



## POLYCOM PROMOTION

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### Polycom® 2018 Polycom Phone Trade-In Program

Experience the latest technology for Polycom. Replace your old desk phones and take advantage of our trade-in rebates.

**Rebate amounts valid from January 1 through June 30, 2018 when you replace 5 or more phones.**

Polycom® VVX® Business Media Phone Solutions for SIP and Office 365

#### Polycom® VVX® 600 Family

Enhance productivity and enrich collaboration with the ultimate, all-in-one, one-touch desktop UC solution designed specifically for executives, managers and knowledge workers. The VVX 600 business media phone delivers a best-in-class personal communications experience with an extensive list of easy-to-use features that complement the way you work.

#### Polycom® VVX® 500 Family

Designed for a broad range of UC environments, the VVX 500 improves productivity through a touch-screen interface. It also serves as an application platform that complements the applications on the user's computer.

#### Polycom® VVX® 400 Family

Give your call attendant a high quality, cost effective UC solution that will handle their moderate call volume and provide them with the advanced telephony features they expect from a modern media phone.

#### Polycom® VVX® 300 Family

Give your cubicle workers the best experience with this high-quality UC Business Media Phone. Designed for a broad range of environments for small and medium businesses.

#### Polycom® VVX® 201

Entry level two-line IP phone with HD sound quality and 2 Ethernet ports.

#### Polycom® VVX® D60 Wireless Handset

Enjoy untethered calls with Polycom VVX functionality and quality.

Polycom® SoundStation® IP 5000, IP 6000 and RealPresence Trio conference phones. Industry leading conference phones designed for all voice collaboration experiences.

#### Polycom® VVX® Camera

Add Polycom VVX Cameras to the VVX 500 or VVX 600 phones and bring video to the desktop for additional rebates.

## Polycom 2018 Phone Trade-In Program for Authorized Polycom Channel Partners

### Polycom Phone Trade-In Program – SIP handsets

Qualified new equipment and rebate amounts when you replace 5 phones.

Product Number	Description	Rebate
2200-40250-025	VVX 101 1-line Desktop Phone	\$5.00
2200-40450-025	VVX 201 2-line Desktop Phone	\$10.00
2200-46135-025	VVX 300 6-line Desktop Phone	\$15.00
2200-48300-025	VVX 301 6-line Desktop Phone	\$15.00
2200-46161-025	VVX 310 6-line Desktop Phone	\$15.00
2200-48350-025	VVX 311 6-line Desktop Phone	\$15.00
2200-46157-025	VVX 400 12-line Desktop Phone	\$25.00
2200-48400-025	VVX 401 12-line Desktop Phone	\$25.00
2200-46162-025	VVX 410 12-line Desktop Phone	\$25.00
2200-48450-025	VVX 411 12-line Desktop Phone	\$25.00
2200-44500-025	VVX 500 12-line Business Media Phone	\$30.00
2200-48500-025	VVX 501 12-line Business Media Phone	\$30.00
2200-44600-025	VVX 600 16-line Business Media Phone	\$40.00
2200-48600-025	VVX 601 16-line Business Media Phone	\$40.00
2200-17823-001	VVX D60 Base Station with Wireless Handset	\$10.00
2200-46200-025	VVX Camera	\$10.00
2200-30900-025	SoundStation IP 5000 (SIP) conference phone	\$50.00
2200-15660-001	SoundStation IP 6000 (SIP) conference phone	\$50.00
2200-66070-001	Polycom Trio 8800	\$75.00
7200-25500-001	Polycom Trio 8800 Collaboration Kit	\$75.00
2200-66700-025	Polycom Trio 8500	\$50.00
7200-66700-025	Polycom Trio 8500 Collaboration Kit	\$50.00
2200-40000-001	SoundStation IP 7000 (SIP) conference phone, POE	\$100
2230-40300-001	SoundStation IP 7000 (SIP) conference phone, NA PSU	\$100
2230-40600-025	SoundStation IP 7000 (SIP) conference phone, for Group Series	\$100

#### Eligible Competitive Displacement Equipment:

Any working business grade desktop phone from a vendor other than Polycom qualifies for the offer

#### Eligible Polycom Legacy Equipment:

The following discontinued Polycom SoundPoint IP phones qualify: SoundPoint 300, SoundPoint 301, SoundPoint 320, SoundPoint 430, SoundPoint 500, SoundPoint 501, SoundPoint 600 and SoundPoint 602.

