872-76310-112	DC4
Elite Premier Onsite, One Year, DMA 7000 Single-Server Upgrade. Provides hardware and licensing to convert a single-server system into a dual-server system.	\$4,925	\$4,827	\$4,875	4872-76310-114	DC4
Elite Premier Onsite 4 hr, One Year, DMA 7000 Single-Server Upgrade. Provides hardware and licensing to convert a single-server system into a dual-server system.	\$7,880	\$7,722	\$7,800	4872-76310-914	DC4
Elite Premier, 1 Yr, DMA7000 Platform 50 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA7000 platform. License can be purchased in multiples to aggregate call volume. DMA7000 supports up to 5K concurrent calls total	\$1,350	\$1,323	\$1,336	4872-76350-112	DC4
Elite Prem Onsite, 1 Yr, DMA7000 Platform 50 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA7000 platform. License can be purchased in multiples to aggregate call volume. DMA7000 supports up to 5K concurrent calls total	\$1,875	\$1,838	\$1,856	4872-76350-114	DC4
Elite Prem Onsite 4 hr, 1 Yr, DMA7000 Platform 50 Concurrent Call License. Software Only. Purchase to upgrade capacity on DMA7000 platform. License can be purchased in multiples to aggregate call volume. DMA7000 supports up to 5K concurrent calls total	\$3,000	\$2,940	\$2,970	4872-76350-914	DC4

Service - DMA 7000 Options and Upgrades TCSPi V3

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Polycom Branded Services

Premier Services

Premier Software Service 8X5, One Year, TCSPi Version 3 - IBM Sametime to DMA Software and DMA API Enabled	\$2,000	\$1,960	\$1,980	4870-79200-402	DC4
Premier Software Service 8X5, Three Year, TCSPi Version 3 - IBM Sametime to DMA Software and DMA API Enabled	\$5,400	\$5,292	\$5,345	4870-79200-404	DC4
Premier Software Service 24X7, One Year, TCSPi Version 3 - IBM Sametime to DMA Software and DMA API Enabled	\$2,300	\$2,254	\$2,277	4870-79200-412	DC4
Premier Software Service 24X7, Three Year, TCSPi Version 3 - IBM Sametime to DMA Software and DMA API Enabled	\$6,210	\$6,086	\$6,147	4870-79200-414	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier Software Service, One Year, TCSPi Version 3 - IBM Sametime to DMA Software and DMA API Enabled	\$2,500	\$2,450	\$2,475	4870-79200-422	DC4
AdvancedAccess Premier Software Service, Three Year, TCSPi Version 3 - IBM Sametime to DMA Software and DMA API Enabled	\$6,750	\$6,615	\$6,682	4870-79200-424	DC4

Elite Add-On Services

--	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Elite Premier Software Service, One Year, TCSPI Version 3 - IBM Sametime to DMA Software and DMA API Enabled	\$2,700	\$2,646	\$2,673	4872-79200-432	DC4

REALPRESENCE VIDEO DUAL MANAGER

RealPresence Video Dual Manager 400

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Video Dual Manager 400 migration license enablement. Migrating existing CMA 4000 license to RPDVM. 100 device license on RM plus 50 concurrent call license for DMA. API not included. Includes DVD, Doc and Licenses. Requires separate Migration HD kit.	\$0	\$0	\$0	2150-73000-100	DC8
Video Dual Manager 400 migration license enablement. Migrating existing CMA 4000 license to RPDVM. 200 device license on RM plus 100 concurrent call license for DMA. API not included. Includes DVD, Doc and Licenses. Requires separate Migration HD kit.	\$0	\$0	\$0	2150-73000-200	DC8
Video Dual Manager 400 migration license enablement. Migrating existing CMA 4000 license to RPDVM. 300 device license on RM plus 100 concurrent call license for DMA. API not included. Includes DVD, Doc and Licenses. Requires separate Migration HD kit.	\$0	\$0	\$0	2150-73000-300	DC8
Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 100 devices on RM and 50 concurrent calls on DMA, no redundancy. Separate API licenses. (Maintenance Contract Required)	\$25,000	\$21,250	\$21,465	2200-73000-100	DC8
Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 200 devices on RM and 100 concurrent calls on DMA, no redundancy. Separate API licenses. (Maintenance Contract Required)	\$32,000	\$27,200	\$27,475	2200-73000-200	DC8

Cords, Cables, and Accessories

Blank Hard Drive Kit for migration, includes HD only.	\$500	\$425	\$429	2200-73100-000	DC8
---	-------	-------	-------	----------------	-----

Service - RealPresence Video Dual Manager 400

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Service

Implementation Service

Implementation, Video Dual Manager 400 platform	\$10,500	\$10,290	\$10,394	4870-73001-007	DC4
---	----------	----------	----------	----------------	-----

Premier Service

Premier, One Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 100 devices on RM and 50 concurrent calls on DMA, no redundancy. Separate API licenses.	\$2,875	\$2,818	\$2,846	4870-73001-112	DC4
Premier, Three Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 100 devices on RM and 50 concurrent calls on DMA, no redundancy. Separate API licenses.	\$7,765	\$7,610	\$7,687	4870-73001-312	DC4
Premier, One Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 200 devices on RM and 100 concurrent calls on DMA, no redundancy. Separate API licenses.	\$3,680	\$3,606	\$3,643	4870-73002-112	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier, Three Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 200 devices on RM and 100 concurrent calls on DMA, no redundancy. Separate API licenses.	\$9,935	\$9,736	\$9,835	4870-73002-312	DC4

Premier Onsite Service

Premier Onsite, One Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 100 devices on RM and 50 concurrent calls on DMA, no redundancy. Separate API licenses.	\$4,315	\$4,229	\$4,271	4870-73001-114	DC4
Premier Onsite, Three Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 100 devices on RM and 50 concurrent calls on DMA, no redundancy. Separate API licenses.	\$11,650	\$11,417	\$11,532	4870-73001-314	DC4
Premier Onsite, One Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 200 devices on RM and 100 concurrent calls on DMA, no redundancy. Separate API licenses.	\$5,520	\$5,410	\$5,464	4870-73002-114	DC4
Premier Onsite, Three Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 200 devices on RM and 100 concurrent calls on DMA, no redundancy. Separate API licenses.	\$14,905	\$14,607	\$14,754	4870-73002-314	DC4

AdvancedAccess Premier Service

AdvancedAccess Premier, One Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 100 devices on RM and 50 concurrent calls on DMA, no redundancy. Separate API licenses.	\$3,450	\$3,381	\$3,415	4870-73001-513	DC4
AdvancedAccess Premier, Three Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 100 devices on RM and 50 concurrent calls on DMA, no redundancy. Separate API licenses.	\$9,315	\$9,129	\$9,221	4870-73001-533	DC4
AdvancedAccess Premier, One Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 200 devices on RM and 100 concurrent calls on DMA, no redundancy. Separate API licenses.	\$4,415	\$4,327	\$4,370	4870-73002-513	DC4
AdvancedAccess Premier, Three Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 200 devices on RM and 100 concurrent calls on DMA, no redundancy. Separate API licenses.	\$11,920	\$11,682	\$11,800	4870-73002-533	DC4

AdvancedAccess Premier Onsite Service

AdvancedAccess Premier Onsite, One Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 100 devices on RM and 50 concurrent calls on DMA, no redundancy. Separate API licenses.	\$4,960	\$4,861	\$4,910	4870-73001-514	DC4
AdvancedAccess Premier Onsite, Three Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 100 devices on RM and 50 concurrent calls on DMA, no redundancy. Separate API licenses.	\$13,390	\$13,122	\$13,255	4870-73001-534	DC4
AdvancedAccess Premier Onsite, One Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 200 devices on RM and 100 concurrent calls on DMA, no redundancy. Separate API licenses.	\$6,350	\$6,223	\$6,286	4870-73002-514	DC4
AdvancedAccess Premier Onsite, Three Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 200 devices on RM and 100 concurrent calls on DMA, no redundancy. Separate API licenses.	\$17,145	\$16,802	\$16,972	4870-73002-534	DC4

AdvancedAccess Premier Onsite with 4 Hour Response

AdvancedAccess Premier Onsite 4 hour, One Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 100 devices on RM and 50 concurrent calls on DMA, no redundancy. Separate API licenses.	\$8,380	\$8,212	\$8,295	4870-73001-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 100 devices on RM and 50 concurrent calls on DMA, no redundancy. Separate API licenses.	\$22,625	\$22,173	\$22,396	4870-73001-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 200 devices on RM and 100 concurrent calls on DMA, no redundancy. Separate API licenses.	\$10,725	\$10,511	\$10,617	4870-73002-515	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite 4 hour, Three Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 200 devices on RM and 100 concurrent calls on DMA, no redundancy. Separate API licenses.	\$28,960	\$28,381	\$28,667	4870-73002-535	DC4

Elite Add-On Service

Elite Premier, One Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 100 devices on RM and 50 concurrent calls on DMA, no redundancy. Separate API licenses.	\$3,880	\$3,802	\$3,841	4872-73001-112	DC4
Elite Premier Onsite, One Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 100 devices on RM and 50 concurrent calls on DMA, no redundancy. Separate API licenses.	\$5,395	\$5,287	\$5,341	4872-73001-114	DC4
Elite Premier Onsite 4 hr, One Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 100 devices on RM and 50 concurrent calls on DMA, no redundancy. Separate API licenses.	\$8,630	\$8,457	\$8,543	4872-73001-914	DC4
Elite Premier, One Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 200 devices on RM and 100 concurrent calls on DMA, no redundancy. Separate API licenses.	\$4,970	\$4,871	\$4,920	4872-73002-112	DC4
Elite Premier Onsite, One Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 200 devices on RM and 100 concurrent calls on DMA, no redundancy. Separate API licenses.	\$6,900	\$6,762	\$6,830	4872-73002-114	DC4
Elite Premier Onsite 4 hr, One Year, Video Dual Manager 400 platform. Virtual DMA/Resource Mgr with appliance server. Up to 200 devices on RM and 100 concurrent calls on DMA, no redundancy. Separate API licenses.	\$11,040	\$10,819	\$10,928	4872-73002-914	DC4

REALPRESENCE RESOURCE MANAGER

Polycom Converged Management Application 5000

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

CMA 5000 Base Systems

CMA 4000/5000 system software upgrade to the then-current Generally Available (GA) release (excludes any/all new or upgraded hardware which may be necessary to support the current release)	\$12,000	\$10,200	\$10,302	5230-77650-000	DC12
--	----------	----------	----------	----------------	------

CMA 5000 Device Licenses

License to add 1000 devices to CMA 5000. License will enable additional CMA Soft clients and/or the ability to manage additional hardware endpoints. (Maintenance Contract Required)	\$93,000	\$79,050	\$79,841	5157-77600-000	DC12
License to add 100 devices to CMA 5000. License will enable additional CMA Soft clients and/or the ability to manage additional hardware endpoints. (Maintenance Contract Required)	\$12,500	\$10,625	\$10,731	5157-77600-100	DC12
License to add 500 devices to CMA 5000. License will enable additional CMA Soft clients and/or the ability to manage additional hardware endpoints. (Maintenance Contract Required)	\$54,500	\$46,325	\$46,788	5157-77600-500	DC12

CMA 5000 Cords, Cables and Accessories

2-Post Rail Kit for DMA,PRMM Express,RPAD,RPRM,CMA Servers (R620 only).	\$125	\$125	\$126	8583-70083-000	DC99
---	-------	-------	-------	----------------	------

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Service - CMA 5000 Base Systems					
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Polycom Branded Service					
Implementation Service					
Implementation service, CMA 5000 (See published Service Description for complete scope)	\$11,325	\$11,099	\$11,209	4870-00490-007	DC4
Premier Service					
Premier, One Year, CMA 5000 with 500 devices	\$6,500	\$6,370	\$6,434	4870-00490-112	DC4
Premier, One Year, CMA 5000 with 1000 devices	\$11,000	\$10,780	\$10,888	4870-00492-112	DC4
Premier, One Year, CMA 5000 with 2500 devices	\$19,400	\$19,012	\$19,202	4870-00494-112	DC4
Premier, One Year, CMA 5000 with 5000 devices	\$35,500	\$34,790	\$35,138	4870-00496-112	DC4
Premier Onsite Services					
Premier Onsite, One Year, CMA 5000 with 500 devices	\$9,750	\$9,555	\$9,651	4870-00490-114	DC4
Premier Onsite, One Year, CMA 5000 with 1000 devices	\$16,500	\$16,170	\$16,332	4870-00492-114	DC4
Premier Onsite, One Year, CMA 5000 with 2500 devices	\$29,100	\$28,518	\$28,803	4870-00494-114	DC4
Premier Onsite, One Year, CMA 5000 with 5000 devices	\$53,250	\$52,185	\$52,707	4870-00496-114	DC4
AdvancedAccess Premier Services					
AdvancedAccess Premier, One Year, CMA 5000 with 500 devices (Requires all systems to be covered by AdvancedAccess)	\$7,800	\$7,644	\$7,720	4870-00490-513	DC4
AdvancedAccess Premier, One Year, CMA 5000 with 1000 devices (Requires all systems to be covered by AdvancedAccess)	\$13,200	\$12,936	\$13,065	4870-00492-513	DC4
AdvancedAccess Premier, One Year, CMA 5000 with 2500 devices (Requires all systems to be covered by AdvancedAccess)	\$23,280	\$22,814	\$23,043	4870-00494-513	DC4
AdvancedAccess Premier, One Year, CMA 5000 with 5000 devices (Requires all systems to be covered by AdvancedAccess)	\$42,600	\$41,748	\$42,165	4870-00496-513	DC4
AdvancedAccess Premier Onsite Services					
AdvancedAccess Premier Onsite, One Year, CMA 5000 with 500 devices (Requires all systems to be covered by AdvancedAccess)	\$11,215	\$10,991	\$11,101	4870-00490-514	DC4
AdvancedAccess Premier Onsite, One Year, CMA 5000 with 1000 devices (Requires all systems to be covered by AdvancedAccess)	\$18,975	\$18,596	\$18,781	4870-00492-514	DC4
AdvancedAccess Premier Onsite, One Year, CMA 5000 with 2500 devices (Requires all systems to be covered by AdvancedAccess)	\$33,465	\$32,796	\$33,124	4870-00494-514	DC4
AdvancedAccess Premier Onsite, One Year, CMA 5000 with 5000 devices (Requires all systems to be covered by AdvancedAccess)	\$61,235	\$60,010	\$60,610	4870-00496-514	DC4
AdvancedAccess Premier Onsite with 4 Hour Response					
AdvancedAccess Premier Onsite 4 hour, One Year, CMA 5000 with 500 devices (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$18,950	\$18,571	\$18,757	4870-00490-515	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, CMA 5000 with 1000 devices (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$32,065	\$31,424	\$31,738	4870-00492-515	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, CMA 5000 with 2500 devices (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$56,550	\$55,419	\$55,973	4870-00494-515	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite 4 hour, One Year, CMA 5000 with 5000 devices (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$103,485	\$101,415	\$102,429	4870-00496-515	DC4

Service - CMA 5000 Device Licenses

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Service

Premier Services

Premier, One Year, CMA 100 device upgrade	\$1,550	\$1,519	\$1,534	4870-00498-112	DC4
Premier, One Year, CMA 500 device upgrade	\$6,800	\$6,664	\$6,731	4870-00500-112	DC4
Premier, One Year, CMA 1000 device upgrade	\$11,650	\$11,417	\$11,531	4870-00576-112	DC4

Premier Onsite Services

Premier Onsite, One Year, CMA 100 device upgrade	\$2,350	\$2,303	\$2,326	4870-00498-114	DC4
Premier Onsite, One Year, CMA 500 device upgrade	\$10,200	\$9,996	\$10,096	4870-00500-114	DC4
Premier Onsite, One Year, CMA 1000 device upgrade	\$17,500	\$17,150	\$17,322	4870-00576-114	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, CMA 100 device upgrade (Requires all systems to be covered by AdvancedAccess)	\$1,860	\$1,823	\$1,841	4870-00498-513	DC4
AdvancedAccess Premier, One Year, CMA 500 device upgrade (Requires all systems to be covered by AdvancedAccess)	\$8,160	\$8,160.00	\$8,242.42	4870-00500-513	DC4
AdvancedAccess Premier, One Year, CMA 1000 device upgrade (Requires all systems to be covered by AdvancedAccess)	\$13,980	\$13,980.00	\$14,121.21	4870-00576-513	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, CMA 100 device upgrade (Requires all systems to be covered by AdvancedAccess)	\$2,675	\$2,622	\$2,648	4870-00498-514	DC4
AdvancedAccess Premier Onsite, One Year, CMA 500 device upgrade (Requires all systems to be covered by AdvancedAccess)	\$11,730	\$11,730.00	\$11,848.48	4870-00500-514	DC4
AdvancedAccess Premier Onsite, One Year, CMA 1000 device upgrade (Requires all systems to be covered by AdvancedAccess)	\$20,095	\$20,095.00	\$20,297.98	4870-00576-514	DC4

AdvancedAccess Premier Onsite with 4 Hour Response

AdvancedAccess Premier Onsite 4 hour, One Year, CMA 100 device upgrade (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$4,520	\$4,430	\$4,474	4870-00498-515	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, CMA 500 device upgrade (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$19,820	\$19,820.00	\$20,020.20	4870-00500-515	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, CMA 1000 device upgrade (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$33,960	\$33,960.00	\$34,303.03	4870-00576-515	DC4

Polycom Converged Management Application 4000

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
CMA 4000 Base Systems					
Converged Management Application (CMA 4000) + 200 Devices includes Appliance, Gatekeeper, Conference Monitoring, Scheduling (Web), Device Mgmt; automatic software update , provisioning , support for CMAD. (Maintenance Contract Required)	\$21,000	\$17,850	\$18,029	2200-77521-000	DC12
Converged Management Application (CMA 4000) + 400 Devices includes Appliance, Gatekeeper, Conference Monitoring, Scheduling (Web), Device Mgmt; automatic software update , provisioning , support for CMAD. (Maintenance Contract Required)	\$41,500	\$35,275	\$35,628	2200-77522-000	DC12
CMA 4000 + 100 Devices includes Appliance, Gatekeeper, Conference Monitoring, Scheduling (Web), Device Management; automatic software update and provisioning and support for CMA Client. (Maintenance Contract Required)	\$15,000	\$12,750	\$12,878	2200-77523-000	DC12
CMA 4000/5000 system software upgrade to the then-current Generally Available (GA) release (excludes any/all new or upgraded hardware which may be necessary to support the current release)	\$12,000	\$10,200	\$10,302	5230-77650-000	DC12

CMA 4000 Device Licenses					
License to add 100 devices to CMA 4000. CMA 4000 will support up to 400 devices: one or two 100 device licenses may be added to CMA 4000 with 200 Devices. (Maintenance Contract Required)	\$12,500	\$10,625	\$10,731	5157-77610-100	DC12

CMA 4000 Cords, Cables and Accessories					
2-Post Rail Kit for DMA,PRMM Express,RPAD,RPRM,CMA Servers (R620 only).	\$125	\$125	\$126	8583-70083-000	DC99

Service - CMA 4000 Base Systems					
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Polycom Branded Service

Implementation Service					
Implementation service, CMA 4000 (See published Service Description for complete scope)	\$9,265	\$9,080	\$9,170	4870-00484-007	DC4

Premier Services					
Premier, One Year, CMA 4000 with 100 devices	\$1,800	\$1,764	\$1,782	4870-00481-112	DC4
Premier, Three Year, CMA 4000 with 100 devices	\$4,600	\$4,508	\$4,553	4870-00481-312	DC4
Premier, One Year, CMA 4000 with 200 devices	\$2,525	\$2,475	\$2,499	4870-00484-112	DC4
Premier, Three Year, CMA 4000 with 200 devices	\$6,450	\$6,321	\$6,384	4870-00484-312	DC4
Premier, One Year, CMA 4000 with 400 devices	\$4,975	\$4,876	\$4,924	4870-00486-112	DC4
Premier, Three Year, CMA 4000 with 400 devices	\$12,700	\$12,446	\$12,570	4870-00486-312	DC4

Premier Onsite Services					
Premier Onsite, One Year, CMA 4000 with 100 devices	\$2,700	\$2,646	\$2,672	4870-00481-114	DC4
Premier Onsite, Three Year, CMA 4000 with 100 devices	\$6,900	\$6,762	\$6,830	4870-00481-314	DC4
Premier Onsite, One Year, CMA 4000 with 200 devices	\$3,800	\$3,724	\$3,761	4870-00484-114	DC4
Premier Onsite, Three Year, CMA 4000 with 200 devices	\$9,700	\$9,506	\$9,601	4870-00484-314	DC4
Premier Onsite, One Year, CMA 4000 with 400 devices	\$7,450	\$7,301	\$7,374	4870-00486-114	DC4
Premier Onsite, Three Year, CMA 4000 with 400 devices	\$19,000	\$18,620	\$18,806	4870-00486-314	DC4

AdvancedAccess Premier Services					
AdvancedAccess Premier, One Year, CMA 4000 with 100 devices (Requires all systems to be covered by AdvancedAccess)	\$2,160	\$2,117	\$2,138	4870-00481-513	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier, Three Year, CMA 4000 with 100 devices (Requires all systems to be covered by AdvancedAccess)	\$5,510	\$5,400	\$5,454	4870-00481-533	DC4
AdvancedAccess Premier, One Year, CMA 4000 with 200 devices (Requires all systems to be covered by AdvancedAccess)	\$3,030	\$2,969	\$2,999	4870-00484-513	DC4
AdvancedAccess Premier, Three Year, CMA 4000 with 200 devices (Requires all systems to be covered by AdvancedAccess)	\$7,725	\$7,571	\$7,646	4870-00484-533	DC4
AdvancedAccess Premier, One Year, CMA 4000 with 400 devices (Requires all systems to be covered by AdvancedAccess)	\$5,970	\$5,851	\$5,909	4870-00486-513	DC4
AdvancedAccess Premier, Three Year, CMA 4000 with 400 devices (Requires all systems to be covered by AdvancedAccess)	\$15,225	\$14,921	\$15,070	4870-00486-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, CMA 4000 with 100 devices (Requires all systems to be covered by AdvancedAccess)	\$3,105	\$3,043	\$3,073	4870-00481-514	DC4
AdvancedAccess Premier Onsite, Three Year, CMA 4000 with 100 devices (Requires all systems to be covered by AdvancedAccess)	\$7,920	\$7,762	\$7,839	4870-00481-534	DC4
AdvancedAccess Premier Onsite, One Year, CMA 4000 with 200 devices (Requires all systems to be covered by AdvancedAccess)	\$4,355	\$4,268	\$4,311	4870-00484-514	DC4
AdvancedAccess Premier Onsite, Three Year, CMA 4000 with 200 devices (Requires all systems to be covered by AdvancedAccess)	\$11,105	\$10,883	\$10,992	4870-00484-534	DC4
AdvancedAccess Premier Onsite, One Year, CMA 4000 with 400 devices (Requires all systems to be covered by AdvancedAccess)	\$8,580	\$8,408	\$8,492	4870-00486-514	DC4
AdvancedAccess Premier Onsite, Three Year, CMA 4000 with 400 devices (Requires all systems to be covered by AdvancedAccess)	\$21,880	\$21,442	\$21,657	4870-00486-534	DC4

AdvancedAccess Premier Onsite with 4 Hour Response

AdvancedAccess Premier Onsite 4 hour, One Year, CMA 4000 with 100 devices (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$5,245	\$5,140	\$5,192	4870-00481-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, CMA 4000 with 100 devices (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$13,375	\$13,108	\$13,239	4870-00481-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, CMA 4000 with 200 devices (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$7,360	\$7,213	\$7,285	4870-00484-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, CMA 4000 with 200 devices (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$18,770	\$18,395	\$18,579	4870-00484-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, CMA 4000 with 400 devices (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$14,500	\$14,210	\$14,352	4870-00486-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, CMA 4000 with 400 devices (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$36,975	\$36,236	\$36,598	4870-00486-535	DC4

Service - CMA 4000 Device Licenses

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Service

Premier Services

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier, One Year, CMA 100 device upgrade	\$1,550	\$1,519	\$1,534	4870-00498-112	DC4
Premier Onsite Services					
Premier Onsite, One Year, CMA 100 device upgrade	\$2,350	\$2,303	\$2,326	4870-00498-114	DC4
AdvancedAccess Premier Services					
AdvancedAccess Premier, One Year, CMA 100 device upgrade (Requires all systems to be covered by AdvancedAccess)	\$1,860	\$1,823	\$1,841	4870-00498-513	DC4
AdvancedAccess Premier, One Year, CMA 500 device upgrade (Requires all systems to be covered by AdvancedAccess)	\$8,160	\$7,997	\$8,077	4870-00500-513	DC4
AdvancedAccess Premier, One Year, CMA 1000 device upgrade (Requires all systems to be covered by AdvancedAccess)	\$13,980	\$13,700	\$13,837	4870-00576-513	DC4
AdvancedAccess Premier Onsite Services					
AdvancedAccess Premier Onsite, One Year, CMA 100 device upgrade (Requires all systems to be covered by AdvancedAccess)	\$2,675	\$2,622	\$2,648	4870-00498-514	DC4
AdvancedAccess Premier Onsite, One Year, CMA 500 device upgrade (Requires all systems to be covered by AdvancedAccess)	\$11,730	\$11,495	\$11,610	4870-00500-514	DC4
AdvancedAccess Premier Onsite, One Year, CMA 1000 device upgrade (Requires all systems to be covered by AdvancedAccess)	\$20,095	\$19,693	\$19,890	4870-00576-514	DC4
AdvancedAccess Premier Onsite with 4 Hour Response					
AdvancedAccess Premier Onsite 4 hour, One Year, CMA 100 device upgrade (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$4,520	\$4,430	\$4,474	4870-00498-515	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, CMA 500 device upgrade (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$19,820	\$19,424	\$19,618	4870-00500-515	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, CMA 1000 device upgrade (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$33,960	\$33,281	\$33,614	4870-00576-515	DC4
Service - CMA 4000 Outlook - Lotus Options					
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Polycom Branded Service					
Premier Services					
Premier, One Year, CMA 4000 Outlook or Lotus Notes option	\$1,050	\$1,029	\$1,039	4870-00488-112	DC4
Premier, Three Year, CMA 4000 Outlook or Lotus Notes option	\$2,700	\$2,646	\$2,672	4870-00488-312	DC4
Premier Onsite Services					
Premier Onsite, One Year, CMA 4000 Outlook or Lotus Notes option	\$1,600	\$1,568	\$1,584	4870-00488-114	DC4
Premier Onsite, Three Year, CMA 4000 Outlook or Lotus Notes option	\$4,100	\$4,018	\$4,058	4870-00488-314	DC4
AdvancedAccess Premier Services					
Polycom AdvancedAccess for Premier, One Year, CMA 4000 Outlook or Lotus Notes option	\$1,260	\$1,235	\$1,247	4870-00488-513	DC4
Polycom AdvancedAccess for Premier, Three Year, CMA 4000 Outlook or Lotus Notes option	\$3,215	\$3,151	\$3,183	4870-00488-533	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

AdvancedAccess Premier Onsite Services					
---	--	--	--	--	--

Polycom AdvancedAccess for Premier Onsite, One Year, CMA 4000 Outlook or Lotus Notes option	\$1,810	\$1,774	\$1,792	4870-00488-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, CMA 4000 Outlook or Lotus Notes option	\$4,615	\$4,523	\$4,568	4870-00488-534	DC4

AdvancedAccess Premier Onsite with 4 Hour Response					
---	--	--	--	--	--

Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, CMA 4000 Outlook or Lotus Notes option	\$3,060	\$2,999	\$3,029	4870-00488-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, CMA 4000 Outlook or Lotus Notes option	\$7,805	\$7,649	\$7,726	4870-00488-535	DC4

Polycom Resource Manager Application					
---	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Resource Manager Base Systems					
--------------------------------------	--	--	--	--	--

Resource Manager Appl +500 Dev incl Appliance, Conf Mon, Sched, Dev Mgmt; sw update , provisioning , Integ. to DMA GK and VMR Scheduling, entitlements for CMAD and RP Mobile. (Mtce Contract Required) Multi-tenancy, APIs extra	\$52,000	\$44,200	\$44,646	2200-72100-000	DC12
Resource Manager Appl +1000 Dev incl Appliance, Conf Mon, Sched, Dev Mgmt; sw update , provisioning , Integ. to DMA GK and VMR Scheduling, entitlements for CMAD and RP Mobile. (Mtce Contract Required) Multi-tenancy, APIs extra	\$97,000	\$82,450	\$83,283	2200-72110-000	DC12
Resource Manager Appl +100 Dev incl Appliance, Conf Mon, Sched, Dev Mgmt; sw update , provisioning , Integ. to DMA GK and VMR Scheduling, entitlements for CMAD and RP Mobile. Mtce Contract Required) Multi-tenancy, APIs extra.	\$15,000	\$15,000	\$15,152	2200-72111-000	DC14
Resource Manager Appl +2500 Dev incl Appliance, Conf Mon, Sched, Dev Mgmt; sw update , provisioning , Integ. to DMA GK and VMR Scheduling, entitlements for CMAD and RP Mobile. (Mtce Contract Required) Multi-tenancy, APIs extra	\$220,000	\$187,000	\$188,889	2200-72120-000	DC12
Resource Manager Appl +5000 Dev incl Appliance, Conf Mon, Sched, Dev Mgmt; sw update , provisioning , Integ. to DMA GK and VMR Scheduling, entitlements for CMAD and RP Mobile. (Mtce Contract Required) Multi-tenancy, APIs extra	\$445,000	\$378,250	\$382,071	2200-72130-000	DC12
Resource Manager Appl +10000 Dev incl Appliance, Conf Mon, Sched, Dev Mgmt; sw update , provisioning , Integ. to DMA GK and VMR Scheduling, entitlements for CMAD and RP Mobile. (Mtce Contract Required) Multi-tenancy, APIs extra	\$850,000	\$722,500	\$729,798	2200-72150-000	DC12
Resource Manager Multi-Tenant Enabled +500 Dev incl Appliance, Conf Mon, Sched, Dev Mgmt; sw update , provisioning , Integ. to DMA GK and VMR Scheduling, entitlements for CMAD and RP Mobile. Mtce Contract Required) APIs extra. Enterprise use only.	\$62,000	\$52,700	\$53,232	2200-72200-000	DC12
Resource Manager Multi-Tenant Enabled +1000 Dev incl Appliance, Conf Mon, Sched, Dev Mgmt; sw update , provisioning , Integ. to DMA GK and VMR Scheduling, entitlements for CMAD and RP Mobile. Mtce Contract Required) APIs extra. Enterprise use only	\$114,000	\$96,900	\$97,879	2200-72210-000	DC12
Resource Manager Multi-Tenant Enabled +2500 Dev incl Appliance, Conf Mon, Sched, Dev Mgmt; sw update , provisioning , Integ. to DMA GK and VMR Scheduling, entitlements for CMAD and RP Mobile. Mtce Contract Required) APIs extra. Enterprise use only	\$270,000	\$229,500	\$231,818	2200-72220-000	DC12
Resource Manager Multi-Tenant Enabled +5000 Dev incl Appliance, Conf Mon, Sched, Dev Mgmt; sw update , provisioning , Integ. to DMA GK and VMR Scheduling, entitlements for CMAD and RP Mobile. Mtce Contract Required) APIs extra. Enterprise use only	\$532,000	\$452,200	\$456,768	2200-72230-000	DC12
Resource Manager Enable 10000 Devices for Multi-Tenant Management for Enterprise. Enterprise use only.	\$200,000	\$170,000	\$171,717	2200-72350-000	DC12
RealPresence Platform Management Bundle incl Resource Manager Appliance +100 Dev/Softclient; DMA 7000 Appl. w/H.323 GK/SIP Registrar and GW 50 conc. calls. MCU virt. & 15K reg. HA, Super Node, APIs, Multi-T extra. Mtce Contract Req.	\$30,000	\$25,500	\$25,758	7200-63770-001	DC8

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Resource Manager Device Licenses

License to add 100 devices to Resource Manager. License will enable additional CMA Desktop and RP Mobile Pro Entitlements and/or the ability to manage additional hardware endpoints. (Maintenance Contract Required)	\$10,000	\$8,500	\$8,586	2200-72140-000	DC12
License to add 500 devices to Resource Manager. License will enable additional CMA Desktop and RP Mobile Pro Entitlements and/or the ability to manage additional hardware endpoints. (Maintenance Contract Required)	\$60,000	\$51,000	\$51,515	2200-72141-000	DC12
License to add 1000 devices to Resource Manager. License will enable additional CMA Desktop and RP Mobile Pro Entitlements and/or the ability to manage additional hardware endpoints. (Maintenance Contract Required)	\$120,000	\$102,000	\$103,030	2200-72142-000	DC12
License to add 100 devices to Enterprise Multi-Tenant enabled Resource Manager. License will enable additional CMA Desktop and RP Mobile Pro Entitlements and/or the ability to manage additional hardware endpoints. (Maintenance Contract Required)	\$12,000	\$10,200	\$10,303	2200-72240-000	DC12
License to add 500 devices to Enterprise Multi-Tenant enabled Resource Manager. License will enable additional CMA Desktop and RP Mobile Pro Entitlements and/or the ability to manage additional hardware endpoints. (Maintenance Contract Required)	\$60,000	\$60,000	\$60,606	2200-72241-000	DC12
License to add 1000 devices to Enterprise Multi-Tenant enabled Resource Manager. License will enable additional CMA Desktop and RP Mobile Pro Entitlements and/or the ability to manage additional hardware endpoints. (Maintenance Contract Required)	\$120,000	\$120,000	\$121,212	2200-72242-000	DC12
Resource Manager Multi-Tenant Enabled +10000 Dev incl Appliance, Conf Mon, Sched, Dev Mgmt; sw update , provis. , Integ. to DMA GK and VMR Scheduling, entitlements for CMAD and RP Mobile. Mtce Contract Required) APIs extra. Enterprise use only	\$970,000	\$824,500	\$832,828	2200-72250-000	DC12
Resource Manager Enable 500 Devices for Multi-Tenant Management for Enterprise. Enterprise use only.	\$10,000	\$8,500	\$8,586	2200-72300-000	DC12
Resource Manager Enable 1000 Devices for Multi-Tenant Management for Enterprise. Enterprise use only.	\$20,000	\$17,000	\$17,172	2200-72310-000	DC12
Resource Manager Enable 100 Devices for Multi-Tenant Management for Enterprise. Enterprise use only.	\$2,000	\$2,000	\$2,020	2200-72311-000	DC14
Resource Manager Enable 2500 Devices for Multi-Tenant Management for Enterprise. Enterprise use only.	\$50,000	\$42,500	\$42,929	2200-72320-000	DC12
Resource Manager Enable 5000 Devices for Multi-Tenant Management for Enterprise. Enterprise use only.	\$100,000	\$85,000	\$85,859	2200-72330-000	DC12

Resource Manager Software Options

Appliance and High Availability License for Resource Manager. Will not work with CMA 5000. No external database required.	\$16,000	\$13,600	\$13,737	2200-72400-000	DC12
Resource Manager API enablement. Allows external authorized access to Resource Manager application programmers interface.	\$3,000	\$2,550	\$2,576	5157-77623-000	DC12

Resource Manager Cords, Cables and Accessories

2-Post Rail Kit for DMA,PRMM Express,RPAD,RPRM,CMA Servers (R620 only).	\$125	\$125	\$126	8583-70083-000	DC99
---	-------	-------	-------	----------------	------

Service - Resource Manager Base Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Implementation Services

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Implementation is a BASIC RP Mgmt Bundle (RM100 DMA 7K 50 call) & does not include integration with any additional products and limited in scope; refer to Service description for more details. Not eligible for any promos or discounts.	\$10,150	\$9,947	\$10,047	4870-63770-004	DC4
Implementation Integration Uplift, for RP Mgt Bundle if it will be imp or integrated with any additional products must purchase 4870-63770-004 with this part code.	\$11,725	\$11,491	\$11,607	4870-63770-007	DC4
Implementation, Resource Mgr 100 or Resource Mgr 500	\$11,500	\$11,270	\$11,384	4870-72100-007	DC4
Implementation, Resource Manager 1000	\$11,500	\$11,270	\$11,384	4870-72110-007	DC4
Implementation, Resource Manager 2500	\$11,500	\$11,270	\$11,384	4870-72120-007	DC4
Implementation, Resource Manager 5000	\$11,500	\$11,270	\$11,384	4870-72130-007	DC4
Implementation, Resource Manager Enterprise 10000	\$16,500	\$16,170	\$16,333	4870-72150-007	DC4
Implementation, Resource Manager Optional High Availability	\$5,750	\$5,635	\$5,692	4870-77622-007	DC4

Premier Services

Premier, One Year, RP Mgmt Bundle incl Res Mgr100 DMA 7K 50 conc calls MCU virt & 15K reg. HA, Super Node, APIs, Multi-T extra	\$4,560	\$4,469	\$4,514	4870-63770-112	DC4
Premier, Three Year, RP Mgmt Bundle incl Res Mgr100 DMA 7K 50 conc calls MCU virt & 15K reg. HA, Super Node, APIs, Multi-T extra	\$12,310	\$12,064	\$12,186	4870-63770-312	DC4
Premier, One Year, Resource Mgr 500	\$6,500	\$6,370	\$6,434	4870-72100-112	DC4
Premier, One Year, Resource Manager 1000	\$12,125	\$11,883	\$12,003	4870-72110-112	DC4
Premier, One Year, Resource Manager 100	\$1,875	\$1,838	\$1,856	4870-72111-112	DC4
Premier, One Year, Resource Manager 2500	\$27,500	\$26,950	\$27,222	4870-72120-112	DC4
Premier, One Year, Resource Manager 5000	\$55,625	\$54,513	\$55,063	4870-72130-112	DC4
Premier, One Year, Resource Manager Enterprise 10000	\$106,250	\$104,125	\$105,177	4870-72150-112	DC4
Premier, One Year, Resource Manager Optional High Availability	\$2,000	\$1,960	\$1,980	4870-77622-112	DC4

Premier Onsite Services

Premier Onsite, One Year, RP Mgmt Bundle incl Res Mgr100 DMA 7K 50 conc calls MCU virt & 15K reg. HA, Super Node, APIs, Multi-T extra	\$6,840	\$6,703	\$6,771	4870-63770-114	DC4
Premier Onsite, Three Year, RP Mgmt Bundle incl Res Mgr100 DMA 7K 50 conc calls MCU virt & 15K reg. HA, Super Node, APIs, Multi-T extra	\$18,470	\$18,101	\$18,283	4870-63770-314	DC4
Premier Onsite, One Year, Resource Mgr 500	\$9,750	\$9,555	\$9,652	4870-72100-114	DC4
Premier Onsite, One Year, Resource Manager 1000	\$18,190	\$17,826	\$18,006	4870-72110-114	DC4
Premier Onsite, One Year, Resource Manager 100	\$2,815	\$2,759	\$2,787	4870-72111-114	DC4
Premier Onsite, One Year, Resource Manager 2500	\$51,415	\$50,387	\$50,896	4870-72120-114	DC4
Premier Onsite, One Year, Resource Manager 5000	\$83,440	\$81,771	\$82,597	4870-72130-114	DC4
Premier Onsite, One Year, Resource Manager Enterprise 10000	\$159,375	\$156,188	\$157,765	4870-72150-114	DC4
Premier Onsite, One Year, Resource Manager Optional High Availability	\$3,000	\$2,940	\$2,970	4870-77622-114	DC4

AdvancedAccess Premier Services

Polycom AdvancedAccess for Premier, One Year, RP Mgmt Bundle incl Res Mgr100 DMA 7K 50 conc calls MCU virt & 15K reg. HA, Super Node, APIs, Multi-T extra	\$5,470	\$5,361	\$5,415	4870-63770-513	DC4
Polycom AdvancedAccess for Premier, Three Year, RP Mgmt Bundle incl Res Mgr100 DMA 7K 50 conc calls MCU virt & 15K reg. HA, Super Node, APIs, Multi-T extra	\$14,770	\$14,475	\$14,621	4870-63770-533	DC4
Polycom AdvancedAccess for Premier, One Year, Resource Mgr 500	\$7,800	\$7,644	\$7,721	4870-72100-513	DC4
Polycom AdvancedAccess for Premier, One Year, Resource Manager 1000	\$14,550	\$14,550	\$14,697	4870-72110-513	DC99
Polycom AdvancedAccess for Premier, One Year, Resource Manager 100	\$2,250	\$2,205	\$2,227	4870-72111-513	DC4
Polycom AdvancedAccess for Premier, One Year, Resource Manager 2500	\$33,000	\$32,340	\$32,667	4870-72120-513	DC4
Polycom AdvancedAccess for Premier, One Year, Resource Manager 5000	\$66,750	\$65,415	\$66,076	4870-72130-513	DC4
Polycom AdvancedAccess for Premier, One Year, Resource Manager Enterprise 10000	\$127,500	\$124,950	\$126,212	4870-72150-513	DC4
Polycom AdvancedAccess for Premier, One Year, Resource Manager Optional High Availability	\$2,400	\$2,352	\$2,376	4870-77622-513	DC4

AdvancedAccess Premier Onsite Services

Polycom, Inc.
State of Utah Contract Pricelist

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Polycom AdvancedAccess for Premier Onsite, One Year, RP Mgmt Bundle incl Res Mgr100 DMA 7K 50 conc calls MCU virt & 15K reg. HA, Super Node, APIs, Multi-T extra	\$7,865	\$7,708	\$7,786	4870-63770-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, RP Mgmt Bundle incl Res Mgr100 DMA 7K 50 conc calls MCU virt & 15K reg. HA, Super Node, APIs, Multi-T extra	\$21,235	\$20,810	\$21,021	4870-63770-534	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, Resource Mgr 500	\$11,215	\$10,991	\$11,102	4870-72100-514	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, Resource Manager 1000	\$20,915	\$20,915	\$21,126	4870-72110-514	DC99
Polycom AdvancedAccess Premier Onsite, One Year, Resource Manager 100	\$3,235	\$3,170	\$3,202	4870-72111-514	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, Resource Manager 2500	\$59,130	\$57,947	\$58,533	4870-72120-514	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, Resource Manager 5000	\$95,955	\$94,036	\$94,986	4870-72130-514	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, Resource Manager Enterprise 10000	\$183,280	\$179,614	\$181,429	4870-72150-514	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, Resource Manager Optional High Availability	\$3,450	\$3,381	\$3,415	4870-77622-514	DC4

