



POLYCOM®

**Polycom Unified Collaboration
for IBM Lotus Sametime and
IBM Lotus Notes**

January 2010

Agenda

- ▶ Business Challenges
- ▶ Polycom & IBM Joint Value Proposition
- ▶ Polycom's Vision
- ▶ The Solution
- ▶ The Partnership
- ▶ Benefits
- ▶ Contact Details

Business Challenges



For Business Managers - Barrier to Business Agility

- ▶ Low productivity due to inefficient communications with customers, partners, and employees
- ▶ Decision-making takes too long
- ▶ Loss of competitive advantage
- ▶ High cost of supporting disparate communications networks
- ▶ High cost of travel
- ▶ Large carbon footprint of team collaboration



For IT Managers - Complexity Challenges IT Department

- ▶ Disparate communications systems
- ▶ Difficult to ensure secure unified IM, voice and video communication
- ▶ Tools and management capabilities are non existent
- ▶ Complex communications infrastructure requires large staff



For End Users - Communication Chaos

- ▶ Separate IM, voice, and video networks make communication and collaboration difficult
- ▶ Workflow is interrupted as we move from one interface to another
- ▶ “Human Latency”



Polycom & IBM Joint Value Proposition

Transforming IBM Lotus Sametime and Lotus Notes deployments into a complete unified communications solution for enterprises

- ▶ Delivers seamless communication across all media: IM, voice, video
- ▶ Spans desktops, conference rooms, mobile devices, and remote sites
- ▶ Delivers unique user experiences through easy-to-use Polycom high definition voice and video
- ▶ Provides presence-aware high definition voice and video endpoints



Vision

Polycom: The “Human Face” of the IBM UC experience



See vastly increased effectiveness of visual communications with globally dispersed teams



Can simplify unified communications deployment, provisioning, and management



Collaborate more effectively when high definition voice and video is intuitively integrated with familiar applications.

Solution



IBM's Role

- ▶ IBM offers industry-leading unified collaboration Solutions:
 - Security-rich, scalable, enterprise-grade presence, instant messaging and web conferencing
 - IBM Lotus Domino software provides world-class collaboration capabilities that can be deployed as a core e-mail and enterprise scheduling infrastructure, as a business application platform, or both.
 - Lotus Sametime is an enterprise instant messaging and web conferencing application. Lotus Sametime provides enterprise instant messaging functionality, presence information, and web conferencing
 - IBM Lotus Notes software is the premier, integrated desktop client option for accessing business e-mail, calendars and applications on IBM Lotus Domino server.
 - Options for collaborating with mobile devices and even Microsoft® Outlook.

Polycom's Role

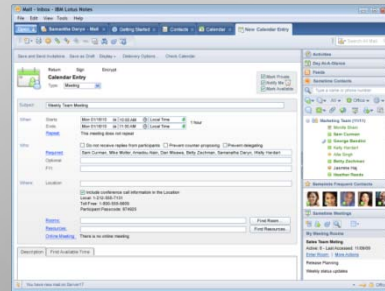
- ▶ Polycom offers a broad portfolio of integrated HD voice and visual communications solutions for IBM's Unified Collaboration platforms:
 - Polycom high definition visual communications endpoints
 - Polycom Communicator for use in the Sametime environment
 - Highly scalable and secure voice and video conferencing infrastructure in the IT backbone
 - Polycom MCUs to enable disparate system to connect and provide the **best possible experience** for each participant



Polycom - IBM Unified Collaboration

Lotus Notes

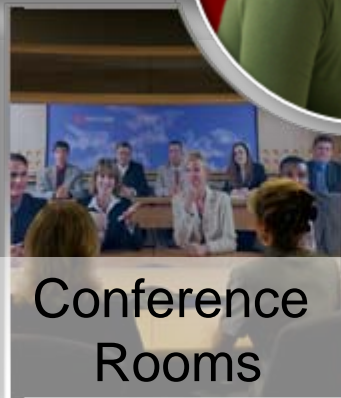
Sametime Web Collaboration



Sametime Client



Desktop



Conference Rooms



Remote Sites



Mobile Devices

Why is Polycom the Right Choice for an Integrated UC Solution with IBM?

Maintain familiar IBM Lotus Sametime and Lotus Notes interfaces on the desktop to enable voice and video

collaboration

A standards based voice and video solutions provider that integrates

into the IBM collaborative workspace

With Polycom and IBM you can leverage your existing investment in collaborative tools, enabling your existing work flows throughout the enterprise

We extend the reach of the Instant Message IBM Lotus Sametime client;

#1 Independent VoIP and Conference phone supplier
#1 Provider of video endpoints
#1 Provider of conferencing infrastructure
Best of breed solutions
Leading innovator in HD voice, HD video and telepresence

Key Capabilities of the Polycom - IBM UC Solution



Polycom Communicator

Delivers high definition voice for Sametime clients, your personal speakerphone



HDX & TPX / RPX

Extends High quality collaboration from desktop to conference rooms to Telepresence

- ▶ Provides users with powerful, “click to call” voice and video collaboration from a presence-enabled contact list
- ▶ Point to point calls or multi-point calls
- ▶ Maintains an efficient use of infrastructure resources
- ▶ Provides a solution in a non windows environment

Seamless Communication Across Media

From an
IM session...