The following Polycom SoundPoint IP phone models are eligible for trade-in rebates when new VVX phones are purchased: SoundPoint IP 321, SoundPoint IP 331, SoundPoint IP 335, SoundPoint IP 450, SoundPoint IP 560, SoundPoint IP 670. All Polycom equipment must have been purchased over one year ago to be eligible for trade-in.

## Polycom 2018 Phone Trade-In Program for Authorized Polycom Channel Partners

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### Polycom Phone Trade-In Program – Office 365 handsets

Qualified new equipment and rebate amounts when you replace 5 phones.

Product Number	Description	Rebate
2200-40450-019	Skype for Business VVX 201 2-line Desktop Phone	\$10.00
2200-46135-019	Skype for Business VVX 300 6-line Desktop Phone	\$15.00
2200-48300-019	Skype for Business VVX 301 6-line Desktop Phone	\$15.00
2200-46161-019	Skype for Business VVX 310 6-line Desktop Phone	\$15.00
2200-48350-019	Skype for Business VVX 311 6-line Desktop Phone	\$15.00
2200-46157-019	Skype for Business VVX 400 12-line Desktop Phone	\$25.00
2200-48400-019	Skype for Business VVX 401 12-line Desktop Phone	\$25.00
2200-46162-019	Skype for Business VVX 410 12-line Desktop Phone	\$25.00
2200-48450-019	Skype for Business VVX 411 12-line Desktop Phone	\$25.00
2200-44500-019	Skype for Business VVX 500 12-line Business Media Phone	\$30.00
2200-48500-019	Skype for Business VVX 501 12-line Business Media Phone	\$30.00
2200-44600-019	Skype for Business VVX 600 16-line Business Media Phone	\$40.00
2200-48600-019	Skype for Business VVX 601 16-line Business Media Phone	\$40.00
2200-66070-019	Skype for Business Polycom Trio 8800	\$75.00
7200-25500-019	Skype for Business Polycom Trio 8800 Collaboration Kit	\$75.00
2200-66700-025	Skype for Business Polycom Trio 8500	\$50.00
7200-66700-025	Skype for Business Polycom Trio 8500 Collaboration Kit	\$50.00

#### Eligible Competitive Displacement Equipment:

Any working business grade desktop phone from a vendor other than Polycom qualifies for the offer

#### Eligible Polycom Legacy Equipment:

The following discontinued Polycom SoundPoint IP phones qualify: SoundPoint 300, SoundPoint 301, SoundPoint 320, SoundPoint 430, SoundPoint 500, SoundPoint 501, SoundPoint 600 and SoundPoint 602.

The following Polycom SoundPoint IP phone models are eligible for trade-in rebates when new VVX phones are purchased: SoundPoint IP 321, SoundPoint IP 331, SoundPoint IP 335, SoundPoint IP 450, SoundPoint IP 560, SoundPoint IP 670. All Polycom equipment must have been purchased over one year ago to be eligible for trade-in.

## Polycom Phone Trade-In Program

### Program Terms and Conditions

- **Program Term** – This trade-in rebate program (“Program”) is valid from January 1 – June 30, 2018.
- **Program Only Open to End User Customers** – This Program is exclusively for end user customers (“Customers”) in North America who replace five or more of their existing phones with a new Polycom desktop or conference phones. This Program does not apply to Polycom resellers, consultants or distributors.
- **Purchasing, Lease Agreement or Service Contract from Authorized Polycom Resellers** – Customers must purchase a thirty-six (36) month or longer, non-cancellable service contract or leasing agreement from authorized Polycom reseller covering the new Polycom phones. The importance of purchasing genuine Polycom products from our authorized resellers is explained at the following link: <http://www.polycom.com/partners/why-authorized-partners.html>
- **Trade In Phone Requirements** – The Customer’s existing phones to be traded in must be in current use and working condition, and cannot include desk or conference phone expansion units. The Customer’s existing phones must be traded in for new Polycom desktop or conference phones on a “one for one” basis.
- **Minimum/Maximum Trade-In Phones** – There is a minimum of five (5) phones per trade in claim. You are encouraged to submit all phones on one claim. There is also a maximum of up to two hundred (200) phones that a Customer may trade in under this Program.