AdvancedAccess Premier Onsite with 4 Hour Response

Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, RP Mgmt Bundle incl Res Mgr100 DMA 7K 50 conc calls MCU virt & 15K reg. HA, Super Node, APIs, Multi-T extra	\$13,290	\$13,024	\$13,156	4870-63770-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, RP Mgmt Bundle incl Res Mgr100 DMA 7K 50 conc calls MCU virt & 15K reg. HA, Super Node, APIs, Multi-T extra	\$35,885	\$35,167	\$35,523	4870-63770-535	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, Resource Mgr 500	\$18,950	\$18,571	\$18,759	4870-72100-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, Resource Manager 1000	\$35,345	\$34,638	\$34,988	4870-72110-515	DC4
Polycom AdvancedAccess Premier Onsite 4 hr, One Year, Resource Manager 100	\$5,465	\$5,356	\$5,410	4870-72111-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, Resource Manager 2500	\$99,915	\$97,917	\$98,906	4870-72120-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, Resource Manager 5000	\$162,145	\$158,902	\$160,507	4870-72130-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, Resource Manager Enterprise 10000	\$309,720	\$303,526	\$306,592	4870-72150-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, Resource Manager Optional High Availability	\$5,830	\$5,713	\$5,771	4870-77622-515	DC4

Elite Add-On Services

Elite Premier, One Year, RP Mgmt Bundle incl Res Mgr100 DMA 7K 50 conc calls MCU virt & 15K reg. HA, Super Node, APIs, Multi-T extra	\$6,155	\$6,032	\$6,093	4872-63770-112	DC4
Elite Premier Onsite, One Year, RP Mgmt Bundle incl Res Mgr100 DMA 7K 50 conc calls MCU virt & 15K reg. HA, Super Node, APIs, Multi-T extra	\$8,550	\$8,379	\$8,464	4872-63770-114	DC4
Elite Premier Onsite 4 hr, One Year, RP Mgmt Bundle incl Res Mgr100 DMA 7K 50 conc calls MCU virt & 15K reg. HA, Super Node, APIs, Multi-T extra	\$13,680	\$13,406	\$13,542	4872-63770-914	DC4
Elite Premier, One Year, Resource Mgr 500	\$8,775	\$8,600	\$8,686	4872-72100-112	DC4
Elite Premier Onsite, One Year, Resource Mgr 500	\$12,190	\$11,946	\$12,067	4872-72100-114	DC4
Elite Premier Onsite 4 hr, One Year, Resource Mgr 500	\$19,505	\$19,115	\$19,308	4872-72100-914	DC4
Elite Premier, One Year, Resource Manager 1000	\$16,370	\$16,043	\$16,205	4872-72110-112	DC4
Elite Premier Onsite, One Year, Resource Manager 1000	\$22,740	\$22,285	\$22,510	4872-72110-114	DC4
Elite Premier Onsite 4 hr, One Year, Resource Manager 1000	\$36,385	\$35,657	\$36,017	4872-72110-914	DC4
Elite Premier, One Year, Resource Manager Appl +100 Dev incl Appliance, Conf Mon, Sched, Dev Mgmt; sw update, provisioning, Integ. to DMA GK and VMR Scheduling, entitlements for CMAD and RP Mobile. Multi-tenancy, APIs extra	\$2,530	\$2,479	\$2,504	4872-72111-112	DC4
Elite Premier Onsite, One Year, Resource Manager Appl +100 Dev incl Appliance, Conf Mon, Sched, Dev Mgmt; sw update, provisioning, Integ. to DMA GK and VMR Scheduling, entitlements for CMAD and RP Mobile. Multi-tenancy, APIs extra	\$3,520	\$3,450	\$3,484	4872-72111-114	DC4
Elite Premier Onsite 4 hr, One Year, Resource Manager Appl +100 Dev incl Appliance, Conf Mon, Sched, Dev Mgmt; sw update, provisioning, Integ. to DMA GK and VMR Scheduling, entitlements for CMAD and RP Mobile. Multi-tenancy, APIs extra	\$5,630	\$5,517	\$5,573	4872-72111-914	DC4
Elite Premier, One Year, Resource Manager 2500	\$37,125	\$36,383	\$36,750	4872-72120-112	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Elite Premier Onsite, One Year, Resource Manager 2500	\$64,270	\$62,985	\$63,621	4872-72120-114	DC4
Elite Premier Onsite 4 hr, One Year, Resource Manager 2500	\$102,830	\$100,773	\$101,791	4872-72120-914	DC4
Elite Premier, One Year, Resource Manager 5000	\$75,095	\$73,593	\$74,336	4872-72130-112	DC4
Elite Premier Onsite, One Year, Resource Manager 5000	\$104,300	\$102,214	\$103,246	4872-72130-114	DC4
Elite Premier Onsite 4 hr, One Year, Resource Manager 5000	\$166,880	\$163,542	\$165,194	4872-72130-914	DC4
Elite Premier, One Year, Resource Manager Enterprise 10000	\$143,440	\$140,571	\$141,991	4872-72150-112	DC4
Elite Premier Onsite, One Year, Resource Manager Enterprise 10000	\$199,220	\$195,236	\$197,208	4872-72150-114	DC4
Elite Premier Onsite 4 hr, One Year, Resource Mgr Enterprise 500	\$318,750	\$312,375	\$315,530	4872-72150-914	DC4
Elite Premier, One Year, Resource Manager Optional High Availability	\$2,700	\$2,646	\$2,673	4872-77622-112	DC4
Elite Premier Onsite, One Year, Resource Manager Optional High Availability	\$3,750	\$3,675	\$3,712	4872-77622-114	DC4
Elite Premier Onsite 4 hr, One Year, Resource Manager Optional High Availability	\$6,000	\$5,880	\$5,939	4872-77622-914	DC4

Service - Resource Manager Device Licenses

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Polycom Branded Services

Premier Services

Premier, One Year, Res Mgr Ent Add 100 Dev	\$1,250	\$1,225	\$1,237	4870-72140-112	DC4
Premier, One Year, Res Mgr Ent Add 500 Devices	\$6,250	\$6,125	\$6,187	4870-72141-112	DC4
Premier, One Year, Res Mgr Ent Add 1000 Dev	\$12,500	\$12,250	\$12,374	4870-72142-112	DC4
Premier, One Year, RM Multi-tenant Enabled 500	\$7,750	\$7,595	\$7,672	4870-72200-112	DC4
Premier, One Year, RM Multi-tenant Enabled 1000	\$14,250	\$13,965	\$14,106	4870-72210-112	DC4
Premier, One Year, RM Multi-tenant Enabled 2500	\$33,750	\$33,075	\$33,409	4870-72220-112	DC4
Premier, One Year, RM Multi-tenant Enabled 5000	\$66,500	\$65,170	\$65,828	4870-72230-112	DC4
Premier, One Year, Res Mgr Ent Add 100 Dev MT	\$1,500	\$1,470	\$1,485	4870-72240-112	DC4
Premier, One Year, Res Mgr Ent Add 500 Dev MT Enable Lic	\$7,500	\$7,350	\$7,424	4870-72241-112	DC4
Premier, One Year, Resource Manager Enable 1000 Devices for Multi-Tenant Management for Enterprise	\$15,000	\$14,700	\$14,848	4870-72242-112	DC4
Premier, One Year, RME 500 Devices for Multi-Tenant Management for Enterprise. Enterprise use only.	\$1,250	\$1,225	\$1,237	4870-72300-112	DC4
Premier, One Year, Resource Manager Enable 1000 Devices for Multi-Tenant Management for Enterprise	\$2,500	\$2,450	\$2,475	4870-72310-112	DC4
Premier, One Year, Resource Manager Enable 100 Devices for Multi-Tenant Management for Enterprise. Enterprise use only.	\$250	\$250	\$253	4870-72311-112	DC4
Premier, One Year, Resource Manager Enable 2500 Devices for Multi-Tenant Management for Enterprise	\$6,250	\$6,125	\$6,187	4870-72320-112	DC4
Premier, One Year, Resource Manager Enable 5000 Devices for Multi-Tenant Management for Enterprise	\$12,500	\$12,250	\$12,374	4870-72330-112	DC4

Premier Onsite Services

Premier Onsite, One Year, Res Mgr Ent Add 100 Dev	\$1,875	\$1,838	\$1,856	4870-72140-114	DC4
Premier Onsite, One Year, Res Mgr Ent Add 500 Devices	\$9,375	\$9,188	\$9,280	4870-72141-114	DC4
Premier Onsite, One Year, Res Mgr Ent Add 1000 Dev	\$18,750	\$18,375	\$18,561	4870-72142-114	DC4
Premier Onsite, One Year, RM Multi-tenant Enabled 500	\$11,625	\$11,393	\$11,508	4870-72200-114	DC4
Premier Onsite, One Year, RM Multi-tenant Enabled 1000	\$21,375	\$20,948	\$21,159	4870-72210-114	DC4
Premier Onsite, One Year, RM Multi-tenant Enabled 2500	\$50,625	\$49,613	\$50,114	4870-72220-114	DC4
Premier Onsite, One Year, RM Multi-tenant Enabled 5000	\$99,750	\$97,755	\$98,742	4870-72230-114	DC4
Premier Onsite, One Year, Res Mgr Ent Add 100 Dev MT	\$2,250	\$2,205	\$2,227	4870-72240-114	DC4
Premier Onsite, One Year, Res Mgr Ent Add 500 Dev MT Enable Lic	\$11,250	\$11,025	\$11,136	4870-72241-114	DC4
Premier Onsite, One Year, Resource Manager Enable 1000 Devices for Multi-Tenant Management for Enterprise	\$22,500	\$22,050	\$22,273	4870-72242-114	DC4
Premier Onsite, One Year, RME 500 Devices for Multi-Tenant Management for Enterprise. Enterprise use only.	\$1,875	\$1,838	\$1,856	4870-72300-114	DC4
Premier Onsite, One Year, Resource Manager Enable 1000 Devices for Multi-Tenant Management for Enterprise	\$3,750	\$3,675	\$3,712	4870-72310-114	DC4
Premier Onsite, One Year, Resource Manager Enable 100 Devices for Multi-Tenant Management for Enterprise. Enterprise use only.	\$375	\$375	\$379	4870-72311-114	DC4
Premier Onsite, One Year, Resource Manager Enable 2500 Devices for Multi-Tenant Management for Enterprise	\$9,375	\$9,188	\$9,280	4870-72320-114	DC4
Premier Onsite, One Year, Resource Manager Enable 5000 Devices for Multi-Tenant Management for Enterprise	\$18,750	\$18,375	\$18,561	4870-72330-114	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Services					
Polycom AdvancedAccess for Premier, One Year, Res Mgr Ent Add 100 Dev	\$1,500	\$1,470	\$1,485	4870-72140-513	DC4
Polycom AdvancedAccess for Premier, One Year, Res Mgr Ent Add 500 Devices	\$7,500	\$7,350	\$7,424	4870-72141-513	DC4
Polycom AdvancedAccess for Premier, One Year, Res Mgr Ent Add 1000 Dev	\$15,000	\$14,700	\$14,848	4870-72142-513	DC4
Polycom AdvancedAccess for Premier, One Year, RM Multi-tenant Enabled 500	\$9,300	\$9,114	\$9,206	4870-72200-513	DC4
Polycom AdvancedAccess for Premier, One Year, RM Multi-tenant Enabled 1000	\$17,100	\$16,758	\$16,927	4870-72210-513	DC4
Polycom AdvancedAccess for Premier, One Year, RM Multi-tenant Enabled 2500	\$40,500	\$39,690	\$40,091	4870-72220-513	DC4
Polycom AdvancedAccess for Premier, One Year, RM Multi-tenant Enabled 5000	\$79,800	\$78,204	\$78,994	4870-72230-513	DC4
Polycom AdvancedAccess for Premier, One Year, Res Mgr Ent Add 100 Dev MT	\$1,800	\$1,764	\$1,782	4870-72240-513	DC4
Polycom AdvancedAccess for Premier, One Year, Res Mgr Ent Add 500 Dev MT Enable Lic	\$9,000	\$8,820	\$8,909	4870-72241-513	DC4
Polycom AdvancedAccess for Premier, One Year, Resource Manager Enable 1000 Devices for Multi-Tenant Management for Enterprise	\$18,000	\$17,640	\$17,818	4870-72242-513	DC4
Polycom AdvancedAccess for Premier, One Year, RME 500 Devices for Multi-Tenant Management for Enterprise. Enterprise use only.	\$1,500	\$1,470	\$1,485	4870-72300-513	DC4
Polycom AdvancedAccess for Premier, One Year, Resource Manager Enable 1000 Devices for Multi-Tenant Management for Enterprise	\$3,000	\$2,940	\$2,970	4870-72310-513	DC4
Polycom AdvancedAccess for Premier, One Year, Resource Manager Enable 100 Devices for Multi-Tenant Management for Enterprise. Enterprise use only.	\$300	\$300	\$303	4870-72311-513	DC4
Polycom AdvancedAccess for Premier, One Year, Resource Manager Enable 2500 Devices for Multi-Tenant Management for Enterprise	\$7,500	\$7,350	\$7,424	4870-72320-513	DC4
Polycom AdvancedAccess for Premier, One Year, Resource Manager Enable 5000 Devices for Multi-Tenant Management for Enterprise	\$15,000	\$14,700	\$14,848	4870-72330-513	DC4
AdvancedAccess Premier Onsite Services					
Polycom AdvancedAccess for Premier Onsite, One Year, Res Mgr Ent Add 100 Dev	\$2,155	\$2,112	\$2,133	4870-72140-514	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, Res Mgr Ent Add 500 Devices	\$10,780	\$10,564	\$10,671	4870-72141-514	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, Res Mgr Ent Add 1000 Dev	\$21,565	\$21,134	\$21,347	4870-72142-514	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, RM Multi-tenant Enabled 500	\$13,370	\$13,103	\$13,235	4870-72200-514	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, RM Multi-tenant Enabled 1000	\$24,580	\$24,088	\$24,332	4870-72210-514	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, RM Multi-tenant Enabled 2500	\$58,220	\$57,056	\$57,632	4870-72220-514	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, RM Multi-tenant Enabled 5000	\$114,715	\$112,421	\$113,556	4870-72230-514	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, Res Mgr Ent Add 100 Dev MT	\$2,590	\$2,538	\$2,564	4870-72240-514	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, Res Mgr Ent Add 500 Dev MT Enable Lic	\$12,940	\$12,681	\$12,809	4870-72241-514	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, Resource Manager Enable 1000 Devices for Multi-Tenant Management for Enterprise	\$25,875	\$25,358	\$25,614	4870-72242-514	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, RME500 Devices for Multi-Tenant Management for Enterprise. Enterprise use only.	\$2,155	\$2,112	\$2,133	4870-72300-514	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, Resource Manager Enable 1000 Devices for Multi-Tenant Management for Enterprise	\$4,315	\$4,229	\$4,271	4870-72310-514	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, Resource Manager Enable 100 Devices for Multi-Tenant Management for Enterprise. Enterprise use only.	\$430	\$430	\$434	4870-72311-514	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, Resource Manager Enable 2500 Devices for Multi-Tenant Management for Enterprise	\$10,780	\$10,564	\$10,671	4870-72320-514	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, Resource Manager Enable 5000 Devices for Multi-Tenant Management for Enterprise	\$21,565	\$21,134	\$21,347	4870-72330-514	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite with 4 Hour Response					
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, Res Mgr Ent Add 100 Dev	\$3,645	\$3,572	\$3,608	4870-72140-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, Res Mgr Ent Add 500 Devices	\$18,220	\$17,856	\$18,036	4870-72141-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, Res Mgr Ent Add 1000 Dev	\$36,440	\$35,711	\$36,072	4870-72142-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, RM Multi-tenant Enabled 500	\$22,590	\$22,138	\$22,362	4870-72200-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, RM Multi-tenant Enabled 1000	\$41,540	\$40,709	\$41,120	4870-72210-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, RM Multi-tenant Enabled 2500	\$98,380	\$96,412	\$97,386	4870-72220-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, RM Multi-tenant Enabled 5000	\$193,850	\$189,973	\$191,892	4870-72230-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, Res Mgr Ent Add 100 Dev MT	\$4,375	\$4,288	\$4,331	4870-72240-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, Res Mgr Ent Add 500 Dev MT Enable Lic	\$21,865	\$21,428	\$21,644	4870-72241-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, Resource Manager Enable 1000 Devices for Multi-Tenant Management for Enterprise	\$43,725	\$42,851	\$43,283	4870-72242-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, RME500 Devices for Multi-Tenant Management for Enterprise. Enterprise use only.	\$3,645	\$3,572	\$3,608	4870-72300-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, Resource Manager Enable 1000 Devices for Multi-Tenant Management for Enterprise	\$7,290	\$7,144	\$7,216	4870-72310-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, Resource Manager Enable 100 Devices for Multi-Tenant Management for Enterprise. Enterprise use only.	\$730	\$730	\$737	4870-72311-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, Resource Manager Enable 2500 Devices for Multi-Tenant Management for Enterprise	\$18,220	\$17,856	\$18,036	4870-72320-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, Resource Manager Enable 5000 Devices for Multi-Tenant Management for Enterprise	\$36,440	\$35,711	\$36,072	4870-72330-515	DC4

Elite Add-On Services

Elite Premier, One Year, Res Mgr Ent Add 100 Dev	\$1,690	\$1,656	\$1,673	4872-72140-112	DC4
Elite Premier Onsite, One Year, Res Mgr Ent Add 100 Dev	\$2,345	\$2,298	\$2,321	4872-72140-114	DC4
Elite Premier Onsite 4 hr, One Year, Res Mgr Ent Add 100 Dev	\$3,750	\$3,675	\$3,712	4872-72140-914	DC4
Elite Premier, One Year, Res Mgr Ent Add 500 Devices	\$844	\$827	\$835	4872-72141-112	DC4
Elite Premier Onsite, One Year, Res Mgr Ent Add 500 Devices	\$11,720	\$11,486	\$11,602	4872-72141-114	DC4
Elite Premier Onsite 4 hr, One Year, Res Mgr Ent Add 500 Devices	\$18,750	\$18,375	\$18,561	4872-72141-914	DC4
Elite Premier, One Year, Res Mgr Ent Add 1000 Dev	\$16,875	\$16,538	\$16,705	4872-72142-112	DC4
Elite Premier Onsite, One Year, Res Mgr Ent Add 1000 Dev	\$23,440	\$22,971	\$23,203	4872-72142-114	DC4
Elite Premier Onsite 4 hr, One Year, Res Mgr Ent Add 1000 Dev	\$37,505	\$36,755	\$37,126	4872-72142-914	DC4
Elite Premier, One Year, RM Multi-tenant Enabled 500	\$10,465	\$10,256	\$10,359	4872-72200-112	DC4
Elite Premier Onsite, One Year, RM Multi-tenant Enabled 500	\$14,530	\$14,239	\$14,383	4872-72200-114	DC4
Elite Premier Onsite 4 hr, One Year, RM Multi-tenant Enabled 500	\$23,250	\$22,785	\$23,015	4872-72200-914	DC4
Elite Premier, One Year, RM Multi-tenant Enabled 1000	\$19,240	\$18,855	\$19,046	4872-72210-112	DC4
Elite Premier Onsite, One Year, RM Multi-tenant Enabled 1000	\$26,720	\$26,186	\$26,450	4872-72210-114	DC4
Elite Premier Onsite 4 hr, One Year, RM Multi-tenant Enabled 1000	\$42,750	\$41,895	\$42,318	4872-72210-914	DC4
Elite Premier, One Year, RM Multi-tenant Enabled 2500	\$45,565	\$44,654	\$45,105	4872-72220-112	DC4
Elite Premier Onsite, One Year, RM Multi-tenant Enabled 2500	\$63,280	\$62,014	\$62,641	4872-72220-114	DC4
Elite Premier Onsite 4 hr, One Year, RM Multi-tenant Enabled 2500	\$101,250	\$99,225	\$100,227	4872-72220-914	DC4
Elite Premier, One Year, RM Multi-tenant Enabled 5000	\$89,775	\$87,980	\$88,868	4872-72230-112	DC4
Elite Premier Onsite, One Year, RM Multi-tenant Enabled 5000	\$124,690	\$122,196	\$123,431	4872-72230-114	DC4
Elite Premier Onsite 4 hr, One Year, RM Multi-tenant Enabled 5000	\$199,505	\$195,515	\$197,490	4872-72230-914	DC4
Elite Premier, One Year, Res Mgr Ent Add 100 Dev MT	\$2,025	\$1,985	\$2,005	4872-72240-112	DC4
Elite Premier Onsite, One Year, Res Mgr Ent Add 100 Dev MT	\$2,815	\$2,759	\$2,787	4872-72240-114	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Elite Premier Onsite 4 hr, One Year, Res Mgr Ent Add 100 Dev MT	\$4,505	\$4,415	\$4,459	4872-72240-914	DC4
Elite Premier, One Year, Res Mgr Ent Add 500 Dev MT Enable Lic	\$10,125	\$9,923	\$10,023	4872-72241-112	DC4
Elite Premier Onsite, One Year, Res Mgr Ent Add 500 Dev MT Enable Lic	\$14,065	\$13,784	\$13,923	4872-72241-114	DC4
Elite Premier Onsite 4 hr, One Year, Res Mgr Ent Add 500 Dev MT Enable Lic	\$22,505	\$22,055	\$22,278	4872-72241-914	DC4
Elite Premier, One Year, Resource Manager Enable 1000 Devices for Multi-Tenant Management for Enterprise	\$20,250	\$19,845	\$20,045	4872-72242-112	DC4
Elite Premier Onsite, One Year, Resource Manager Enable 1000 Devices for Multi-Tenant Management for Enterprise	\$28,125	\$27,563	\$27,841	4872-72242-114	DC4
Elite Premier Onsite 4 hr, One Year, Resource Manager Enable 1000 Devices for Multi-Tenant Management for Enterprise	\$45,000	\$44,100	\$44,545	4872-72242-914	DC4
Elite Premier, One Year, RME 500 Devices for Multi-Tenant Management for Enterprise. Enterprise use only.	\$1,690	\$1,656	\$1,673	4872-72300-112	DC4
Elite Premier Onsite, One Year, 500 Devices for Multi-Tenant Management for Enterprise. Enterprise use only.	\$2,345	\$2,298	\$2,321	4872-72300-114	DC4
Elite Premier Onsite 4 hr, One Year, RME 500 Devices for Multi-Tenant Management for Enterprise. Enterprise use only.	\$3,750	\$3,675	\$3,712	4872-72300-914	DC4
Elite Premier, One Year, Resource Manager Enable 1000 Devices for Multi-Tenant Management for Enterprise	\$3,375	\$3,308	\$3,341	4872-72310-112	DC4
Elite Premier Onsite, One Year, Resource Manager Enable 1000 Devices for Multi-Tenant Management for Enterprise	\$4,690	\$4,596	\$4,643	4872-72310-114	DC4
Elite Premier Onsite 4 hr, One Year, Resource Manager Enable 1000 Devices for Multi-Tenant Management for Enterprise	\$7,505	\$7,355	\$7,429	4872-72310-914	DC4
Elite Premier, One Year, Resource Manager Enable 100 Devices for Multi-Tenant Management for Enterprise. Enterprise use only.	\$340	\$333	\$337	4872-72311-112	DC4
Elite Premier Onsite, One Year, Resource Manager Enable 100 Devices for Multi-Tenant Management for Enterprise. Enterprise use only.	\$470	\$461	\$465	4872-72311-114	DC4
Elite Premier Onsite 4 hr, One Year, Resource Manager Enable 100 Devices for Multi-Tenant Management for Enterprise. Enterprise use only.	\$750	\$735	\$742	4872-72311-914	DC4
Elite Premier, One Year, Resource Manager Enable 2500 Devices for Multi-Tenant Management for Enterprise	\$8,440	\$8,271	\$8,355	4872-72320-112	DC4
Elite Premier Onsite, One Year, Resource Manager Enable 2500 Devices for Multi-Tenant Management for Enterprise	\$11,720	\$11,486	\$11,602	4872-72320-114	DC4
Elite Premier Onsite 4 hr, One Year, Resource Manager Enable 2500 Devices for Multi-Tenant Management for Enterprise	\$18,750	\$18,375	\$18,561	4872-72320-914	DC4
Elite Premier, One Year, Resource Manager Enable 5000 Devices for Multi-Tenant Management for Enterprise	\$16,875	\$16,538	\$16,705	4872-72330-112	DC4
Elite Premier Onsite, One Year, Resource Manager Enable 5000 Devices for Multi-Tenant Management for Enterprise	\$23,440	\$22,971	\$23,203	4872-72330-114	DC4
Elite Premier Onsite 4 hr, One Year, Resource Manager Enable 5000 Devices for Multi-Tenant Management for Enterprise	\$37,505	\$36,755	\$37,126	4872-72330-914	DC4
Elite Premier, One Year, Resource Manager Application Server	\$1,015	\$995	\$1,005	4872-79000-112	DC4
Elite Premier Onsite, One Year, Resource Manager Application Server	\$1,405	\$1,377	\$1,391	4872-79000-114	DC4
Elite Premier Onsite 4 hr, One Year, Resource Mgr Enterprise 500	\$2,250	\$2,205	\$2,227	4872-79000-914	DC4

REALPRESENCE FIREWALL TRAVERSAL AND SECURITY

VBP Firewall Solution

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Power Cord: North America	\$9	\$8	\$8	1456-10445-001	DC6
BRICK, PWR, NAT/FIREWALL, 200E, VBP	\$0	\$0	\$0	1456-62564-001	DC99
Polycom Teleworker Solution bundle offering incl. VVX 1500 D dual stack business media phone for business-grade desktop video & VBP 200E network appliance(First year maintenance contract required).	\$1,999	\$1,699	\$1,716	2230-18064-025	DC14

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
VBP 200E - Firewall/ NAT traversal unit for small office/home office CC: 1,4,15,32,47,48, 53,78,79 (Maintenance Contract Required)	\$1,399	\$1,189	\$1,201	2583-62565-002	DC12
VBP 4555-E3 Firewall/ NAT traversal unit. 4 port 10/100 Ethernet switch, integrated T1 CSU/DSU WAN interface or 1x10/100 Ethernet WAN interface with capacity. Select power cord. (Maintenance Contract Required)	\$2,100	\$1,785	\$1,803	2583-73545-001	DC12
VBP 5300-E10 Firewall/ NAT traversal unit.This 5300LF2 based model includes 2x10/100/1000 Ethernet interfaces, 1x10/100/1000 Ethernet with capacity of 10meg. Select power cord. (Maintenance Contract Required)	\$7,500	\$6,375	\$6,439	2583-73553-005	DC12
VBP 5300-E25 Firewall/ NAT traversal unit. This 5300LF2 based model includes 2x10/100/1000 Ethernet interfaces, 1x10/100/1000 Ethernet with capacity of 25meg. Select power cord. (Maintenance Contract Required)	\$10,750	\$9,138	\$9,229	2583-73553-006	DC12
VBP 5300-ST10 Firewall/ NAT traversal unit.This 5300LF2 based model includes 2x10/100/1000 Ethernet interfaces, a 1x10/100/1000 Ethernet with capacity of 10meg. Select power cord. (Maintenance Contract Required)	\$12,950	\$11,008	\$11,118	2583-73553-007	DC12
VBP 5300-ST25 Firewall/ NAT traversal unit.This 5300LF2 based model includes 2x10/100/1000 Ethernet interfaces, a 1x10/1000 Ethernet with capacity of 25meg. Select power cord. (Maintenance Contract Required)	\$17,750	\$15,088	\$15,238	2583-73553-008	DC12
VBP Software Upgrade - 5300-E10 to 5300-E25 (Maintenance Contract Required)	\$3,750	\$3,188	\$3,219	5150-23505-001	DC12
VBP Software Upgrade - 5300-S10 to 5300-ST10 (Maintenance Contract Required)	\$2,950	\$2,508	\$2,533	5150-23542-001	DC12
VBP Software Upgrade - 5300-S25 to 5300-ST25 (Maintenance Contract Required)	\$5,350	\$4,548	\$4,593	5150-23543-001	DC12
VBP Software Upgrade - 5300-ST10 to 5300-ST25 (Maintenance Contract Required)	\$5,350	\$4,548	\$4,593	5150-23546-001	DC12
Software only upgrade for VBP 5300LF2-E25 to increase throughput to 50Mbps	\$11,213	\$9,531	\$9,627	5150-23547-001	DC12
Software only upgrade for VBP 5300LF2-E25 to increase throughput from 50 to 85Mbps	\$11,478	\$9,756	\$9,855	5150-23548-001	DC12
Software only upgrade for VBP 5300LF2-ST25 to increase throughput to 50Mbps	\$14,950	\$12,708	\$12,836	5150-23549-001	DC12
Software only upgrade for VBP 5300LF2-ST25 to increase throughput from 50 to 85Mbps	\$18,577	\$15,790	\$15,950	5150-23550-001	DC12
VBP Software Upgrade - 5300-E10 to 5300-ST10 (Maintenance Contract Required)	\$6,750	\$5,738	\$5,795	5150-23992-001	DC12
VBP Software Upgrade - 5300-E25 to 5300-ST25 (Maintenance Contract Required)	\$8,750	\$7,438	\$7,512	5150-23993-001	DC12
VBP 6400-E85 Software upgrade to 200 Mbps License	\$19,000	\$16,150	\$16,312	5150-73564-001	DC12
VBP 6400-ST85 Software upgrade to 200 Mbps License	\$32,000	\$27,200	\$27,475	5150-73564-002	DC12

Service - VBP 4000 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Polycom Branded Services

Implementation Services

Implementation Service for VBP 4300 Series (See published Service Description for complete scope)	\$2,095	\$2,053	\$2,074	4870-00116-007	DC4
Implementation, VBP 4555-E3 Firewall/ NAT traversal unit	\$2,095	\$2,053	\$2,074	4870-01007-007	DC4

Premier Services

Premier, One Year, VBP 4300 Series	\$245	\$240	\$243	4870-00116-106	DC4
Premier, Three Year, VBP 4300 Series	\$620	\$608	\$614	4870-00116-306	DC4
Premier, One Year, VBP 4555-E3 Firewall/ NAT traversal unit	\$245	\$240	\$243	4870-01007-112	DC4
Premier, Three Year, VBP 4555-E3 Firewall/ NAT traversal unit	\$625	\$613	\$619	4870-01007-312	DC4

Premier Onsite Services

Premier Onsite, One Year, VBP 4300 Series	\$370	\$363	\$366	4870-00116-108	DC4
Premier Onsite, Three Year, VBP 4300 Series	\$940	\$921	\$930	4870-00116-308	DC4
Premier Onsite, One Year, VBP 4555-E3 Firewall/ NAT traversal unit	\$370	\$363	\$366	4870-01007-114	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier Onsite, Three Year, VBP 4555-E3 Firewall/ NAT traversal unit	\$945	\$926	\$935	4870-01007-314	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, VBP 4300 Series (Requires all systems to be covered by AdvancedAccess)	\$295	\$289	\$292	4870-00116-513	DC4
AdvancedAccess Premier, Three Year, VBP 4300 Series (Requires all systems to be covered by AdvancedAccess)	\$750	\$735	\$742	4870-00116-533	DC4
AdvancedAccess Premier, One Year, VBP 4555-E3 Firewall/ NAT traversal unit	\$295	\$289	\$292	4870-01007-513	DC4
AdvancedAccess Premier, Three Year, VBP 4555-E3 Firewall/ NAT traversal unit	\$750	\$735	\$742	4870-01007-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, VBP 4300 Series (Requires all systems to be covered by AdvancedAccess)	\$425	\$417	\$421	4870-00116-514	DC4
AdvancedAccess Premier Onsite, Three Year, VBP 4300 Series (Requires all systems to be covered by AdvancedAccess)	\$1,085	\$1,063	\$1,074	4870-00116-534	DC4
AdvancedAccess Premier Onsite, One Year, VBP 4555-E3 Firewall/ NAT traversal unit	\$425	\$417	\$421	4870-01007-514	DC4
AdvancedAccess Premier Onsite, Three Year, VBP 4555-E3 Firewall/ NAT traversal unit	\$1,085	\$1,063	\$1,074	4870-01007-534	DC4

AdvancedAccess Premier Onsite with 4 Hour Response

AdvancedAccess Premier Onsite 4 hour, One Year, VBP 4300 Series (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$715	\$701	\$708	4870-00116-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, VBP 4300 Series (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$1,825	\$1,789	\$1,806	4870-00116-535	DC4
AdvancedAccess Premier Onsite 4 hours, One Year, VBP 4555-E3 Firewall/ NAT traversal unit	\$715	\$701	\$708	4870-01007-515	DC4
AdvancedAccess Premier Onsite 4 hours, Three Year, VBP 4555-E3 Firewall/ NAT traversal unit	\$1,825	\$1,789	\$1,806	4870-01007-535	DC4

Service - VBP 5300 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Service

Implementation Services

Implementation Service for VBP 5300 Series (See published Service Description for complete scope)	\$3,095	\$3,033	\$3,063	4870-00117-007	DC4
---	---------	---------	---------	----------------	-----

Premier Services

Premier, One Year, VBP 5300-E10	\$890	\$872	\$881	4870-00117-106	DC4
Premier, Three Year, VBP 5300-E10	\$2,270	\$2,225	\$2,247	4870-00117-306	DC4
Premier, One Year, VBP 5300-E25	\$1,545	\$1,514	\$1,529	4870-00118-106	DC4
Premier, Three Year, VBP 5300-E25	\$3,940	\$3,861	\$3,900	4870-00118-306	DC4
Premier, One Year, VBP 5300-S10	\$1,265	\$1,240	\$1,252	4870-00119-106	DC4
Premier, Three Year, VBP 5300-S10	\$3,230	\$3,165	\$3,197	4870-00119-306	DC4
Premier, One Year, V2IU 5300-S25	\$1,545	\$1,514	\$1,529	4870-00120-106	DC4
Premier, Three Year, V2IU 5300-S25	\$3,940	\$3,861	\$3,900	4870-00120-306	DC4
Premier, One Year, VBP 5300-ST10	\$1,545	\$1,514	\$1,529	4870-00250-106	DC4
Premier, Three Year, VBP 5300-ST10	\$3,940	\$3,861	\$3,900	4870-00250-306	DC4
Premier, One Year, VBP 5300-ST25	\$2,100	\$2,058	\$2,079	4870-00251-106	DC4
Premier, Three Year, VBP 5300-ST25	\$5,360	\$5,253	\$5,305	4870-00251-306	DC4
Premier, One Year, VBP Software Upgrade - 5300-E10 to 5300-E25	\$450	\$441	\$445	4870-00940-106	DC4
Premier, Three Year, VBP Software Upgrade - 5300-E10 to 5300-E25	\$1,150	\$1,127	\$1,138	4870-00940-306	DC4
Premier, One Year, VBP Software Upgrade - 5300-S10 to 5300-S25	\$450	\$441	\$445	4870-00942-106	DC4

Polycom, Inc.
State of Utah Contract Pricelist

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier, Three Year, VBP Software Upgrade - 5300-S10 to 5300-S25	\$1,150	\$1,127	\$1,138	4870-00942-306	DC4
Premier, One Year, VBP Software Upgrade - 5300-S10 to 5300-ST10	\$350	\$343	\$346	4870-00944-106	DC4
Premier, Three Year, VBP Software Upgrade - 5300-S10 to 5300-ST10	\$890	\$872	\$881	4870-00944-306	DC4
Premier, One Year, VBP Software Upgrade - 5300-S25 to 5300-ST25	\$650	\$637	\$643	4870-00946-106	DC4
Premier, Three Year, VBP Software Upgrade - 5300-S25 to 5300-ST25	\$1,660	\$1,627	\$1,643	4870-00946-306	DC4
Premier, One Year, VBP Software Upgrade - 5300-ST10 to 5300-ST25	\$650	\$637	\$643	4870-00948-106	DC4
Premier, Three Year, VBP Software Upgrade - 5300-ST10 to 5300-ST25	\$1,660	\$1,627	\$1,643	4870-00948-306	DC4
Premier, One Year, VBP Software Upgrade - 5300-E10 to 5300-ST10	\$900	\$882	\$891	4870-00950-106	DC4
Premier, Three Year, VBP Software Upgrade - 5300-E10 to 5300-ST10	\$2,300	\$2,254	\$2,277	4870-00950-306	DC4
Premier, One Year, VBP Software Upgrade - 5300-E25 to 5300-ST25	\$1,150	\$1,127	\$1,138	4870-00952-106	DC4
Premier, Three Year, VBP Software Upgrade - 5300-E25 to 5300-ST25	\$2,930	\$2,871	\$2,900	4870-00952-306	DC4
Premier, One Year, Software only upgrade for VBP 5300LF2-E25 to increase throughput to 50Mbps	\$1,350	\$1,323	\$1,336	4870-01064-112	DC4
Premier, Three Year, Software only upgrade for VBP 5300LF2-E25 to increase throughput to 50Mbps	\$3,445	\$3,376	\$3,410	4870-01064-312	DC4
Premier, One Year, Software only upgrade for VBP 5300LF2-E25 to increase throughput from 50 to 85MPbs	\$1,380	\$1,352	\$1,366	4870-01065-112	DC4
Premier, Three Year, Software only upgrade for VBP 5300LF2-E25 to increase throughput from 50 to 85MPbs	\$3,520	\$3,450	\$3,484	4870-01065-312	DC4
Premier, One Year, Software only upgrade for VBP 5300LF2-ST25 to increase throughput to 50Mbps	\$1,800	\$1,764	\$1,782	4870-01066-112	DC4
Premier, Three Year, Software only upgrade for VBP 5300LF2-ST25 to increase throughput to 50Mbps	\$4,590	\$4,498	\$4,544	4870-01066-312	DC4
Premier, One Year, Software only upgrade for VBP 5300LF2-ST25 to increase throughput from 50 to 85Mbps	\$2,230	\$2,185	\$2,207	4870-01067-112	DC4
Premier, Three Year, Software only upgrade for VBP 5300LF2-ST25 to increase throughput from 50 to 85Mbps	\$5,685	\$5,571	\$5,628	4870-01067-312	DC4

Premier Onsite Services					
--------------------------------	--	--	--	--	--

Premier Onsite, One Year, VBP 5300-E10	\$1,335	\$1,308	\$1,321	4870-00117-108	DC4
Premier Onsite, Three Year, VBP 5300-E10	\$3,400	\$3,332	\$3,365	4870-00117-308	DC4
Premier Onsite, One Year, VBP 5300-E25	\$2,320	\$2,274	\$2,296	4870-00118-108	DC4
Premier Onsite, Three Year, VBP 5300-E25	\$5,920	\$5,802	\$5,860	4870-00118-308	DC4
Premier Onsite, One Year, VBP 5300-S10	\$1,900	\$1,862	\$1,881	4870-00119-108	DC4
Premier Onsite, Three Year, VBP 5300-S10	\$4,850	\$4,753	\$4,801	4870-00119-308	DC4
Premier Onsite, One Year, V2IU 5300-S25	\$2,320	\$2,274	\$2,296	4870-00120-108	DC4
Premier Onsite, Three Year, V2IU 5300-S25	\$5,920	\$5,802	\$5,860	4870-00120-308	DC4
Premier Onsite, One Year, VBP 5300-ST10	\$2,320	\$2,274	\$2,296	4870-00250-108	DC4
Premier Onsite, Three Year, VBP 5300-ST10	\$5,920	\$5,802	\$5,860	4870-00250-308	DC4
Premier Onsite, One Year, VBP 5300-ST25	\$3,150	\$3,087	\$3,118	4870-00251-108	DC4
Premier Onsite, Three Year, VBP 5300-ST25	\$8,030	\$7,869	\$7,948	4870-00251-308	DC4
Premier Onsite, One Year, VBP Software Upgrade - 5300-E10 to 5300-E25	\$680	\$666	\$673	4870-00940-108	DC4
Premier Onsite, Three Year, VBP Software Upgrade - 5300-E10 to 5300-E25	\$1,730	\$1,695	\$1,712	4870-00940-308	DC4
Premier Onsite, One Year, VBP Software Upgrade - 5300-S10 to 5300-S25	\$680	\$666	\$673	4870-00942-108	DC4
Premier Onsite, Three Year, VBP Software Upgrade - 5300-S10 to 5300-S25	\$1,730	\$1,695	\$1,712	4870-00942-308	DC4
Premier Onsite, One Year, VBP Software Upgrade - 5300-S10 to 5300-ST10	\$530	\$519	\$525	4870-00944-108	DC4
Premier Onsite, Three Year, VBP Software Upgrade - 5300-S10 to 5300-ST10	\$1,350	\$1,323	\$1,336	4870-00944-308	DC4
Premier Onsite, One Year, VBP Software Upgrade - 5300-S25 to 5300-ST25	\$980	\$960	\$970	4870-00946-108	DC4
Premier Onsite, Three Year, VBP Software Upgrade - 5300-S25 to 5300-ST25	\$2,500	\$2,450	\$2,475	4870-00946-308	DC4
Premier Onsite, One Year, VBP Software Upgrade - 5300-ST10 to 5300-ST25	\$980	\$960	\$970	4870-00948-108	DC4
Premier Onsite, Three Year, VBP Software Upgrade - 5300-ST10 to 5300-ST25	\$2,500	\$2,450	\$2,475	4870-00948-308	DC4
Premier Onsite, One Year, VBP Software Upgrade - 5300-E10 to 5300-ST10	\$1,350	\$1,323	\$1,336	4870-00950-108	DC4
Premier Onsite, Three Year, VBP Software Upgrade - 5300-E10 to 5300-ST10	\$3,440	\$3,371	\$3,405	4870-00950-308	DC4