...to a
voice session...

...to a
video session



*All using presence-enabled clients, directories,
and same unified communications infrastructure*

IBM Global Technology Services (GTS)

- ▶ GTS is a solution provider of Polycom technologies world wide.
 - Video Practice
 - Desktop Integration
 - Room systems
 - Telepresence
 - Audio Practice
 - Wired or Wireless
 - Shared ecosystem Partners
 - Avaya, Nortel, Cisco

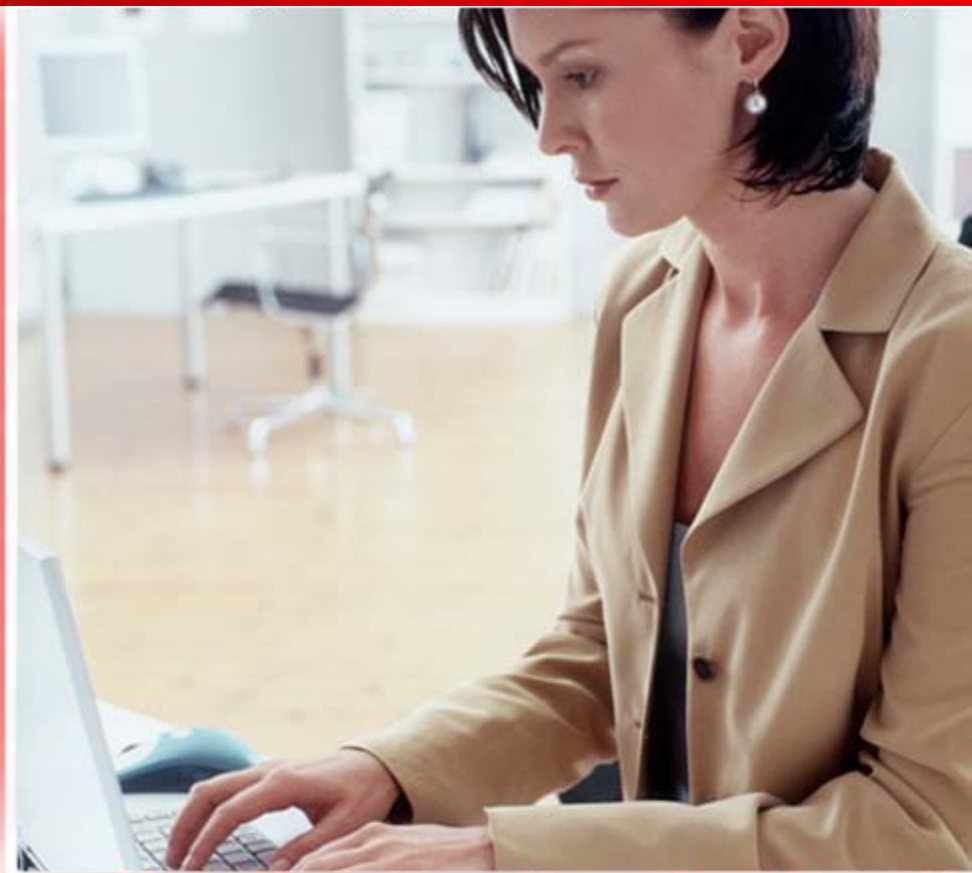


The Partnership

- ▶ Polycom is a global IBM Business Alliance Partner
 - Ensures tightly linked, integrated solutions
- ▶ IBM is a solution provider/system integrator for Polycom
 - Voice, Video, Services
- ▶ IBM is also a major 'end user' of Polycom solutions
- ▶ Together IBM and Polycom deliver a highly effective, UC solution for mutual customers
 - Seamless communication across IM/presence, voice, and video
 - Enhances every day workflows, improves productivity, and speeds time to market



Benefits



Business Managers



- ▶ Increase Business Agility & Efficiency
 - Improves communication efficiency and effectiveness
 - Brings together geographically dispersed teams
 - Reduces high costs of supporting disparate unified communications networks
 - Accelerates decision-making
 - Reduces travel costs and shrinks carbon footprint of corporation

IT Department

- ▶ Integrate Communication Processes & Reduce IT Complexity
 - Simple, scalable, and secure
 - Easy to deploy and manage
 - Secure voice and video communication across corporate boundaries
 - Fewer resources needed to manage communications infrastructure



End Users

- ▶ Streamline Communication & Foster Collaboration
 - Lifelike unified communication experience
 - Presence aware endpoints deliver consistent user experience from desktop to voice/video endpoints
 - Collaborate more effectively with visual communications



For More Information

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Thank you