### Trade-In Claims Process

1. **The Polycom Phone Trade-In Program Claim Form**, with all required documentation (outlined below in section 2), must be submitted within either:
  - a. Ninety (**90**) days of purchase of the new Polycom phones or
  - b. One hundred fifty (**150**) days from the date of the effective contract date for Customers who have purchased long-term telecommunications service contracts.  
  
Note: If the completed documentation is not received within 90 days from date of purchase or within 150 days from date of signature on long term telecommunications services contracts, program participation will be declared invalid, and the customer will not receive the rebate. Rebate checks made payable to the **End User/Customer** will be sent within 6-8 weeks after claim is accepted as valid.
2. **Trade-In Documentation** – Customers are required to provide the following documentation directly to Polycom in order to receive the trade in rebate:
  - a. **Completed Polycom Phone Trade-In Claim Form including:**
    - i. Signed Authentication;
    - ii. List of the new Polycom phones, with model and serial numbers for each new phone for which rebate is requested; and
    - iii. List of the existing phones being replaced by the new Polycom phones (if Polycom legacy equipment provide serial numbers)
  - b. **Proof of Purchase** (one of the three options listed below):  
**Option 1** – Invoice for new Polycom phone purchases dated between January 1 – June 30, 2018. From an authorized Polycom reseller or  
**Option 2**-Long-term Equipment Lease or Services contract AND first month’s invoice for long-term equipment Lease or Telecommunications Services contract with authorized Polycom reseller.
    - a. Long-term Equipment Lease or Services contract must be signed between January 1 – June 30, 2018. First month’s invoice must be dated no later than 150 days after contract date.
    - b. Contract must show quantities and descriptions of Polycom equipment being leased or put into use.
    - c. Lease Agreement or Service Contract – customers must purchase a thirty-six (36) month or longer, non-cancellable service contract or leasing agreement from authorized Polycom reseller covering the new Polycom phones.
    - d. First month’s invoice must either list the quantities and descriptions of the Polycom equipment being put into use or reference the lease or services contract by name or number; or  
**Option 3** – For projects combining telecommunications services with Polycom equipment, the project invoices must refer to the deliverables in the project Statement of Work (“SOW”), which must show the quantities and descriptions of the Polycom equipment being purchased.
      - a) The SOW or services project contract containing the SOW, must be dated between January 1 – June 30, 2018:  
and
      - b) Final project invoice must be dated no later than 150 days after project contract.

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3. All documentation must be emailed to [Polycom@rebate-zone.com](mailto:Polycom@rebate-zone.com) or:

Polycom Phone Trade-In Program  
Promotion Code Dept H747420  
P.O. BOX 540075  
El Paso, TX 88554-0075  
Fax: 877-663-8215

4. Polycom will provide the Customer with an email confirmation when Polycom receives the Customer's claim. Polycom is not responsible for lost or misdirected email, mail or faxes.
5. Polycom or Polycom's Rebate Administrator has the right to contact the Customer at any time for verification purposes. Polycom retains the right to decline if verification cannot be validated.
6. This Program is valid in the United States and Canada and is void where prohibited or otherwise restricted by law. All programs are subject to US export laws and restrictions.
7. This Program may not be combined with any other promotional offer or discounts, and Polycom reserves the right to modify or cancel this Program at any time.
8. No exceptions to this Program will be allowed. Polycom has the right to deny all claims that do not meet the criteria and have the sole discretion to reject claims that are not adequately substantiated.
9. Any questions regarding this program should be addressed to [Polycom@rebate-zone.com](mailto:Polycom@rebate-zone.com) or 1-866-665-7402 between the hours of 8:00-4:30 CST.