Polycom, Inc.
State of Utah Contract Pricelist

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier Onsite, One Year, VBP Software Upgrade - 5300-E25 to 5300-ST25	\$1,730	\$1,695	\$1,712	4870-00952-108	DC4
Premier Onsite, Three Year, VBP Software Upgrade - 5300-E25 to 5300-ST25	\$4,410	\$4,322	\$4,365	4870-00952-308	DC4
Premier Onsite, One Year, Software only upgrade for VBP 5300LF2-E25 to increase throughput to 50Mbps	\$2,025	\$1,985	\$2,005	4870-01064-114	DC4
Premier Onsite, Three Year, Software only upgrade for VBP 5300LF2-E25 to increase throughput to 50Mbps	\$5,165	\$5,062	\$5,113	4870-01064-314	DC4
Premier Onsite, One Year, Software only upgrade for VBP 5300LF2-E25 to increase throughput from 50 to 85MPbs	\$2,070	\$2,029	\$2,049	4870-01065-114	DC4
Premier Onsite, Three Year, Software only upgrade for VBP 5300LF2-E25 to increase throughput from 50 to 85MPbs	\$5,280	\$5,174	\$5,227	4870-01065-314	DC4
Premier Onsite, One Year, Software only upgrade for VBP 5300LF2-ST25 to increase throughput to 50Mbps	\$2,700	\$2,646	\$2,673	4870-01066-114	DC4
Premier Onsite, Three Year, Software only upgrade for VBP 5300LF2-ST25 to increase throughput to 50Mbps	\$6,885	\$6,747	\$6,815	4870-01066-314	DC4
Premier Onsite, One Year, Software only upgrade for VBP 5300LF2-ST25 to increase throughput from 50 to 85Mbps	\$3,345	\$3,278	\$3,311	4870-01067-114	DC4
Premier Onsite, Three Year, Software only upgrade for VBP 5300LF2-ST25 to increase throughput from 50 to 85Mbps	\$8,530	\$8,359	\$8,444	4870-01067-314	DC4

AdvancedAccess Premier Services

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier, One Year, VBP 5300-E10 (Requires all systems to be covered by AdvancedAccess)	\$1,070	\$1,049	\$1,059	4870-00117-513	DC4
AdvancedAccess Premier, Three Year, VBP 5300-E10 (Requires all systems to be covered by AdvancedAccess)	\$2,730	\$2,675	\$2,702	4870-00117-533	DC4
AdvancedAccess Premier, One Year, VBP 5300-E25 (Requires all systems to be covered by AdvancedAccess)	\$1,855	\$1,818	\$1,836	4870-00118-513	DC4
AdvancedAccess Premier, Three Year, VBP 5300-E25 (Requires all systems to be covered by AdvancedAccess)	\$4,730	\$4,635	\$4,682	4870-00118-533	DC4
AdvancedAccess Premier, One Year, VBP 5300-S10 (Requires all systems to be covered by AdvancedAccess)	\$1,520	\$1,490	\$1,504	4870-00119-513	DC4
AdvancedAccess Premier, Three Year, VBP 5300-S10 (Requires all systems to be covered by AdvancedAccess)	\$3,875	\$3,798	\$3,835	4870-00119-533	DC4
AdvancedAccess Premier, One Year, VBP 5300-S25 (Requires all systems to be covered by AdvancedAccess)	\$1,855	\$1,818	\$1,836	4870-00120-513	DC4
AdvancedAccess Premier, Three Year, VBP 5300-S25 (Requires all systems to be covered by AdvancedAccess)	\$4,730	\$4,635	\$4,682	4870-00120-533	DC4
AdvancedAccess Premier, One Year, VBP 5300-ST10 (Requires all systems to be covered by AdvancedAccess)	\$1,855	\$1,818	\$1,836	4870-00250-513	DC4
AdvancedAccess Premier, Three Year, VBP 5300-ST10 (Requires all systems to be covered by AdvancedAccess)	\$4,730	\$4,635	\$4,682	4870-00250-533	DC4
AdvancedAccess Premier, One Year, VBP 5300-ST25 (Requires all systems to be covered by AdvancedAccess)	\$2,520	\$2,470	\$2,494	4870-00251-513	DC4
AdvancedAccess Premier, Three Year, VBP 5300-ST25 (Requires all systems to be covered by AdvancedAccess)	\$6,425	\$6,297	\$6,359	4870-00251-533	DC4
AdvancedAccess Premier, One Year, VBP Software Upgrade; 5300-E10 to 5300-E25	\$540	\$529	\$535	4870-00940-513	DC4
AdvancedAccess Premier, Three Year, VBP Software Upgrade; 5300-E10 to 5300-E25	\$1,460	\$1,431	\$1,445	4870-00940-533	DC4
Polycom AdvancedAccess for Premier, One Year, VBP Upgrade - 5300-ST10 to 5300-ST25	\$780	\$764	\$772	4870-00948-513	DC4
Polycom AdvancedAccess for Premier, Three Year, VBP Upgrade - 5300-ST10 to 5300-ST25	\$1,990	\$1,950	\$1,970	4870-00948-533	DC4
AdvancedAccess Premier, One Year, VBP Software Upgrade; 5300-E10 to 5300-ST10	\$1,080	\$1,058	\$1,069	4870-00950-513	DC4
AdvancedAccess Premier, Three Year, VBP Software Upgrade; 5300-E10 to 5300-ST10	\$2,915	\$2,857	\$2,886	4870-00950-533	DC4
Polycom AdvancedAccess for Premier, One Year, Software only upgrade for VBP 5300LF2-E25 to increase throughput to 50Mbps	\$1,620	\$1,588	\$1,604	4870-01064-513	DC4
Polycom AdvancedAccess for Premier, Three Year, Software only upgrade for VBP 5300LF2-E25 to increase throughput to 50Mbps	\$4,130	\$4,047	\$4,088	4870-01064-533	DC4
Polycom AdvancedAccess for Premier, One Year, Software only upgrade for VBP 5300LF2-E25 to increase throughput from 50 to 85MPbs	\$1,655	\$1,622	\$1,638	4870-01065-513	DC4
Polycom AdvancedAccess for Premier, Three Year, Software only upgrade for VBP 5300LF2-E25 to increase throughput from 50 to 85MPbs	\$4,220	\$4,136	\$4,177	4870-01065-533	DC4
Polycom AdvancedAccess for Premier, One Year, Software only upgrade for VBP 5300LF2-ST25 to increase throughput to 50Mbps	\$2,160	\$2,117	\$2,138	4870-01066-513	DC4
Polycom AdvancedAccess for Premier, Three Year, Software only upgrade for VBP 5300LF2-ST25 to increase throughput to 50Mbps	\$5,510	\$5,400	\$5,454	4870-01066-533	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Polycom AdvancedAccess for Premier, One Year, Software only upgrade for VBP 5300LF2-ST25 to increase throughput from 50 to 85Mbps	\$2,675	\$2,622	\$2,648	4870-01067-513	DC4
Polycom AdvancedAccess for Premier, Three Year, Software only upgrade for VBP 5300LF2-ST25 to increase throughput from 50 to 85Mbps	\$6,820	\$6,684	\$6,751	4870-01067-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, VBP 5300-E10 (Requires all systems to be covered by AdvancedAccess)	\$1,535	\$1,504	\$1,519	4870-00117-514	DC4
AdvancedAccess Premier Onsite, Three Year, VBP 5300-E10 (Requires all systems to be covered by AdvancedAccess)	\$3,915	\$3,837	\$3,875	4870-00117-534	DC4
AdvancedAccess Premier Onsite, One Year, VBP 5300-E25 (Requires all systems to be covered by AdvancedAccess)	\$2,665	\$2,612	\$2,638	4870-00118-514	DC4
AdvancedAccess Premier Onsite, Three Year, VBP 5300-E25 (Requires all systems to be covered by AdvancedAccess)	\$6,795	\$6,659	\$6,726	4870-00118-534	DC4
AdvancedAccess Premier Onsite, One Year, VBP 5300-S10 (Requires all systems to be covered by AdvancedAccess)	\$2,180	\$2,136	\$2,158	4870-00119-514	DC4
AdvancedAccess Premier Onsite, Three Year, VBP 5300-S10 (Requires all systems to be covered by AdvancedAccess)	\$5,560	\$5,449	\$5,503	4870-00119-534	DC4
AdvancedAccess Premier Onsite, One Year, VBP 5300-S25 (Requires all systems to be covered by AdvancedAccess)	\$2,665	\$2,612	\$2,638	4870-00120-514	DC4
AdvancedAccess Premier Onsite, Three Year, VBP 5300-S25 (Requires all systems to be covered by AdvancedAccess)	\$6,795	\$6,659	\$6,726	4870-00120-534	DC4
AdvancedAccess Premier Onsite, One Year, VBP 5300-ST10 (Requires all systems to be covered by AdvancedAccess)	\$2,665	\$2,612	\$2,638	4870-00250-514	DC4
AdvancedAccess Premier Onsite, Three Year, VBP 5300-ST10 (Requires all systems to be covered by AdvancedAccess)	\$6,795	\$6,659	\$6,726	4870-00250-534	DC4
AdvancedAccess Premier Onsite, One Year, VBP 5300-ST25 (Requires all systems to be covered by AdvancedAccess)	\$3,620	\$3,548	\$3,583	4870-00251-514	DC4
AdvancedAccess Premier Onsite, Three Year, VBP 5300-ST25 (Requires all systems to be covered by AdvancedAccess)	\$9,230	\$9,045	\$9,136	4870-00251-534	DC4
AdvancedAccess Premier Onsite, One Year, VBP Software Upgrade - 5300-E10 to 5300-ST10	\$1,555	\$1,524	\$1,539	4870-00950-514	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, Software only upgrade for VBP 5300LF2-E25 to increase throughput to 50Mbps	\$2,330	\$2,283	\$2,306	4870-01064-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, Software only upgrade for VBP 5300LF2-E25 to increase throughput to 50Mbps	\$5,940	\$5,821	\$5,880	4870-01064-534	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, Software only upgrade for VBP 5300LF2-E25 to increase throughput from 50 to 85MPbs	\$2,380	\$2,332	\$2,356	4870-01065-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, Software only upgrade for VBP 5300LF2-E25 to increase throughput from 50 to 85MPbs	\$6,070	\$5,949	\$6,009	4870-01065-534	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, Software only upgrade for VBP 5300LF2-ST25 to increase throughput to 50Mbps	\$3,105	\$3,043	\$3,074	4870-01066-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, Software only upgrade for VBP 5300LF2-ST25 to increase throughput to 50Mbps	\$7,920	\$7,762	\$7,840	4870-01066-534	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, Software only upgrade for VBP 5300LF2-ST25 to increase throughput from 50 to 85Mbps	\$3,845	\$3,768	\$3,806	4870-01067-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, Software only upgrade for VBP 5300LF2-ST25 to increase throughput from 50 to 85Mbps	\$9,805	\$9,609	\$9,706	4870-01067-534	DC4

AdvancedAccess Premier Onsite with 4 Hour Response

AdvancedAccess Premier Onsite 4 hour, One Year, VBP 5300-E10 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$2,595	\$2,543	\$2,569	4870-00117-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, VBP 5300-E10 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$6,615	\$6,483	\$6,548	4870-00117-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, VBP 5300-E25 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$4,505	\$4,415	\$4,459	4870-00118-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, VBP 5300-E25 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$11,490	\$11,260	\$11,373	4870-00118-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, VBP 5300-S10 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$3,685	\$3,611	\$3,647	4870-00119-515	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite 4 hour, Three Year, VBP 5300-S10 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$9,395	\$9,207	\$9,299	4870-00119-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, VBP 5300-S25 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$4,505	\$4,415	\$4,459	4870-00120-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, VBP 5300-S25 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$11,490	\$11,260	\$11,373	4870-00120-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, VBP 5300-ST10 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$4,505	\$4,415	\$4,459	4870-00250-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, VBP 5300-ST10 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$11,490	\$11,260	\$11,373	4870-00250-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, VBP 5300-ST25 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$6,120	\$5,998	\$6,058	4870-00251-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, VBP 5300-ST25 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$15,605	\$15,293	\$15,446	4870-00251-535	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, Software only upgrade for VBP 5300LF2-E25 to increase throughput to 50Mbps	\$3,935	\$3,856	\$3,895	4870-01064-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, Software only upgrade for VBP 5300LF2-E25 to increase throughput to 50Mbps	\$10,035	\$9,834	\$9,934	4870-01064-535	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, Software only upgrade for VBP 5300LF2-E25 to increase throughput from 50 to 85MPbs	\$4,025	\$3,945	\$3,984	4870-01065-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, Software only upgrade for VBP 5300LF2-E25 to increase throughput from 50 to 85MPbs	\$10,265	\$10,060	\$10,161	4870-01065-535	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, Software only upgrade for VBP 5300LF2-ST25 to increase throughput to 50Mbps	\$5,245	\$5,140	\$5,192	4870-01066-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, Software only upgrade for VBP 5300LF2-ST25 to increase throughput to 50Mbps	\$13,375	\$13,108	\$13,240	4870-01066-535	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, Software only upgrade for VBP 5300LF2-ST25 to increase throughput from 50 to 85Mbps	\$6,500	\$6,370	\$6,434	4870-01067-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, Software only upgrade for VBP 5300LF2-ST25 to increase throughput from 50 to 85Mbps	\$16,575	\$16,244	\$16,408	4870-01067-535	DC4

Service - VBP 6400 Series					
----------------------------------	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Service					
--------------------------------	--	--	--	--	--

Implementation Services					
--------------------------------	--	--	--	--	--

Implementation Service for VBP 6400 Series (See published Service Description for complete scope)	\$6,175	\$6,052	\$6,112	4870-00121-007	DC4
---	---------	---------	---------	----------------	-----

Premier Services					
-------------------------	--	--	--	--	--

Premier, One Year, VBP 6400-E85	\$5,290	\$5,184	\$5,236	4870-00121-106	DC4
Premier, Three Year, VBP 6400-E85	\$13,490	\$13,220	\$13,352	4870-00121-306	DC4
Premier, One Year, VBP 6400-S85	\$6,500	\$6,370	\$6,434	4870-00122-106	DC4
Premier, Three Year, VBP 6400-S85	\$16,580	\$16,248	\$16,411	4870-00122-306	DC4
Premier, One Year, V2IU 6400-ST85	\$8,035	\$7,874	\$7,953	4870-00252-106	DC4
Premier, Three Year, V2IU 6400-ST85	\$20,490	\$20,080	\$20,281	4870-00252-306	DC4
Premier, One Year, VBP 6400LF-E25	\$4,275	\$4,190	\$4,231	4870-00410-106	DC4
Premier, Three Year, VBP 6400LF-E25	\$10,900	\$10,682	\$10,789	4870-00410-306	DC4
Premier, One Year, VBP Software Upgrade - 6400-S85 to 6400-ST85	\$1,950	\$1,911	\$1,930	4870-00954-106	DC4
Premier, Three Year, VBP Software Upgrade - 6400-S85 to 6400-ST85	\$4,970	\$4,871	\$4,919	4870-00954-306	DC4

Polycom, Inc.
State of Utah Contract Pricelist

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier, One Year, VBP Software Upgrade - 6400-E85 to 6400-ST85	\$3,500	\$3,430	\$3,464	4870-00956-106	DC4
Premier, Three Year, VBP Software Upgrade - 6400-E85 to 6400-ST85	\$8,930	\$8,751	\$8,839	4870-00956-306	DC4
Premier, One Year, VBP 6400 E85 200MB Software Upgrade	\$2,250	\$2,205	\$2,227	4870-00958-106	DC4
Premier, Three Year, VBP 6400 E85 200MB Software Upgrade	\$5,740	\$5,625	\$5,681	4870-00958-306	DC4
Premier, One Year, VBP 6400 ST85 200MB Software Upgrade	\$3,850	\$3,773	\$3,811	4870-00960-106	DC4
Premier, Three Year, VBP 6400 ST85 200MB Software Upgrade	\$9,820	\$9,624	\$9,720	4870-00960-306	DC4

Premier Onsite Services					
--------------------------------	--	--	--	--	--

Premier Onsite, One Year, VBP 6400-E85	\$7,935	\$7,776	\$7,854	4870-00121-108	DC4
Premier Onsite, Three Year, VBP 6400-E85	\$20,230	\$19,825	\$20,024	4870-00121-308	DC4
Premier Onsite, One Year, VBP 6400-S85	\$9,755	\$9,560	\$9,655	4870-00122-108	DC4
Premier Onsite, Three Year, VBP 6400-S85	\$24,880	\$24,382	\$24,626	4870-00122-308	DC4
Premier Onsite, One Year, V2IU 6400-ST85	\$12,050	\$11,809	\$11,927	4870-00252-108	DC4
Premier Onsite, Three Year, V2IU 6400-ST85	\$30,730	\$30,115	\$30,417	4870-00252-308	DC4
Premier Onsite, One Year, VBP 6400LF-E25	\$6,440	\$6,311	\$6,374	4870-00410-108	DC4
Premier Onsite, Three Year, VBP 6400LF-E25	\$16,420	\$16,092	\$16,253	4870-00410-308	DC4
Premier Onsite, One Year, VBP Software Upgrade - 6400-S85 to 6400-ST85	\$2,930	\$2,871	\$2,900	4870-00954-108	DC4
Premier Onsite, Three Year, VBP Software Upgrade - 6400-S85 to 6400-ST85	\$7,470	\$7,321	\$7,394	4870-00954-308	DC4
Premier Onsite, One Year, VBP Software Upgrade - 6400-E85 to 6400-ST85	\$5,250	\$5,145	\$5,196	4870-00956-108	DC4
Premier Onsite, Three Year, VBP Software Upgrade - 6400-E85 to 6400-ST85	\$13,390	\$13,122	\$13,253	4870-00956-308	DC4
Premier Onsite, One Year, VBP 6400 E85 200MB Software Upgrade	\$3,380	\$3,312	\$3,346	4870-00958-108	DC4
Premier Onsite, Three Year, VBP 6400 E85 200MB Software Upgrade	\$8,620	\$8,448	\$8,532	4870-00958-308	DC4
Premier Onsite, One Year, VBP 6400 ST85 200MB Software Upgrade	\$5,780	\$5,664	\$5,721	4870-00960-108	DC4
Premier Onsite, Three Year, VBP 6400 ST85 200MB Software Upgrade	\$14,740	\$14,445	\$14,590	4870-00960-308	DC4

AdvancedAccess Premier Services					
--	--	--	--	--	--

AdvancedAccess Premier, One Year, VBP 6400-E85 (Requires all systems to be covered by AdvancedAccess)	\$6,350	\$6,223	\$6,285	4870-00121-513	DC4
AdvancedAccess Premier, Three Year, VBP 6400-E85 (Requires all systems to be covered by AdvancedAccess)	\$16,195	\$15,871	\$16,030	4870-00121-533	DC4
AdvancedAccess Premier, One Year, VBP 6400-S85 (Requires all systems to be covered by AdvancedAccess)	\$7,800	\$7,644	\$7,720	4870-00122-513	DC4
AdvancedAccess Premier, Three Year, VBP 6400-S85 (Requires all systems to be covered by AdvancedAccess)	\$19,890	\$19,492	\$19,687	4870-00122-533	DC4
AdvancedAccess Premier, One Year, VBP 6400-ST85 (Requires all systems to be covered by AdvancedAccess)	\$9,640	\$9,447	\$9,542	4870-00252-513	DC4
AdvancedAccess Premier, Three Year, VBP 6400-ST85 (Requires all systems to be covered by AdvancedAccess)	\$24,580	\$24,088	\$24,329	4870-00252-533	DC4
AdvancedAccess Premier, One Year, VBP 6400LF-E25 (Requires all systems to be covered by AdvancedAccess)	\$5,130	\$5,027	\$5,078	4870-00410-513	DC4
AdvancedAccess Premier, Three Year, VBP 6400LF-E25 (Requires all systems to be covered by AdvancedAccess)	\$13,080	\$12,818	\$12,947	4870-00410-533	DC4

AdvancedAccess Premier Onsite Services					
---	--	--	--	--	--

AdvancedAccess Premier Onsite, One Year, VBP 6400-E85 (Requires all systems to be covered by AdvancedAccess)	\$9,125	\$8,943	\$9,032	4870-00121-514	DC4
AdvancedAccess Premier Onsite, Three Year, VBP 6400-E85 (Requires all systems to be covered by AdvancedAccess)	\$23,270	\$22,805	\$23,033	4870-00121-534	DC4
AdvancedAccess Premier Onsite, One Year, VBP 6400-S85 (Requires all systems to be covered by AdvancedAccess)	\$11,215	\$10,991	\$11,101	4870-00122-514	DC4
AdvancedAccess Premier Onsite, Three Year, VBP 6400-S85 (Requires all systems to be covered by AdvancedAccess)	\$28,600	\$28,028	\$28,308	4870-00122-534	DC4
AdvancedAccess Premier Onsite, One Year, VBP 6400-ST85 (Requires all systems to be covered by AdvancedAccess)	\$13,860	\$13,583	\$13,719	4870-00252-514	DC4
AdvancedAccess Premier Onsite, Three Year, VBP 6400-ST85 (Requires all systems to be covered by AdvancedAccess)	\$35,345	\$34,638	\$34,984	4870-00252-534	DC4
AdvancedAccess Premier Onsite, One Year, VBP 6400LF-E25 (Requires all systems to be covered by AdvancedAccess)	\$7,375	\$7,228	\$7,300	4870-00410-514	DC4
AdvancedAccess Premier Onsite, Three Year, VBP 6400LF-E25 (Requires all systems to be covered by AdvancedAccess)	\$18,805	\$18,429	\$18,613	4870-00410-534	DC4

AdvancedAccess Premier Onsite with 4 Hour Response					
---	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite 4 hour, One Year, VBP 6400-E85 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$15,420	\$15,112	\$15,263	4870-00121-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, VBP 6400-E85 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$39,320	\$38,534	\$38,919	4870-00121-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, VBP 6400-S85 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$18,950	\$18,571	\$18,757	4870-00122-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, VBP 6400-S85 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$48,325	\$47,359	\$47,832	4870-00122-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, VBP 6400-ST85 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$23,420	\$22,952	\$23,181	4870-00252-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, VBP 6400-ST85 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$59,720	\$58,526	\$59,111	4870-00252-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, VBP 6400LF-E25 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$12,460	\$12,211	\$12,333	4870-00410-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, VBP 6400LF-E25 (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$31,775	\$31,140	\$31,451	4870-00410-535	DC4

Service - VBP 200 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Installation Services

Remote Installation service for VBP 200 EW (conducted through scheduled telephone call)	\$510	\$500	\$505	4870-00465-001	DC4
Onsite Installation service for VBP 200 EW	\$1,025	\$1,005	\$1,015	4870-00465-002	DC4
Remote Installation service for VBP 200 E (conducted through scheduled telephone call)	\$510	\$500	\$505	4870-00836-001	DC4
Onsite Installation service for VBP 200 E	\$1,025	\$1,005	\$1,015	4870-00836-002	DC4

Premier Services

Premier, One Year, VBP 200 EW	\$155	\$152	\$153	4870-00465-112	DC4
Premier, Three Year, VBP 200 EW	\$400	\$392	\$396	4870-00465-312	DC4
Premier, One Year, VBP 200 E	\$160	\$157	\$158	4870-00836-112	DC4
Premier, Three Year, VBP 200 E	\$410	\$402	\$406	4870-00836-312	DC4

Premier Onsite Services

Premier Onsite, One Year, VBP 200 EW	\$230	\$225	\$228	4870-00465-114	DC4
Premier Onsite, Three Year, VBP 200 EW	\$590	\$578	\$584	4870-00465-314	DC4
Premier Onsite, One Year, VBP 200 E	\$240	\$235	\$238	4870-00836-114	DC4
Premier Onsite, Three Year, VBP 200 E	\$610	\$598	\$604	4870-00836-314	DC4

Polycom Access Director Application

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Access Director Base Systems

Access Director Appliance, 25 Call Licenses (Maintenance Contract Required)	\$14,000	\$11,900	\$12,020	2200-78700-025	DC8
Access Director Appliance, 50 Call Licenses (Maintenance Contract Required)	\$19,000	\$16,150	\$16,313	2200-78700-050	DC8

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Access Director Appliance, 100 Call Licenses (Maintenance Contract Required)	\$29,000	\$24,650	\$24,899	2200-78700-100	DC10
Access Director Appliance, 250 Call Licenses (Maintenance Contract Required)	\$59,000	\$50,150	\$50,657	2200-78700-250	DC10
Access Director Appliance, 500 Call Licenses (Maintenance Contract Required)	\$109,000	\$92,650	\$93,586	2200-78700-500	DC10

Access Director Call Licenses					
--------------------------------------	--	--	--	--	--

License to add 25 Calls to Access Director (Maintenance Contract Required)	\$6,250	\$5,313	\$5,366	5230-78700-025	DC12
License to add 50 Calls to Access Director (Maintenance Contract Required)	\$12,500	\$10,625	\$10,732	5230-78700-050	DC12
License to add 100 Calls to Access Director (Maintenance Contract Required)	\$25,000	\$21,250	\$21,465	5230-78700-100	DC12
License to add 250 Calls to Access Director (Maintenance Contract Required)	\$62,500	\$53,125	\$53,662	5230-78700-250	DC12
License to add 500 Calls to Access Director (Maintenance Contract Required)	\$125,000	\$106,250	\$107,323	5230-78700-500	DC12

Service-RealPresence Access Director Application					
---	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycm Branded Services					
--------------------------------	--	--	--	--	--

Premier Services					
-------------------------	--	--	--	--	--

Premier, One Year, RP Access Director Bundle. Appliance, 25 Call Licenses, (Maintenance Contract Required)	\$2,080	\$2,038	\$2,059	4870-78701-112	DC4
Premier, Three Year, RP Access Director Bundle. Appliance, 25 Call Licenses, (Maintenance Contract Required)	\$5,615	\$5,503	\$5,558	4870-78701-312	DC4
Premier, One Year, RP Access Director 50 Bundle. Appliance, 50 Call Licenses (Maintenance Contract Required)	\$3,080	\$3,018	\$3,049	4870-78702-112	DC4
Premier, Three Year, RP Access Director 50 Bundle. Appliance, 50 Call Licenses (Maintenance Contract Required)	\$8,315	\$8,149	\$8,231	4870-78702-312	DC4
Premier, One Year, RP Access Director 100 Bundle. Appliance, 100 Call Licenses (Maintenance Contract Required)	\$5,080	\$4,978	\$5,029	4870-78703-112	DC4
Premier, Three Year, RP Access Director 100 Bundle. Appliance, 100 Call Licenses (Maintenance Contract Required)	\$13,715	\$13,441	\$13,576	4870-78703-312	DC4
Premier, One Year, RP Access Director 250 Bundle. Appliance, 250 Call Licenses (Maintenance Contract Required)	\$11,080	\$10,858	\$10,968	4870-78704-112	DC4
Premier, Three Year, RP Access Director 250 Bundle. Appliance, 250 Call Licenses (Maintenance Contract Required)	\$29,915	\$29,317	\$29,613	4870-78704-312	DC4
Premier, One Year, RP Access Director 500 Bundle. Appliance, 500 Call Licenses (Maintenance Contract Required)	\$21,080	\$20,658	\$20,867	4870-78705-112	DC4
Premier, Three Year, RP Access Director 500 Bundle. Appliance, 500 Call Licenses (Maintenance Contract Required)	\$56,915	\$55,777	\$56,340	4870-78705-312	DC4

Premier Onsite Services					
--------------------------------	--	--	--	--	--

Premier Onsite, One Year, RP Access Director Bundle. Appliance, 25 Call Licenses, (Maintenance Contract Required)	\$3,120	\$3,058	\$3,088	4870-78701-114	DC4
Premier Onsite, Three Year, RP Access Director Bundle. Appliance, 25 Call Licenses, (Maintenance Contract Required)	\$8,425	\$8,257	\$8,340	4870-78701-314	DC4
Premier Onsite, One Year, RP Access Director 50 Bundle. Appliance, 50 Call Licenses (Maintenance Contract Required)	\$4,620	\$4,528	\$4,573	4870-78702-114	DC4
Premier Onsite, Three Year, RP Access Director 50 Bundle. Appliance, 50 Call Licenses (Maintenance Contract Required)	\$12,475	\$12,226	\$12,349	4870-78702-314	DC4
Premier Onsite, One Year, RP Access Director 100 Bundle. Appliance, 100 Call Licenses (Maintenance Contract Required)	\$7,620	\$7,468	\$7,543	4870-78703-114	DC4
Premier Onsite, Three Year, RP Access Director 100 Bundle. Appliance, 100 Call Licenses (Maintenance Contract Required)	\$20,575	\$20,164	\$20,367	4870-78703-314	DC4
Premier Onsite, One Year, RP Access Director 250 Bundle. Appliance, 250 Call Licenses (Maintenance Contract Required)	\$16,620	\$16,288	\$16,452	4870-78704-114	DC4
Premier Onsite, Three Year, RP Access Director 250 Bundle. Appliance, 250 Call Licenses (Maintenance Contract Required)	\$44,875	\$43,978	\$44,422	4870-78704-314	DC4
Premier Onsite, One Year, RP Access Director 500 Bundle. Appliance, 500 Call Licenses (Maintenance Contract Required)	\$31,620	\$30,988	\$31,301	4870-78705-114	DC4
Premier Onsite, Three Year, RP Access Director 500 Bundle. Appliance, 500 Call Licenses (Maintenance Contract Required)	\$85,375	\$83,668	\$84,513	4870-78705-314	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Services					
Polycom AdvancedAccess for Premier, One Year, RP Access Director Bundle. Appliance, 25 Call Licenses, (Maintenance Contract Required)	\$2,495	\$2,445	\$2,470	4870-78701-513	DC4
Polycom AdvancedAccess for Premier, Three Year, RP Access Director Bundle. Appliance, 25 Call Licenses, (Maintenance Contract Required)	\$6,735	\$6,600	\$6,667	4870-78701-533	DC4
Polycom AdvancedAccess for Premier, One Year, RP Access Director 50 Bundle. Appliance, 50 Call Licenses (Maintenance Contract Required)	\$3,695	\$3,621	\$3,658	4870-78702-513	DC4
Polycom AdvancedAccess for Premier, Three Year, RP Access Director 50 Bundle. Appliance, 50 Call Licenses (Maintenance Contract Required)	\$9,975	\$9,776	\$9,874	4870-78702-533	DC4
Polycom AdvancedAccess for Premier, One Year, RP Access Director 100 Bundle. Appliance, 100 Call Licenses (Maintenance Contract Required)	\$6,095	\$5,973	\$6,033	4870-78703-513	DC4
Polycom AdvancedAccess for Premier, Three Year, RP Access Director 100 Bundle. Appliance, 100 Call Licenses (Maintenance Contract Required)	\$16,455	\$16,126	\$16,289	4870-78703-533	DC4
Polycom AdvancedAccess for Premier, One Year, RP Access Director 250 Bundle. Appliance, 250 Call Licenses (Maintenance Contract Required)	\$13,295	\$13,029	\$13,161	4870-78704-513	DC4
Polycom AdvancedAccess for Premier, Three Year, RP Access Director 250 Bundle. Appliance, 250 Call Licenses (Maintenance Contract Required)	\$35,895	\$35,177	\$35,532	4870-78704-533	DC4
Polycom AdvancedAccess for Premier, One Year, RP Access Director 500 Bundle. Appliance, 500 Call Licenses (Maintenance Contract Required)	\$25,295	\$24,789	\$25,039	4870-78705-513	DC4
Polycom AdvancedAccess for Premier, Three Year, RP Access Director 500 Bundle. Appliance, 500 Call Licenses (Maintenance Contract Required)	\$68,295	\$66,929	\$67,605	4870-78705-533	DC4
AdvancedAccess Premier Onsite Services					
Polycom AdvancedAccess for Premier Onsite, One Year, RP Access Director Bundle. Appliance, 25 Call Licenses, (Maintenance Contract Required)	\$3,590	\$3,518	\$3,554	4870-78701-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, RP Access Director Bundle. Appliance, 25 Call Licenses, (Maintenance Contract Required)	\$9,695	\$9,501	\$9,597	4870-78701-534	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, RP Access Director 50 Bundle. Appliance, 50 Call Licenses (Maintenance Contract Required)	\$5,315	\$5,209	\$5,261	4870-78702-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, RP Access Director 50 Bundle. Appliance, 50 Call Licenses (Maintenance Contract Required)	\$14,350	\$14,063	\$14,205	4870-78702-534	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, RP Access Director 100 Bundle. Appliance, 100 Call Licenses (Maintenance Contract Required)	\$8,765	\$8,590	\$8,676	4870-78703-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, RP Access Director 100 Bundle. Appliance, 100 Call Licenses (Maintenance Contract Required)	\$23,665	\$23,192	\$23,426	4870-78703-534	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, RP Access Director 250 Bundle. Appliance, 250 Call Licenses (Maintenance Contract Required)	\$19,115	\$18,733	\$18,922	4870-78704-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, RP Access Director 250 Bundle. Appliance, 250 Call Licenses (Maintenance Contract Required)	\$51,610	\$50,578	\$51,089	4870-78704-534	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, RP Access Director 500 Bundle. Appliance, 500 Call Licenses (Maintenance Contract Required)	\$36,365	\$35,638	\$35,998	4870-78705-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, RP Access Director 500 Bundle. Appliance, 500 Call Licenses (Maintenance Contract Required)	\$98,185	\$96,221	\$97,193	4870-78705-534	DC4
AdvancedAccess Premier Onsite 4 hour Services					
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, RP Access Director Bundle. Appliance, 25 Call Licenses, (Maintenance Contract Required)	\$6,065	\$5,944	\$6,004	4870-78701-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, RP Access Director Bundle. Appliance, 25 Call Licenses, (Maintenance Contract Required)	\$16,375	\$16,048	\$16,210	4870-78701-535	DC4

Polycom, Inc.
State of Utah Contract Pricelist

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, RP Access Director 50 Bundle. Appliance, 50 Call Licenses (Maintenance Contract Required)	\$8,980	\$8,800	\$8,889	4870-78702-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, RP Access Director 50 Bundle. Appliance, 50 Call Licenses (Maintenance Contract Required)	\$24,245	\$23,760	\$24,000	4870-78702-535	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, RP Access Director 100 Bundle. Appliance, 100 Call Licenses (Maintenance Contract Required)	\$14,810	\$14,514	\$14,660	4870-78703-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, RP Access Director 100 Bundle. Appliance, 100 Call Licenses (Maintenance Contract Required)	\$39,985	\$39,185	\$39,581	4870-78703-535	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, RP Access Director 250 Bundle. Appliance, 250 Call Licenses (Maintenance Contract Required)	\$32,300	\$31,654	\$31,974	4870-78704-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, RP Access Director 250 Bundle. Appliance, 250 Call Licenses (Maintenance Contract Required)	\$87,210	\$85,466	\$86,329	4870-78704-535	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, RP Access Director 500 Bundle. Appliance, 500 Call Licenses (Maintenance Contract Required)	\$61,450	\$60,221	\$60,829	4870-78705-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, RP Access Director 500 Bundle. Appliance, 500 Call Licenses (Maintenance Contract Required)	\$165,915	\$162,597	\$164,239	4870-78705-535	DC4

Deployment					
-------------------	--	--	--	--	--

Installation					
---------------------	--	--	--	--	--

Implementation, RP Access Director Bundles. Applies to all bundles. (One implementation required for each RPAD bundle)	\$6,200	\$6,076	\$6,137	4870-78701-007	DC4
--	---------	---------	---------	----------------	-----

Elite Add-On Services					
------------------------------	--	--	--	--	--

Elite Premier, One Year, RP Access Director Appliance - NO CALL LICENSES (Maintenance Contract Required)	\$1,190	\$1,166	\$1,178	4872-78700-112	DC4
Elite Premier Onsite, One Year, RP Access Director Appliance - NO CALL LICENSES (Maintenance Contract Required)	\$1,650	\$1,617	\$1,633	4872-78700-114	DC4
Elite Premier Onsite 4 hr, One Year, RP Access Director Appliance - NO CALL LICENSES (Maintenance Contract Required)	\$2,640	\$2,587	\$2,613	4872-78700-914	DC4
Elite Premier, One Year, RP Access Director Bundle. Appliance, 25 Call Licenses, (Maintenance Contract Required)	\$2,810	\$2,754	\$2,782	4872-78701-112	DC4
Elite Premier Onsite, One Year, RP Access Director Bundle. Appliance, 25 Call Licenses, (Maintenance Contract Required)	\$3,900	\$3,822	\$3,861	4872-78701-114	DC4
Elite Premier Onsite 4 hr, One Year, RP Access Director Bundle. Appliance, 25 Call Licenses, (Maintenance Contract Required)	\$6,240	\$6,115	\$6,177	4872-78701-914	DC4
Elite Premier, One Year, RP Access Director 50 Bundle. Appliance, 50 Call Licenses (Maintenance Contract Required)	\$4,160	\$4,077	\$4,118	4872-78702-112	DC4
Elite Premier Onsite, One Year, RP Access Director 50 Bundle. Appliance, 50 Call Licenses (Maintenance Contract Required)	\$5,775	\$5,660	\$5,717	4872-78702-114	DC4
Elite Premier Onsite 4 hr, One Year, RP Access Director 50 Bundle. Appliance, 50 Call Licenses (Maintenance Contract Required)	\$9,240	\$9,055	\$9,147	4872-78702-914	DC4
Elite Premier, One Year, RP Access Director 100 Bundle. Appliance, 100 Call Licenses (Maintenance Contract Required)	\$6,860	\$6,723	\$6,791	4872-78703-112	DC4
Elite Premier Onsite, One Year, RP Access Director 100 Bundle. Appliance, 100 Call Licenses (Maintenance Contract Required)	\$9,525	\$9,335	\$9,429	4872-78703-114	DC4
Elite Premier Onsite 4 hr, One Year, RP Access Director 100 Bundle. Appliance, 100 Call Licenses (Maintenance Contract Required)	\$15,240	\$14,935	\$15,086	4872-78703-914	DC4
Elite Premier, One Year, RP Access Director 250 Bundle. Appliance, 250 Call Licenses (Maintenance Contract Required)	\$14,960	\$14,661	\$14,809	4872-78704-112	DC4
Elite Premier Onsite, One Year, RP Access Director 250 Bundle. Appliance, 250 Call Licenses (Maintenance Contract Required)	\$20,775	\$20,360	\$20,565	4872-78704-114	DC4
Elite Premier Onsite 4 hr, One Year, RP Access Director 250 Bundle. Appliance, 250 Call Licenses (Maintenance Contract Required)	\$33,240	\$32,575	\$32,904	4872-78704-914	DC4
Elite Premier, One Year, RP Access Director 500 Bundle. Appliance, 500 Call Licenses (Maintenance Contract Required)	\$28,460	\$27,891	\$28,173	4872-78705-112	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Elite Premier Onsite, One Year, RP Access Director 500 Bundle. Appliance, 500 Call Licenses (Maintenance Contract Required)	\$39,525	\$38,735	\$39,126	4872-78705-114	DC4
Elite Premier Onsite 4 hr, One Year, RP Access Director 500 Bundle. Appliance, 500 Call Licenses (Maintenance Contract Required)	\$63,240	\$61,975	\$62,601	4872-78705-914	DC4

Service-RealPresence Access Director Licenses Software					
---	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services					
---------------------------------	--	--	--	--	--

Premier Services					
-------------------------	--	--	--	--	--

Premier, One Year, License to add 25 Calls to Access Director (Maintenance Contract Required)	\$1,250	\$1,225	\$1,237	4870-78706-112	DC4
Premier, Three Year, License to add 25 Calls to Access Director (Maintenance Contract Required)	\$3,375	\$3,308	\$3,341	4870-78706-312	DC4
Premier, One Year, License to add 50 Calls to Access Director (Maintenance Contract Required)	\$2,500	\$2,450	\$2,475	4870-78707-112	DC4
Premier, Three Year, License to add 50 Calls to Access Director (Maintenance Contract Required)	\$6,750	\$6,615	\$6,682	4870-78707-312	DC4
Premier, One Year, License to add 100 Calls to Access Director (Maintenance Contract Required)	\$5,000	\$4,900	\$4,949	4870-78708-112	DC4
Premier, Three Year, License to add 100 Calls to Access Director (Maintenance Contract Required)	\$13,500	\$13,230	\$13,364	4870-78708-312	DC4
Premier, One Year, License to add 250 Calls to Access Director (Maintenance Contract Required)	\$12,500	\$12,250	\$12,374	4870-78709-112	DC4
Premier, Three Year, License to add 250 Calls to Access Director (Maintenance Contract Required)	\$33,750	\$33,075	\$33,409	4870-78709-312	DC4
Premier, One Year, License to add 500 Calls to Access Director (Maintenance Contract Required)	\$25,000	\$24,500	\$24,747	4870-78710-112	DC4
Premier, Three Year, License to add 500 Calls to Access Director (Maintenance Contract Required)	\$67,500	\$66,150	\$66,818	4870-78710-312	DC4

Premier Onsite Services					
--------------------------------	--	--	--	--	--

Premier Onsite, One Year, License to add 25 Calls to Access Director (Maintenance Contract Required)	\$1,875	\$1,838	\$1,856	4870-78706-114	DC4
Premier Onsite, Three Year, License to add 25 Calls to Access Director (Maintenance Contract Required)	\$5,065	\$4,964	\$5,014	4870-78706-314	DC4
Premier Onsite, One Year, License to add 50 Calls to Access Director (Maintenance Contract Required)	\$3,750	\$3,675	\$3,712	4870-78707-114	DC4
Premier Onsite, Three Year, License to add 50 Calls to Access Director (Maintenance Contract Required)	\$10,125	\$9,923	\$10,023	4870-78707-314	DC4
Premier Onsite, One Year, License to add 100 Calls to Access Director (Maintenance Contract Required)	\$7,500	\$7,350	\$7,424	4870-78708-114	DC4
Premier Onsite, Three Year, License to add 100 Calls to Access Director (Maintenance Contract Required)	\$20,250	\$19,845	\$20,045	4870-78708-314	DC4
Premier Onsite, One Year, License to add 250 Calls to Access Director (Maintenance Contract Required)	\$18,750	\$18,375	\$18,561	4870-78709-114	DC4
Premier Onsite, Three Year, License to add 250 Calls to Access Director (Maintenance Contract Required)	\$50,625	\$49,613	\$50,114	4870-78709-314	DC4
Premier Onsite, One Year, License to add 500 Calls to Access Director (Maintenance Contract Required)	\$37,500	\$36,750	\$37,121	4870-78710-114	DC4
Premier Onsite, Three Year, License to add 500 Calls to Access Director (Maintenance Contract Required)	\$101,250	\$99,225	\$100,227	4870-78710-314	DC4

AdvancedAccess Premier Services					
--	--	--	--	--	--

Polycom AdvancedAccess for Premier, One Year, License to add 25 Calls to Access Director (Maintenance Contract Required)	\$1,500	\$1,470	\$1,485	4870-78706-513	DC4
Polycom AdvancedAccess for Premier, Three Year, License to add 25 Calls to Access Director (Maintenance Contract Required)	\$4,050	\$3,969	\$4,009	4870-78706-533	DC4
Polycom AdvancedAccess for Premier, One Year, License to add 50 Calls to Access Director (Maintenance Contract Required)	\$3,000	\$2,940	\$2,970	4870-78707-513	DC4

Polycom, Inc.
State of Utah Contract Pricelist

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Polycom AdvancedAccess for Premier, Three Year, License to add 50 Calls to Access Director (Maintenance Contract Required)	\$8,100	\$7,938	\$8,018	4870-78707-533	DC4
Polycom AdvancedAccess for Premier, One Year, License to add 100 Calls to Access Director (Maintenance Contract Required)	\$6,000	\$5,880	\$5,939	4870-78708-513	DC4
Polycom AdvancedAccess for Premier, Three Year, License to add 100 Calls to Access Director (Maintenance Contract Required)	\$16,200	\$15,876	\$16,036	4870-78708-533	DC4
Polycom AdvancedAccess for Premier, One Year, License to add 250 Calls to Access Director (Maintenance Contract Required)	\$15,000	\$14,700	\$14,848	4870-78709-513	DC4
Polycom AdvancedAccess for Premier, Three Year, License to add 250 Calls to Access Director (Maintenance Contract Required)	\$40,500	\$39,690	\$40,091	4870-78709-533	DC4
Polycom AdvancedAccess for Premier, One Year, License to add 500 Calls to Access Director (Maintenance Contract Required)	\$30,000	\$29,400	\$29,697	4870-78710-513	DC4
Polycom AdvancedAccess for Premier, Three Year, License to add 500 Calls to Access Director (Maintenance Contract Required)	\$81,000	\$79,380	\$80,182	4870-78710-533	DC4

AdvancedAccess Premier Onsite Services

Polycom AdvancedAccess for Premier Onsite, One Year, License to add 25 Calls to Access Director (Maintenance Contract Required)	\$2,155	\$2,112	\$2,133	4870-78706-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, License to add 25 Calls to Access Director (Maintenance Contract Required)	\$5,820	\$5,704	\$5,761	4870-78706-534	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, License to add 50 Calls to Access Director (Maintenance Contract Required)	\$4,315	\$4,229	\$4,271	4870-78707-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, License to add 50 Calls to Access Director (Maintenance Contract Required)	\$11,650	\$11,417	\$11,532	4870-78707-534	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, License to add 100 Calls to Access Director (Maintenance Contract Required)	\$8,625	\$8,453	\$8,538	4870-78708-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, License to add 100 Calls to Access Director (Maintenance Contract Required)	\$23,290	\$22,824	\$23,055	4870-78708-534	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, License to add 250 Calls to Access Director (Maintenance Contract Required)	\$21,565	\$21,134	\$21,347	4870-78709-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, License to add 250 Calls to Access Director (Maintenance Contract Required)	\$58,225	\$57,061	\$57,637	4870-78709-534	DC4
Polycom AdvancedAccess for Premier Onsite, One Year, License to add 500 Calls to Access Director (Maintenance Contract Required)	\$43,125	\$42,263	\$42,689	4870-78710-514	DC4
Polycom AdvancedAccess for Premier Onsite, Three Year, License to add 500 Calls to Access Director (Maintenance Contract Required)	\$116,440	\$114,111	\$115,264	4870-78710-534	DC4

AdvancedAccess Premier Onsite 4 hour Services

Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, License to add 25 Calls to Access Director (Maintenance Contract Required)	\$3,645	\$3,572	\$3,608	4870-78706-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, License to add 25 Calls to Access Director (Maintenance Contract Required)	\$9,840	\$9,643	\$9,741	4870-78706-535	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, License to add 50 Calls to Access Director (Maintenance Contract Required)	\$7,290	\$7,144	\$7,216	4870-78707-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, License to add 50 Calls to Access Director (Maintenance Contract Required)	\$19,685	\$19,291	\$19,486	4870-78707-535	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, License to add 100 Calls to Access Director (Maintenance Contract Required)	\$14,575	\$14,284	\$14,428	4870-78708-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, License to add 100 Calls to Access Director (Maintenance Contract Required)	\$39,355	\$38,568	\$38,957	4870-78708-535	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, License to add 250 Calls to Access Director (Maintenance Contract Required)	\$36,440	\$35,711	\$36,072	4870-78709-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, License to add 250 Calls to Access Director (Maintenance Contract Required)	\$98,390	\$96,422	\$97,396	4870-78709-535	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, One Year, License to add 500 Calls to Access Director (Maintenance Contract Required)	\$72,875	\$71,418	\$72,139	4870-78710-515	DC4
Polycom AdvancedAccess for Premier Onsite 4 hour, Three Year, License to add 500 Calls to Access Director (Maintenance Contract Required)	\$196,765	\$192,830	\$194,777	4870-78710-535	DC4

Elite Add-On Services

Elite Premier, One Year, License to add 25 Calls to Access Director (Maintenance Contract Required)	\$1,690	\$1,656	\$1,673	4872-78706-112	DC4
Elite Premier Onsite, One Year, License to add 25 Calls to Access Director (Maintenance Contract Required)	\$2,345	\$2,298	\$2,321	4872-78706-114	DC4
Elite Premier Onsite 4 hr, One Year, License to add 25 Calls to Access Director (Maintenance Contract Required)	\$3,750	\$3,675	\$3,712	4872-78706-914	DC4
Elite Premier, One Year, License to add 50 Calls to Access Director (Maintenance Contract Required)	\$3,375	\$3,308	\$3,341	4872-78707-112	DC4
Elite Premier Onsite, One Year, License to add 50 Calls to Access Director (Maintenance Contract Required)	\$4,690	\$4,596	\$4,643	4872-78707-114	DC4
Elite Premier Onsite 4 hr, One Year, License to add 50 Calls to Access Director (Maintenance Contract Required)	\$7,505	\$7,355	\$7,429	4872-78707-914	DC4
Elite Premier, One Year, License to add 100 Calls to Access Director (Maintenance Contract Required)	\$6,750	\$6,615	\$6,682	4872-78708-112	DC4
Elite Premier Onsite, One Year, License to add 100 Calls to Access Director (Maintenance Contract Required)	\$9,375	\$9,188	\$9,280	4872-78708-114	DC4
Elite Premier Onsite 4 hr, One Year, License to add 100 Calls to Access Director (Maintenance Contract Required)	\$15,000	\$14,700	\$14,848	4872-78708-914	DC4
Elite Premier, One Year, License to add 250 Calls to Access Director (Maintenance Contract Required)	\$16,875	\$16,538	\$16,705	4872-78709-112	DC4
Elite Premier Onsite, One Year, License to add 250 Calls to Access Director (Maintenance Contract Required)	\$23,440	\$22,971	\$23,203	4872-78709-114	DC4
Elite Premier Onsite 4 hr, One Year, License to add 250 Calls to Access Director (Maintenance Contract Required)	\$37,505	\$36,755	\$37,126	4872-78709-914	DC4
Elite Premier, One Year, License to add 500 Calls to Access Director (Maintenance Contract Required)	\$33,750	\$33,075	\$33,409	4872-78710-112	DC4
Elite Premier Onsite, One Year, License to add 500 Calls to Access Director (Maintenance Contract Required)	\$46,875	\$45,938	\$46,402	4872-78710-114	DC4
Elite Premier Onsite 4 hr, One Year, License to add 500 Calls to Access Director (Maintenance Contract Required)	\$75,000	\$73,500	\$74,242	4872-78710-914	DC4

VOICE SYSTEMS

SoundPoint IP Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

SoundPoint IP 321-331

SoundPoint IP 321, 2-line SIP desktop phone with single 10/100 Ethernet port and PoE support. Compatible Partner platform: 20. Does not include AC power supply	\$119	\$95	\$96	2200-12360-025	DC14
SoundPoint IP 321, Symbol Keycaps, 2-line SIP desktop phone with single 10/100 Ethernet port and PoE support. Compatible Partner platform: 20. Does not include AC power supply.	\$119	\$95	\$96	2200-12360-225	DC14
SoundPoint IP 331, 2-line SIP desktop phone with integrated 2-port 10/100 Ethernet switch and PoE support. Compatible Partner platform: 20. Does not include AC power supply	\$149	\$119	\$120	2200-12365-025	DC14
SoundPoint IP 331, Symbol Keycaps, 2-line SIP desktop phone with integrated 2-port 10/100 Ethernet switch and PoE support. Compatible Partner platform: 20. Does not include AC power supply.	\$149	\$119	\$120	2200-12365-225	DC14

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
SoundPoint IP 320-330					
Universal Power Supply for SPIP 320, SPIP 330, SPIP 430, SPIP 550, SPIP 601& SPIP 650. 1-pack, 24V, 0.5A, NA power plug.	\$15	\$12	\$12	2200-12335-001	DC14
SoundPoint IP 335					
SoundPoint IP 335, 2-line SIP desktop phone with HDVoice, integrated 2-port 10/100 Ethernet switch and PoE support. Compatible Partner platform: 20. Does not include AC power supply	\$199	\$159	\$161	2200-12375-025	DC14
SoundPoint IP 335, Symbol Keycaps, 2-line SIP desktop phone with HDVoice, integrated 2-port 10/100 Ethernet switch and PoE support. Compatible Partner platform: 20. Does not include AC power supply.	\$199	\$159	\$161	2200-12375-225	DC14
SoundPoint IP 450					
SoundPoint IP 450 3-line IP phone with HD Voice. Compatible Partner platforms, 20. Ships with 24V 0.5A universal power adapter with NA power plug.	\$329	\$263	\$266	2200-12450-001	DC14
SoundPoint IP 450 3-line IP phone with HD Voice. Compatible Partner platforms, 20. Ships without power supply.	\$309	\$247	\$250	2200-12450-025	DC14
SoundPoint IP 450, Symbol Keycaps, 3-line IP phone with HD Voice. Compatible Partner platforms, 20. Does not include AC power supply.	\$309	\$247	\$250	2200-12450-225	DC14
SoundPoint IP 550					
SoundPoint IP 550 SIP 4 line IP desktop phones with HD voice. Compatible Partner Platforms: 20. Ships with universal power supply with NA power plug.	\$369	\$295	\$298	2200-12550-001	DC14
SoundPoint IP 550 SIP 4 line IP desktop phones with HD voice. Compatible Partner Platforms: 20. Does not include AC power supply	\$355	\$284	\$287	2200-12550-025	DC14
SoundPoint IP 550, Symbol Keycaps, SIP 4 line IP desktop phones with HD voice. Compatible Partner Platforms: 20. Does not include AC power supply.	\$355	\$284	\$287	2200-12550-225	DC14
SoundPoint IP 560					
SoundPoint IP 560 SIP 4 line Gigabit Ethernet IP desktop phone with HD voice. Compatible Partner platforms, 20. Includes AC power supply with plug for North America.	\$469	\$375	\$379	2200-12560-001	DC14
SoundPoint IP 560 SIP 4 line Gigabit Ethernet IP desktop phone with HD voice. Compatible Partner Platforms: 20. Ships without power supply.	\$449	\$359	\$363	2200-12560-025	DC14
SoundPoint IP 560, Symbol Keycaps, SIP 4 line Gigabit Ethernet IP desktop phone with HD voice. Compatible Partner Platforms: 20. Does not include AC power supply.	\$449	\$359	\$363	2200-12560-225	DC14
SoundPoint IP 650					
SoundPoint IP 650 6-line IP phone with HD Voice. Compatible Partner platforms, 20. Ship with 24V 0.5A universal power adapter with NA power plug.	\$449	\$359	\$363	2200-12651-001	DC14
SoundPoint IP 650 6-line IP phone with HD Voice. Compatible Partner platforms, 20. Does not include AC power supply	\$435	\$348	\$352	2200-12651-025	DC14
SoundPoint IP 650, Symbol Keycaps, 6-line IP phone with HD Voice. Compatible Partner platforms, 20. Does not include AC power supply.	\$435	\$348	\$352	2200-12651-225	DC14
SoundPoint IP 670					
SoundPoint IP 670 6-line color display IP phone with HD Voice. Compatible Partner platforms, 20. Ship with 48V 0.4A universal power adapter with NA power plug.	\$629	\$503	\$508	2200-12670-001	DC14

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
SoundPoint IP 670 6-line color display IP phone with HD Voice. Compatible Partner platforms, 20. Ships without power supply.	\$599	\$479	\$484	2200-12670-025	DC14
SoundPoint IP 670, Symbol Keycaps, 6-line color display IP phone with HD Voice. Compatible Partner platforms, 20. Does not include AC power supply.	\$599	\$479	\$484	2200-12670-225	DC14

SoundPoint IP Expansion Modules					
--	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
SoundPoint IP Backlit Expansion Module for SoundPoint IP 650 SIP desktop IP phone.	\$279	\$237	\$240	2200-12750-025	DC14
SoundPoint IP Color Display Expansion Module for SoundPoint IP 670 SIP desktop IP phone.	\$319	\$271	\$274	2200-12770-025	DC14

SoundPoint IP Accessories					
----------------------------------	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Wall Mounts and Desk Stands					
------------------------------------	--	--	--	--	--

SoundPoint IP Wallmount Bracket kit. For use with SoundPoint IP450 phone.	\$20	\$17	\$17	2200-11611-002	DC14
SoundPoint IP Wallmount Bracket kit. For use with SoundPoint IP 550, 560, 650 and 670 phones.	\$20	\$17	\$17	2200-12611-001	DC14
Desk Stand for use with SoundPoint IP 450. 5-Pack. Replacement Product.	\$40	\$34	\$34	2200-17542-001	DC14
Combined Deskstand and Wallmount for use with SPIP 320, SPIP 330, SPIP 321, SPIP 331 and SPIP 335. 5-Pack, Replacement Product.	\$40	\$34	\$34	2200-17543-001	DC14
SoundPoint IP Wallmount Bracket kit for use with SoundPoint IP 450. 5-pack.	\$40	\$34	\$34	2200-17586-001	DC14
SoundPoint IP Wallmount Bracket kit. For use with SoundPoint IP 550, 560, 650 and 670 phones. 5-pack.	\$40	\$34	\$34	2200-17587-001	DC14

Handsets					
-----------------	--	--	--	--	--

5-pk HD-Voice handset and cord for IP335, IP 450, IP 550, IP 560, IP 650 and IP 670.	\$90	\$77	\$77	2200-17444-001	DC14
Handset + handset cord 5-pack for SoundPoint IP 300, 301, 500, 50100, and 601.	\$50	\$43	\$43	2200-17445-001	DC14

Key Caps					
-----------------	--	--	--	--	--

10-pk French key caps for SPIP 501/550/601/650 (Directories, Applications, Call Lists, Conference, Transfer, Redial, DND).	\$15	\$13	\$13	2200-17529-107	DC14
--	------	------	------	----------------	------

Universal Power Supplies					
---------------------------------	--	--	--	--	--

Universal Power Supply for SP IP 301 & SP IP 501. 5-pack, 12V, 1A, NA power plug.	\$99	\$84	\$85	2200-17568-001	DC14
Universal Power Supply for SPIP 320, SPIP 330, SPIP 430, SPIP 550, SPIP 601& SPIP 650. 5-pack, 24V, 0.5A, NA power plug.	\$99	\$84	\$85	2200-17569-001	DC14
Universal Power Supply for SPIP 560, SPIP 670, VVX 500/600 and VVX 1500. 5-pack, 48V, 0.4A, NA power plug.	\$150	\$128	\$129	2200-17670-001	DC14
Universal Power Supply for SoundPoint IP 560 and 670, VVX 500/600 and VVX 1500 Product Family. 1-pack, 48V, 0.4A, NA power plug.	\$45	\$38	\$39	2200-17671-001	DC14
Universal Power Supply for SPIP 321, SPIP 331, SPIP 335 SPIP 450. 5-pack, 24V, 0.5A, NA power plug.	\$139	\$118	\$119	2200-17877-001	DC14
Universal Power Supply for SPIP 321, SPIP 331, SPIP 33 SPIP 450. 1-pack, 24V, 0.5A, NA power plug.	\$25	\$23	\$23	2200-17878-001	DC6
Universal Power Supply for SPIP 650. 1-pack, 24V, 0.5A, NA power plug.	\$25	\$23	\$23	2200-17879-001	DC6

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Interface Module					
Headset interface adapters, 5 pack of 2.5mm to RJ-9. Compatible with SoundPoint IP 330/331 and 320/321 phones. Valid for use World Wide	\$69	\$59	\$59	2200-11095-002	DC14
Service - SoundPoint IP					
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Polycom Branded Services					
Premier, One Year, priced per IP handset (Premier service contract REQUIRES 100% coverage for at least 100 Polycom IP phones per end user customer account)	\$18	\$18	\$18	4870-00302-112	DC4
Premier, Three Year, priced per IP handset (Premier service contract REQUIRES 100% coverage for at least 100 Polycom IP phones per end user customer account)	\$46	\$45	\$46	4870-00302-312	DC4
VVX Systems					
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
VVX 1500 Systems					
VVX 1500 6-line Business Media Phone with video capability and HD Voice, POE. Ships without power supply.	\$1,099	\$879	\$888	2200-18061-025	DC14
VVX 1500 D dual stack (SIP&H.323) business media phone with video capability and HD Voice, PoE. Ships without power supply. (First year maintenance contract required)	\$1,199	\$1,019	\$1,029	2200-18064-025	DC14
VVX 500 Systems					
Universal Power Supply for SPIP 560, SPIP 670, VVX 500/600 and VVX 1500. 5-pack, 48V, 0.4A, NA power plug.	\$150	\$128	\$129	2200-17670-001	DC14
VVX 500 12-line Business Media Phone with HD Voice. Compatible Partner platforms: 20. POE. Ships without power supply.	\$379	\$303	\$306	2200-44500-025	DC14
VVX 300 Systems					
VVX 300 6-line Desktop Phone with HD Voice. Compatible Partner platforms: 20. POE. Ships without power supply.	\$179	\$143	\$145	2200-46135-025	DC14
VVX 310 6-line Desktop Phone Gigabit Ethernet with HD Voice. Compatible Partner platforms: 20. POE. Ships without power supply.	\$219	\$175	\$177	2200-46161-025	DC14
Universal Power Supply for VVX 300, 310, 400, 410. 5-pack, 48V, 0.4A, NA power plug.	\$90	\$84	\$85	2200-46175-001	DC6
VVX 400 Systems					
VVX 400 12-line Desktop Phone with HD Voice. Compatible Partner platforms: 20. POE. Ships without power supply.	\$259	\$207	\$209	2200-46157-025	DC14
VVX 410 12-line Desktop Phone Gigabit Ethernet with HD Voice. Compatible Partner platforms: 20. POE. Ships without power supply.	\$299	\$239	\$242	2200-46162-025	DC14
VVX 600 Systems					

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
VVX 600 16-line Business Media Phone with built-in Bluetooth and HD Voice. Compatible Partner platforms: 20. POE. Ships without power supply.	\$479	\$383.20	\$387.07	2200-44600-025	DC14

VVX System Accessories					
-------------------------------	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Universal Power Supply for SoundPoint IP 560 and 670, VVX 500/600 and VVX 1500 Product Family. 1-pack, 48V, 0.4A, NA power plug.	\$45	\$38	\$39	2200-17671-001	DC14
VVX Wallmount Bracket kit. For use with VVX 3xx/4xx/500/600 phone. 5-pack.	\$40	\$34	\$34	2200-44514-001	DC14
New VVX Wallmount Bracket kit. For use with VVX 3xx/4xx/500/600 phone. 5-pack.	\$40	\$37	\$38	2200-44514-002	DC6
Universal Power Supply for VVX 300, 310, 400, 410. 1-pack, 48V, 0.4A, NA power plug.	\$25	\$23	\$23	2200-46170-001	DC6
Universal Power Supply for VVX 300, 310, 400, 410. 5-pack, 48V, 0.4A, NA power plug.	\$90	\$84	\$85	2200-46175-001	DC6
VVX Camera. Plug-n-Play USB camera for use with the VVX 500 and VVX 600 Business Media phones	\$129	\$120	\$121	2200-46200-025	DC6

Service - VVX 300 and VVX 400					
--------------------------------------	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Polycom Branded Services					
---------------------------------	--	--	--	--	--

Premier Services					
-------------------------	--	--	--	--	--

Premier, One Year, priced per VVX 300, 310, 400, 410 (Premier service contract REQUIRES 100% coverage for at least 100 Polycom IP phones per end user customer account)	\$12	\$12	\$12	4870-01059-112	DC4
Premier, Three Year, priced per VVX 300, 310, 400, 410 (Premier service contract REQUIRES 100% coverage for at least 100 Polycom IP phones per end user customer account)	\$32	\$31	\$32	4870-01059-312	DC4

Service - VVX 1500					
---------------------------	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Polycom Branded Services					
---------------------------------	--	--	--	--	--

Premier Services					
-------------------------	--	--	--	--	--

Premier, One Year, priced per VVX 1500 phone (Premier service contract REQUIRES 100% coverage for at least 100 Polycom IP phones per end user customer account)	\$99	\$97	\$98	4870-00582-112	DC4
Premier, Three Year, priced per VVX 1500 phone (Premier service contract REQUIRES 100% coverage for at least 100 Polycom IP phones per end user customer account)	\$252	\$247	\$249	4870-00582-312	DC4
Premier, One Year, priced per VVX 1500D Dual Stack Business Media Phone or per H.323 Permanent Individual Phone License for VVX 1500 (maintenance contract required for each VVX 1500D (SKU 2200-18064-025) and H323 license (SKU 5150-16826-001))	\$99	\$97	\$98	4870-00708-112	DC4
Premier, Three Year, priced per VVX 1500D Dual Stack Business Media Phone or per H.323 Permanent Individual Phone License for VVX 1500 (maintenance contract required for each VVX 1500D (SKU 2200-18064-025) and H323 license (SKU 5150-16826-001))	\$252	\$247	\$249	4870-00708-312	DC4

Service - VVX 500 and VVX 600					
--------------------------------------	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

Polycom Branded Services					
---------------------------------	--	--	--	--	--

Premier Services					
-------------------------	--	--	--	--	--

Premier, One Year, priced per VVX 500/600 (Premier service contract REQUIRES 100% coverage for at least 100 Polycom IP phones per end user customer account)	\$18	\$18	\$18	4870-01032-112	DC4
Premier, Three Year, priced per VVX 500/600 (Premier service contract REQUIRES 100% coverage for at least 100 Polycom IP phones per end user customer account)	\$46	\$45	\$46	4870-01032-312	DC4

SoundStation IP Systems					
--------------------------------	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

SoundStation IP 5000 Systems					
-------------------------------------	--	--	--	--	--

SoundStation IP5000 (SIP) conference phone. 802.3af Power over Ethernet. Includes 25' (6 meter) Cat5 Ethernet cable. Does not include China, Russia.	\$599	\$509	\$514	2200-30900-025	DC14
--	-------	-------	-------	----------------	------

SoundStation IP 6000 Systems					
-------------------------------------	--	--	--	--	--

SoundStation IP 6000 (SIP) conference phone. 802.3af Power over Ethernet. Expandable. Includes 25' (6 meter) Cat5 shielded Ethernet cable. Does not include China, Russia.	\$929	\$790	\$798	2200-15600-001	DC14
SoundStation IP6000 (SIP) conf phone. AC pwr or 802.3af Power over Ethernet. Incl 100-240V power supply, 0.4A, 48V/19W; NA power plug; 25 ft/6m Cat5 shielded Ethernet cable; Pwr Insert Cable. Expandable. Does not include Brazil.	\$1,029	\$875	\$883	2200-15660-001	DC14

SoundStation IP 7000 Systems					
-------------------------------------	--	--	--	--	--

SoundStation IP 7000 (SIP) conference phone. 802.3af Power over Ethernet. Expandable. Includes 25' (6 meter) CAT5 shielded Ethernet cable. Does not include Russia.	\$1,339	\$1,138	\$1,150	2200-40000-001	DC14
SoundStation IP 7000 (SIP) conf phone. AC pwr or 802.3af Power over Ethernet. Incl 100-240V power supply, 1.5A, 48V/50W; NA power plug; 25 ft/6m Cat5 shielded Ethernet cable; Pwr Insert Cable. Expandable. Does not include Brazil.	\$1,449	\$1,232	\$1,244	2230-40300-001	DC14
SoundStation IP 7000 multi-unit connectivity kit. For large room coverage. Includes two consoles, multi-interface module with universal power supply, 6ft/1.8m power cord with NA plug and 25ft/7.6m console interconnect cable. Does not include Brazil.	\$2,989	\$2,541	\$2,566	2230-40500-001	DC14
SoundStation IP 7000 conference phone compatible with RealPresence Group Series and HDX Series. Includes 7.6m/25ft shielded Ethernet cable and 3m/10ft CLink2 cable.	\$1,339	\$1,138	\$1,150	2230-40600-025	DC14

SoundStation Duo Systems					
---------------------------------	--	--	--	--	--

SoundStation Duo dual-mode conference phone including Power Supply, Power Cord with North American plug, Power Injection Module (PIM) with 6.4m combined PSTN/Cat5 cable, 2.1m RJ-11 PSTN cable, 2.1m Cat5 cable and Quick Start Guide	\$849	\$722	\$729	2200-19000-001	DC14
--	-------	-------	-------	----------------	------

SoundStation IP Accessories					
------------------------------------	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
SoundStation IP 4000 Accessories					
Universal AC Power Kit for SoundStation IP 3000 and SoundStation IP 4000. Includes 100-240VAC/0.5A 19VDC/1A power supply, 2.1m/7ft Cat5 Ethernet cable and a Power Insertion Module (PIM) with 7.6m/25ft Cat5 cable. DOES NOT INCLUDE AC POWER CORD.	\$98	\$91	\$92	2200-06686-001	DC6
SoundStation IP 5000 Accessories					
AC Power Kit for SoundStation IP5000. Includes 100-240VAC, 0.4A, 48VDC/19W power supply, 1.8m/6ft power cord with NA plug and a Power Insertion Cable (PIC).	\$109	\$101	\$102	2200-43240-001	DC6
SoundStation IP 6000 Accessories					
Wireless Lapel Microphone with Frequency A = 171.905MHz for SoundStation, SoundStation Premier, SoundStation2, SoundStation VTX 1000, SoundStation IP 6000 and SoundStation IP 7000. Frequencies approved for U.S. ONLY - Not available outside the U.S.	\$419	\$389.67	\$393.61	2200-00699-001	DC6
Wireless Lapel Microphone with Frequency F = 203.400MHz for SoundStation, SoundStation Premier, SoundStation2, SoundStation VTX 1000, SoundStation IP 6000 and SoundStation IP 7000. Frequencies approved for U.S. ONLY - Not available outside the U.S.	\$419	\$389.67	\$393.61	2200-00699-002	DC6
Battery Replacement Kit (2-pack) for wireless expansion microphones (2200-32400-xxx) for SoundStation IP 6000, SoundStation VTX 1000, Soundstation2 EX and QDX.	\$75	\$70	\$70	2200-32301-001	DC6
AC Power Kit for SoundStation IP 6000 and Touch Control. Includes 100-240V, 0.4A, 48VDC power supply, 6ft/1.8m power cord with NA plug and Power-over-Ethernet Insertion Cable (PIC).	\$109	\$101	\$102	2200-42740-001	DC6
Expansion (EX) microphone kit for SoundStation VTX 1000 and SoundStation IP6000. Includes two EX mics and two 7ft/2.3m cables. Does not include China	\$309	\$241	\$243	2215-07155-001	DC16
SoundStation IP 7000 Accessories					
Wireless Lapel Microphone with Frequency A = 171.905MHz for SoundStation, SoundStation Premier, SoundStation2, SoundStation VTX 1000, SoundStation IP 6000 and SoundStation IP 7000. Frequencies approved for U.S. ONLY - Not available outside the U.S.	\$419	\$389.67	\$393.61	2200-00699-001	DC6
Wireless Lapel Microphone with Frequency F = 203.400MHz for SoundStation, SoundStation Premier, SoundStation2, SoundStation VTX 1000, SoundStation IP 6000 and SoundStation IP 7000. Frequencies approved for U.S. ONLY - Not available outside the U.S.	\$419	\$389.67	\$393.61	2200-00699-002	DC6
Cable - 2.5mm cell phone cable 1.2m/4ft for use with SoundStation2 with LCD, SoundStation2 EX, SoundStation2W (Basic and Expandable), SoundStation IP 7000 and SoundStation Duo.	\$8	\$7	\$8	2200-07817-001	DC6
Multi-Interface Module to daisy chain two SoundStation IP 7000, add single HDX digital mic or add Auxiliary audio I/O ports. Includes 100-240V,0.63A,48V/30W power supply, 6ft/1.8m power cord with NA plug and a 12ft/3.6m 10-pin network cable.	\$209	\$194	\$196	2200-19300-001	DC6
Cable - Two (2) expansion microphone cables, 7ft/2.1m for SoundStation IP 7000.	\$30	\$28	\$28	2200-40017-001	DC6
Cable - Two (2) expansion microphone cables, 25ft/7.6m for SoundStation IP 7000.	\$30	\$28	\$28	2200-40017-003	DC6
Expansion Microphone Kit for SoundStation IP 7000. Includes two (2) expansion mics and 2.1m/7ft connection cables.	\$309	\$263	\$265	2200-40040-001	DC14
AC Power Kit for SoundStation IP 7000. Includes 100-240V, 1.5A, 48V/50W power supply, 6ft/1.8m power cord with NA plug and Power Insertion Cable.	\$109	\$101	\$102	2200-40110-001	DC6
Cable - Console Interconnect Cable for SoundStation IP 7000, 25ft/7.6m CLink 2 cable with Walta to Walta connectors. Connects two (2) SoundStation IP 7000 consoles together.	\$30	\$28	\$28	2200-40115-001	DC6

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Cable - HDX microphone array cable, Walta to Walta connectors, 10ft/3m. Connects a HDX microphone to a HDX microphone/SoundStation IP 7000. (Preferred packaged version of 2457-28978-001 listed in HDX Accessories)	\$15	\$15	\$15	2200-40115-002	DC99
Cable Attachment Kit to firmly attach Clink cables to SoundStation IP 7000 units. Contains 2 cable clamps with Philips screws and mounting instructions.	\$5	\$5	\$5	2200-40125-001	DC6
Cable - 3.5mm mobile device cable 1.2m/4ft for use with SoundStation2s with LCD and 2W, SSIP 7000, SS Duo and VoiceStation 500. For devices with iPhone (R) style wiring and wiring used by many Samsung, Sony Mobile Communications and Nokia mobile devices	\$19	\$18	\$18	2457-19047-001	DC6
Replacement cable for connecting SoundStation IP 7000 to the Multi-Interface Module. 12ft/3.6m 10-pin network cable (RJ-45).	\$30	\$28	\$28	2457-19304-001	DC6

SoundStation Duo Accessories					
-------------------------------------	--	--	--	--	--

Cable - 2.5mm cell phone cable 1.2m/4ft for use with SoundStation2 with LCD, SoundStation2 EX, SoundStation2W (Basic and Expandable), SoundStation IP 7000 and SoundStation Duo.	\$8	\$7	\$8	2200-07817-001	DC6
Expansion Microphone Kit for CX3000 and SoundStation Duo. Includes two (2) expansion microphones and two (2) 2.1m/7ft connection cables.	\$199	\$169	\$171	2200-15855-001	DC8
Computer Calling Kit-use SoundStation2s with LCD, VoiceStation 500, SoundStation Duo and SoundStation IP 7000 as speakerphone for VoIP calls via computer based softclients. 1.5m/5ft cable connects phone to a computer's 3.5mm mic/line in and line out jacks	\$29	\$25	\$25	2200-17240-002	DC8
AC Power Kit for SoundStation Duo. Includes Power Supply, Power Cord with North American plug, Power Injection Module (PIM) with 21ft/6.4m combined PSTN/Cat5 cable, 7ft/2.1m RJ-11 PSTN cable and 7ft/2.1m Cat5 cable.	\$129	\$120	\$121	2200-19050-001	DC6
Cable - Two (2) expansion microphone cables, 2.1m/7ft for SoundStation VTX 1000, SoundStation2 EX, SoundStation2W (Expandable), SoundStation Duo and SoundStation IP 6000.	\$30	\$28	\$28	2200-41220-001	DC6
Cable - Two (2) expansion microphone cables, 4.6m/15ft for SoundStation VTX 1000, SoundStation2 EX, SoundStation2W (Expandable), SoundStation Duo, SoundStation IP 6000 and CX3000.	\$30	\$28	\$28	2200-41220-002	DC6
Cable - 3.5mm mobile device cable 1.2m/4ft for use with SoundStation2s with LCD and 2W, SSIP 7000, SS Duo and VoiceStation 500. For devices with iPhone (R) style wiring and wiring used by many Samsung, Sony Mobile Communications and Nokia mobile devices	\$19	\$18	\$18	2457-19047-001	DC6

Service - SoundStation IP					
----------------------------------	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services					
---------------------------------	--	--	--	--	--

On-site Installation service for an IP 7000, valid only when integrating the phone directly to an HDX video system. This service may only be ordered only when the HDX system is being installed at the same time.	\$495	\$485	\$490	4870-00304-071	DC4
Premier, One Year, priced per IP conference phone or Duo (Premier service contract REQUIRES 100% coverage for at least 20 Polycom SoundStation IP phones per end user customer account)	\$67	\$66	\$66	4870-00304-112	DC4
Premier, Three Year, priced per IP conference phone or Duo (Premier service contract REQUIRES 100% coverage for at least 20 Polycom SoundStation IP phones per end user customer account)	\$171	\$168	\$169	4870-00304-312	DC4

Pc VoIP Systems					
------------------------	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Polycom Communicator					
Polycom Communicator, Model: C100S. USB Speakerphone for Skype. Blue model. English-only retail box.	\$139	\$118	\$119	2200-44000-001	DC8
Polycom Communicator, Model: C100S. USB Speakerphone for Skype. Grey model. English-only retail box.	\$139	\$118	\$119	2200-44040-001	DC8
Polycom Communicator, Model: C100. USB Speakerphone for use with Polycom PVX and supported IP Softphone applications. Grey model. Plain white box	\$139	\$118	\$119	2200-44140-001	DC8
SoundStation Connect					
CX Desktop Phones					
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
CX Phones For Microsoft Unified Communications					
CX600 IP Phone for Microsoft Lync. Ships with Lync 2010 Phone Edition and requires Lync Server 2010. POE only. Includes stand/support, 7 ft. Ethernet cable and 6 ft. USB cable. Order AC Power Kit separately.	\$299	\$254	\$257	2200-15987-025	DC8
CX700 IP Desktop Phone for Microsoft Office Communications Server 2007 R1. POE and AC adapter with NA plug. English.	\$619	\$526	\$531	2200-31400-001	DC8
CX700 IP Desktop Phone for Microsoft Office Communications Server 2007 R2. POE and AC adapter with NA plug. Includes 6 ft USB cable and Phone Edition R2 firmware. English.	\$619	\$526	\$531	2200-31410-001	DC8
CX700 IP Desktop Phone for Microsoft Office Communications Server 2007 R2. POE only. Includes 6 ft USB cable and Phone Edition R2 firmware. English.	\$599	\$509	\$514	2200-31410-025	DC8
CX700 IP Desktop Phone for Microsoft Office Communications Server 2007 R1. POE and AC adapter with NA plug. French.	\$619	\$526	\$531	2200-31420-001	DC8
CX300 Desktop Phone for Microsoft Office Communications Server 2007 R2. USB.	\$169	\$144	\$145	2200-32500-025	DC8
CX100 Speakerphone for Microsoft Office Communicator 200 USB. Integrated USB cable, carrying case, Grey.	\$135	\$115	\$116	2200-44240-001	DC8
CX500 IP Phone for Microsoft Lync. Ships with Lync 2010 Phone Edition and requires Lync Server 2010. POE only. Includes stand/support and 7 ft. Ethernet cable. Order AC Power Kit separately.	\$199	\$169	\$171	2200-44300-025	DC8
Service - CX Desktop Phones					
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Polycom Branded Services					
Premier, One Year, for the CX500, CX600, CX700 and CX3000 phones, priced per phone. (Premier service contract REQUIRES 100% coverage for at least 100 Polycom IP phones per end user customer account)	\$18	\$18	\$18	4870-00963-112	DC4
Premier, Three Year, for the CX500, CX600, CX700 and CX3000 phones, priced per phone. (Premier service contract REQUIRES 100% coverage for at least 100 Polycom IP phones per end user customer account)	\$46	\$45	\$46	4870-00963-312	DC4
Premier, One Year, for the CX300 and CX200 phones (CX200 phone supported until 7/20/17), priced per phone (Premier service contract REQUIRES 100% coverage for at least 100 Polycom IP phones per end user customer account)	\$18	\$18	\$18	4870-50104-112	DC4
Premier, Three Years, for the CX300 and CX200 phones (CX200 phone supported until 7/20/17), priced per phone (Premier service contract REQUIRES 100% coverage for at least 100 Polycom IP phones per end user customer account)	\$46	\$45	\$46	4870-50104-312	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier, Five Years, for the CX300 and CX200 phones (CX200 phone supported until 7/20/17), priced per phone (Premier service contract REQUIRES 100% coverage for at least 100 Polycom IP phones per end user customer account)	\$68	\$67	\$67	4870-50104-512	DC4

CX Desktop Phone Accessories

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

CX Phone Accessories

Replacement Stand/Support for CX600 IP Phone, 5-pack.	\$59	\$50	\$51	2200-15994-001	DC8
Wallmount Kit for CX600 IP Phone. Includes bracket, screws and anchors and template/mounting instructions.	\$25	\$21	\$21	2200-15995-001	DC8
AC Power Adapter for CX700 IP Phone. NA plug. 5-Pack.	\$102	\$87	\$88	2200-31502-001	DC8
Wallmount Clip Kit for CX700 IP Phone. Includes handset clip, screws, anchors and drilling template. 5-Pack.	\$35	\$30	\$30	2200-31503-001	DC8
Handset & Cord Kit for CX700 IP Phone. 5-Pack.	\$102	\$87	\$88	2200-31504-001	DC8
USB A-to-B Cable for CX600/CX700 IP Phone, connection to PC. 5-Pack.	\$19	\$16	\$16	2200-31506-001	DC8
Replacement Handset and Cord for CX500/600 IP Phone, 5-Pack.	\$102	\$87	\$88	2200-44329-001	DC8
Replacement Stand/Support for CX500 IP Phone, 5-pack.	\$59	\$50	\$51	2200-44330-001	DC8
Wallmount Kit for CX500 IP Phone. Includes bracket, screws and anchors and template/mounting instructions.	\$20	\$17	\$17	2200-44331-001	DC8
AC Power Kit for CX500/600, 24VDC. Includes PSU and local cordset with North America plug. 5-Pack.	\$102	\$87	\$88	2200-44340-001	DC8

CX Conference Devices

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

CX Conference Devices For Microsoft Unified Communications

CX3000 IP Conference Phone for Microsoft Lync. Ships with Lync 2010 Phone Edition and requires Lync Server 2010 or greater. POE only. Includes 25 ft. Ethernet cable and 6 ft. secureable USB cable. Order AC Power Kit separately.	\$849	\$722	\$729	2200-15810-025	DC8
CX5000 Unified Conference Station for Microsoft Lync, HD. Includes power-data box, 2 satellite mics, external dial pad, N.A. power cord, cables and documentation. English. USA.	\$4,300	\$3,655	\$3,692	2200-61910-100	DC8
CX5000 Unified Conference Station for Microsoft Lync, HD. Includes power-data box, 2 satellite mics, external dial pad, N.A. power cord, cables and documentation. English. Canada.	\$4,300	\$3,655	\$3,692	2200-61910-402	DC8
CX5100 Unified Conference Station for Microsoft Lync, USB only. Includes power-data box, cables, documentation and N.A. Power Cord.	\$5,999	\$5,099	\$5,151	2200-63890-001	DC8

Service - CX Conference Devices

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Premier Services

Premier, One Year for Polycom's CX 5000 Series	\$495	\$485	\$490	4870-00580-112	DC4
Premier, Three Year for Polycom's CX 5000 Series	\$1,263	\$1,238	\$1,250	4870-00580-312	DC4
Premier, One Year, CX 5100 Series	\$690	\$676	\$683	4870-63880-112	DC4
Premier, Three Year, CX 5100 Series	\$1,865	\$1,828	\$1,846	4870-63880-312	DC4

CX Conference Device Accessories

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>

CX Conference Device Accessories					
---	--	--	--	--	--

AC Power Kit for CX3000, 48VDC. Includes PSU, POE Power Injector Cable and local cordset with North America plug.	\$109	\$93	\$94	2200-15853-001	DC8
Expansion Microphone Kit for CX3000 and SoundStation Duo. Includes two (2) expansion microphones and two (2) 2.1m/7ft connection cables.	\$199	\$169	\$171	2200-15855-001	DC8
CX5000 Replacement External Dial Pad. Also compatible with Microsoft RoundTable.	\$139	\$118	\$119	2200-31330-001	DC8
CX5000 Power Data Box for Canada, Costa Rica, Russia, Singapore, Thailand, USA. Not compatible with Microsoft RoundTable. Local power cord not included.	\$529	\$450	\$454	2200-31331-001	DC8
CX5000 Replacement Privacy Cap. Also compatible with Microsoft RoundTable.	\$25	\$21	\$21	2200-31333-001	DC8
CX5000 Replacement Satellite Mic (single mic). Also compatible with Microsoft RoundTable.	\$99	\$84	\$85	2200-31334-001	DC8
Replacement Power Data Box for Microsoft RoundTable for Canada, Singapore, USA, Hong Kong. Not compatible with Polycom CX5000. Local power cord not included.	\$529	\$450	\$454	2200-31631-001	DC8
Cable - Two (2) expansion microphone cables, 4.6m/15ft for SoundStation VTX 1000, SoundStation2 EX, SoundStation2W (Expandable), SoundStation Duo, SoundStation IP 6000 and CX3000.	\$30	\$28	\$28	2200-41220-002	DC6
Ethernet cable for CX3000, 25 ft.	\$29	\$25	\$25	2200-44332-001	DC8
USB Cable Kit for CX3000. Includes secureable USB Cable, 2m, Cover and screws.	\$25	\$21	\$21	2200-44333-001	DC8