**For more information about Polycom partners visit:** <http://www.polycom.com/partners/why-authorized-partners.html>

# Polycom 2018 Phone Trade-In Program for Authorized Polycom Channel Partners

## Important – Please read!

How many new Polycom phones purchased \_\_\_\_\_

How many older phones are you replacing \_\_\_\_\_

Note: You must have a minimum of 5 new phones and an equal number of older phones to trade-in for this claim. Please contact your Polycom reseller if you do not meet this requirement

See the list below for the required documents for this rebate request. Please note that the documentation is different depending on how you purchased your phones.

Documents needed for Claim	Polycom Phones Purchased in Full	Polycom Phones Purchased or Leased over Time
Completed Claim Form	X	X
Invoice as Proof of Purchase	X	X
36 month or longer Services Contract or Lease Agreement with authorized Polycom reseller		X

Important facts to consider prior to submitting this claim. Please review your attached documents for confirmation of this information.

1. Was the purchase made between January 1-June 30, 2018?
2. Am I trading-in at least the same number of older phones as the number of new Polycom phones purchased?
3. Do I have the model and serial numbers for each new Polycom phone? This information can be found under each phone or on the barcode label affixed to each unit box. Contact your Polycom reseller if you do not have this information.

## Polycom Phone Trade-In Program Claim Form

Promotion code: **H747420**

Program valid from January 1 -June 30, 2018

### Customer Information:

Company Name \_\_\_\_\_

First Name \_\_\_\_\_ Last Name \_\_\_\_\_

Address \_\_\_\_\_

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

Phone \_\_\_\_\_ Email \_\_\_\_\_ Website \_\_\_\_\_

### Polycom Reseller Information (Company who sold you the Polycom equipment):

Company Name \_\_\_\_\_

First Name \_\_\_\_\_ Last Name \_\_\_\_\_

Address \_\_\_\_\_

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

Phone \_\_\_\_\_ Email \_\_\_\_\_ Website \_\_\_\_\_

### Questions?

Email us at [Polycom@rebate-zone.com](mailto:Polycom@rebate-zone.com) or call 1-866-665-7402 between the hours of 8-4:30 CST.







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## Authentication

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

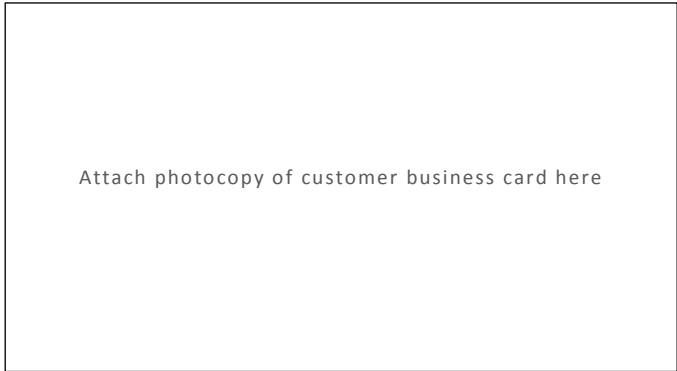
On behalf of \_\_\_\_\_ (company name), I do hereby certify by my signature below, that the equipment being replace was originally purchased on \_\_\_\_\_ (date of original purchase), and was installed and in use in our normal business operations.

Signature \_\_\_\_\_ Date \_\_\_\_\_  
*(Must be signed by an authorized End User customer representative)*

**Send completed documentation to:** [Polycom@rebate-zone.com](mailto:Polycom@rebate-zone.com) (Email subject line must contain: Polycom Phone Trade-in Program-Promotion Code Dept H747420)

Or:

Polycom Phone Trade-In Program  
Promotion Code Dept H747420  
P.O. BOX 540075  
El Paso, TX 88554-0075  
Fax: 877-663-8215



Official use only

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

## About Polycom

Polycom helps organizations unleash the power of human collaboration. More than 400,000 companies and institutions worldwide defy distance with secure video, voice, and content solutions from Polycom to increase productivity, speed time to market, provide better customer service, expand education, and save lives. Polycom and its global partner ecosystem provide flexible collaboration solutions for any environment that deliver the best user experience, enterprise-grade solutions, the broadest multi-vendor integration, and customer choice.

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