Voice Applications					
---------------------------	--	--	--	--	--

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Unified Communication Software License for 1 Unit of XT9 text input for use with VVX 1500	\$5	\$4	\$4	5150-49180-001	DC16
Unified Communication Software License for 100 Unit of XT9 text input for use with VVX 1500	\$460	\$359	\$362	5150-49181-001	DC16
Unified Communication Software License for 250 Unit of XT9 text input for use with VVX 1500	\$1,099	\$857	\$866	5150-49182-001	DC16
Unified Communication Software License for 500 Unit of XT9 text input for use with VVX 1500	\$2,100	\$1,638	\$1,655	5150-49183-001	DC16
Unified Communication Software License for 5000 Unit of XT9 text input for use with VVX 1500	\$12,500	\$9,750	\$9,848	5150-49184-001	DC16
Unified Communication Software License for Unlimited Unit of XT9 text input for use with VVX 1500	\$64,999	\$50,699	\$51,211	5150-49185-001	DC16
Unified Communication Software License for 1 Unit in Lync Environment for use with SoundPoint IP, SoundStation IP, SoundStructure and VVX products.	\$15	\$13	\$13	5150-49252-001	DC8
Unified Communication Software License for 5 Units in Lync Environment for use with SoundPoint IP, SoundStation IP, SoundStructure and VVX products.	\$75	\$64	\$64	5150-49253-001	DC8
Unified Communication Software License for 10 Units in Lync Environment for use with SoundPoint IP, SoundStation IP, SoundStructure and VVX products.	\$150	\$128	\$129	5150-49254-001	DC8
Unified Communication Software License for 100 Units in Lync Environment for use with SoundPoint IP, SoundStation IP, SoundStructure and VVX products.	\$1,500	\$1,275	\$1,288	5150-49255-001	DC8
Unified Communication Software License for 1000 Units in Lync Environment for use with SoundPoint IP, SoundStation IP, SoundStructure and VVX products.	\$15,000	\$12,750	\$12,879	5150-49256-001	DC8
Unified Communication Software License for 10000 Units in Lync Environment for use with SoundPoint IP, SoundStation IP, SoundStructure and VVX products.	\$150,000	\$127,500	\$128,788	5150-49257-001	DC8

Productivity Suite					
---------------------------	--	--	--	--	--

VQMon SoftWare Certificate Site License (500 units).	\$2,100	\$1,638	\$1,654	5150-47891-001	DC16
Productivity Suite VQMon SoftWare Certificate Site Add-On License (500 units).	\$1,998	\$1,558	\$1,574	5150-47892-001	DC16
VQMon SoftWare Certificate Site License (250 units).	\$1,099	\$857	\$866	5150-47893-001	DC16
VQMon SoftWare Certificate Site License (100 units).	\$460	\$359	\$362	5150-47894-001	DC16

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
VQMon SoftWare Certificate Site License (5000 units).	\$12,500	\$9,750	\$9,848	5150-48378-001	DC16
VQMon Permanent Site License	\$64,999	\$50,699	\$51,206	5150-48907-001	DC16

H.323 Licensing

H.323 Permanent Individual Phone License, For VVX 1500. Exclude Brazil.	\$100	\$85	\$86	5150-16826-001	DC14
---	-------	------	------	----------------	------

VoiceStation Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

VoiceStation 300 Systems

VoiceStation 300 (analog) conference phone for small rooms and offices. Non-expandable. Includes 110-120V AC wallmod power supply with NA plug, 2.8m/9ft telco cable, 6.4m/21ft console cable.	\$309	\$263	\$265	2200-17910-001	DC8
Retail Model of VoiceStation 300 (analog) conference phone for small rooms and offices. Non-expandable. Includes 110-120V AC wallmod power supply with NA plug, 2.8m/9ft telco cable, 6.4m/21ft console cable.	\$323	\$275	\$277	2200-17960-001	DC8

VoiceStation 500 Systems

VoiceStation 500 (analog) conference phone for small rooms and offices with Bluetooth for mobile phone connectivity. Non-expandable. Includes 110-120V AC wallmod power supply with NA plug, 2.8m/9ft telco cable, 6.4m/21ft console cable.	\$419	\$356	\$360	2200-17900-001	DC8
---	-------	-------	-------	----------------	-----

VoiceStation Accessories

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Computer Calling Kit-use SoundStation2s with LCD,VoiceStation 500, SoundStation Duo and SoundStation IP 7000 as speakerphone for VoIP calls via computer based softclients. 1.5m/5ft cable connects phone to a computer's 3.5mm mic/line in and line out jacks	\$29	\$25	\$25	2200-17240-002	DC8
AC wallmod power supply 110-120VAC 0.2A for VoiceStation 100/300/500 with NA power plug.	\$102	\$95	\$96	2200-17918-001	DC6
Cable - 8 Wire Console Cable, keyed RJ-45 to RJ-45, 6.4m/21ft, for VoiceStation 100, SoundStation2 and SoundStation2 without Display. Also Premier Satellite to Console Cable.	\$30	\$28	\$28	2457-00449-001	DC6

Service - VoiceStation

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Premier Services

Premier, One Year for VoiceStation 300, 500 models; SoundPoint Pro SE-220 and SE-225; SoundStation 2 and 2W	\$24	\$24	\$24	4870-00040-112	DC4
---	------	------	------	----------------	-----

SoundStation Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

SoundStation VTX 1000 Systems

SoundStation VTX 1000 (analog) conference phone. Includes 2 expansion mics, 1 subwoofer, 100-240V AC power/telco module with NA plug, 6.4m/21ft console cable, 2.8m/9ft telco cable.	\$1,749	\$1,364	\$1,378	2200-07142-001	DC16
SoundStation VTX 1000 (analog) conference phone. Expandable. Includes 100-240V AC power/telco module with NA plug, 6.4m/21ft console cable, 2.8m/9ft telco cable. Does NOT include expansion mics and subwoofer.	\$1,259	\$982	\$992	2200-07300-001	DC16
SoundStation VTX 1000 Bundle- Twin Pack, Consoles Only. EX Mics and subwoofer to be ordered separately. North America,110V	\$2,419	\$1,887	\$1,906	2200-07385-001	DC16
SoundStation VTX 1000 5-pack (w/o Ex Mics and Subwoofer)- fully auto conference phone featuring VTX Wideband voice and Auto Gain Control, does not include Subwoofer and Ex Mics.	\$5,939	\$4,632	\$4,679	2200-07390-001	DC16
SoundStation VTX 1000 (EX Mics and Subwoofer NOT Included) 10 unit multi-pack. Multi-pack is drop shipped directly to one end user location.	\$11,619	\$9,063	\$9,153	2200-07400-001	DC16
SoundStation VTX 1000 (EX Mics and Subwoofer NOT Included) 25 unit multi-pack. Multi-pack is drop shipped directly to one end user location.	\$27,809	\$21,691	\$21,908	2200-07420-001	DC16
SoundStation VTX 1000 (EX Mics and Subwoofer NOT Included) 50 unit multi-pack. Multi-pack is drop shipped directly to one end user location.	\$53,199	\$41,495	\$41,910	2200-07430-001	DC16
SoundStation VTX 1000 (analog) conference phone. Expandable. Includes 1 subwoofer, 100-240V AC power/telco module with NA plug, 6.4m/21ft console cable, 2.8m/9ft telco cable. Does NOT include expansion mics.	\$1,459	\$1,138	\$1,149	2200-07500-001	DC16

SoundStation2 Systems

SoundStation2 (analog) conference phone without display. Non-expandable. Includes 110V-120V AC wallmod power supply with NA plug, 6.4m/21ft console cable, 2.8m/9ft telco cable.	\$519	\$415.20	\$419.39	2200-15100-001	DC14
SoundStation2 (analog) conference phone with display. Non-expandable. Includes 110V-120V AC power/telco module with NA plug, 6.4m/21ft console cable, 2.8m/9ft telco cable.	\$619	\$495.20	\$500.20	2200-16000-001	DC14
SoundStation2 (analog) conference phone with display. Expandable. Includes 110V-120V AC wallmod power supply with NA plug, 6.4m/21ft console cable, 2.8m/9ft telco cable. Does NOT include expansion mics.	\$729	\$583.20	\$589.09	2200-16200-001	DC14
SoundStation2 EX 10 unit multi-pack(EX Mics NOT Included). Multi-pack is drop shipped directly to one end user location.	\$6,489	\$5,516	\$5,571	2200-16555-001	DC14

SoundStation2W Systems

SoundStation2W (Expandable) 1.9GHz DECT 6.0 Wireless. Includes Base Station (PSTN), 2 100-240V AC power supplies, 2 power cords with US plug, 24 hour talk time battery, 2.8m/9ft telco cable, 1.2m/4ft mobile phone cable (2.5mm), secure voice encryption.	\$939	\$798	\$806	2200-07800-160	DC14
SoundStation2W (Expandable) 1.9GHz DECT 6.0 Wireless, 5-pack Multi-pack is drop shipped directly to one end user location	\$4,499	\$3,824	\$3,862	2200-07850-160	DC14
SoundStation2W (Basic) 1.9 GHz DECT 6.0 Wireless. Non-expandable. Includes Base Station (PSTN), 2 110-220V AC power supplies, 2 US power cords, 12 hrs talk time battery, 2.8m/9ft telco cable, 1.2m/4ft mobile phone cable (2.5mm), secure voice encryption.	\$739	\$628	\$634	2200-07880-160	DC14

Enterprise Systems and Adapters - Accessories

Avaya

SoundStation2 Avaya 2490 conference phone for Avaya Definity PBX systems, expandable. 110 V *4	\$1,089	\$926	\$935	2305-16375-001	DC14
--	---------	-------	-------	----------------	------

Nortel

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
SoundStation2 Direct Connect conference phone for Nortel Meridian PBX systems, expandable. 110V *5	\$1,029	\$875	\$883	2200-17120-001	DC14

SoundStation Accessories

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

SoundStation VTX1000 Accessories

Neoprene carry case for use with SoundStation2, SoundStation2W & VTX 1000 family of conference phones. Can carry console, EX mics and cables.	\$41	\$38	\$39	1676-07870-001	DC6
Cable - External Speaker Integration Kit for SoundStation VTX 1000 and SoundStation IP 7000. Includes 15cm/6in RCA to RCA Y-cable, 3.5mm stereo to RCA Y-adapter and 3.5mm stereo-to-stereo audio coupler.	\$10	\$9	\$9	2215-17409-001	DC6

User Guide

User Guide, English, SSVTX	\$5	\$5	\$5	1725-07246-001	DC6
Quick Install Guide English, SSVTX	\$3	\$3	\$3	1725-07247-001	DC6

VTX Interface Module

Universal AC power supply/interface module for SoundStation VTX 1000, 100-240VAC 0.25A. DOES NOT INCLUDE POWER CORD.	\$209	\$163	\$165	2200-07156-001	DC16
--	-------	-------	-------	----------------	------

Mic

Wireless Lapel Microphone with Frequency A = 171.905MHz for SoundStation, SoundStation Premier, SoundStation2, SoundStation VTX 1000, SoundStation IP 6000 and SoundStation IP 7000. Frequencies approved for U.S. ONLY - Not available outside the U.S.	\$419	\$389.67	\$393.61	2200-00699-001	DC6
Wireless Lapel Microphone with Frequency F = 203.400MHz for SoundStation, SoundStation Premier, SoundStation2, SoundStation VTX 1000, SoundStation IP 6000 and SoundStation IP 7000. Frequencies approved for U.S. ONLY - Not available outside the U.S.	\$419	\$389.67	\$393.61	2200-00699-002	DC6
Expansion (EX) microphone kit for SoundStation VTX 1000 and SoundStation IP6000. Includes two EX mics and two 7ft/2.3m cables. Does not include China	\$309	\$241	\$243	2215-07155-001	DC16

Subwoofer

Subwoofer with amplifier kit for SoundStation VTX 1000. Includes 9.8ft/3m power cable with NA plug and 2.8m/9.2ft RCA male to male cable. 110V.	\$159	\$124	\$125	2200-07242-001	DC16
---	-------	-------	-------	----------------	------

Cables

Cable - Subwoofer cable for SoundStation VTX 1000. 2.8m/9.2ft RCA male to male.	\$19	\$18	\$18	1457-07363-001	DC6
Cable - Two (2) expansion microphone cables, 2.1m/7ft for SoundStation VTX 1000, SoundStation2 EX, SoundStation2W (Expandable), SoundStation Duo and SoundStation IP 6000.	\$30	\$28	\$28	2200-41220-001	DC6
Cable - Two (2) expansion microphone cables, 4.6m/15ft for SoundStation VTX 1000, SoundStation2 EX, SoundStation2W (Expandable), SoundStation Duo, SoundStation IP 6000 and CX3000.	\$30	\$28	\$28	2200-41220-002	DC6
Cable - Two (2) expansion microphone cables (round), 7.6m/25ft for SoundStation VTX 1000.	\$30	\$28	\$28	2200-41220-003	DC6
Cable - Console Cable connects SoundStation VTX 1000 console to the Interface Module/Power Supply. Keyed RJ-45, 6.4m/21ft for use with SoundStation VTX 1000 ONLY.	\$30	\$28	\$28	2457-07690-001	DC6
Cable - Console Cable connects SoundStation VTX 1000 console to the Interface Module/Power Supply. Keyed RJ-45, 15.1m/50ft for use with SoundStation VTX 1000 ONLY.	\$41	\$38	\$39	2457-07690-002	DC6

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

SoundStation2 Accessories

Neoprene carry case for use with SoundStation2, SoundStation2W & VTX 1000 family of conference phones. Can carry console, EX mics and cables.	\$41	\$38	\$39	1676-07870-001	DC6
Wireless Lapel Microphone with Frequency A = 171.905MHz for SoundStation, SoundStation Premier, SoundStation2, SoundStation VTX 1000, SoundStation IP 6000 and SoundStation IP 7000. Frequencies approved for U.S. ONLY - Not available outside the U.S.	\$419	\$389.67	\$393.61	2200-00699-001	DC6
Wireless Lapel Microphone with Frequency F = 203.400MHz for SoundStation, SoundStation Premier, SoundStation2, SoundStation VTX 1000, SoundStation IP 6000 and SoundStation IP 7000. Frequencies approved for U.S. ONLY - Not available outside the U.S.	\$419	\$389.67	\$393.61	2200-00699-002	DC6
Cable - 2.5mm cell phone cable 1.2m/4ft for use with SoundStation2 with LCD, SoundStation2 EX, SoundStation2W (Basic and Expandable), SoundStation IP 7000 and SoundStation Duo.	\$8	\$7	\$8	2200-07817-001	DC6
AC Power Kit for SoundStation2. Includes wallmod power/telco module 110-120VAC 0.2A with NA plug, 9.2ft/2.8m RJ-11 to RJ-11 cable and 21ft/6.4m keyed RJ-45 power supply to console cable.	\$139	\$118	\$119	2200-16020-001	DC14
Expansion microphones kit for SoundStation2 and SoundStation2 Avaya 2490. Includes two (2) expansion microphones and two (2) 3m/9.7ft expansion microphone cables. Compatible with SoundStation2 EX and SoundStation2 Avaya 2490 110-120V models only.	\$209	\$178	\$179	2200-16155-001	DC14
Computer Calling Kit-use SoundStation2s with LCD, VoiceStation 500, SoundStation Duo and SoundStation IP 7000 as speakerphone for VoIP calls via computer based softclients. 1.5m/5ft cable connects phone to a computer's 3.5mm mic/line in and line out jacks	\$29	\$25	\$25	2200-17240-002	DC8
Cable - Two (2) expansion microphone cables, 2.1m/7ft for SoundStation VTX 1000, SoundStation2 EX, SoundStation2W (Expandable), SoundStation Duo and SoundStation IP 6000.	\$30	\$28	\$28	2200-41220-001	DC6
Cable - Two (2) expansion microphone cables, 4.6m/15ft for SoundStation VTX 1000, SoundStation2 EX, SoundStation2W (Expandable), SoundStation Duo, SoundStation IP 6000 and CX3000.	\$30	\$28	\$28	2200-41220-002	DC6
Cable - 8 Wire Console Cable, keyed RJ-45 to RJ-45, 6.4m/21ft, for VoiceStation 100, SoundStation2 and SoundStation2 without Display. Also Premier Satellite to Console Cable.	\$30	\$28	\$28	2457-00449-001	DC6
Cable - 3.5mm mobile device cable 1.2m/4ft for use with SoundStation2s with LCD and 2W, SSIP 7000, SS Duo and VoiceStation 500. For devices with iPhone (R) style wiring and wiring used by many Samsung, Sony Mobile Communications and Nokia mobile devices	\$19	\$18	\$18	2457-19047-001	DC6
Ship Kit 5-pack (box, inserts, handle) for SoundStation2.	\$78	\$78	\$79	2710-07860-005	DC99

SoundStation2W Accessories

Neoprene carry case for use with SoundStation2, SoundStation2W & VTX 1000 family of conference phones. Can carry console, EX mics and cables.	\$41	\$38	\$39	1676-07870-001	DC6
12 Hour Talk Time Battery for SoundStation2W	\$51	\$47	\$48	2200-07803-002	DC6
24 Hour Talk Time Battery for SoundStation2W	\$92	\$86	\$86	2200-07804-002	DC6
Cable - 2.5mm cell phone cable 1.2m/4ft for use with SoundStation2 with LCD, SoundStation2 EX, SoundStation2W (Basic and Expandable), SoundStation IP 7000 and SoundStation Duo.	\$8	\$7	\$8	2200-07817-001	DC6
Expansion Microphone Kit for SoundStation2W (Expandable) only. Includes two (2) expansion microphones and two (2) 3m/9.7ft expansion microphone cables. Low power consumption.	\$209	\$178	\$179	2200-07840-001	DC14
Computer Calling Kit-enables use of SoundStation2W as speakerphone for VoIP calls via computer based softclients. 1.5m cable connects conference phone to a computer's 3.5mm mic/line in and line out jacks.	\$29	\$25	\$25	2200-07878-001	DC8
Cable - Two (2) expansion microphone cables, 4.6m/15ft for SoundStation VTX 1000, SoundStation2 EX, SoundStation2W (Expandable), SoundStation Duo, SoundStation IP 6000 and CX3000.	\$30	\$28	\$28	2200-41220-002	DC6
Power Supplies (2) for SoundStation2W base and console, 100-240V. Includes two (2) 1.8m/6ft power cords with NA plug.	\$26	\$24	\$24	2200-42441-002	DC6

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Cable - 3.5mm mobile device cable 1.2m/4ft for use with SoundStation2s with LCD and 2W, SSIP 7000, SS Duo and VoiceStation 500. For devices with iPhone (R) style wiring and wiring used by many Samsung, Sony Mobile Communications and Nokia mobile devices	\$19	\$18	\$18	2457-19047-001	DC6

Enterprise Systems and Adapters - Accessories

Avaya Accessories

Expansion microphones kit for SoundStation2 and SoundStation2 Avaya 2490. Includes two (2) expansion microphones and two (2) 3m/9.7ft expansion microphone cables. Compatible with SoundStation2 EX and SoundStation2 Avaya 2490 110-120V models only.	\$209	\$178	\$179	2200-16155-001	DC14
Interface Module, SoundStation2, Avaya, u-Law	\$269	\$250	\$253	2305-06415-601	DC6

Nortel Accessories

Interface Module, SoundStation2, Nortel, u-Law	\$269	\$250	\$253	2200-06415-603	DC6
Power Adapter, SoundStation2, Nortel/Avaya	\$15	\$14	\$14	2200-43019-001	DC6

Service - SoundStation

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

SoundStation VTX1000 Service

Polycom Branded Services

Premier, One Year, VTX 1000	\$102	\$100	\$101	4870-00042-112	DC4
Premier, Three Year, VTX 1000	\$260	\$255	\$257	4870-00042-312	DC4
Premier, One Year, VTX 1000 Twin pack product bundle	\$195	\$191	\$193	4870-00043-112	DC4
Premier, Three Year, VTX 1000 Twin pack product bundle	\$484	\$474	\$479	4870-00043-312	DC4

SoundStation2 and 2W Service

Polycom Branded Services

Premier, One Year for VoiceStation 300, 500 models; SoundPoint Pro SE-220 and SE-225; SoundStation 2 and 2W	\$24	\$24	\$24	4870-00040-112	DC4
---	------	------	------	----------------	-----

SoundStructure Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

SoundStructure

SoundStructure C8 - Eight-channel AEC / Noise canceller / Feedback reduction w/Auto Mic Mixing and Matrix Mixer.- Includes NA power cord, user manual, software.	\$5,149	\$4,377	\$4,420	2200-33080-001	DC12
SoundStructure C12 - Twelve-channel AEC / Noise canceller / Feedback reduction w/Auto Mic Mixing and Matrix Mixer.- Includes NA power cord, user manual, software.	\$6,699	\$5,694	\$5,751	2200-33120-001	DC12
SoundStructure C16 - Sixteen-channel AEC / Noise canceller / Feedback reduction w/Auto Mic Mixing and Matrix Mixer.- Includes NA power cord, user manual, software.	\$8,239	\$7,003	\$7,073	2200-33160-001	DC12
SoundStructure TEL1 - single-line PSTN interface for SoundStructure C-series and SR-series products.	\$719	\$611	\$617	2200-35003-001	DC12
SoundStructure TEL2 - dual-line PSTN interface for SoundStructure C-series and SR-series products.	\$1,029	\$875	\$883	2200-35004-001	DC12
SoundStructure VoIP Interface - SIP interface with HDVoice for SoundStructure C and SR series products. NA.	\$795	\$676	\$683	2200-35005-001	DC12

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
SoundStructure SR12 - Twelve-channel Noise canceller / Feedback reduction w/Auto Mic Mixing and Matrix Mixer.- Includes NA power cord, user manual, software.	\$4,739	\$4,028	\$4,068	2200-36120-001	DC12

SoundStructure Accessories

Ceiling Microphone array-Black "Primary". Includes 2ft/60cm drop cable, electronics Interface, wall plate with 10ft/3m & 50ft/15m plenum cable, RJ45(F)/Walta(M). For RealPresence Group, HDX & SoundStructure. See Extension for additional arrays.	\$1,239	\$1,053	\$1,064	2200-23809-001	DC12
Ceiling Microphone array-White "Primary". Includes 2ft/60cm drop cable, electronics Interface, wall plate with 10ft/3m & 50ft/15m plenum cable, RJ45(F)/Walta(M). For RealPresence Group, HDX & SoundStructure. See Extension for additional arrays.	\$1,239	\$1,053	\$1,064	2200-23809-002	DC12
Ceiling Microphone Array - Black "Extension" Kit: Includes 2ft/60cm drop cable, electronics interface, 25ft/7.6m plenum cable. For use with Ceiling Microphone Array 2200-23809-001. Platform dictates maximum # supported.	\$1,239	\$1,053	\$1,064	2200-23810-001	DC12
Ceiling Microphone Array - White "Extension" Kit: Includes 2ft/60cm drop cable, electronics interface, 25ft/7.6m plenum cable. For use with Ceiling Microphone Array 2200-23809-002. Platform dictates maximum # supported.	\$1,239	\$1,053	\$1,064	2200-23810-002	DC12
CLINK2 Crossover cable, 50-feet. Shielded, plenum rated. Links any two CLINK2 devices that use RJ-45 type sockets.	\$119	\$111	\$112	2200-24008-001	DC6
CLINK2 Crossover cable, 25-feet. Shielded, plenum rated. Links any two CLINK2 devices that use RJ-45 type sockets.	\$79	\$73	\$74	2200-24009-001	DC6
CLINK2 Crossover cable, 100-feet. Shielded, plenum rated. Links any two CLINK2 devices that use RJ-45 type sockets.	\$249	\$232	\$234	2200-24010-001	DC6
Reinforced Rack ears for SoundStructure includes chassis screws.	\$20	\$19	\$19	2200-33199-001	DC6
SoundStructure Headset Interface Adapter w/ 25ft RJ9 handset cable, Phoenix cables, 3ft Phoenix to Phoenix cables (2), Instruction Manual.	\$275	\$256	\$258	2200-33206-001	DC6
SoundStructure, Logic Port DB25 (M) connector with screw terminals.	\$159	\$148	\$149	2200-43228-001	DC6
OBAM cable (40ft) links multiple SoundStructure units. For all C-series and SR-series.	\$129	\$120	\$121	2200-43229-001	DC6
SoundStructure Accessory Kit. Contains twelve (12) Phoenix-type screw-terminal connectors for use with all models.	\$64	\$54	\$55	2215-80031-001	DC12
OBAM cable (12") links multiple SoundStructure units. For all C-series and SR-series.	\$17	\$16	\$16	2457-17625-001	DC6
CLINK2 Crossover cable, 18-inches, shielded, special length for Group Series/HDX link to SoundStructure in same rack.	\$30	\$28	\$28	2457-23574-001	DC6
CLink 2 cable, HDX microphone array cable RJ45 to Walta(F) adapts HDX microphone cable to HDX 9000 series codecs	\$31	\$26	\$27	2457-23716-001	DC12
CLink 2 cable, Walta (codec side) to RJ-45F Adapter Cable. For connecting Ceiling Microphone Array or other RJ-45 CLink 2 cable to Group Series & HDX8000/7000/6000/4000 series codecs.	\$40	\$34	\$34	2457-25646-001	DC12
Extended length Black "drop cable" for connecting Spherical Ceiling Microphone Array element to electronics interface. 6ft (1.8m) long. Used with 2200-23809-001 & 2200-23810-001 only. Replaces 2457-24701-001	\$180	\$153	\$155	2457-26764-072	DC12
Extended length White "drop cable" for connecting Spherical Ceiling Microphone Array element to electronics interface. 6ft (1.8m) long. Used with 2200-23809-002 & 2200-23810-002 only. Replaces 2457-24701-003	\$180	\$153	\$155	2457-26765-072	DC12

Service - SoundStructure

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Premier Services

Premier, One Year, SoundStructure C8 Series	\$464	\$455	\$459	4870-00346-112	DC4
Premier, Three Year, SoundStructure C8 Series	\$1,183	\$1,159	\$1,171	4870-00346-312	DC4
Premier, One Year, SoundStructure C12 Series	\$567	\$556	\$561	4870-00348-112	DC4
Premier, Three Year, SoundStructure C12 Series	\$1,446	\$1,417	\$1,431	4870-00348-312	DC4
Premier, One Year, SoundStructure C16 Series	\$670	\$657	\$663	4870-00350-112	DC4
Premier, Three Year, SoundStructure C16 Series	\$1,709	\$1,675	\$1,692	4870-00350-312	DC4
Premier, One Year, SoundStructure SR12 Series	\$464	\$455	\$459	4870-00428-112	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier, Three Year, SoundStructure SR12 Series	\$1,183	\$1,159	\$1,171	4870-00428-312	DC4

Professional Services

SoundStructure Room Verification Service	\$3,100	\$3,038	\$3,068	6867-08281-010	DC4
SoundStructure Programming Service	\$3,000	\$2,940	\$2,969	6867-08281-020	DC4
SoundStructure Onsite Certification Service	\$7,000	\$6,860	\$6,929	6867-08281-030	DC4
SoundStructure Professional Services Package: Includes Room Verification, Programming and Certification	\$12,750	\$12,495	\$12,620	6867-08281-040	DC4
SoundStructure Professional Services Additional Day	\$2,500	\$2,450	\$2,475	6867-08281-050	DC4

Vortex Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Vortex EF2241 - Multi-channel AEC / Noise canceller w/Auto Mic Mixing, Matrix Mixer, and Telephony interface.- Includes power supply, user manual, software, Cat 5 cable, 15' telco cable.	\$3,089	\$2,626	\$2,652	2200-12241-001	DC12
Vortex EF2280 - Multi-channel AEC / Noise canceller w/Auto Mic Mixing and Matrix Mixer.- Includes power supply, user manual, software, Cat 5 cable. Approved for North America, and Taiwan.	\$3,729	\$3,170	\$3,201	2200-12280-001	DC12
Vortex EF2201 Phone Add - Includes power supply, user manual, software, Cat 5 cable 15' telco cable. Excludes Mexico.	\$1,029	\$875	\$883	2200-82201-001	DC12
Vortex EF2210 Single-channel AEC / Noise canceller. - Includes power supply, user manual, software, Cat 5 cable. Approved for North America, Taiwan.	\$2,059	\$1,750.15	\$1,767.83	2200-82210-001	DC12
Vortex EF2211 Single-channel AEC with built-in phone add - Includes power supply, user manual, software, Cat 5 cable, 15' telco cable. Excludes Mexico.	\$2,779	\$2,362	\$2,386	2200-82211-001	DC12
Bundle: Vortex EF2241 and SoundStation VTX 1000 (w/o EX microphones and subwoofer). Excludes Mexico. Only Qualified Registered Resellers may purchase Installed Voice products and systems.	\$4,379	\$3,722	\$3,759	2230-10022-001	DC12
Bundle: Vortex EF2280 and SoundStation VTX 1000 (w/o EX microphones and subwoofer) North America. Only qualified registered resellers may purchase installed voice products and systems.	\$4,999	\$4,249	\$4,292	2230-10023-001	DC12
Quick Install Pack 1: Vortex EF2241, Soundstation VTX 1000 (w/o EX mics and subwfer). 4 boundary mics, 2 2'x2' ceiling tile speakers, and cables. Ctry Grps: 1 & 6 excludes Mexico. Only Qualified Registered Resellers may purchase Installed Voice prods.	\$7,209	\$6,128	\$6,189	2230-10024-001	DC12
Quick Install Pack 2: Vortex EF2241, SoundStation VTX 1000 (w/o EX mics and subwoofer), 4 boundary mics, 2 7" can loudspeakers, and cables. Ctry Groups: 1 & 6 excludes Mexico. Only Qualified Registered Resellers may purchase Installed Voice products.	\$7,209	\$6,128	\$6,189	2230-10025-001	DC12
Quick Install Pack 3: Vortex EF2241, SoundStation VTX 1000 (w/o EX mics and subwfr), 4 ceiling mics, 2 2'x2' ceiling tile speakers, and cables. Excludes Mexico. Only Qualified Registered Resellers may purchase Installed Voice products.	\$7,209	\$6,128	\$6,189	2230-10026-001	DC12
Quick Install Pack 4: Vortex EF2241, SoundStation VTX 1000 (w/o EX mics and subwoofer), 4 ceiling mics, 2 7" can speakers, and cables. Only Qualified Registered Resellers may purchase Installed Voice products.	\$7,209	\$6,128	\$6,189	2230-10027-001	DC12
Vortex EF2280-EF2201 Package System. - Includes EF2280, EF2201, power supplies, user manuals, software, two Cat 5 cables, 15' telco cable.	\$4,749	\$4,037	\$4,077	2230-12282-001	DC12
Vortex EF2280-EF2241 Package System. - Includes EF2280, EF2241, power supplies, user manuals, software, two Cat 5 cables, 15' telco cable.	\$6,809	\$5,788	\$5,846	2230-12283-001	DC12

Vortex Accessories

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Two 2'x2' grid ceiling mount loudspeakers.	\$679	\$631	\$638	1565-17161-001	DC6
Two 6" 2-way ceiling loudspeakers with 4" woofer.	\$569	\$529	\$534	1565-17162-001	DC6

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Vortex Power Supply	\$99	\$92	\$93	2200-60017-003	DC6
Vortex EF-IR11 Infra-Red Remote Control for use with EF2280, EF2241, EF2201, 2211 and EF2210.	\$359	\$305	\$308	2200-80099-001	DC12
Vortex Ethernet Interface including 3' RS232 cable, external power supply, instructional manual, and Vortex CD.	\$389	\$362	\$365	2200-81100-001	DC6
Dual RS232, Ethernet Interface	\$599	\$557	\$563	2200-82000-001	DC6
2 12' RCA male to 3.5mm phoenix connectors for interfacing Vortex products to "Vortex-ready" Soundstation VTX 1000 or to Polycom video codecs. White and Black color coded connectors.	\$26	\$24	\$24	2215-07766-001	DC6
SoundStructure Accessory Kit. Contains twelve (12) Phoenix-type screw-terminal connectors for use with all models.	\$64	\$54	\$55	2215-80031-001	DC12
Table Microphone kit. Includes 4 boundary microphones and cables, 100' speaker cable, 4 RCA to phoenix cables, installation guides, mounting brackets and accessories.	\$1,749	\$1,627	\$1,643	2215-80133-001	DC6
Ceiling Microphone kit. Includes 4 ceiling microphones and cables, 100' speaker cable, 4 RCA to phoenix cables, installation guides, mounting brackets and accessories.	\$1,749	\$1,627	\$1,643	2215-80134-001	DC6
One table top directional microphone and 25' microphone cable.	\$389	\$362	\$365	8215-42072-001	DC6
One omni directional ceiling mount microphone and 50' microphone cable.	\$389	\$362	\$365	8215-42073-001	DC6

Service - Vortex

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Premier Maintenance Services

Premier, One Year, Vortex EF2201	\$93	\$91	\$92	4870-00030-112	DC4
Premier, Three Year, Vortex EF2201	\$237	\$232	\$235	4870-00030-312	DC4
Premier, One Year, Vortex EF2210	\$170	\$167	\$168	4870-00031-112	DC4
Premier, Three Year, Vortex EF2210	\$434	\$425	\$430	4870-00031-312	DC4
Premier, One Year, Vortex EF2211	\$170	\$167	\$168	4870-00032-112	DC4
Premier, Three Year, Vortex EF2211	\$434	\$425	\$430	4870-00032-312	DC4
Premier, One Year, Vortex EF2241	\$314	\$308	\$311	4870-00033-112	DC4
Premier, Three Year, Vortex EF2241	\$801	\$785	\$793	4870-00033-312	DC4
Premier, One Year, Vortex EF2280	\$314	\$308	\$311	4870-00034-112	DC4
Premier, Three Year, Vortex EF2280	\$801	\$785	\$793	4870-00034-312	DC4
Premier, One Year, Vortex EF2280 and EF2201 product bundle	\$402	\$394	\$398	4870-00035-112	DC4
Premier, Three Year, Vortex EF2280 and EF2201 product bundle	\$1,025	\$1,005	\$1,015	4870-00035-312	DC4
Premier, One Year, Vortex EF2280 and EF2241 product bundle	\$608	\$596	\$602	4870-00036-112	DC4
Premier, Three Year, Vortex EF2280 and EF2241 product bundle	\$1,550	\$1,519	\$1,534	4870-00036-312	DC4

POLYCOM LEARNING CENTER

Web-Based Training

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Active Directory Essentials Overview & Management: 6-8 hours self-paced learning w/ labs ADEDOMIT202	\$400	\$392	\$396	4864-05106-001	DC4
Active Directory Essentials Design 6-8 hours self-paced learning w/ labs ADEDIT203	\$400	\$392	\$396	4864-05106-002	DC4
Essential Microsoft Lync Server Skills for Polycom Solutions: 6-8 hours self-paced learning w/ labs	\$400	\$392	\$396	4864-05106-003	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
On-Line Training					
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Video Fundamentals: 8 modules to assist in preparing for Polycom PCVE certification exam	\$0	\$0	\$0	4864-05107-001	DC4

Classroom Training					
<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
1 Day Training: On Site at Customer Location. No topic substitutions; any changes require a custom price quote and location per customer choice with Polycom acceptance. Priced for max. of 10 students. Includes instructor Travel & Expenses.	\$5,675	\$5,562	\$5,618	4864-05101-001	DC4
2 Day Training: On Site at Customer Location. No topic substitutions; any changes require a custom price quote and location per customer choice with Polycom acceptance. Priced for max. of 10 students. Includes instructor Travel & Expenses.	\$11,075	\$10,854	\$10,963	4864-05101-002	DC4
3 Day Training: On Site at Customer Location. No topic substitutions; any changes require a custom price quote and location per customer choice with Polycom acceptance. Priced for max. of 10 students. Includes instructor Travel & Expenses.	\$14,425	\$14,137	\$14,279	4864-05101-003	DC4
4 Day Training: On Site at Customer Location. No topic substitutions; any changes require a custom price quote and location per customer choice with Polycom acceptance. Priced for max. of 10 students. Includes instructor Travel & Expenses.	\$16,475	\$16,146	\$16,309	4864-05101-004	DC4
5 Day Training: On Site at Customer Location. No topic substitutions; any changes require a custom price quote and location per customer choice with Polycom acceptance. Priced for max. of 10 students. Includes instructor Travel & Expenses.	\$18,025	\$17,665	\$17,843	4864-05101-005	DC4
RealPresence Platform: Technical Positioning & Demonstration (Level 2): 1 day	\$0	\$0	\$0	4864-05104-001	DC4
RealPresence Platform: Proof of Concept, Design & Deployment (Level 2): 3 days RPPATAT301	\$0	\$0	\$0	4864-05104-002	DC4
RealPresence Platform: Implementation, Configuration & Troubleshooting (Level 2) RPIIT202	\$4,500	\$4,410	\$4,455	4864-05104-003	DC4
RealPresence Platform Administration and Troubleshooting (Level 2) RPPATAT301	\$3,195	\$3,131	\$3,163	4864-05104-004	DC4
RealPresence Platform: Design, Deployment, Configuration & Troubleshooting (Level 3): 3 days RPPDAT301	\$3,400	\$3,332	\$3,366	4864-05104-005	DC4
RealPresence Platform: Security and Firewall Traversal Using RealPresence Access Director (Level 3): 2 days RPSAT301	\$2,000	\$1,960	\$1,980	4864-05104-006	DC4
Microsoft Design, Deployment, Configuration & Troubleshooting (Level 3): 4 days MICAT301	\$3,995	\$3,915	\$3,955	4864-05104-009	DC4
VBP Technical Training (Level 2): 3 days VBPIT202	\$2,400	\$2,352	\$2,376	4864-05105-003	DC4
RPX Implementation Training HD (Level 3): 4 days RPXAT301	\$3,200	\$3,136	\$3,168	4864-05105-004	DC4
RealPresence Immersive Telepresence (OTX HD): 2 days OTXIT201	\$1,600	\$1,568	\$1,584	4864-05105-005	DC4
RealPresence Immersive Telepresence (RPX + OTX): 5 days RPOXIT201	\$3,995	\$3,915	\$3,955	4864-05105-006	DC4
VoIP Design, Deployment, Configuration and Troubleshooting (Level 2): 3 days VSIT204	\$2,900	\$2,842	\$2,871	4864-05105-007	DC4
RMX & DMA System Administration Training (Level 3): 5 days RDMAT301	\$3,995	\$3,915	\$3,955	4864-05105-009	DC4
RSS 4000 Technical Training (Level 3): 1 day RSSAT301	\$1,600	\$1,568	\$1,584	4864-05105-010	DC4
Credits for 10 Days of Training at PLCM public classes. Valid for 12 Months from date of purchase. Not applicable for onsite or customized classes.	\$6,500	\$6,370	\$6,434	4864-07010-005	DC4
Credits for 15 Days of Training at PLCM public classes. Valid for 12 Months from date of purchase. Not applicable for onsite or customized classes.	\$9,200	\$9,016	\$9,107	4864-07015-005	DC4
Credits for 25 Days of Training at PLCM public classes. Valid for 12 Months from date of purchase. Not applicable for onsite or customized classes.	\$14,425	\$14,137	\$14,279	4864-07025-005	DC4
CMA Technical Training (Level 2): 5 days CMAIT201	\$3,350	\$3,283	\$3,316	4864-17007-001	DC4
RMX & CMA System Administration Training (Level 3): 5 days RCMAT301	\$3,350	\$3,283	\$3,316	4864-20007-001	DC4
RMX 2000/4000 Technical Maintenance, Integration and Operations Course (Level2): 4 days RMXIT202	\$2,675	\$2,622	\$2,648	4864-20104-001	DC4
RMX and DMA Technical Training (Level 2): 5 days RMXDMASAIT202	\$3,995	\$3,915	\$3,955	4864-21105-001	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
HDX Technical Training (Level 2): 2 days HDXIT203	\$1,450	\$1,421	\$1,435	4864-27005-001	DC4
RealPresence Immersive Telepresence (RPX HD): 4 days RPXIT201	\$2,050	\$2,009	\$2,029	4864-28001-001	DC4

Training

1 Day Training: Per Person at Polycom Training Facility	\$1,600	\$1,568	\$1,584	4864-05101-201	DC4
2 Day Training: Per Person at Polycom Training Facility	\$2,000	\$1,860	\$1,879	4864-05101-202	DC6
3 Day Training: Per Person at Polycom Training Facility	\$2,850	\$2,423	\$2,447	4864-05101-203	DC8
4 Day Training: Per Person at Polycom Training Facility	\$3,400	\$2,890	\$2,919	4864-05101-204	DC10
5 Day Training: Per Person at Polycom Training Facility	\$3,995	\$3,396	\$3,430	4864-05101-205	DC12
RealPresence CloudAXIS Suite and Virtualization Essentials (Level 3) RPCAVESAT301	\$2,000	\$1,960	\$1,980	4864-05104-301	DC4

Self Study Training

<u>Long Description</u>	<u>MSRP</u>			<u>Product ID</u>	<u>New Disc</u>
Essentials Communication Security Skills for Polycom Solutions ESCSIT202	\$400	\$392	\$396	4864-05106-009	DC4
Essentials Network Infrastructure Security Skills for Polycom Solutions ESNIT203	\$400	\$392	\$396	4864-05106-010	DC4
RealPresence Resource Manager Overview RPRMIT202	\$400	\$392	\$396	4864-05106-011	DC4

PROFESSIONAL SERVICES

Adoption Services

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Polycom Adoption Portal - Video Library - 1 year subscription	\$12,995	\$12,735	\$12,864	6867-08413-010	DC2
Adoption Portal Service - Enterprise Edition, 1 Year subscription. For up to 1,000 users.	\$13,495	\$13,225	\$13,359	6867-08413-011	DC2
Adoption Portal Service - Enterprise Edition, 1 Year subscription. For up to 5,000 users.	\$15,995	\$15,675	\$15,833	6867-08413-012	DC2
Adoption Portal Service - Enterprise Edition, 1 Year subscription. For up to 10,000 users.	\$18,995	\$18,615	\$18,803	6867-08413-013	DC2
Adoption Portal Service - Enterprise Edition, 1 Year subscription. For up to 20,000 users.	\$20,995	\$20,575	\$20,783	6867-08413-014	DC2
Adoption Portal Service - Starter Edition, 1 Year subscription. For up to 100 users.	\$2,995	\$2,935	\$2,965	6867-08413-021	DC2
Adoption Portal Service - Starter Edition, 1 Year subscription. For up to 200 users.	\$3,995	\$3,915	\$3,955	6867-08413-022	DC2
Adoption Campaign Service- Starter Package (shipping fees not included)	\$9,995	\$9,995.00	\$10,095.96	6867-08414-001	DC2
Adoption Campaign Service- Small Package (shipping fees not included)	\$13,955	\$13,955.00	\$14,095.96	6867-08414-002	DC2
Adoption Campaign Service- Medium Package (shipping fees not included)	\$28,175	\$28,175.00	\$28,459.60	6867-08414-003	DC2
Adoption Campaign Service- Large Package (shipping fees not included)	\$39,845	\$39,845.00	\$40,247.47	6867-08414-004	DC2
RealPresence Analytics Service - 1 Year subscription. For up to 50 hardware endpoints and up to 200 software endpoints, registered to RealPresence Platform.	\$29,995	\$29,395	\$29,692	6867-08415-001	DC2
RealPresence Analytics Service - One (1) Year subscription. For up to 100 hardware endpoints and up to 400 software endpoints, registered to RealPresence Platform.	\$39,995	\$39,195	\$39,591	6867-08415-002	DC2
RealPresence Analytics Service - One (1) Year subscription. For up to 200 hardware endpoints and up to 800 software endpoints, registered to RealPresence Platform.	\$49,995	\$48,995	\$49,490	6867-08415-003	DC2
RealPresence Analytics Service - One (1) Year subscription. For up to 300 hardware endpoints and up to 1200 software endpoints, registered to RealPresence Platform.	\$59,995	\$58,795	\$59,389	6867-08415-004	DC2
RealPresence Analytics Service - One (1) Year subscription. For up to 400 hardware endpoints and up to 1600 software endpoints, registered to RealPresence Platform.	\$69,995	\$68,595	\$69,288	6867-08415-005	DC2

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
RealPresence Analytics Service - One (1) Year subscription. For up to 500 hardware endpoints and up to 2000 software endpoints, registered to RealPresence Platform.	\$79,995	\$78,395	\$79,187	6867-08415-006	DC2

Network Consulting Services

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
UC Network Monitoring Service, cloud-based, real-time annual license. SMB license to monitor up to 10 remote locations , 1 Year	\$1,899	\$1,861	\$1,880	6867-08293-001	DC2
UC Network Monitoring Service, cloud-based, real-time annual license. SMB license to monitor up to 10 remote locations , 3 Year	\$4,843	\$4,746	\$4,794	6867-08293-003	DC2
Flowview add-on module for UC Network Monitoring SMB Service 1 Year, requires valid SMB license.	\$689	\$675	\$682	6867-08293-011	DC2
Flowview add-on module for UC Network Monitoring SMB Service 3 Year, requires valid SMB license.	\$1,757	\$1,722	\$1,739	6867-08293-013	DC2
SMB Upgrade Option - Upgrade the included microAppliance to monitor to 20 remote locations , 1 Year	\$949	\$930	\$939	6867-08293-021	DC2
SMB Upgrade Option - Upgrade the included microAppliance to monitor 20 remote locations , 3 Year	\$2,420	\$2,372	\$2,395	6867-08293-023	DC2
Flowview Plus add-on module for UC Network Monitoring SMB Service 1 Year, requires valid SMB license.	\$920	\$902	\$911	6867-08293-031	DC2
Flowview Plus add-on module for UC Network Monitoring SMB Service 3 Year, requires valid SMB license.	\$2,344	\$2,297	\$2,320	6867-08293-033	DC2
UC Network Monitoring Service, cloud-based, real-time annual license. Enterprise license to monitor up to 40 remote locations , 1 Year	\$5,299	\$5,193	\$5,245	6867-08293-101	DC2
UC Network Monitoring Service, cloud-based, real-time annual license. Enterprise license to monitor up to 40 remote locations , 3 Year	\$13,513	\$13,243	\$13,375	6867-08293-103	DC2
Flowview add-on module for UC Network Monitoring Enterprise Service 1 Year, requires valid Enterprise license.	\$689	\$675	\$682	6867-08293-111	DC2
Flowview add-on module for UC Network Monitoring Enterprise Service 3 Year, requires valid Enterprise license.	\$1,757	\$1,722	\$1,739	6867-08293-113	DC2
Flowview Plus add-on module for UC Network Monitoring Enterprise Service 1 Year, requires valid Enterprise license.	\$920	\$902	\$911	6867-08293-131	DC2
Flowview Plus add-on module for UC Network Monitoring Enterprise Service 3 Year, requires valid Enterprise license.	\$2,344	\$2,297	\$2,320	6867-08293-133	DC2
Enterprise Upgrade Option - Upgrade the included rackAppliance to monitor to 80 remote locations , 1 Year	\$3,999	\$3,919	\$3,958	6867-08293-141	DC2
Enterprise Upgrade Option - Upgrade the included rackAppliance to monitor to 80 remote locations , 3 Year	\$10,198	\$9,994	\$10,094	6867-08293-143	DC2
UC Network Monitoring Service One (1) Day Remote Consultancy	\$1,825	\$1,789	\$1,806	6867-08293-201	DC2
UC Network Monitoring Service Six (6) Days Remote Consultancy over a 12 month Period	\$9,125	\$8,943	\$9,032	6867-08293-206	DC2
Video Network Readiness review of customer network to support high quality video conferencing remote service. (See service description for specific details) T&E not included billed separate for on-site requests	\$34,554	\$33,863	\$34,202	6867-08295-003	DC2
Video over IP Network Diagnosis Service. (see Service Description for specific details) T&E not included.	\$8,765	\$8,590	\$8,676	6867-20000-001	DC2
Video over IP Network Assessment Service for two sites. (see Service Description for specific details) T&E not included.	\$6,490	\$6,360	\$6,424	6867-20001-001	DC2
Video over IP Network Assessment Service for an additional two sites. (see Service Description for specific details) T&E not included.	\$2,210	\$2,166	\$2,187	6867-20001-002	DC2

Project Management

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
One Day of Project Management; T & E not included,each day must be a separate line on customer's PO to Polycom,Professional Services team must be engaged by the SBDM to review requirements and determine the number of days required to deliver the service.	\$1,235	\$1,210	\$1,222	6867-07805-001	DC2

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Project Managed End Point Deployment. Service is priced per endpoint and includes kick-off meeting, project plan, site readiness, and status updates. Not applicable for Global Fulfillment orders.	\$620	\$608	\$614	6867-07985-001	DC2

RealPresence Platform Professional Services

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
RealPresence Endpoint Migration Service, up to 50 video endpoints. (see Service Description for specific details)	\$12,495	\$12,245	\$12,368	6867-08278-001	DC4
RealPresence Endpoint Migration Service, up to 50 video endpoints with Outside Normal Business hours Migration Activities. (see Service Description for specific details)	\$15,495	\$15,185	\$15,337	6867-08278-002	DC4
RealPresence Endpoint Migration Service, up to 50 additional video endpoints. (see Service Description for specific details, must be purchased with part code 6867-08278-001)	\$6,695	\$6,561	\$6,627	6867-08278-011	DC4
RealPresence Endpoint Migration Service, up to 50 additional video endpoints with Outside Normal Business hours Migration Activities. (see Service Description for specific details, must be purchased with part code 6867-08278-002)	\$9,495	\$9,305	\$9,398	6867-08278-012	DC4
RealPresence Migration Service for CMA (6.2 current patch) to Resource Manager during business hours. See Service Description for details. Must be purchased with part code 2200-72426-000 Single Server and 2200-72428-000 for HA. Must have a DMA in place.	\$17,000	\$16,660	\$16,828	6867-08278-020	DC2
RealPresence Migration Service for CMA (6.2 current patch) to Resource Manager OOHs. See Service Description for specific details. Must be purchased with part code 2200-72426-000 Single Server and 2200-72428-000 for HA. Must have a DMA in place.	\$23,000	\$22,540	\$22,768	6867-08278-021	DC2
RP Migration Service for CMA 5000/4000 (6.2 current patch) to Resource Manager platform. No Data Migration Required. Performed OOHs. Must be purchased with part code 2200-72426-000 Single Server and 2200-72428-000 for HA. Must have a DMA in place.	\$16,000	\$15,680	\$15,838	6867-08278-023	DC2
RP Migration Service for CMA 5000/4000 (6.2 current patch) to Resource Manager. NO Data Migration Required. During business hours. Must be purchased with part code 2200-72426-000 Single Server and 2200-72428-000 for HA. Must have a DMA in place.	\$10,150	\$9,947	\$10,047	6867-08278-024	DC2
RP Migration Service for CMA 4000 to Video Dual Manager 400. During business hours. Must be purchased with CMA 4000 to VDM Migration Media Kit and appropriate VDM Migration License part codes. Must have a maintenance contract in place.	\$6,025	\$5,905	\$5,964	6867-08278-033	DC2
RealPresence Platform Upgrade Service, up to 3 infrastructure products. (see Service Description for specific details)	\$9,150	\$8,967	\$9,057	6867-08279-001	DC4
RealPresence Platform Upgrade Service, up to 3 infrastructure products with Outside Normal Business hours Upgrade Activities. (see Service Description for specific details)	\$11,995	\$11,755	\$11,873	6867-08279-002	DC4
RealPresence Platform Upgrade Service, for 1 additional infrastructure product. (see Service Description for specific details, must be purchased with part code 6867-08279-001)	\$1,685	\$1,651	\$1,668	6867-08279-011	DC4
RealPresence Platform Upgrade Service, for 1 additional infrastructure product with Outside Normal Business hours Upgrade Activities. (see Service Description for specific details, must be purchased with part code 6867-08279-002)	\$2,395	\$2,347	\$2,371	6867-08279-012	DC4
RealPresence Endpoint Upgrade Service.Up to fifteen (15) Polycom supported video endpoints. Service delivered from one designated Customer location.(All details and requirements in the service description)	\$5,995	\$5,875	\$5,934	6867-08279-401	DC2
RealPresence Platform Optimization Service, up to 3 infrastructure products. (see Service Description for specific details)	\$17,435	\$17,086	\$17,257	6867-08280-001	DC4
RealPresence Platform Optimization Service, up to 3 infrastructure products, with Outside Normal Business hours Upgrade Activities. (see Service Description for specific details)	\$20,385	\$19,977	\$20,177	6867-08280-002	DC4
RealPresence Platform Optimization Service, for 1 additional infrastructure product. (see Service Description for specific details, must be purchased with part code 6867-08280-001)	\$3,945	\$3,866	\$3,905	6867-08280-011	DC4
RealPresence Platform Optimization Service, for 1 additional infrastructure product, with Outside Normal Business hours Upgrade Activities. (see Service Description for specific details, must be purchased with part code 6867-08280-002)	\$4,675	\$4,582	\$4,627	6867-08280-012	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
RealPresence Platform Solution Design Service- Standard. Produce a detailed design solution to enable implementation of the Polycom RealPresence Platform solution.	\$11,895	\$11,657	\$11,775	6867-08412-001	DC2
RealPresence Platform Solution Design Service- Advanced. Produce a detailed design solution to enable implementation of the RealPresence Platform solution and its integration with a supported 3rd party solution.	\$14,495	\$14,205	\$14,349	6867-08412-002	DC2
API SW Integration - 200 hours of software development. Time may be used as project, or over the course of 12 months from the time it was purchased. Development intended for use with DMA and Res Mgr APIs.	\$23,000	\$22,540	\$22,768	6867-08500-001	DC2
API SW Integration -500 hours of software development. Time may be used as project, or over the course of 12 months from the time it was purchased. Development intended for use with DMA and Res Mgr APIs.	\$55,000	\$53,900	\$54,444	6867-08500-002	DC2
API SW Integration -1000 hours of software development. Time may be used as project, or over the course of 12 months from the time it was purchased. Development intended for use with DMA and Res Mgr APIs.	\$100,000	\$98,000	\$98,990	6867-08500-003	DC2
API SW Integration 20 hrs of software development. Time may be used as project or over 12 months from time of purchase. Development for use with DMA and Res Mgr APIs. MUST BE PURCHASED WITH 200, 500, OR 1000 BLOCK. CAN NOT BE PURCHASED INDEPENDENTLY	\$2,300	\$2,254	\$2,277	6867-08500-004	DC2
API SW Integration 40 hrs of software development. Time may be used as project or over 12 months from time of purchase. Development for use with DMA and Res Mgr APIs. MUST BE PURCHASED WITH 200, 500, OR 1000 BLOCK. CAN NOT BE PURCHASED INDEPENDENTLY	\$4,400	\$4,312	\$4,356	6867-08500-005	DC2
API SW Integration 60 hrs of software development. Time may be used as project or over 12 months from time of purchase. Development for use with DMA and Res Mgr APIs. MUST BE PURCHASED WITH 200, 500, OR 1000 BLOCK. CAN NOT BE PURCHASED INDEPENDENTLY	\$6,300	\$6,174	\$6,236	6867-08500-006	DC2
Conference Control Application, Application Software Only	\$30,000	\$27,900	\$28,182	6867-08500-008	DC6
Conference Control Application; Appliance	\$32,000	\$29,760	\$30,061	6867-08500-009	DC6
API Application Premier Maintenance for Conference Control Application; Application Software Only	\$6,000	\$5,880	\$5,939	6867-08500-010	DC2
API Application Premier Maintenance for Conference Control Application; Appliance	\$6,400	\$6,272	\$6,335	6867-08500-011	DC2
API Application Maintenance; Block of 50 Hours	\$5,000	\$4,900	\$4,949	6867-08500-012	DC2

Remote Monitoring Services

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Remote Monitoring VPN - One-Time Set-Up Fee (Required for all Remote Monitoring Offers)	\$1,595	\$1,563	\$1,579	4870-00900-001	DC4
Remote Monitoring VPN - One Year Term (One Or Three Year Term Required for all Remote Monitoring Offers)	\$4,995	\$4,895	\$4,944	4870-00900-002	DC4
Remote Monitoring VPN - Three Year Term (One Or Three Year Term Required for all Remote Monitoring Offers)	\$13,495	\$13,225	\$13,357	4870-00900-003	DC4
Remote Monitoring & Notification - Set-Up Fee. Per Device. Fewer Than 10 Devices.	\$95	\$93	\$94	4870-00900-101	DC4
Remote Monitoring & Notification - Set-Up Fee. Per Device. 10 or More Devices.	\$45	\$44	\$45	4870-00900-102	DC4
Remote Monitoring & Notification - One Year Term. Per Device. Fewer Than 10 Devices.	\$1,995	\$1,955	\$1,975	4870-00900-201	DC4
Remote Monitoring & Notification - Three Year Term. Per Device. Fewer Than 10 Devices.	\$4,995	\$4,895	\$4,944	4870-00900-202	DC4
Remote Monitoring & Notification - One Year Term. Per Device. 10 or More Devices.	\$1,295	\$1,269	\$1,282	4870-00900-203	DC4
Remote Monitoring & Notification - Three Year Term. Per Device. 10 or More Devices.	\$3,495	\$3,425	\$3,459	4870-00900-204	DC4
Remote Monitoring & Management - VBP Series. Set-Up Fee. Per Device.	\$395	\$387	\$391	4870-00900-301	DC4
Remote Monitoring & Management - CMA Series. Set-Up Fee. Per Device.	\$695	\$681	\$688	4870-00900-302	DC4
Remote Monitoring & Management - RMX Series. Set-Up Fee. Per Device.	\$695	\$681	\$688	4870-00900-303	DC4
Remote Monitoring & Notification - Set-Up Fee. Per Device. Fewer Than 10 Devices.	\$95	\$93	\$94	4870-00900-305	DC4
Remote Monitoring & Notification - Set-Up Fee. Per Device. 10 or More Devices.	\$45	\$44	\$45	4870-00900-307	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Remote Monitoring & Management - VBP Series. One Year Term. Per Device.	\$4,995	\$4,895	\$4,944	4870-00900-401	DC4
Remote Monitoring & Management - VBP Series. Three Year Term. Per Device.	\$13,495	\$13,225	\$13,357	4870-00900-403	DC4
Remote Monitoring & Management - CMA 4000. One Year Term. Per Device.	\$9,495	\$9,305	\$9,398	4870-00900-411	DC4
Remote Monitoring & Management - CMA 4000. Three Year Term. Per Device.	\$25,495	\$24,985	\$25,235	4870-00900-413	DC4
Remote Monitoring & Management - CMA 5000. One Year Term. Per Device.	\$12,995	\$12,735	\$12,862	4870-00900-421	DC4
Remote Monitoring & Management - CMA 5000. Three Year Term. Per Device.	\$34,395	\$33,707	\$34,044	4870-00900-423	DC4
Remote Monitoring & Management - RMX 1500. One Year Term. Per Device.	\$9,495	\$9,305	\$9,398	4870-00900-431	DC4
Remote Monitoring & Management - RMX 1500. Three Year Term. Per Device.	\$25,495	\$24,985	\$25,235	4870-00900-433	DC4
Remote Monitoring & Management - RMX 2000. One Year Term. Per Device.	\$12,995	\$12,735	\$12,862	4870-00900-441	DC4
Remote Monitoring & Management - RMX 2000. Three Year Term. Per Device.	\$34,395	\$33,707	\$34,044	4870-00900-443	DC4
Remote Monitoring & Management - RMX 4000. One Year Term. Per Device.	\$12,995	\$12,735	\$12,862	4870-00900-451	DC4
Remote Monitoring & Management - RMX 4000. Three Year Term. Per Device.	\$34,395	\$33,707	\$34,044	4870-00900-453	DC4
Remote Monitoring VPN - One Year Term (One Or Three Year Term Required for all Remote Monitoring Offers)	\$4,995	\$4,895	\$4,944	4870-00900-461	DC4

UC Professional Services For Microsoft Integration

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Polycom Unified Communications (UC) Professional Services for Polycom Microsoft Integration Audit and Verification Services offering	\$5,160	\$5,057	\$5,108	6867-00003-006	DC2
PCO Integration - UC Professional Services for Microsoft Exchange 2007 PCO Integration Full Solution Deployment. Includes design, plan and on-site integration of Polycom components to Microsoft UC environment to affect PCO integration.	\$8,495	\$8,325	\$8,408	6867-00910-101	DC2
OCS 2007 R2 (Standard Edition) Integration - UC Professional Services Integration Full Solution Deployment. Includes design, plan and on-site integration of Polycom components to Microsoft UC environment to affect OCS integration.	\$8,495	\$8,325	\$8,408	6867-00910-102	DC2
OCS 2007 R2 (Enterprise Edition) Integration - UC Professional Services Integration Full Solution Deployment. Includes design, plan and on-site integration of Polycom components to Microsoft UC environment to affect OCS integration.	\$10,995	\$10,775	\$10,883	6867-00910-103	DC2
PCO Integration - UC Professional Services for Microsoft Exchange 2010 PCO Integration Full Solution Deployment. Includes design, plan and on-site integration of Polycom components to Microsoft UC environment to affect PCO integration.	\$8,495	\$8,325	\$8,408	6867-00910-104	DC2
Lync Server 2010 (Standard Edition) Integration - UC Professional Services Integration Full Solution Deployment. Includes design, plan and on-site integration of Polycom components to Microsoft UC environment to affect Lync integration.	\$8,495	\$8,325	\$8,408	6867-00910-105	DC2
Lync Server 2010 (Enterprise Edition) Integration - UC Professional Services Integration Full Solution Deployment. Includes design, plan and on-site integration of Polycom components to Microsoft UC environment to affect Lync integration.	\$10,995	\$10,775	\$10,883	6867-00910-106	DC2

UC Professional Services For IBM Integration

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Full Solution Deployment of Polycom video integration with IBM UC environment including IBM Lotus Sametime Server v8.5.1.1. only. Includes integration of components and roll-out support.	\$7,495	\$7,345	\$7,419	6867-00920-100	DC2

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Full Solution Deployment of Polycom video integration with IBM UC environment including IBM Lotus Sametime Server v 8.5.2 only. Includes integration of components and roll-out support. This is a required service when integrating Polycom w/ IBM Sametime.	\$7,495	\$7,345	\$7,419	6867-00920-101	DC2

SERVICE FOR DISCONTINUED PRODUCTS

Service - RMX 4000 Base Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Implementation Services

Implementation service, RMX 4000 10 HD/40 CIF base IP system (See published Service Description for complete scope)	\$14,995	\$14,695	\$14,842	4870-00684-007	DC4
Implementation service, RMX 4000 20 HD/80 CIF base IP system (See published Service Description for complete scope)	\$14,995	\$14,695	\$14,842	4870-00686-007	DC4
Implementation service, RMX 4000 40 HD/160 CIF base IP system (See published Service Description for complete scope)	\$14,995	\$14,695	\$14,842	4870-00688-007	DC4
Implementation service, RMX 4000 60 HD/240 CIF base IP system (See published Service Description for complete scope)	\$19,995	\$19,595	\$19,791	4870-00690-007	DC4
Implementation service, RMX 4000 80 HD/320 CIF base IP system (See published Service Description for complete scope)	\$19,995	\$19,595	\$19,791	4870-00692-007	DC4

Premier Maintenance Services

Premier, One Year, RMX 4000 10 HD/40 CIF base IP system	\$17,500	\$17,150	\$17,322	4870-00684-112	DC4
Premier, Three Year, RMX 4000 10 HD/40 CIF base IP system	\$44,650	\$43,757	\$44,195	4870-00684-312	DC4
AdvancedAccess Premier, One Year, RMX 4000 10 HD/40 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$21,000	\$20,580	\$20,786	4870-00684-513	DC4
AdvancedAccess Premier, Three Year, RMX 4000 10 HD/40 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$53,550	\$52,479	\$53,004	4870-00684-533	DC4
Premier, One Year, RMX 4000 20 HD/80 CIF base IP system	\$21,750	\$21,315	\$21,528	4870-00686-112	DC4
Premier, Three Year, RMX 4000 20 HD/80 CIF base IP system	\$55,450	\$54,341	\$54,884	4870-00686-312	DC4
AdvancedAccess Premier, One Year, RMX 4000 20 HD/80 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$26,100	\$25,578	\$25,834	4870-00686-513	DC4
AdvancedAccess Premier, Three Year, RMX 4000 20 HD/80 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$66,555	\$65,224	\$65,876	4870-00686-533	DC4
Premier, One Year, RMX 4000 40 HD/160 CIF base IP system	\$36,000	\$35,280	\$35,633	4870-00688-112	DC4
Premier, Three Year, RMX 4000 40 HD/160 CIF base IP system	\$91,800	\$89,964	\$90,864	4870-00688-312	DC4
AdvancedAccess Premier, One Year, RMX 4000 40 HD/160 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$43,200	\$42,336	\$42,759	4870-00688-513	DC4
AdvancedAccess Premier, Three Year, RMX 4000 40 HD/160 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$110,160	\$107,957	\$109,036	4870-00688-533	DC4
Premier, One Year, RMX 4000 60 HD/240 CIF base IP system	\$50,250	\$49,245	\$49,737	4870-00690-112	DC4
Premier, Three Year, RMX 4000 60 HD/240 CIF base IP system	\$128,150	\$125,587	\$126,843	4870-00690-312	DC4
AdvancedAccess Premier, One Year, RMX 4000 60 HD/240 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$60,300	\$59,094	\$59,685	4870-00690-513	DC4
AdvancedAccess Premier, Three Year, RMX 4000 60 HD/240 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$153,765	\$150,690	\$152,197	4870-00690-533	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier, One Year, RMX 4000 80 HD/320 CIF base IP system	\$64,500	\$63,210	\$63,842	4870-00692-112	DC4
Premier, Three Year, RMX 4000 80 HD/320 CIF base IP system	\$164,500	\$161,210	\$162,822	4870-00692-312	DC4
AdvancedAccess Premier, One Year, RMX 4000 80 HD/320 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$77,400	\$75,852	\$76,611	4870-00692-513	DC4
AdvancedAccess Premier, Three Year, RMX 4000 80 HD/320 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$197,370	\$193,423	\$195,357	4870-00692-533	DC4

Premier Onsite Maintenance Services

Premier Onsite, One Year, RMX 4000 10 HD/40 CIF base IP system	\$26,250	\$25,725	\$25,982	4870-00684-114	DC4
Premier Onsite, Three Year, RMX 4000 10 HD/40 CIF base IP system	\$66,950	\$65,611	\$66,267	4870-00684-314	DC4
AdvancedAccess Premier Onsite, One Year, RMX 4000 10 HD/40 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$30,185	\$29,581	\$29,877	4870-00684-514	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 4000 10 HD/40 CIF base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$51,015	\$49,995	\$50,495	4870-00684-515	DC4
AdvancedAccess Premier Onsite, Three Year, RMX 4000 10 HD/40 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$76,970	\$75,431	\$76,185	4870-00684-534	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 4000 10 HD/40 CIF base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$130,090	\$127,488	\$128,763	4870-00684-535	DC4
Premier Onsite, One Year, RMX 4000 20 HD/80 CIF base IP system	\$32,650	\$31,997	\$32,317	4870-00686-114	DC4
Premier Onsite, Three Year, RMX 4000 20 HD/80 CIF base IP system	\$83,250	\$81,585	\$82,401	4870-00686-314	DC4
AdvancedAccess Premier Onsite, One Year, RMX 4000 20 HD/80 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$37,520	\$36,770	\$37,137	4870-00686-514	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 4000 20 HD/80 CIF base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$63,400	\$62,132	\$62,753	4870-00686-515	DC4
AdvancedAccess Premier Onsite, Three Year, RMX 4000 20 HD/80 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$95,675	\$93,762	\$94,699	4870-00686-534	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 4000 20 HD/80 CIF base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$161,670	\$158,437	\$160,021	4870-00686-535	DC4
Premier Onsite, One Year, RMX 4000 40 HD/160 CIF base IP system	\$54,000	\$52,920	\$53,449	4870-00688-114	DC4
Premier Onsite, Three Year, RMX 4000 40 HD/160 CIF base IP system	\$137,700	\$134,946	\$136,295	4870-00688-314	DC4
AdvancedAccess Premier Onsite, One Year, RMX 4000 40 HD/160 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$62,100	\$60,858	\$61,467	4870-00688-514	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 4000 40 HD/160 CIF base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$104,940	\$102,841	\$103,870	4870-00688-515	DC4
AdvancedAccess Premier Onsite, Three Year, RMX 4000 40 HD/160 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$158,355	\$155,188	\$156,740	4870-00688-534	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 4000 40 HD/160 CIF base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$267,595	\$262,243	\$264,866	4870-00688-535	DC4
Premier Onsite, One Year, RMX 4000 60 HD/240 CIF base IP system	\$75,400	\$73,892	\$74,631	4870-00690-114	DC4
Premier Onsite, Three Year, RMX 4000 60 HD/240 CIF base IP system	\$192,250	\$188,405	\$190,289	4870-00690-314	DC4
AdvancedAccess Premier Onsite, One Year, RMX 4000 60 HD/240 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$86,680	\$84,946	\$85,796	4870-00690-514	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 4000 60 HD/240 CIF base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$146,480	\$143,550	\$144,986	4870-00690-515	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite,Three Year, RMX 4000 60 HD/240 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$221,035	\$216,614	\$218,780	4870-00690-534	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 4000 60 HD/240 CIF base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$373,525	\$366,055	\$369,715	4870-00690-535	DC4
Premier Onsite, One Year, RMX 4000 80 HD/320 CIF base IP system	\$96,750	\$94,815	\$95,763	4870-00692-114	DC4
Premier Onsite, Three Year, RMX 4000 80 HD/320 CIF base IP system	\$246,700	\$241,766	\$244,184	4870-00692-314	DC4
AdvancedAccess Premier Onsite, One Year, RMX 4000 80 HD/320 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$111,260	\$109,035	\$110,125	4870-00692-514	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 4000 80 HD/320 CIF base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$188,020	\$184,260	\$186,102	4870-00692-515	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 4000 80 HD/320 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$283,715	\$278,041	\$280,821	4870-00692-534	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 4000 80 HD/320 CIF base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$479,450	\$469,861	\$474,560	4870-00692-535	DC4

Service - RMX-2000 Base Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Service

Implementation Services

Implementation service for RMX 2000, 5 HD/20 CIF system (See published Service Description for complete scope)	\$9,295	\$9,109	\$9,200	4870-00280-007	DC4
Implementation service for RMX 2000, 7 HD/30 CIF system (See published Service Description for complete scope)	\$9,295	\$9,109	\$9,200	4870-00282-007	DC4
Implementation service for RMX 2000, 10 HD/40 CIF system (See published Service Description for complete scope)	\$9,295	\$9,109	\$9,200	4870-00284-007	DC4
Implementation service for RMX 2000, 15 HD/60 CIF system (See published Service Description for complete scope)	\$11,295	\$11,069	\$11,180	4870-00286-007	DC4
Implementation service for RMX 2000, 20 HD/80 CIF system (See published Service Description for complete scope)	\$11,295	\$11,069	\$11,180	4870-00288-007	DC4
Implementation service for RMX 2000, 30 HD/120 CIF base IP system (See published Service Description for complete scope)	\$11,295	\$11,069	\$11,180	4870-00568-007	DC4
Implementation service for RMX 2000, 40 HD/160 CIF base IP system (See published Service Description for complete scope)	\$11,295	\$11,069	\$11,180	4870-00570-007	DC4

Installation Services

On-site Installation service for RMX 2000, 5 HD/20 CIF system	\$3,095	\$3,033	\$3,063	4870-00280-004	DC4
---	---------	---------	---------	----------------	-----

Premier Services

Premier, One Year, RMX 2000, 5 HD/20 CIF base IP system	\$5,100	\$4,998	\$5,048	4870-00280-112	DC4
Premier, Three Year, RMX 2000, 5 HD/20 CIF base IP system	\$13,000	\$12,740	\$12,867	4870-00280-312	DC4
AdvancedAccess Premier, One Year, RMX 2000 5 HD/20 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$6,120	\$5,998	\$6,058	4870-00280-513	DC4
AdvancedAccess Premier, Three Year, RMX 2000 5 HD/20 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$15,605	\$15,293	\$15,446	4870-00280-533	DC4
Premier, One Year, RMX 2000, 7 HD/30 CIF base IP system	\$7,385	\$7,237	\$7,310	4870-00282-112	DC4
Premier, Three Year, RMX 2000, 7 HD/30 CIF base IP system	\$18,850	\$18,473	\$18,658	4870-00282-312	DC4
AdvancedAccess Premier, One Year, RMX 2000 7 HD/30 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$8,860	\$8,683	\$8,770	4870-00282-513	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier, Three Year, RMX 2000 7 HD/30 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$22,595	\$22,143	\$22,365	4870-00282-533	DC4
Premier, One Year, RMX 2000, 10 HD/40 CIF base IP system	\$8,500	\$8,330	\$8,413	4870-00284-112	DC4
Premier, Three Year, RMX 2000, 10 HD/40 CIF base IP system	\$21,700	\$21,266	\$21,479	4870-00284-312	DC4
AdvancedAccess Premier, One Year, RMX 2000 10 HD/40 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$10,200	\$9,996	\$10,096	4870-00284-513	DC4
AdvancedAccess Premier, Three Year, RMX 2000 10 HD/40 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$26,010	\$25,490	\$25,745	4870-00284-533	DC4
Premier, One Year, RMX 2000, 15 HD/60 CIF base IP system	\$12,145	\$11,902	\$12,021	4870-00286-112	DC4
Premier, Three Year, RMX 2000, 15 HD/60 CIF base IP system	\$30,950	\$30,331	\$30,634	4870-00286-312	DC4
AdvancedAccess Premier, One Year, RMX 2000 15 HD/60 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$14,575	\$14,284	\$14,426	4870-00286-513	DC4
AdvancedAccess Premier, Three Year, RMX 2000 15 HD/60 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$37,165	\$36,422	\$36,786	4870-00286-533	DC4
Premier, One Year, RMX 2000, 20 HD/80 CIF base IP system	\$15,300	\$14,994	\$15,144	4870-00288-112	DC4
Premier, Three Year, RMX 2000, 20 HD/80 CIF base IP system	\$39,000	\$38,220	\$38,602	4870-00288-312	DC4
AdvancedAccess Premier, One Year, RMX 2000 20 HD/80 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$18,360	\$17,993	\$18,173	4870-00288-513	DC4
AdvancedAccess Premier, Three Year, RMX 2000 20 HD/80 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$46,820	\$45,884	\$46,342	4870-00288-533	DC4
Premier, One Year, RMX 2000, 2 HD/10 CIF license expansion	\$1,800	\$1,764	\$1,782	4870-00290-112	DC4
Premier, One Year, RMX 2000/4000, 5 HD/20 CIF license expansion	\$3,600	\$3,528	\$3,563	4870-00292-112	DC4
Premier, One Year, RMX 2000/4000, 7 HD/30 CIF license expansion	\$5,300	\$5,194	\$5,246	4870-00294-112	DC4
Premier, One Year, RMX 2000/4000, 10 HD/40 CIF license expansion	\$7,100	\$6,958	\$7,028	4870-00296-112	DC4
Premier, One Year, RMX 2000/4000, 12 HD/50 CIF license expansion	\$8,900	\$8,722	\$8,809	4870-00298-112	DC4
Premier, One Year, RMX 2000/4000, 20 HD/80 CIF license expansion	\$14,200	\$13,916	\$14,055	4870-00301-112	DC4
Premier, Three Year, RMX 2000/4000, 20 HD/80 CIF license expansion	\$36,200	\$35,476	\$35,831	4870-00301-312	DC4
Premier, One Year, RMX 2000, 30 HD/120 CIF base IP system	\$22,100	\$21,658	\$21,875	4870-00568-112	DC4
Premier, Three Year, RMX 2000, 30 HD/120 CIF base IP system	\$56,350	\$55,223	\$55,775	4870-00568-312	DC4
Premier, One Year, RMX 2000, 40 HD/160 CIF base IP system	\$28,900	\$28,322	\$28,605	4870-00570-112	DC4
Premier, Three Year, RMX 2000, 40 HD/160 CIF base IP system	\$73,700	\$72,226	\$72,948	4870-00570-312	DC4
Premier, One Year, RMX 4000 60 HD/240 CIF license expansion	\$42,700	\$41,846	\$42,264	4870-00694-112	DC4
Premier, Three Year, RMX 4000 60 HD/240 CIF license expansion	\$108,900	\$106,722	\$107,789	4870-00694-312	DC4

Premier Onsite Services

Premier Onsite, One Year, RMX 2000, 5 HD/20 CIF base IP system	\$7,650	\$7,497	\$7,572	4870-00280-114	DC4
Premier Onsite, Three Year, RMX 2000, 5 HD/20 CIF base IP system	\$19,500	\$19,110	\$19,301	4870-00280-314	DC4
AdvancedAccess Premier Onsite, One Year, RMX 2000 5 HD/20 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$8,800	\$8,624	\$8,710	4870-00280-514	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 2000 5 HD/20 CIF base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$14,865	\$14,568	\$14,713	4870-00280-515	DC4
AdvancedAccess Premier Onsite, Three Year, RMX 2000 5 HD/20 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$22,440	\$21,991	\$22,211	4870-00280-534	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 2000 5 HD/20 CIF base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$37,905	\$37,147	\$37,518	4870-00280-535	DC4
Premier Onsite, One Year, RMX 2000, 7 HD/30 CIF base IP system	\$11,100	\$10,878	\$10,987	4870-00282-114	DC4
Premier Onsite, Three Year, RMX 2000, 7 HD/30 CIF base IP system	\$28,300	\$27,734	\$28,011	4870-00282-314	DC4
AdvancedAccess Premier Onsite, One Year, RMX 2000 7 HD/30 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$12,740	\$12,485	\$12,610	4870-00282-514	DC4

Polycom, Inc.
State of Utah Contract Pricelist

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 2000 7 HD/30 CIF base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$21,525	\$21,095	\$21,305	4870-00282-515	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 2000 7 HD/30 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$32,485	\$31,835	\$32,154	4870-00282-534	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 2000 7 HD/30 CIF base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$54,890	\$53,792	\$54,330	4870-00282-535	DC4
Premier Onsite, One Year, RMX 2000, 10 HD/40 CIF base IP system	\$12,750	\$12,495	\$12,620	4870-00284-114	DC4
Premier Onsite, Three Year, RMX 2000, 10 HD/40 CIF base IP system	\$32,500	\$31,850	\$32,169	4870-00284-314	DC4
AdvancedAccess Premier Onsite, One Year, RMX 2000 10 HD/40 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$14,660	\$14,367	\$14,510	4870-00284-514	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 2000 10 HD/40 CIF base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$24,780	\$24,284	\$24,527	4870-00284-515	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 2000 10 HD/40 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$37,385	\$36,637	\$37,004	4870-00284-534	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 2000 10 HD/40 CIF base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$63,190	\$61,926	\$62,545	4870-00284-535	DC4
Premier Onsite, One Year, RMX 2000, 15 HD/60 CIF base IP system	\$18,200	\$17,836	\$18,014	4870-00286-114	DC4
Premier Onsite, Three Year, RMX 2000, 15 HD/60 CIF base IP system	\$46,400	\$45,472	\$45,927	4870-00286-314	DC4
AdvancedAccess Premier Onsite, One Year, RMX 2000 15 HD/60 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$20,950	\$20,531	\$20,736	4870-00286-514	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 2000 15 HD/60 CIF base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$35,405	\$34,697	\$35,044	4870-00286-515	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 2000 15 HD/60 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$53,425	\$52,357	\$52,880	4870-00286-534	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 2000 15 HD/60 CIF base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$90,285	\$88,479	\$89,364	4870-00286-535	DC4
Premier Onsite, One Year, RMX 2000, 20 HD/80 CIF base IP system	\$22,950	\$22,491	\$22,716	4870-00288-114	DC4
Premier Onsite, Three Year, RMX 2000, 20 HD/80 CIF base IP system	\$58,500	\$57,330	\$57,903	4870-00288-314	DC4
AdvancedAccess Premier Onsite, One Year, RMX 2000 20 HD/80 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$26,390	\$25,862	\$26,121	4870-00288-514	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 2000 20 HD/80 CIF base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$44,600	\$43,708	\$44,145	4870-00288-515	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 2000 20 HD/80 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$67,295	\$65,949	\$66,609	4870-00288-534	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 2000 20 HD/80 CIF base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$113,730	\$111,455	\$112,570	4870-00288-535	DC4
Premier Onsite, One Year, RMX 2000/4000, 2 HD/10 CIF license expansion	\$2,700	\$2,646	\$2,672	4870-00290-114	DC4
Premier Onsite, One Year, RMX 2000/4000, 5 HD/20 CIF license expansion	\$5,400	\$5,292	\$5,345	4870-00292-114	DC4
Premier Onsite, One Year, RMX 2000/4000, 7 HD/30 CIF license expansion	\$7,950	\$7,791	\$7,869	4870-00294-114	DC4
Premier Onsite, One Year, RMX 2000/4000, 10 HD/40 CIF license expansion	\$10,650	\$10,437	\$10,541	4870-00296-114	DC4
Premier Onsite, One Year, RMX 2000/4000, 12 HD/50 CIF license expansion	\$13,350	\$13,083	\$13,214	4870-00298-114	DC4
Premier Onsite, One Year, RMX 2000/4000, 15 HD/60 CIF license expansion	\$15,300	\$14,994	\$15,144	4870-00300-114	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier Onsite, One Year, RMX 2000/4000, 20 HD/80 CIF license expansion	\$21,300	\$20,874	\$21,083	4870-00301-114	DC4
Premier Onsite, Three Year, RMX 2000/4000, 20 HD/80 CIF license expansion	\$54,300	\$53,214	\$53,746	4870-00301-314	DC4
Premier Onsite, One Year, RMX 2000, 30 HD/120 CIF base IP system	\$33,150	\$32,487	\$32,812	4870-00568-114	DC4
Premier Onsite, Three Year, RMX 2000, 30 HD/120 CIF base IP system	\$84,550	\$82,859	\$83,688	4870-00568-314	DC4
Premier Onsite, One Year, RMX 2000, 40 HD/160 CIF base IP system	\$43,350	\$42,483	\$42,908	4870-00570-114	DC4
Premier Onsite, Three Year, RMX 2000, 40 HD/160 CIF base IP system	\$110,550	\$108,339	\$109,422	4870-00570-314	DC4
Premier Onsite, One Year, RMX 4000 60 HD/240 CIF license expansion	\$64,050	\$62,769	\$63,397	4870-00694-114	DC4
Premier Onsite, Three Year, RMX 4000 60 HD/240 CIF license expansion	\$163,350	\$160,083	\$161,684	4870-00694-314	DC4

Service - RMX 2000 - RMX 4000 Options and Upgrades

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Service

Premier Services

AdvancedAccess Premier, One Year, RMX 2000, 2 HD/10 CIF license expansion (Requires all systems to be covered by AdvancedAccess)	\$2,160	\$2,117	\$2,138	4870-00290-513	DC4
AdvancedAccess Premier, One Year, RMX 2000/4000, 5 HD/20 CIF license expansion (Requires all systems to be covered by AdvancedAccess)	\$4,320	\$4,234	\$4,276	4870-00292-513	DC4
AdvancedAccess Premier, One Year, RMX 2000/4000, 7 HD/30 CIF license expansion (Requires all systems to be covered by AdvancedAccess)	\$6,360	\$6,233	\$6,295	4870-00294-513	DC4
AdvancedAccess Premier, One Year, RMX 2000/4000, 10 HD/40 CIF license expansion (Requires all systems to be covered by AdvancedAccess)	\$8,520	\$8,350	\$8,433	4870-00296-513	DC4
AdvancedAccess Premier, One Year, RMX 2000/4000, 12 HD/50 CIF license expansion (Requires all systems to be covered by AdvancedAccess)	\$10,680	\$10,466	\$10,571	4870-00298-513	DC4
AdvancedAccess Premier, One Year, RMX 2000/4000, 15 HD/60 CIF license expansion (Requires all systems to be covered by AdvancedAccess)	\$12,240	\$11,995	\$12,115	4870-00300-513	DC4
AdvancedAccess Premier, One Year, RMX 2000/4000, 20 HD/80 CIF license expansion (Requires all systems to be covered by AdvancedAccess)	\$17,040	\$16,699	\$16,866	4870-00301-513	DC4
AdvancedAccess Premier, One Year, RMX 2000, 30 HD/120 base IP system (Requires all systems to be covered by AdvancedAccess)	\$26,520	\$25,990	\$26,249	4870-00568-513	DC4
AdvancedAccess Premier, Three Year, RMX 2000, 30 HD/120 base IP system (Requires all systems to be covered by AdvancedAccess)	\$67,625	\$66,273	\$66,935	4870-00568-533	DC4
AdvancedAccess Premier, One Year, RMX 2000,40 HD/160 CIF base IP system (Requires all systems to be covered by AdvancedAccess) (Requires all systems to be covered by AdvancedAccess)	\$34,680	\$33,986	\$34,326	4870-00570-513	DC4
AdvancedAccess Premier, Three Year, RMX 2000,40 HD/160 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$88,435	\$86,666	\$87,533	4870-00570-533	DC4
AdvancedAccess Premier, One Year, RMX 4000,60 HD/240 CIF license expansion (Requires all systems to be covered by AdvancedAccess)	\$51,240	\$50,215	\$50,717	4870-00694-513	DC4
AdvancedAccess Premier, Three Year, RMX 4000,60 HD/240 CIF license expansion (Requires all systems to be covered by AdvancedAccess)	\$130,660	\$128,047	\$129,327	4870-00694-533	DC4

Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, RMX 2000, 2 HD/10 CIF license expansion (Requires all systems to be covered by AdvancedAccess)	\$3,105	\$3,043	\$3,073	4870-00290-514	DC4
---	---------	---------	---------	----------------	-----

Polycom, Inc.
State of Utah Contract Pricelist

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 2000, 2 HD/10 CIF license expansion (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$5,245	\$5,140	\$5,192	4870-00290-515	DC4
AdvancedAccess Premier Onsite, One Year, RMX 2000/4000, 5 HD/20 CIF license expansion (Requires all systems to be covered by AdvancedAccess)	\$6,210	\$6,086	\$6,147	4870-00292-514	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 2000/4000, 5 HD/20 CIF license expansion (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$10,495	\$10,285	\$10,388	4870-00292-515	DC4
AdvancedAccess Premier Onsite, One Year, RMX 2000/4000, 7 HD/30 CIF license expansion (Requires all systems to be covered by AdvancedAccess)	\$9,145	\$8,962	\$9,052	4870-00294-514	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 2000/4000, 7 HD/30 CIF license expansion (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$15,450	\$15,141	\$15,292	4870-00294-515	DC4
AdvancedAccess Premier Onsite, One Year, RMX 2000/4000, 10 HD/40 CIF license expansion (Requires all systems to be covered by AdvancedAccess)	\$12,245	\$12,000	\$12,120	4870-00296-514	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 2000/4000, 10 HD/40 CIF license expansion (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$20,695	\$20,281	\$20,484	4870-00296-515	DC4
AdvancedAccess Premier Onsite, One Year, RMX 2000/4000, 12 HD/50 CIF license expansion (Requires all systems to be covered by AdvancedAccess)	\$15,350	\$15,043	\$15,193	4870-00298-514	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 2000/4000, 12 HD/50 CIF license expansion (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$25,945	\$25,426	\$25,680	4870-00298-515	DC4
AdvancedAccess Premier Onsite, One Year, RMX 2000/4000, 15 HD/60 CIF license expansion (Requires all systems to be covered by AdvancedAccess)	\$17,595	\$17,243	\$17,416	4870-00300-514	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 2000/4000, 15 HD/60 CIF license expansion (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$29,735	\$29,140	\$29,432	4870-00300-515	DC4
AdvancedAccess Premier Onsite, One Year, RMX 2000/4000, 20 HD/80 CIF license expansion (Requires all systems to be covered by AdvancedAccess)	\$24,495	\$24,005	\$24,245	4870-00301-514	DC4
AdvancedAccess Premier Onsite, One Year, RMX 2000, 30 HD/120 base IP system (Requires all systems to be covered by AdvancedAccess)	\$38,125	\$37,363	\$37,736	4870-00568-514	DC4
AdvancedAccess Premier Onsite 4 hours, One Year, RMX 2000, 30 HD/120 base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$64,420	\$63,132	\$63,763	4870-00568-515	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 2000, 30 HD/120 base IP system (Requires all systems to be covered by AdvancedAccess)	\$97,220	\$95,276	\$96,228	4870-00568-534	DC4
AdvancedAccess Premier Onsite 4 hours,Three Year, RMX 2000, 30 HD/120 base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$164,270	\$160,985	\$162,594	4870-00568-535	DC4
AdvancedAccess Premier Onsite, One Year, RMX 2000,40 HD/160 CIF base IP system (Requires all systems to be covered by AdvancedAccess) (Requires all systems to be covered by AdvancedAccess)	\$49,850	\$48,853	\$49,342	4870-00570-514	DC4
AdvancedAccess Premier Onsite 4 hours, One Year, RMX 2000,40 HD/160 CIF base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$84,245	\$82,560	\$83,386	4870-00570-515	DC4
AdvancedAccess Premier Onsite,Three Year, RMX 2000,40 HD/160 CIF base IP system (Requires all systems to be covered by AdvancedAccess)	\$127,120	\$124,578	\$125,823	4870-00570-534	DC4
AdvancedAccess Premier Onsite 4 hour,Three Year, RMX 2000,40 HD/160 CIF base IP system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$214,825	\$210,529	\$212,634	4870-00570-535	DC4
AdvancedAccess Premier Onsite, One Year, RMX 4000,60 HD/240 CIF license expansion (Requires all systems to be covered by AdvancedAccess)	\$73,660	\$72,187	\$72,909	4870-00694-514	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 4000,60 HD/240 CIF license expansion (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$124,470	\$121,981	\$123,200	4870-00694-515	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite,Three Year, RMX 4000,60 HD/240 CIF license expansion (Requires all systems to be covered by AdvancedAccess)	\$187,835	\$184,078	\$185,919	4870-00694-534	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 4000,60 HD/240 CIF license expansion (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$317,400	\$311,052	\$314,163	4870-00694-535	DC4

Service - RMX 1000 Base Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Implementation Services

Implementation service for RMX 1000 (See published Service Description for complete scope)	\$6,195	\$6,071	\$6,132	4870-00472-007	DC4
RMX Serial Gateway Implementation	\$2,575	\$2,524	\$2,549	4870-00971-007	DC4

Installation Services

Onsite Installation service for RMX 1000	\$2,595	\$2,543	\$2,569	4870-00472-004	DC4
--	---------	---------	---------	----------------	-----

Premier Maintenance Services

Premier, One Year, RMX 1000 Base System with 12 Resource licenses (VRMX1012R)	\$1,850	\$1,813	\$1,831	4870-00472-112	DC4
Premier, Three Year, RMX 1000 Base System with 12 Resource licenses (VRMX1012R)	\$4,725	\$4,631	\$4,677	4870-00472-312	DC4
Premier, One Year, RMX 1000 Base System with 16 Resource licenses (VRMX1016R)	\$2,465	\$2,416	\$2,440	4870-00474-112	DC4
Premier, Three Year, RMX 1000 Base System with 16 Resource licenses (VRMX1016R)	\$6,275	\$6,150	\$6,211	4870-00474-312	DC4
Premier, One Year, RMX 1000 Base System with 20 Resource licenses (VRMX1020R)	\$3,085	\$3,023	\$3,054	4870-00476-112	DC4
Premier, Three Year, RMX 1000 Base System with 20 Resource licenses (VRMX1020R)	\$7,875	\$7,718	\$7,795	4870-00476-312	DC4

Premier Onsite Services

Premier Onsite, One Year, RMX 1000 Base System with 12 Resource licenses (VRMX1012R)	\$2,775	\$2,720	\$2,747	4870-00472-114	DC4
Premier Onsite, Three Year, RMX 1000 Base System with 12 Resource licenses (VRMX1012R)	\$7,075	\$6,934	\$7,003	4870-00472-314	DC4
Premier Onsite, One Year, RMX 1000 Base System with 16 Resource licenses (VRMX1016R)	\$3,700	\$3,626	\$3,662	4870-00474-114	DC4
Premier Onsite, Three Year, RMX 1000 Base System with 16 Resource licenses (VRMX1016R)	\$9,425	\$9,237	\$9,329	4870-00474-314	DC4
Premier Onsite, One Year, RMX 1000 Base System with 20 Resource licenses (VRMX1020R)	\$4,625	\$4,533	\$4,578	4870-00476-114	DC4
Premier Onsite, Three Year, RMX 1000 Base System with 20 Resource licenses (VRMX1020R)	\$11,800	\$11,564	\$11,680	4870-00476-314	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, RMX 1000 Base System with 12 Resource licenses (Requires all systems to be covered by AdvancedAccess)	\$2,220	\$2,176	\$2,197	4870-00472-513	DC4
AdvancedAccess Premier, Three Year, RMX 1000 Base System with 12 Resource licenses (Requires all systems to be covered by AdvancedAccess)	\$5,660	\$5,547	\$5,602	4870-00472-533	DC4
AdvancedAccess Premier, One Year, RMX 1000 Base System with 16 Resource licenses (Requires all systems to be covered by AdvancedAccess)	\$2,960	\$2,901	\$2,930	4870-00474-513	DC4
AdvancedAccess Premier, Three Year, RMX 1000 Base System with 16 Resource licenses (Requires all systems to be covered by AdvancedAccess)	\$7,550	\$7,399	\$7,473	4870-00474-533	DC4
AdvancedAccess Premier, One Year, RMX 1000 Base System with 20 Resource licenses (Requires all systems to be covered by AdvancedAccess)	\$3,700	\$3,626	\$3,662	4870-00476-513	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier, Three Year, RMX 1000 Base System with 20 Resource licenses (Requires all systems to be covered by AdvancedAccess)	\$9,435	\$9,246	\$9,339	4870-00476-533	DC4
AdvancedAccess Premier, One Year, RMX 1000 HDCP Opt Lic (Requires all systems to be covered by AdvancedAccess)	\$985	\$965	\$975	4870-00478-513	DC4
AdvancedAccess Premier, Three Year, RMX 1000 HDCP Opt Lic (Requires all systems to be covered by AdvancedAccess)	\$2,510	\$2,460	\$2,484	4870-00478-533	DC4
AdvancedAccess Premier, One Year, RMX 1000 4 License Upgrade (Requires all systems to be covered by AdvancedAccess)	\$740	\$725	\$732	4870-00480-513	DC4
AdvancedAccess Premier, Three Year, RMX 1000 4 License Upgrade (Requires all systems to be covered by AdvancedAccess)	\$1,885	\$1,847	\$1,866	4870-00480-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, RMX 1000 Base System with 12 Resource licenses (Requires all systems to be covered by AdvancedAccess)	\$3,190	\$3,126	\$3,157	4870-00472-514	DC4
AdvancedAccess Premier Onsite, Three Year, RMX 1000 Base System with 12 Resource licenses (Requires all systems to be covered by AdvancedAccess)	\$8,135	\$7,972	\$8,052	4870-00472-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 1000 Base System with 16 Resource licenses (Requires all systems to be covered by AdvancedAccess)	\$4,250	\$4,165	\$4,207	4870-00474-514	DC4
AdvancedAccess Premier Onsite, Three Year, RMX 1000 Base System with 16 Resource licenses (Requires all systems to be covered by AdvancedAccess)	\$10,840	\$10,623	\$10,729	4870-00474-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 1000 Base System with 20 Resource licenses (Requires all systems to be covered by AdvancedAccess)	\$5,320	\$5,214	\$5,266	4870-00476-514	DC4
AdvancedAccess Premier Onsite, Three Year, RMX 1000 Base System with 20 Resource licenses (Requires all systems to be covered by AdvancedAccess)	\$13,565	\$13,294	\$13,427	4870-00476-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 1000 HDCP Opt Lic (Requires all systems to be covered by AdvancedAccess)	\$1,415	\$1,387	\$1,401	4870-00478-514	DC4
AdvancedAccess Premier Onsite, Three Year, RMX 1000 HDCP Opt Lic (Requires all systems to be covered by AdvancedAccess)	\$3,610	\$3,538	\$3,573	4870-00478-534	DC4
AdvancedAccess Premier Onsite, One Year, RMX 1000 4 License Upgrade (Requires all systems to be covered by AdvancedAccess)	\$1,060	\$1,039	\$1,049	4870-00480-514	DC4
AdvancedAccess Premier Onsite, Three Year, RMX 1000 4 License Upgrade (Requires all systems to be covered by AdvancedAccess)	\$2,705	\$2,651	\$2,677	4870-00480-534	DC4

AdvancedAccess Premier Onsite with 4 Hour Response

AdvancedAccess Premier Onsite 4 hour, One Year, RMX 1000 Base System with 12 Resource licenses (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$5,395	\$5,287	\$5,340	4870-00472-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 1000 Base System with 12 Resource licenses (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$13,755	\$13,480	\$13,615	4870-00472-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 1000 Base System with 16 Resource licenses (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$7,185	\$7,041	\$7,112	4870-00474-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 1000 Base System with 16 Resource licenses (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$18,320	\$17,954	\$18,133	4870-00474-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 1000 Base System with 20 Resource licenses (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$8,995	\$8,815	\$8,903	4870-00476-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 1000 Base System with 20 Resource licenses (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$22,935	\$22,476	\$22,701	4870-00476-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 1000 HDCP Opt Lic (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$2,390	\$2,342	\$2,366	4870-00478-515	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 1000 HDCP Opt Lic (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$6,095	\$5,973	\$6,033	4870-00478-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, RMX 1000 4 License Upgrade (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$1,795	\$1,759	\$1,777	4870-00480-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, RMX 1000 4 License Upgrade (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$4,575	\$4,484	\$4,528	4870-00480-535	DC4

Service - RMX 1000 Options and Upgrades

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Premier Maintenance Services

Premier, One Year, RMX 1000 HDCP Opt Lic (5150-28648-001)	\$820	\$804	\$812	4870-00478-112	DC4
Premier, Three Year, RMX 1000 HDCP Opt Lic (5150-28648-001)	\$2,100	\$2,058	\$2,079	4870-00478-312	DC4
Premier, One Year, RMX 1000 4 License Upgrade (5150-28645-001)	\$615	\$603	\$609	4870-00480-112	DC4
Premier, Three Year, RMX 1000 4 License Upgrade (5150-28645-001)	\$1,575	\$1,544	\$1,559	4870-00480-312	DC4

Premier Onsite Services

Premier Onsite, One Year, RMX 1000 HDCP Opt Lic (5150-28648-001)	\$1,230	\$1,205	\$1,217	4870-00478-114	DC4
Premier Onsite, Three Year, RMX 1000 HDCP Opt Lic (5150-28648-001)	\$3,125	\$3,063	\$3,093	4870-00478-314	DC4
Premier Onsite, One Year, RMX 1000 4 License Upgrade (5150-28645-001)	\$920	\$902	\$911	4870-00480-114	DC4
Premier Onsite, Three Year, RMX 1000 4 License Upgrade (5150-28645-001)	\$2,350	\$2,303	\$2,326	4870-00480-314	DC4

Client Products

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Service - HDX Executive Collection Systems

Polycom Branded Services

On-site Installation service for HDX 9002 Executive Collection with single 50" plasma display	\$3,085	\$3,023	\$3,054	4870-00270-002	DC4
Premier, One Year, HDX 9002 Executive Collection with single 50" plasma display	\$3,550	\$3,479	\$3,514	4870-00270-106	DC4
Premier Onsite, One Year, HDX 9002 Executive Collection with single 50" plasma display	\$5,325	\$5,219	\$5,271	4870-00270-108	DC4
Premier, Three Year, HDX 9002 Executive Collection with single 50" plasma display	\$9,055	\$8,874	\$8,963	4870-00270-136	DC4
Premier Onsite, Three Year, HDX 9002 Executive Collection with single 50" plasma display	\$13,580	\$13,308	\$13,441	4870-00270-138	DC4
On-site Installation service for HDX 9002 Executive Collection with two 50" plasma displays	\$3,085	\$3,023	\$3,054	4870-00271-002	DC4
Premier, One Year, HDX 9002 Executive Collection with two 50" plasma displays	\$4,495	\$4,405	\$4,449	4870-00271-106	DC4
Premier Onsite, One Year, HDX 9002 Executive Collection with two 50" plasma displays	\$6,745	\$6,610	\$6,676	4870-00271-108	DC4
Premier, Three Year, HDX 9002 Executive Collection with two 50" plasma displays	\$11,460	\$11,231	\$11,343	4870-00271-136	DC4
Premier Onsite, Three Year, HDX 9002 Executive Collection with two 50" plasma displays	\$17,200	\$16,856	\$17,025	4870-00271-138	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
On-site Installation service for HDX 9004 Executive Collection with two 50" plasma displays	\$3,085	\$3,023	\$3,054	4870-00272-002	DC4
Premier, One Year, HDX 9004 Executive Collection with two 50" plasma displays	\$4,970	\$4,871	\$4,919	4870-00272-106	DC4
Premier Onsite, One Year, HDX 9004 Executive Collection with two 50" plasma displays	\$7,455	\$7,306	\$7,379	4870-00272-108	DC4
Premier, Three Year, HDX 9004 Executive Collection with two 50" plasma displays	\$12,675	\$12,422	\$12,546	4870-00272-136	DC4
Premier Onsite, Three Year, HDX 9004 Executive Collection with two 50" plasma displays	\$19,010	\$18,630	\$18,816	4870-00272-138	DC4
On-site installation service for HDX 7000 Series Executive Collection with dual 50" displays	\$2,995	\$2,935	\$2,964	4870-00560-002	DC4
Premier, One Year, HDX 7000 Series Executive Collection with dual 50" displays	\$3,215	\$3,151	\$3,182	4870-00560-106	DC4
Premier Onsite, One Year, HDX 7000 Series Executive Collection with dual 50" displays	\$4,825	\$4,729	\$4,776	4870-00560-108	DC4
Premier, Three Year, HDX 7000 Series Executive Collection with dual 50" displays	\$8,200	\$8,036	\$8,116	4870-00560-136	DC4
Premier Onsite, Three Year, HDX 7000 Series Executive Collection with dual 50" displays	\$12,305	\$12,059	\$12,179	4870-00560-138	DC4

Service - EOL VSX 8000 Executive Collection Systems

Polycom Branded Services

Premier, One Year, VSX8000 Executive Collection including 1X50 plasma display.	\$4,330	\$4,243	\$4,286	4870-00078-106	DC4
Premier, One Year, VSX8000 Executive Collection including 2X50 plasma display.	\$4,995	\$4,895	\$4,944	4870-00079-106	DC4
Premier, One Year, VSX8000 Executive Collection including 2X61 plasma display.	\$6,735	\$6,600	\$6,666	4870-00080-106	DC4

Service - EOL VSX 8000 Cart and Display Bundles

Polycom Branded Services

Premier, One Year, VSX8000 Series with Media Center and 2 X 32" LCD display product bundle	\$1,780	\$1,744	\$1,762	4870-00148-106	DC4
Premier Onsite, One Year, VSX8000 Series with Media Center and 2 X 32" LCD display product bundle	\$3,205	\$3,141	\$3,172	4870-00148-108	DC4
Premier, One Year, VSX8000 Series with Media Center and 1 X 42" LCD or plasma display product bundle	\$1,960	\$1,921	\$1,940	4870-00231-106	DC4
Premier Onsite, One Year, VSX8000 Series with Media Center and 1 X 42" LCD or plasma display product bundle	\$3,295	\$3,229	\$3,261	4870-00231-108	DC4
Premier, One Year, VSX8000 Series with Media Center and 2 X 42" LCD or plasma display product bundle	\$2,900	\$2,842	\$2,870	4870-00232-106	DC4
Premier Onsite, One Year, VSX8000 Series with Media Center and 2 X 42" LCD or plasma display product bundle	\$4,700	\$4,606	\$4,652	4870-00232-108	DC4
Premier, One Year, VSX8000 Series with Media Center and 1 X 32" LCD display product bundle	\$1,615	\$1,583	\$1,599	4870-00233-106	DC4
Premier Onsite, One Year, VSX8000 Series with Media Center and 1 X 32" LCD display product bundle	\$2,775	\$2,720	\$2,747	4870-00233-108	DC4

Service - EOL VSX 8000 Mobile Responder Systems

Polycom Branded Services

Premier, One Year, Mobile Responder VSX8000. [End of service life Dec 31, 2010]	\$1,295	\$1,269	\$1,282	4870-00234-106	DC4
---	---------	---------	---------	----------------	-----

Service - EOL VSX 7000 Cart and Display Bundles

Polycom Branded Services

Premier, One Year, VSX7000 Series with Media Cart and 1 X 32" LCD display product bundle	\$1,155	\$1,132	\$1,143	4870-00146-106	DC4
Premier Onsite, One Year, VSX7000 Series with Media Cart and 1 X 32" LCD display product bundle	\$1,765	\$1,730	\$1,747	4870-00146-108	DC4
Premier, Three Year, VSX7000 Series with Media Cart and 1 X 32" LCD display product bundle	\$2,770	\$2,715	\$2,742	4870-00146-136	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier Onsite, Three Year, VSX7000 Series with Media Cart and 1 X 32" LCD display product bundle	\$4,235	\$4,150	\$4,192	4870-00146-138	DC4
AdvancedAccess Premier, One Year, VSX7000 Series with Media Cart and 1 X 32" LCD display product bundle	\$1,385	\$1,357	\$1,371	4870-00146-513	DC4
AdvancedAccess Premier Onsite, Three Year, VSX7000 Series with Media Cart and 1 X 32" LCD display product bundle	\$2,030	\$1,989	\$2,009	4870-00146-514	DC4
AdvancedAccess Premier, Three Year, VSX7000 Series with Media Cart and 1 X 32" LCD display product bundle	\$3,530	\$3,459	\$3,494	4870-00146-533	DC4
AdvancedAccess Premier Onsite, Three Year, VSX7000 Series with Media Cart and 1 X 32" LCD display product bundle	\$5,175	\$5,072	\$5,122	4870-00146-534	DC4
Premier, One Year, VSX7000 Series with Media Center and 1X32 LCD display product bundle	\$1,270	\$1,245	\$1,257	4870-00147-106	DC4
Premier Onsite, One Year, VSX7000 Series with Media Center and 1 X 32" LCD display product bundle	\$1,930	\$1,891	\$1,910	4870-00147-108	DC4
Premier, Three Year, VSX7000 Series with Media Center and 1 X 32" LCD display product bundle	\$3,050	\$2,989	\$3,019	4870-00147-136	DC4
Premier Onsite, Three Year, VSX7000 Series with Media Center and 1 X 32" LCD display product bundle	\$4,630	\$4,537	\$4,583	4870-00147-138	DC4
AdvancedAccess Premier, One Year, VSX7000 Series with Media Center and 1 X 32" LCD display product bundle	\$1,525	\$1,495	\$1,509	4870-00147-513	DC4
AdvancedAccess Premier Onsite, One Year, VSX7000 Series with Media Center and 1 X 32" LCD display product bundle	\$2,220	\$2,176	\$2,197	4870-00147-514	DC4
AdvancedAccess Premier, Three Year, VSX7000 Series with Media Center and 1 X 32" LCD display product bundle	\$3,890	\$3,812	\$3,850	4870-00147-533	DC4
AdvancedAccess Premier Onsite, Three Year, VSX7000 Series with Media Center and 1 X 32" LCD display product bundle	\$5,660	\$5,547	\$5,602	4870-00147-534	DC4
Premier, One Year, VSX7000 Series with Media Cart and 2 X 32" LCD display product bundle	\$1,460	\$1,431	\$1,445	4870-00226-106	DC4
Premier Onsite, One Year, VSX7000 Series with Media Cart and 2 X 32" LCD display product bundle	\$2,210	\$2,166	\$2,187	4870-00226-108	DC4
Premier, Three Year, VSX7000 Series with Media Cart and 2 X 32" LCD display product bundle	\$3,505	\$3,435	\$3,469	4870-00226-136	DC4
Premier Onsite, Three Year, VSX7000 Series with Media Cart and 2 X 32" LCD display product bundle	\$5,305	\$5,199	\$5,251	4870-00226-138	DC4
Premier, One Year, VSX7000 Series with Media Center and 2 X 32" LCD display product bundle	\$1,560	\$1,529	\$1,544	4870-00228-106	DC4
Premier Onsite, One Year, VSX7000 Series with Media Center and 2 X 32" LCD display product bundle	\$2,360	\$2,313	\$2,336	4870-00228-108	DC4
Premier, Three Year, VSX7000 Series with Media Center and 2 X 32" LCD display product bundle	\$3,745	\$3,670	\$3,707	4870-00228-136	DC4
Premier Onsite, Three Year, VSX7000 Series with Media Center and 2 X 32" LCD display product bundle	\$5,665	\$5,552	\$5,607	4870-00228-138	DC4
Premier, One Year, VSX7000 Series with wall mounted 1 X 32" LCD display product bundle. (See Video Endpoint Installation Service Description for important wall mount information)	\$1,070	\$1,049	\$1,059	4870-00229-106	DC4
Premier Onsite, One Year, VSX7000 Series with wall mounted 1 X 32" LCD display product bundle. (See Video Endpoint Installation Service Description for important wall mount information)	\$1,625	\$1,593	\$1,608	4870-00229-108	DC4
Premier, Three Year, VSX7000 Series with wall mounted 1 X 32" LCD display product bundle. (See Video Endpoint Installation Service Description for important wall mount information)	\$2,570	\$2,519	\$2,544	4870-00229-136	DC4
Premier Onsite, Three Year, VSX7000 Series with wall mounted 1 X 32" LCD display product bundle. (See Video Endpoint Installation Service Description for important wall mount information)	\$3,900	\$3,822	\$3,860	4870-00229-138	DC4
Premier, One Year, VSX7000 Series with wall mounted 2 X 32" LCD display product bundle. (See Video Endpoint Installation Service Description for important wall mount information)	\$1,375	\$1,348	\$1,361	4870-00230-106	DC4
Premier Onsite, One Year, VSX7000 Series with wall mounted 2 X 32" LCD display product bundle. (See Video Endpoint Installation Service Description for important wall mount information)	\$2,080	\$2,038	\$2,059	4870-00230-108	DC4
Premier, Three Year, VSX7000 Series with wall mounted 2 X 32" LCD display product bundle. (See Video Endpoint Installation Service Description for important wall mount information)	\$3,300	\$3,234	\$3,266	4870-00230-136	DC4
Premier Onsite, Three Year, VSX7000 Series with wall mounted 2 X 32" LCD display product bundle. (See Video Endpoint Installation Service Description for important wall mount information)	\$4,990	\$4,890	\$4,939	4870-00230-138	DC4

Service - EOL VSX Accessories

Polycom Branded Services

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier, One Year, PowerCam Presenter. [End of service life Dec 31, 2010]	\$615	\$603	\$609	4870-00268-106	DC4
Premier Onsite, One Year, PowerCam Presenter. [End of service life Dec 31, 2010]	\$920	\$902	\$911	4870-00268-108	DC4
Premier, Three Year, PowerCam Presenter. [End of service life Dec 31, 2010]	\$1,475	\$1,446	\$1,460	4870-00268-136	DC4
Premier Onsite, Three Year, PowerCam Presenter. [End of service life Dec 31, 2010]	\$2,215	\$2,171	\$2,192	4870-00268-138	DC4

Service - Instructor FS

Polycom Branded Products

Premier, One Year, Instructor FS HDX	\$3,295	\$3,229	\$3,261	4870-00440-106	DC4
Premier Onsite, One Year, Instructor FS HDX	\$4,945	\$4,846	\$4,895	4870-00440-108	DC4
Premier, Three Year, Instructor FS HDX	\$7,910	\$7,752	\$7,829	4870-00440-136	DC4
Premier Onsite, Three Year, Instructor FS HDX	\$11,865	\$11,628	\$11,744	4870-00440-138	DC4

Services - VSX Distance Learning

Premier Onsite, One Year, Instructor RP VSX8000	\$5,700	\$5,586	\$5,642	4870-00235-108	DC4
Premier Onsite, Three Year, Instructor RP VSX8000	\$13,250	\$12,985	\$13,115	4870-00235-138	DC4

Services - ClassStation Systems

Premier Onsite,1YR,Small VS4000 & iPower ClassStations (2230-21325-001 & 2230-21335-001),Next Bus Day Parts&Labor,Tech Support during Bus Hrs,Software & upgrades (prices for terms other than 1 yr to be prorated accordingly) MSRP	\$2,880	\$2,822	\$2,851	4870-51045-114	DC4
Installation, Medium ClassStation, on-site installation of system and certain collaboration tools. MSRP*	\$4,530	\$4,439	\$4,484	4870-51047-004	DC4
Premier Onsite,1YR,Medium ClassStation, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly) MSRP	\$3,615	\$3,543	\$3,578	4870-51047-114	DC4
Premier Onsite,1YR,Large VS4000 & iPower ClassStations (2230-21330-001 & 2230-21340-001),Next Bus Day Parts&Labor, Tech Support during Bus Hrs,Software upgrades (prices for terms other than 1 yr to be prorated accordingly) MSRP	\$5,870	\$5,753	\$5,810	4870-51049-114	DC4
Installation, ClassStation, Primary, VSX7000, 2230-22283-XXX, on site installation of system and certain collaboration tools. MSRP*	\$3,400	\$3,332	\$3,365	4870-51064-002	DC4
Premier, 1 Year, ClassStation,Primary,VSX7000,2230-22283-XXX, parts shipped priority same business day,telephone tech support during business hours, software updates & upgrades (prices for terms other than 1Yr to be prorated accordingly) MSRP*	\$1,155	\$1,132	\$1,143	4870-51064-106	DC4
Premier Onsite, 1 Year, ClassStation, Primary, VSX7000, 2230-22283-XXX, next business day on-site labor & parts, telephone technical support during business hours (prices for terms other than 1 Yr to be prorated accordingly) MSRP*	\$2,100	\$2,058	\$2,079	4870-51064-108	DC4
Premier, 1 Year, ClassStation,Secndry,VSX7000,2230-22284-XXX, parts shipped priority same business day, telephone tech support during business hours, software updates&upgrades (prices for terms other than 1 Yr to be prorated accordingly) MSRP*	\$1,495	\$1,465	\$1,480	4870-51065-106	DC4
Premier Onsite, 1 Year, ClassStation,Secndry,VSX7000,2230-22284-XXX, next business day on-site labor & parts, telephone technical support during business hours (prices for terms other than 1 Yr to be prorated accordingly) MSRP*	\$2,720	\$2,666	\$2,692	4870-51065-108	DC4

Services - Medlink and Practitioner Systems

Premier Onsite, 1 Yr, Practitioner,FX,SM,2230-21733-XXX, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 1 Yr to be prorated accordingly) MSRP*	\$2,650	\$2,597	\$2,623	4870-21733-114	DC4
--	---------	---------	---------	----------------	-----

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier Onsite,1Yr,MEDLINK Cart, Next Business Day Parts & Labor, Unlimited Phone support during Business Hours, Software Updates & Upgrades (prices for terms other than 3 Yrs to be prorated accordingly) MSRP*	\$3,850	\$3,773	\$3,811	4870-51053-114	DC4
Premier 1 Yr, Medlink II Telehealth Cart, parts shipped priority level same business day, telephone tech support during business hours, software updates & upgrades (prices for terms other than 1 Yr to be prorated accordingly) MSRP*	\$1,620	\$1,588	\$1,603	4870-51119-112	DC4
Premier Onsite,1Yr, Medlink II Telehealth Cart, Next Business Day Parts&Labor, Telephone Tech Support during Business Hrs, Software Updates & upgrades (prices for terms other than 1 year to be prorated accordingly)	\$3,850	\$3,773	\$3,811	4870-51119-114	DC4

Service - DMA 7000 Base Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Service

Implementation Services

Implementation service, DMA 7000 series solution (See published Service Description for complete scope)	\$7,995	\$7,835	\$7,913	4870-00522-007	DC4
---	---------	---------	---------	----------------	-----

Premier Services

Premier, One Year, DMA 7000 Dual-Server Core system	\$3,350	\$3,283	\$3,316	4870-00522-112	DC4
Premier, Three Year, DMA 7000 Dual-Server Core system	\$8,550	\$8,379	\$8,463	4870-00522-312	DC4
Premier, One Year, DMA 7000 Single-Server Core system	\$1,150	\$1,127	\$1,138	4870-00586-112	DC4
Premier, Three Year, DMA 7000 Single-Server Core system	\$2,925	\$2,867	\$2,895	4870-00586-312	DC4
Premier, One Year, DMA 7000 Dual Server Bundle with 2 RMX licenses	\$7,950	\$7,791	\$7,869	4870-00712-112	DC4
Premier, Three Year, DMA 7000 Dual Server Bundle with 2 RMX licenses	\$20,275	\$19,870	\$20,068	4870-00712-312	DC4
Premier, One Year, DMA 7000 Dual Server Bundle with 3 RMX licenses	\$10,250	\$10,045	\$10,145	4870-00714-112	DC4
Premier, Three Year, DMA 7000 Dual Server Bundle with 3 RMX licenses	\$26,150	\$25,627	\$25,883	4870-00714-312	DC4
Premier, One Year, DMA 7000 Single Server Bundle with 2 RMX licenses	\$5,750	\$5,635	\$5,691	4870-00716-112	DC4
Premier, Three Year, DMA 7000 Single Server Bundle with 2 RMX licenses	\$14,675	\$14,382	\$14,525	4870-00716-312	DC4
Premier, One Year, DMA 7000 Single Server Bundle with 3 RMX licenses	\$8,050	\$7,889	\$7,968	4870-00718-112	DC4
Premier, Three Year, DMA 7000 Single Server Bundle with 3 RMX licenses	\$20,525	\$20,115	\$20,316	4870-00718-312	DC4

Premier Onsite Services

Premier Onsite, One Year, DMA 7000 Dual-Server Core system	\$5,025	\$4,925	\$4,974	4870-00522-114	DC4
Premier Onsite, Three Year, DMA 7000 Dual-Server Core system	\$12,825	\$12,569	\$12,694	4870-00522-314	DC4
Premier Onsite, One Year, DMA 7000 Single-Server Core system	\$1,725	\$1,691	\$1,707	4870-00586-114	DC4
Premier Onsite, Three Year, DMA 7000 Single-Server Core system	\$4,400	\$4,312	\$4,355	4870-00586-314	DC4
Premier Onsite, One Year, DMA 7000 Dual Server Bundle with 2 RMX licenses	\$11,925	\$11,687	\$11,803	4870-00712-114	DC4
Premier Onsite, Three Year, DMA 7000 Dual Server Bundle with 2 RMX licenses	\$30,400	\$29,792	\$30,090	4870-00712-314	DC4
Premier Onsite, One Year, DMA 7000 Dual Server Bundle with 3 RMX licenses	\$15,375	\$15,068	\$15,218	4870-00714-114	DC4
Premier Onsite, Three Year, DMA 7000 Dual Server Bundle with 3 RMX licenses	\$39,200	\$38,416	\$38,800	4870-00714-314	DC4
Premier Onsite, One Year, DMA 7000 Single Server Bundle with 2 RMX licenses	\$8,625	\$8,453	\$8,537	4870-00716-114	DC4
Premier Onsite, Three Year, DMA 7000 Single Server Bundle with 2 RMX licenses	\$22,000	\$21,560	\$21,776	4870-00716-314	DC4
Premier Onsite, One Year, DMA 7000 Single Server Bundle with 3 RMX licenses	\$12,075	\$11,834	\$11,952	4870-00718-114	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier Onsite, Three Year, DMA 7000 Single Server Bundle with 3 RMX licenses	\$30,800	\$30,184	\$30,486	4870-00718-314	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, DMA 7000 Dual-Server Core system (Requires all systems to be covered by AdvancedAccess)	\$4,020	\$3,940	\$3,979	4870-00522-513	DC4
AdvancedAccess Premier, Three Year, DMA 7000 Dual-Server Core system (Requires all systems to be covered by AdvancedAccess)	\$10,250	\$10,045	\$10,145	4870-00522-533	DC4
AdvancedAccess Premier, One Year, DMA 7000 Single-Server Core system (Requires all systems to be covered by AdvancedAccess)	\$1,380	\$1,352	\$1,366	4870-00586-513	DC4
AdvancedAccess Premier, Three Year, DMA 7000 Single-Server Core system (Requires all systems to be covered by AdvancedAccess)	\$3,520	\$3,450	\$3,484	4870-00586-533	DC4
AdvancedAccess Premier, One Year, DMA 7000 Dual Server Bundle with 2 RMX licenses (Requires all systems to be covered by AdvancedAccess)	\$9,540	\$9,349	\$9,443	4870-00712-513	DC4
AdvancedAccess Premier, Three Year, DMA 7000 Dual Server Bundle with 2 RMX licenses (Requires all systems to be covered by AdvancedAccess)	\$24,325	\$23,839	\$24,077	4870-00712-533	DC4
AdvancedAccess Premier, One Year, DMA 7000 Dual Server Bundle with 3 RMX licenses (Requires all systems to be covered by AdvancedAccess)	\$12,300	\$12,054	\$12,175	4870-00714-513	DC4
AdvancedAccess Premier, Three Year, DMA 7000 Dual Server Bundle with 3 RMX licenses (Requires all systems to be covered by AdvancedAccess)	\$31,365	\$30,738	\$31,045	4870-00714-533	DC4
AdvancedAccess Premier, One Year, DMA 7000 Single Server Bundle with 2 RMX licenses (Requires all systems to be covered by AdvancedAccess)	\$6,900	\$6,762	\$6,830	4870-00716-513	DC4
AdvancedAccess Premier, Three Year, DMA 7000 Single Server Bundle with 2 RMX licenses (Requires all systems to be covered by AdvancedAccess)	\$17,595	\$17,243	\$17,416	4870-00716-533	DC4
AdvancedAccess Premier, One Year, DMA 7000 Single Server Bundle with 3 RMX licenses (Requires all systems to be covered by AdvancedAccess)	\$9,660	\$9,467	\$9,561	4870-00718-513	DC4
AdvancedAccess Premier, Three Year, DMA 7000 Single Server Bundle with 3 RMX licenses (Requires all systems to be covered by AdvancedAccess)	\$24,635	\$24,142	\$24,384	4870-00718-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, DMA 7000 Dual-Server Core system (Requires all systems to be covered by AdvancedAccess)	\$5,780	\$5,664	\$5,721	4870-00522-514	DC4
AdvancedAccess Premier Onsite, Three Year, DMA 7000 Dual-Server Core system (Requires all systems to be covered by AdvancedAccess)	\$14,740	\$14,445	\$14,590	4870-00522-534	DC4
AdvancedAccess Premier Onsite, One Year, DMA 7000 Single-Server Core system (Requires all systems to be covered by AdvancedAccess)	\$1,985	\$1,945	\$1,965	4870-00586-514	DC4
AdvancedAccess Premier Onsite, Three Year, DMA 7000 Single-Server Core system (Requires all systems to be covered by AdvancedAccess)	\$5,060	\$4,959	\$5,008	4870-00586-534	DC4
AdvancedAccess Premier Onsite, One Year, DMA 7000 Dual Server Bundle with 2 RMX licenses (Requires all systems to be covered by AdvancedAccess)	\$13,715	\$13,441	\$13,575	4870-00712-514	DC4
AdvancedAccess Premier Onsite, Three Year, DMA 7000 Dual Server Bundle with 2 RMX licenses (Requires all systems to be covered by AdvancedAccess)	\$34,975	\$34,276	\$34,618	4870-00712-534	DC4
AdvancedAccess Premier Onsite, One Year, DMA 7000 Dual Server Bundle with 3 RMX licenses (Requires all systems to be covered by AdvancedAccess)	\$17,680	\$17,326	\$17,500	4870-00714-514	DC4
AdvancedAccess Premier Onsite, Three Year, DMA 7000 Dual Server Bundle with 3 RMX licenses (Requires all systems to be covered by AdvancedAccess)	\$45,085	\$44,183	\$44,625	4870-00714-534	DC4
AdvancedAccess Premier Onsite, One Year, DMA 7000 Single Server Bundle with 2 RMX licenses (Requires all systems to be covered by AdvancedAccess)	\$9,920	\$9,722	\$9,819	4870-00716-514	DC4
AdvancedAccess Premier Onsite, Three Year, DMA 7000 Single Server Bundle with 2 RMX licenses (Requires all systems to be covered by AdvancedAccess)	\$25,295	\$24,789	\$25,037	4870-00716-534	DC4
AdvancedAccess Premier Onsite, One Year, DMA 7000 Single Server Bundle with 3 RMX licenses (Requires all systems to be covered by AdvancedAccess)	\$13,885	\$13,607	\$13,743	4870-00718-514	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite,Three Year, DMA 7000 Single Server Bundle with 3 RMX licenses (Requires all systems to be covered by AdvancedAccess)	\$35,405	\$34,697	\$35,044	4870-00718-534	DC4

AdvancedAccess Premier Onsite with 4 Hour Response

AdvancedAccess Premier Onsite 4 hour, One Year, DMA 7000 Dual-Server Core system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$9,765	\$9,570	\$9,665	4870-00522-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, DMA 7000 Dual-Server Core system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$24,900	\$24,402	\$24,646	4870-00522-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, DMA 7000 Single-Server Core system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$3,350	\$3,283	\$3,316	4870-00586-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, DMA 7000 Single-Server Core system (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$8,545	\$8,374	\$8,458	4870-00586-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, DMA 7000 Dual Server Bundle with 2 RMX licenses (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$23,175	\$22,712	\$22,939	4870-00712-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, DMA 7000 Dual Server Bundle with 2 RMX licenses (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$59,095	\$57,913	\$58,492	4870-00712-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, DMA 7000 Dual Server Bundle with 3 RMX licenses (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$29,880	\$29,282	\$29,575	4870-00714-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, DMA 7000 Dual Server Bundle with 3 RMX licenses (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$76,195	\$74,671	\$75,418	4870-00714-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, DMA 7000 Single Server Bundle with 2 RMX licenses (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$16,760	\$16,425	\$16,589	4870-00716-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, DMA 7000 Single Server Bundle with 2 RMX licenses (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$42,740	\$41,885	\$42,304	4870-00716-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, DMA 7000 Single Server Bundle with 3 RMX licenses (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$23,465	\$22,996	\$23,226	4870-00718-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, DMA 7000 Single Server Bundle with 3 RMX licenses (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$59,835	\$58,638	\$59,225	4870-00718-535	DC4

Service - DMA 7000 Options and Upgrades

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Premier Services

Premier, One Year, DMA 7000 1 RMX 2000 License pack	\$2,300	\$2,254	\$2,277	4870-00524-112	DC4
Premier, Three Year, DMA 7000 1 RMX 2000 License pack	\$5,875	\$5,758	\$5,815	4870-00524-312	DC4
Premier, One Year, DMA 7000 2 RMX 2000 License pack	\$4,600	\$4,508	\$4,553	4870-00526-112	DC4
Premier, Three Year, DMA 7000 2 RMX 2000 License pack	\$11,725	\$11,491	\$11,605	4870-00526-312	DC4
Premier, One Year, DMA 7000 3 RMX 2000 License pack	\$6,900	\$6,762	\$6,830	4870-00528-112	DC4
Premier, Three Year, DMA 7000 3 RMX 2000 License pack	\$17,600	\$17,248	\$17,420	4870-00528-312	DC4
Premier, One Year, DMA 7000 4 RMX 2000 License pack	\$9,200	\$9,016	\$9,106	4870-00530-112	DC4
Premier, Three Year, DMA 7000 4 RMX 2000 License pack	\$23,450	\$22,981	\$23,211	4870-00530-312	DC4
Premier, One Year, DMA 7000 5 RMX 2000 License pack	\$11,500	\$11,270	\$11,383	4870-00532-112	DC4
Premier, Three Year, DMA 7000 5 RMX 2000 License pack	\$29,325	\$28,739	\$29,026	4870-00532-312	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier, One Year, DMA 7000 Single Server to Dual Server Upgrade Series	\$2,900	\$2,842	\$2,870	4870-00587-112	DC4
Premier, Three Year, DMA 7000 Single Server to Dual Server Upgrade Series	\$7,400	\$7,252	\$7,325	4870-00587-312	DC4

Premier Onsite Services

Premier Onsite, One Year, DMA 7000 1 RMX 2000 License pack	\$3,450	\$3,381	\$3,415	4870-00524-114	DC4
Premier Onsite, Three Year, DMA 7000 1 RMX 2000 License pack	\$8,800	\$8,624	\$8,710	4870-00524-314	DC4
Premier Onsite, One Year, DMA 7000 2 RMX 2000 License pack	\$6,900	\$6,762	\$6,830	4870-00526-114	DC4
Premier Onsite, Three Year, DMA 7000 2 RMX 2000 License pack	\$17,600	\$17,248	\$17,420	4870-00526-314	DC4
Premier Onsite, One Year, DMA 7000 3 RMX 2000 License pack	\$10,350	\$10,143	\$10,244	4870-00528-114	DC4
Premier Onsite, Three Year, DMA 7000 3 RMX 2000 License pack	\$26,400	\$25,872	\$26,131	4870-00528-314	DC4
Premier Onsite, One Year, DMA 7000 4 RMX 2000 License pack	\$13,800	\$13,524	\$13,659	4870-00530-114	DC4
Premier Onsite, Three Year, DMA 7000 4 RMX 2000 License pack	\$35,200	\$34,496	\$34,841	4870-00530-314	DC4
Premier Onsite, One Year, DMA 7000 5 RMX 2000 License pack	\$17,250	\$16,905	\$17,074	4870-00532-114	DC4
Premier Onsite, Three Year, DMA 7000 5 RMX 2000 License pack	\$44,000	\$43,120	\$43,551	4870-00532-314	DC4
Premier Onsite, One Year, DMA 7000 Single Server to Dual Server Upgrade Series	\$4,350	\$4,263	\$4,306	4870-00587-114	DC4
Premier Onsite, Three Year, DMA 7000 Single Server to Dual Server Upgrade Series	\$11,100	\$10,878	\$10,987	4870-00587-314	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, DMA 7000 1 RMX 2000 License pack (Requires all systems to be covered by AdvancedAccess)	\$2,760	\$2,705	\$2,732	4870-00524-513	DC4
AdvancedAccess Premier, Three Year, DMA 7000 1 RMX 2000 License pack (Requires all systems to be covered by AdvancedAccess)	\$7,040	\$6,899	\$6,968	4870-00524-533	DC4
AdvancedAccess Premier, One Year, DMA 7000 2 RMX 2000 License pack (Requires all systems to be covered by AdvancedAccess)	\$5,520	\$5,410	\$5,464	4870-00526-513	DC4
AdvancedAccess Premier, Three Year, DMA 7000 2 RMX 2000 License pack (Requires all systems to be covered by AdvancedAccess)	\$14,075	\$13,794	\$13,931	4870-00526-533	DC4
AdvancedAccess Premier, One Year, DMA 7000 3 RMX 2000 License pack (Requires all systems to be covered by AdvancedAccess)	\$8,280	\$8,114	\$8,196	4870-00528-513	DC4
AdvancedAccess Premier, Three Year, DMA 7000 3 RMX 2000 License pack (Requires all systems to be covered by AdvancedAccess)	\$21,115	\$20,693	\$20,900	4870-00528-533	DC4
AdvancedAccess Premier, One Year, DMA 7000 4 RMX 2000 License pack (Requires all systems to be covered by AdvancedAccess)	\$11,040	\$10,819	\$10,927	4870-00530-513	DC4
AdvancedAccess Premier, Three Year, DMA 7000 4 RMX 2000 License pack (Requires all systems to be covered by AdvancedAccess)	\$28,150	\$27,587	\$27,863	4870-00530-533	DC4
AdvancedAccess Premier, One Year, DMA 7000 5 RMX 2000 License pack (Requires all systems to be covered by AdvancedAccess)	\$13,800	\$13,524	\$13,659	4870-00532-513	DC4
AdvancedAccess Premier, Three Year, DMA 7000 5 RMX 2000 License pack (Requires all systems to be covered by AdvancedAccess)	\$35,190	\$34,486	\$34,831	4870-00532-533	DC4
AdvancedAccess Premier, One Year, DMA 7000 Single Server to Dual Server Upgrade Series (Requires all systems to be covered by AdvancedAccess)	\$3,480	\$3,410	\$3,445	4870-00587-513	DC4
AdvancedAccess Premier, Three Year, DMA 7000 Single Server to Dual Server Upgrade Series (Requires all systems to be covered by AdvancedAccess)	\$8,875	\$8,698	\$8,784	4870-00587-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, DMA 7000 1 RMX 2000 License pack (Requires all systems to be covered by AdvancedAccess)	\$3,965	\$3,886	\$3,925	4870-00524-514	DC4
--	---------	---------	---------	----------------	-----

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite,Three Year, DMA 7000 1 RMX 2000 License pack (Requires all systems to be covered by AdvancedAccess)	\$10,110	\$9,908	\$10,007	4870-00524-534	DC4
AdvancedAccess Premier Onsite, One Year, DMA 7000 2 RMX 2000 License pack (Requires all systems to be covered by AdvancedAccess)	\$7,935	\$7,776	\$7,854	4870-00526-514	DC4
AdvancedAccess Premier Onsite,Three Year, DMA 7000 2 RMX 2000 License pack (Requires all systems to be covered by AdvancedAccess)	\$20,235	\$19,830	\$20,029	4870-00526-534	DC4
AdvancedAccess Premier Onsite, One Year, DMA 7000 3 RMX 2000 License pack (Requires all systems to be covered by AdvancedAccess)	\$11,900	\$11,662	\$11,779	4870-00528-514	DC4
AdvancedAccess Premier Onsite,Three Year, DMA 7000 3 RMX 2000 License pack (Requires all systems to be covered by AdvancedAccess)	\$30,345	\$29,738	\$30,035	4870-00528-534	DC4
AdvancedAccess Premier Onsite, One Year, DMA 7000 4 RMX 2000 License pack (Requires all systems to be covered by AdvancedAccess)	\$15,870	\$15,553	\$15,708	4870-00530-514	DC4
AdvancedAccess Premier Onsite,Three Year, DMA 7000 4 RMX 2000 License pack (Requires all systems to be covered by AdvancedAccess)	\$40,470	\$39,661	\$40,057	4870-00530-534	DC4
AdvancedAccess Premier Onsite, One Year, DMA 7000 5 RMX 2000 License pack (Requires all systems to be covered by AdvancedAccess)	\$19,840	\$19,443	\$19,638	4870-00532-514	DC4
AdvancedAccess Premier Onsite,Three Year, DMA 7000 5 RMX 2000 License pack (Requires all systems to be covered by AdvancedAccess)	\$50,590	\$49,578	\$50,074	4870-00532-534	DC4
AdvancedAccess Premier Onsite, One Year, DMA 7000 Single Server to Dual Server Upgrade Series (Requires all systems to be covered by AdvancedAccess)	\$5,005	\$4,905	\$4,954	4870-00587-514	DC4
AdvancedAccess Premier Onsite,Three Year, DMA 7000 Single Server to Dual Server Upgrade Series (Requires all systems to be covered by AdvancedAccess)	\$12,765	\$12,510	\$12,635	4870-00587-534	DC4

AdvancedAccess Premier Onsite with 4 Hour Response

AdvancedAccess Premier Onsite 4 hour, One Year, DMA 7000 1 RMX 2000 License pack (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$6,705	\$6,571	\$6,637	4870-00524-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, DMA 7000 1 RMX 2000 License pack (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$17,100	\$16,758	\$16,926	4870-00524-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, DMA 7000 2 RMX 2000 License pack (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$13,410	\$13,142	\$13,273	4870-00526-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, DMA 7000 2 RMX 2000 License pack (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$34,195	\$33,511	\$33,846	4870-00526-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, DMA 7000 3 RMX 2000 License pack (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$20,115	\$19,713	\$19,910	4870-00528-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, DMA 7000 3 RMX 2000 License pack (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$51,295	\$50,269	\$50,772	4870-00528-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, DMA 7000 4 RMX 2000 License pack (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$26,820	\$26,284	\$26,546	4870-00530-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, DMA 7000 4 RMX 2000 License pack (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$68,390	\$67,022	\$67,692	4870-00530-535	DC4
AdvancedAccess Premier Onsite 4 hour, One Year, DMA 7000 5 RMX 2000 License pack (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$33,525	\$32,855	\$33,183	4870-00532-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, DMA 7000 5 RMX 2000 License pack (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$85,490	\$83,780	\$84,618	4870-00532-535	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
AdvancedAccess Premier Onsite 4 hour, One Year, DMA 7000 Single Server to Dual Server Upgrade Series (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$8,455	\$8,286	\$8,369	4870-00587-515	DC4
AdvancedAccess Premier Onsite 4 hour, Three Year, DMA 7000 Single Server to Dual Server Upgrade Series (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$21,560	\$21,129	\$21,340	4870-00587-535	DC4

Service - Zyross

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Installation Services

Onsite Installation service for Zyross	\$2,095	\$2,053	\$2,074	4870-00011-004	DC4
--	---------	---------	---------	----------------	-----

Premier Services

Premier, One Year, Zyross	\$1,595	\$1,563	\$1,579	4870-00011-112	DC4
Premier, Three Year, Zyross	\$4,070	\$3,989	\$4,028	4870-00011-312	DC4

Service - MGC+ ReadiConvene

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Implementation Services

Implementation Service for MGC+50 (See published Service Description for complete scope)	\$9,295	\$9,109	\$9,200	4870-00139-007	DC4
Implementation Service for MGC+100 (See published Service Description for complete scope)	\$15,495	\$15,185	\$15,337	4870-00140-007	DC4

Installation Services

Onsite Installation service for ReadiConvene 16 and 24 product solutions only (VMCU0016R and VMCU0024R)	\$3,095	\$3,033	\$3,063	4870-00139-066	DC4
---	---------	---------	---------	----------------	-----

Service - MGC 50 - 100

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Implementation Services

Implementation Service for MGC50 (See published Service Description for complete scope)	\$9,295	\$9,109	\$9,200	4870-00008-007	DC4
Implementation Service for MGC100 (See published Service Description for complete scope)	\$15,495	\$15,185	\$15,337	4870-00009-007	DC4

Service - MGC 25

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Implementation Services

Implementation Service for MGC25 (See published Service Description for complete scope)	\$5,395	\$5,287	\$5,340	4870-00007-007	DC4
---	---------	---------	---------	----------------	-----

Installation Services

Onsite Installation service for MGC25	\$2,595	\$2,543	\$2,569	4870-00007-004	DC4
---------------------------------------	---------	---------	---------	----------------	-----

Service - Polycom Video Media Center

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Premier Services

Premier, One Year, Polycom Video Media Center (VMC) - Video on Demand (VOD) Edition	\$8,000	\$7,840	\$7,918	4870-00788-112	DC2
Premier, One Year, Polycom Video Media Center (VMC) - Standard Edition	\$15,000	\$14,700	\$14,847	4870-00790-112	DC2
Premier, One Year, Polycom Video Media Center (VMC) - Enterprise Edition	\$29,000	\$28,420	\$28,704	4870-00792-112	DC2
Premier, One Year, Polycom Video Media Center (VMC)- Scale Server for use in Clustering or Failover (Enterprise Edition only)	\$14,500	\$14,210	\$14,352	4870-00796-112	DC2
Premier, One Year, Polycom Video Media Center (VMC) - Upgrade from VOD (Video on Demand) Edition to Standard Edition	\$8,000	\$7,840	\$7,918	4870-00798-112	DC2
Premier, One Year, Polycom Video Media Center (VMC) - Upgrade from VOD (Video on Demand) Edition to Enterprise Edition	\$22,000	\$21,560	\$21,776	4870-00800-112	DC2
Premier, One Year, Polycom Video Media Center (VMC) - Upgrade from Standard Edition to Enterprise Edition	\$15,000	\$14,700	\$14,847	4870-00802-112	DC2
Premier, One Year, Polycom Video Media Center (VMC) - One Additional Domain	\$3,000	\$2,940	\$2,969	4870-00804-112	DC2
Premier, One Year, Polycom Video Media Center (VMC) - Additional Encoder Type Option	\$2,000	\$1,960	\$1,980	4870-00806-112	DC2
Premier, One Year, Polycom Video Media Center (VMC) - Portals Option	\$10,000	\$9,800	\$9,898	4870-00808-112	DC2
Premier, One Year, Polycom Video Media Center (VMC) - Additional Content Deliver Modules Option	\$5,000	\$4,900	\$4,949	4870-00810-112	DC2
Premier, One Year, Polycom Video Media Center (VMC) - Development Server	\$7,000	\$6,860	\$6,929	4870-00812-112	DC2
Premier, One Year, Polycom Video Media Center (VMC) - Application Programming Interface	\$5,000	\$4,900	\$4,949	4870-00814-112	DC2
Premier, One Year, Polycom Video Media Center (VMC) - Live Broadcast module to VOD Edition	\$2,500	\$2,450	\$2,475	4870-00828-112	DC2
Premier, One Year, Polycom Video Media Center (VMC) - Integration module for Closed Captioning via CPC web	\$1,000	\$980	\$990	4870-00830-112	DC2

Service - Polycom TPX HD Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Implementation Service

Implementation, TPX 300 HD Series (see Service Description for specific details)	\$30,000	\$29,400	\$29,694	4870-00390-030	DC2
Union Labor Uplift for TPX 300 HD Series Implementation	\$5,195	\$5,091	\$5,142	4870-00390-048	DC2

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

ImmersiveCare Services

ImmersiveCare, One year, TPX 300 Series	\$21,695	\$21,261	\$21,474	4870-00390-155	DC2
---	----------	----------	----------	----------------	-----

ImmersiveCare Services with 4 Hour Response

ImmersiveCare 24x7x4, One year, TPX 300 Series (see support.polycom.com for availability information)	\$34,700	\$34,006	\$34,346	4870-00390-170	DC2
---	----------	----------	----------	----------------	-----

AdvancedAccess ImmersiveCare Services

AdvancedAccess ImmersiveCare, One year, TPX 300 Series (Requires all systems to be covered by AdvancedAccess)	\$23,865	\$23,388	\$23,622	4870-00390-516	DC2
---	----------	----------	----------	----------------	-----

AdvancedAccess ImmersiveCare with 4 Hour Response

AdvancedAccess ImmersiveCare 4 hour, One year, TPX 300 Series (see support.polycom.com for availability information) (Requires all systems to be covered by AdvancedAccess)	\$37,130	\$36,387	\$36,751	4870-00390-517	DC2
---	----------	----------	----------	----------------	-----

VNOC Services

ITP VNOC for TPX HD 300 Series, Hosted model, 1 year. PLCM mtce required. Add'l charges apply for optional VNOC services. Customer is solely responsible to pay for the IP cross connection to the VNOC, including all security and termination devices.	\$44,495	\$43,605	\$44,041	4870-00390-700	DC2
ITP VNOC for TPX HD 300 Series, Managed model, 1 year. PLCM mtce required. Add'l charges apply for optional VNOC services. Customer is solely responsible to pay for the IP cross connection to the VNOC, including all security and termination devices.	\$33,395	\$32,727	\$33,054	4870-00390-760	DC2

Assisted Operations Service (AOS)

Assisted Operations Service (AOS), TPX 300 Series, One year, includes 24x7 remote monitoring and comprehensive fault management (please reference AOS service description for complete details and customer responsibilities)	\$13,495	\$13,225	\$13,357	4870-00390-790	DC2
---	----------	----------	----------	----------------	-----

Service - QSX

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Premier, One Year, QSX 300	\$102	\$100	\$101	4870-00133-112	DC4
Premier, One Year, QSX 400	\$102	\$100	\$101	4870-00134-112	DC4
Premier, One Year, QSX 300 Twin pack product bundle	\$184	\$180	\$182	4870-00135-112	DC4
Premier, One Year, QSX 400 Twin pack product bundle	\$184	\$180	\$182	4870-00136-112	DC4
Premier, One Year, QSX 300 and VTX1000 product bundle	\$184	\$180	\$182	4870-00137-112	DC4
Premier, One Year, QSX 400 and SoundStation 2 product bundle	\$112	\$110	\$111	4870-00138-112	DC4

Service - VSX 8000 Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

VSX 8000 Service Reactivation

Service re-activation fee, VSX 8000, for product less than one year out of support coverage	\$440	\$440	\$444	4870-00069-801	DC99
Service re-activation fee, VSX 8000, for product one year or more out of support coverage	\$880	\$880	\$889	4870-00069-802	DC99

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Installation Services

Onsite Installation service for VSX8000 Series	\$1,495	\$1,465	\$1,480	4870-00069-002	DC4
Onsite Installation service for VSX8000 Series with VTX 1000 product bundle	\$1,545	\$1,514	\$1,529	4870-00070-002	DC4

Premier Services

Premier, One Year, VSX8000 Series	\$1,095	\$1,073	\$1,084	4870-00069-106	DC4
Premier, Three Year, VSX8000 Series	\$2,790	\$2,734	\$2,762	4870-00069-136	DC4
Premier, One Year, VSX8000 Series with VTX 1000 product bundle	\$1,185	\$1,161	\$1,173	4870-00070-106	DC4
Premier, Three Year, VSX8000 Series with VTX 1000 product bundle	\$3,020	\$2,960	\$2,989	4870-00070-136	DC4

Premier Onsite Services

Premier Onsite, One Year, VSX8000 Series	\$1,995	\$1,955	\$1,975	4870-00069-108	DC4
Premier Onsite, Three Year, VSX8000 Series	\$5,085	\$4,983	\$5,033	4870-00069-138	DC4
Premier Onsite, One Year, VSX8000 Series with VTX 1000 product bundle	\$2,140	\$2,097	\$2,118	4870-00070-108	DC4
Premier Onsite, Three Year, VSX8000 Series with VTX 1000 product bundle	\$5,455	\$5,346	\$5,399	4870-00070-138	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, VSX 8000 series (Requires all systems to be covered by AdvancedAccess)	\$1,315	\$1,289	\$1,302	4870-00069-513	DC4
AdvancedAccess Premier, Three Year, VSX 8000 series (Requires all systems to be covered by AdvancedAccess)	\$3,355	\$3,288	\$3,321	4870-00069-533	DC4
AdvancedAccess Premier, One Year, VSX8000 Series with VTX 1000 product bundle (Requires all systems to be covered by AdvancedAccess)	\$1,420	\$1,392	\$1,406	4870-00070-513	DC4
AdvancedAccess Premier, Three Year, VSX8000 Series with VTX 1000 product bundle (Requires all systems to be covered by AdvancedAccess)	\$3,620	\$3,548	\$3,583	4870-00070-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, VSX 8000 series (Requires all systems to be covered by AdvancedAccess)	\$2,295	\$2,249	\$2,272	4870-00069-514	DC4
AdvancedAccess Premier Onsite, Three Year, VSX 8000 series (Requires all systems to be covered by AdvancedAccess)	\$5,850	\$5,733	\$5,790	4870-00069-534	DC4
AdvancedAccess Premier Onsite, One Year, VSX8000 Series with VTX 1000 product bundle (Requires all systems to be covered by AdvancedAccess)	\$2,460	\$2,411	\$2,435	4870-00070-514	DC4
AdvancedAccess Premier Onsite, Three Year, VSX8000 Series with VTX 1000 product bundle (Requires all systems to be covered by AdvancedAccess)	\$6,275	\$6,150	\$6,211	4870-00070-534	DC4

Service - VSX 6000 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

VSX 6000 Service Reactivation

Service re-activation fee, VSX 6000, for product less than one year out of support coverage	\$260	\$260	\$263	4870-00097-801	DC99
Service re-activation fee, VSX 6000, for product one year or more out of support coverage	\$520	\$520	\$525	4870-00097-802	DC99

Polycom Branded Services

Installation Services

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Remote Installation service for VSX 6000 Series (conducted through scheduled telephone call)	\$820	\$804	\$812	4870-00097-001	DC4
Onsite Installation service for VSX 6000 Series	\$1,195	\$1,171	\$1,183	4870-00097-002	DC4
Onsite Installation service for VSX6000 Series with VTX 1000 product bundle	\$1,195	\$1,171	\$1,183	4870-00254-002	DC4

Premier Services

Premier, One Year, VSX6000 Series	\$650	\$637	\$643	4870-00097-106	DC4
Premier, Three Year, VSX6000 Series	\$1,660	\$1,627	\$1,643	4870-00097-136	DC4
Premier, One Year, VSX6000 Series with VTX 1000 product bundle	\$740	\$725	\$732	4870-00254-106	DC4
Premier, Three Year, VSX6000 Series with VTX 1000 product bundle	\$1,885	\$1,847	\$1,866	4870-00254-136	DC4

Premier Onsite Services

Premier Onsite, One Year, VSX6000 Series	\$1,150	\$1,127	\$1,138	4870-00097-108	DC4
Premier Onsite, Three Year, VSX6000 Series	\$2,935	\$2,876	\$2,905	4870-00097-138	DC4
Premier Onsite, One Year, VSX6000 Series with VTX 1000 product bundle	\$1,295	\$1,269	\$1,282	4870-00254-108	DC4
Premier Onsite, Three Year, VSX6000 Series with VTX 1000 product bundle	\$3,300	\$3,234	\$3,266	4870-00254-138	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, VSX 6000 series (Requires all systems to be covered by AdvancedAccess)	\$780	\$764	\$772	4870-00097-513	DC4
AdvancedAccess Premier, Three Year, VSX 6000 series (Requires all systems to be covered by AdvancedAccess)	\$1,990	\$1,950	\$1,970	4870-00097-533	DC4
AdvancedAccess Premier, One Year, VSX6000 Series with VTX 1000 product bundle (Requires all systems to be covered by AdvancedAccess)	\$890	\$872	\$881	4870-00254-513	DC4
AdvancedAccess Premier, Three Year, VSX6000 Series with VTX 1000 product bundle (Requires all systems to be covered by AdvancedAccess)	\$2,270	\$2,225	\$2,247	4870-00254-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, VSX 6000 series (Requires all systems to be covered by AdvancedAccess)	\$1,325	\$1,299	\$1,311	4870-00097-514	DC4
AdvancedAccess Premier Onsite, Three Year, VSX 6000 series (Requires all systems to be covered by AdvancedAccess)	\$3,380	\$3,312	\$3,346	4870-00097-534	DC4
AdvancedAccess Premier Onsite, One Year, VSX6000 Series with VTX 1000 product bundle (Requires all systems to be covered by AdvancedAccess)	\$1,490	\$1,460	\$1,475	4870-00254-514	DC4
AdvancedAccess Premier Onsite, Three Year, VSX6000 Series with VTX 1000 product bundle (Requires all systems to be covered by AdvancedAccess)	\$3,800	\$3,724	\$3,761	4870-00254-534	DC4

Service - VSX 5000 Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

VSX 5000 Service Reactivation

Service re-activation fee, VSX 5000, for product less than one year out of support coverage	\$240	\$240	\$242	4870-00125-801	DC99
Service re-activation fee, VSX 5000, for product one year or more out of support coverage	\$480	\$480	\$485	4870-00125-802	DC99

Polycom Branded

Installation Services

Remote Installation service for VSX 5000 Series (conducted through scheduled telephone call)	\$820	\$804	\$812	4870-00125-001	DC4
Onsite Installation service for VSX 5000 Series	\$1,195	\$1,171	\$1,183	4870-00125-002	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Onsite Installation service for VSX5000 Series with VTX 1000 product bundle	\$1,195	\$1,171	\$1,183	4870-00212-002	DC4

Premier Services

Premier, One Year, VSX5000 Series	\$600	\$588	\$594	4870-00125-106	DC4
Premier, Three Year, VSX5000 Series	\$1,530	\$1,499	\$1,514	4870-00125-136	DC4
AdvancedAccess Premier, One Year, VSX 5000 series (Requires all systems to be covered by AdvancedAccess)	\$720	\$706	\$713	4870-00125-513	DC4
Premier, One Year, VSX5000 Series with VTX 1000 product bundle	\$690	\$676	\$683	4870-00212-106	DC4
AdvancedAccess Premier, One Year, VSX5000 Series with VTX 1000 product bundle (Requires all systems to be covered by AdvancedAccess)	\$830	\$813	\$822	4870-00212-513	DC4

Premier Onsite Services

Premier Onsite, One Year, VSX5000 Series	\$975	\$956	\$965	4870-00125-108	DC4
AdvancedAccess Premier Onsite, One Year, VSX 5000 series (Requires all systems to be covered by AdvancedAccess)	\$1,120	\$1,098	\$1,109	4870-00125-514	DC4
Premier Onsite, One Year, VSX5000 Series with VTX 1000 product bundle	\$1,120	\$1,098	\$1,109	4870-00212-108	DC4
AdvancedAccess Premier Onsite, One Year, VSX5000 Series with VTX 1000 product bundle (Requires all systems to be covered by AdvancedAccess)	\$1,290	\$1,264	\$1,277	4870-00212-514	DC4

Service - VSX 3000 Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

VSX 3000 Service Reactivation

Service re-activation fee, VSX 3000, for product less than one year out of support coverage	\$260	\$260	\$263	4870-00066-801	DC99
Service re-activation fee, VSX 3000, for product one year or more out of support coverage	\$520	\$520	\$525	4870-00066-802	DC99

Polycom Branded Services

Installation Services

Remote Installation service for VSX 3000 Series (conducted through scheduled telephone call)	\$820	\$804	\$812	4870-00066-001	DC4
Onsite Installation service for VSX 3000 Series	\$1,195	\$1,171	\$1,183	4870-00066-002	DC4

Premier Services

Premier, One Year, VSX3000 Series	\$650	\$637	\$643	4870-00066-106	DC4
Premier, Three Year, VSX3000 Series	\$1,660	\$1,627	\$1,643	4870-00066-136	DC4

Premier Onsite Services

Premier Onsite, One Year, VSX3000 Series	\$1,150	\$1,127	\$1,138	4870-00066-108	DC4
Premier Onsite, Three Year, VSX3000 Series	\$2,935	\$2,876	\$2,905	4870-00066-138	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, VSX 3000 series (Requires all systems to be covered by AdvancedAccess)	\$780	\$764	\$772	4870-00066-513	DC4
AdvancedAccess Premier, Three Year, VSX 3000 series (Requires all systems to be covered by AdvancedAccess)	\$1,990	\$1,950	\$1,970	4870-00066-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, VSX 3000 series (Requires all systems to be covered by AdvancedAccess)	\$1,325	\$1,299	\$1,311	4870-00066-514	DC4
AdvancedAccess Premier Onsite, Three Year, VSX 3000 series (Requires all systems to be covered by AdvancedAccess)	\$3,380	\$3,312	\$3,346	4870-00066-534	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Service - V700 Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

V700 Service Reactivation

Service re-certification fee, V700, less than one year out of support coverage	\$150	\$150	\$152	4870-00305-801	DC99
Service re-certification fee, V700, one year or more out of support coverage	\$300	\$300	\$303	4870-00305-802	DC99

Polycom Branded Services

Installation Services

Remote Installation service for V700 (conducted through scheduled telephone call)	\$820	\$804	\$812	4870-00305-001	DC4
Onsite Installation service for V700	\$995	\$975	\$985	4870-00305-002	DC4

Premier Services

Premier, One Year, V700	\$375	\$368	\$371	4870-00305-106	DC4
Premier, Three Year, V700	\$955	\$936	\$945	4870-00305-136	DC4

Premier Onsite Services

Premier Onsite, One Year, V700	\$565	\$554	\$559	4870-00305-108	DC4
Premier Onsite, Three Year, V700	\$1,440	\$1,411	\$1,425	4870-00305-138	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, V700 series (Requires all systems to be covered by AdvancedAccess)	\$450	\$441	\$445	4870-00305-513	DC4
AdvancedAccess Premier, Three Year, V700 series (Requires all systems to be covered by AdvancedAccess)	\$1,150	\$1,127	\$1,138	4870-00305-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, V700 series (Requires all systems to be covered by AdvancedAccess)	\$650	\$637	\$643	4870-00305-514	DC4
AdvancedAccess Premier Onsite, Three Year, V700 series (Requires all systems to be covered by AdvancedAccess)	\$1,660	\$1,627	\$1,643	4870-00305-534	DC4

Service - V500 Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

VSX 500 Service Reactivation

Service re-activation fee, V500, for product less than one year out of support coverage	\$100	\$100	\$101	4870-00067-801	DC99
Service re-activation fee, V500, for product one year or more out of support coverage	\$200	\$200	\$202	4870-00067-802	DC99

Polycom Branded Services

Installation Services

Remote Installation service for V500 (conducted through scheduled telephone call)	\$510	\$500	\$505	4870-00067-001	DC4
Onsite Installation service for V500 Series	\$995	\$975	\$985	4870-00067-002	DC4

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Premier Services

Premier, One Year, V500 Series	\$260	\$255	\$257	4870-00067-106	DC4
Premier, Three Year, V500 Series	\$665	\$652	\$658	4870-00067-136	DC4

Premier Onsite Services

Premier Onsite, One Year, V500 Series	\$460	\$451	\$455	4870-00067-108	DC4
Premier Onsite, Three Year, V500 Series	\$1,175	\$1,152	\$1,163	4870-00067-138	DC4

AdvancedAccess Premier Services

AdvancedAccess Premier, One Year, V500 series (Requires all systems to be covered by AdvancedAccess)	\$310	\$304	\$307	4870-00067-513	DC4
AdvancedAccess Premier, Three Year, V500 series (Requires all systems to be covered by AdvancedAccess)	\$790	\$774	\$782	4870-00067-533	DC4

AdvancedAccess Premier Onsite Services

AdvancedAccess Premier Onsite, One Year, V500 series (Requires all systems to be covered by AdvancedAccess)	\$530	\$519	\$525	4870-00067-514	DC4
AdvancedAccess Premier Onsite, Three Year, V500 series (Requires all systems to be covered by AdvancedAccess)	\$1,350	\$1,323	\$1,336	4870-00067-534	DC4

Service - Desktop

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Service

Premier Services

Premier, One Year, PVX single user license	\$25	\$25	\$25	4870-00450-106	DC4
Premier, One Year, PVX 50 user site license	\$1,025	\$1,005	\$1,015	4870-00452-106	DC4
Premier, One Year, PVX 100 user site license	\$1,540	\$1,509	\$1,524	4870-00454-106	DC4

Service - SoundPoint Pro

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Premier Services

Premier, One Year for VoiceStation 300, 500 models; SoundPoint Pro SE-220 and SE-225; SoundStation 2 and 2W	\$24	\$24	\$24	4870-00040-112	DC4
---	------	------	------	----------------	-----

Service - Polycom Video Edge - PVE

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Polycom Branded Services

Implementation Service

Implementation service, Polycom Video Edge (PVE) Appliance (See published Service Description for complete scope)	\$4,995	\$4,895	\$4,944	4870-00754-007	DC2
---	---------	---------	---------	----------------	-----

Premier Maintenance Services

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
Premier, One Year, Polycom Video Edge (PVE) Appliance	\$2,500	\$2,450	\$2,475	4870-00754-112	DC2
Premier, One Year, Polycom Video Edge (PVE) RSP Platform Software for Model # 520, 550, 1020	\$100	\$98	\$99	4870-00758-112	DC2
Premier, One Year, Polycom Video Edge (PVE) RSP Platform Software for Model # 1050, 1520, 2020	\$220	\$216	\$218	4870-00760-112	DC2
Premier, One Year, Polycom Video Edge (PVE) RSP Platform Software for Model # 2050, 3020, 3520	\$450	\$441	\$445	4870-00762-112	DC2

DISCONTINUED PRODUCTS

RMX 1000

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

RMX 1000 Options and Upgrades

Power Cord: US, Canada, Philippines	\$0	\$0	\$0	1456-00286-001	DC99
RMX 1000 System Resource Upgrade Option for Additional 4 video/audio resource licenses	\$7,500	\$6,375	\$6,439	5150-28645-001	DC12
RMX 1000 Software Scheduling Option License	\$2,069	\$1,759	\$1,776	5150-28647-001	DC12
RMX 1000 HD CP Software License Option (Maintenance Contract Required)	\$10,300	\$8,755	\$8,843	5150-28648-001	DC12
RMX 1000 Encryption Option License	\$0	\$0	\$0	5150-28649-001	DC99

MGC 50 - 100

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

MGC Cables and Connectors

RMX/RSS Power Cord 110VAC North America, Saudi Arabia, Venezuela	\$0	\$0	\$0	VCCP0101	DC99
--	-----	-----	-----	----------	------

SoundPoint Pro Accessories

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Headset

Headset Hanger (Also for SE-220 & SE-225)	\$3	\$3	\$3	1310-04469-001	DC6
---	-----	-----	-----	----------------	-----

Power Supply

Universal Power Supply for SoundPoint Pro SE-200 and SE-225. 1-pack, 12V, 1A, NA power plug.	\$25	\$23	\$23	2200-66282-001	DC6
--	------	------	------	----------------	-----

Cables

Cable - Telephone Cable (blue)	\$7	\$7	\$7	2457-04499-002	DC6
Cable - Telephone Cable (yellow)	\$7	\$7	\$7	2457-04499-003	DC6
Cable - Telephone Cable (green)	\$7	\$7	\$7	2457-04499-004	DC6
Cable, Telco, 2 Conductor, Gray (SPRO 3.0) (for SE-220 & SE-225)	\$7	\$7	\$7	2457-06223-001	DC6
Cable, Telco, 4 Conductor, Black (SPRO 3.0) (for SE-220 & SE-225)	\$7	\$7	\$7	2457-06224-001	DC6

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Handsets

5 pack Handset plus cord for SE-220 and SE-225	\$90	\$84	\$85	2200-06345-001	DC6
--	------	------	------	----------------	-----

Interface Module

Interface Mod, 2-Line, w/cord (Also for SE-220 & SE-225)	\$15	\$14	\$14	2676-66225-002	DC6
--	------	------	------	----------------	-----

Legacy SoundStation Systems - Accessories

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

Video Interconnect

Video Interconnect - SoundStation & SoundStation Premier	\$129	\$120	\$121	2200-01906-001	DC6
--	-------	-------	-------	----------------	-----

Adapter

Hands-free adapters for use with Nokia mobile phones, to enable the cell phone functionality on SoundStation2W	\$12	\$11	\$11	2200-07876-001	DC6
Hands-free adapters for use with Samsung mobile phones, to enable the cell phone functionality on SoundStation2W	\$12	\$11	\$11	2200-07876-002	DC6
Hands-free adapters for use with Sony Ericsson mobile phones, to enable the cell phone functionality on SoundStation2W	\$12	\$11	\$11	2200-07876-003	DC6
Hands-free adapters for use with Siemens mobile phones, to enable the cell phone functionality on SoundStation2W	\$12	\$11	\$11	2200-07876-004	DC6

Battery Pack

Battery Pack - SoundStation Premier Satellite	\$36	\$33	\$34	1520-03690-001	DC6
---	------	------	------	----------------	-----

Cables

Cable - Two (2) expansion microphone cables, 4.6m/15ft for SoundStation VTX 1000, SoundStation2 EX, SoundStation2W (Expandable), SoundStation Duo, SoundStation IP 6000 and CX3000.	\$30	\$28	\$28	2200-41220-002	DC6
Replacement Phone Cable. RJ11, 7ft. For VoiceStation, SoundStation, SoundStation Premier, SS2.	\$9	\$8	\$8	2457-00448-001	DC6
Cable - 8 Wire Console Cable, keyed RJ-45 to RJ-45, 6.4m/21ft, for VoiceStation 100, SoundStation2 and SoundStation2 without Display. Also Premier Satellite to Console Cable.	\$30	\$28	\$28	2457-00449-001	DC6
Content cable, VGA-M+2 RCA-M x VGA-M+3.5mm-M Mini-Stereo, 25', connects PC audio (3.5mm) and Video HD15 to audio (2xRCA) and video (HD15)	\$295	\$251	\$253	2457-21996-001	DC12

VSX Series

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

VSX Series Accessories

VSX People+Content includes Visual Concert VSX and VSX People+Content IP. Compatible with VSX 7000s, VSX 7000, VSX 6000 and VSX 5000.	\$700	\$595	\$601	7200-22775-001	DC12
---	-------	-------	-------	----------------	------

VSX 8000

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

VSX 8000 Series Software

VSX MPPlus Multipoint Software Option License for VSX 8000 Series. Allows for 6-site MP video calls.	\$4,119	\$3,501	\$3,537	5150-22762-001	DC12
--	---------	---------	---------	----------------	------

VSX 8000 and VSX 7000e Series Cables

CABLE - VSX Conference link cable, 50', used from the codec to the first device on the table, has ferrite, RoHS	\$102	\$95	\$96	2457-20910-251	DC6
---	-------	------	------	----------------	-----

VSX 8000 Mobile Responder Systems

VSX systems 9.0 software upgrade for 128meg systems and 64meg systems with 8.5.3 or lower software. See Model name on the System Information screen for system memory	\$2,059	\$1,750	\$1,768	5150-28421-001	DC12
---	---------	---------	---------	----------------	------

VSX 7000E

VSX 7000e Software

VGA Encoder Key - adds content encoding support to a VSX 7000e system when used with a VGA cable or ImageShare II	\$929	\$790	\$798	5150-22660-001	DC12
---	-------	-------	-------	----------------	------

VSX 7000S

VSX 7000s Software

VSX MPPlus Multipoint Software Option Licenses for VSX 7000e, VSX 7000s, VSX 7000 and VSX 3000. Not for use with VSX 8000 Series. Allows for 4-site MP video calls.	\$3,099	\$2,634	\$2,661	5150-21297-001	DC12
VSX People+Content IP Software Option License. Compatible with VSX 7000e, VSX 7000s, VSX 7000, VSX 6000, VSX 5000, VSX 3000 . Not required for VSX 8000	\$929	\$790	\$798	5150-22294-001	DC12

VSX 6000

VSX 6000 Series Software

VSX SW option key to allow the VSX 5000 and VSX 6000 systems to support second monitor	\$729	\$620	\$626	5150-22657-001	DC12
--	-------	-------	-------	----------------	------

VSX 5000

VSX 5000 Network Modules

Quad BRI Module for VSX5000 and VSX 6000A Series. Includes four 20ft/6m ISDN cables (with green connectors). When connected to VSX 6000A, must have VSX software 8.5.3 or higher	\$1,549	\$1,317	\$1,330	2215-21940-200	DC12
--	---------	---------	---------	----------------	------

VSX Series Cables

Cable kit containing cable 1457-50338-002, PowerCam Primary Camera Cable. DB15 Male / S-Video Male to Mini Din 8 Male. 3 Meters (9 Ft. 9 Inches)	\$50	\$46.50	\$46.97	2215-21216-201	DC6
CABLE - 50' Control Cable for Sony D30/D31 PTZ on systems with DB9 control input connector to 8-pin DIN	\$30	\$28	\$28	2457-10029-200	DC6
CABLE - VSX Conference Link cable, 30', to be used between table top devices, no ferrite	\$19	\$18	\$18	2457-20910-003	DC6

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

V700 Systems

<u>Long Description</u>	<u>MSRP</u>	<u>Discounted Price</u>	<u>UTAH price</u>	<u>Product ID</u>	<u>New Disc</u>
-------------------------	-------------	-------------------------	-------------------	-------------------	-----------------

V700 Software

V-Series systems 9.0 software upgrade for V-700 systems and V-500 systems with 8.5.3 or lower software. See Model name on the System Information screen for system memory.	\$519	\$441	\$446	5150-28422-001	DC12
--	-------	-------	-------	----------------	------

FINET COMMODITY CODE(S):
84056 – TELECONFERENCE SYSTEMS AUDIO/VISUAL
00000 – GENERIC COMMODITY CODE

REVISION HISTORY: