



Introducing Polycom RealPresence Medialign

Wes Gierhart-Regional Sales Manager-GEM- Ohio & WV

Top Requirements for All-in-One Video Solutions

- Reliable
- Easy to Use
- Platform Integration
- Straightforward Ordering
- Cost-Effective
- Simple Maintenance
- Low Bandwidth Requirements
- Easy Installation / No Construction

Introducing Polycom RealPresence Medialign



For enterprise customers that need an easy to deploy all-in-one video collaboration solution, Polycom RealPresence Medialign features a modern, innovative design with an unmatched user experience.

Why Polycom RealPresence Medialign?



All-in-one



Powerful Video Collaboration



Unmatched User Experience



Broadest Environment Integration

All-in-One

Everything you need to easily deploy video communications

**Straightforward
Ordering**



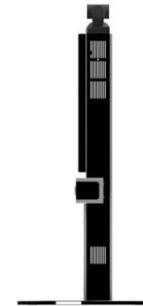
**No Tools
Installation**



**Simple
Maintenance**



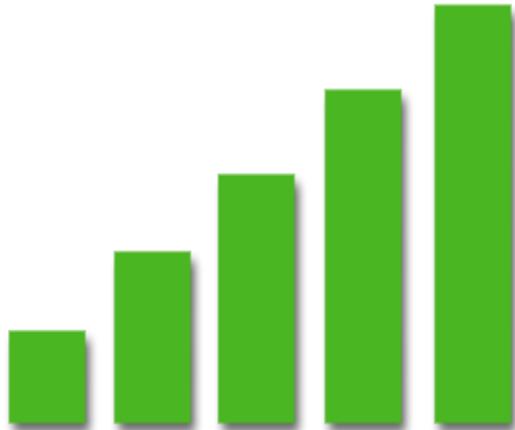
**Slim, Modern
Design**



Powerful Video Collaboration

Collaborate visually with higher quality video

Reliable



Low Bandwidth

50%
less

1080p HD
People / Content



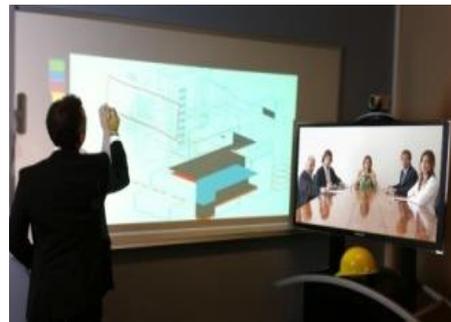
Unmatched User Experience

Every detail has been addressed for easy and effective collaboration

Hands-Free Camera Operation



Virtual Whiteboard



Touch Interface Control



Automatically Remove Distracting Noises



Broad Environment Integration

Industry's broadest support for open, standards-based interoperability



broadsoft



Microsoft

AVAYA

IBM

UNIFY

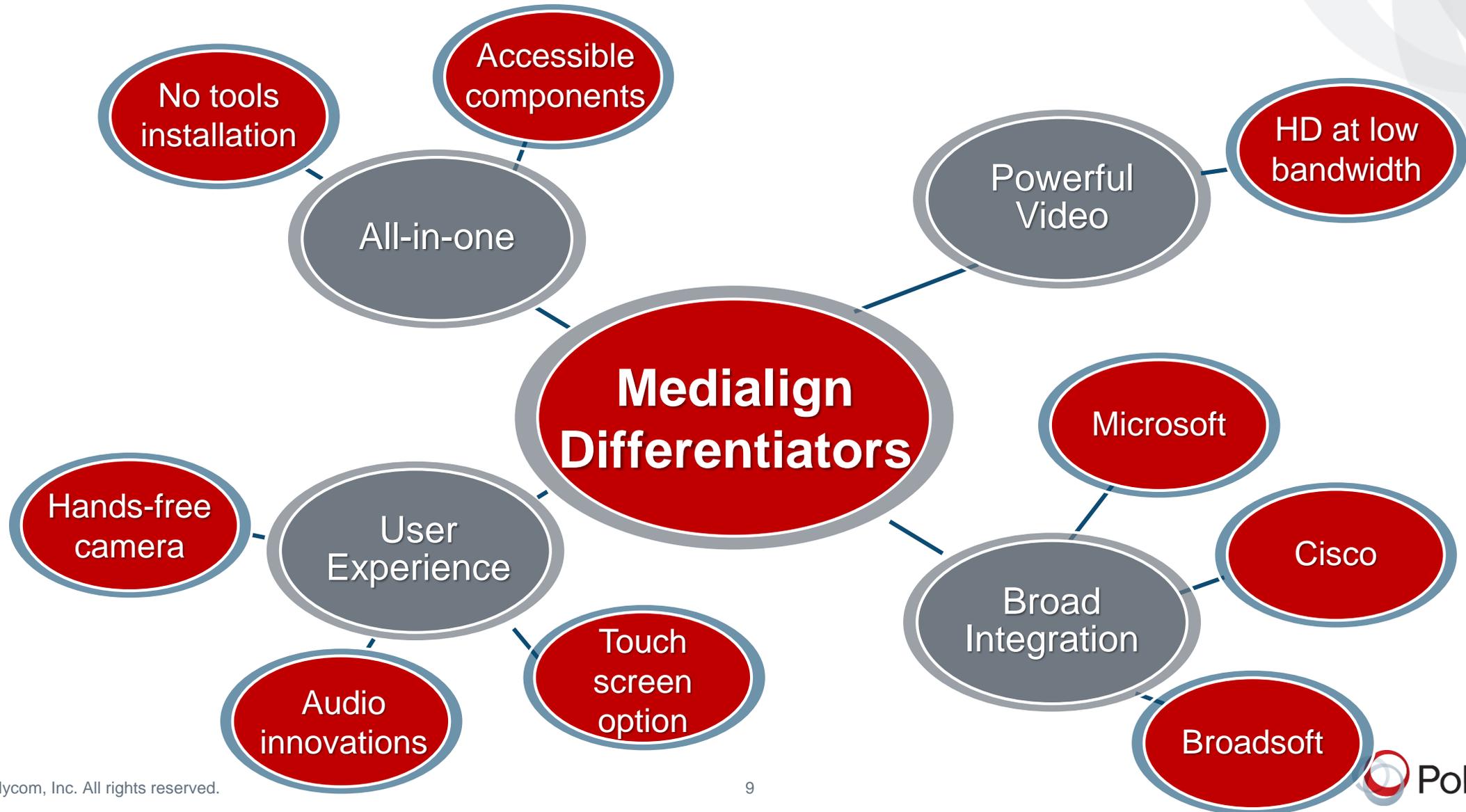


GENBAND™



Skype for Business

Only with RealPresence Medialign



Use Cases

All industries benefit from RealPresence Medialign

Enterprise



Training & Education

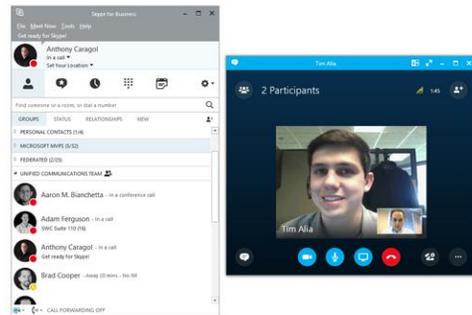


Government



Native Skype for Business Integration

- Native integration with Skype for Business / Lync 2013 integration
 - Native video, audio, and content – even control Skype for Business content from Group Series
- Seamless extension of the Skype for Business experience to conference rooms
 - Gallery View across multiple displays, single click to dial into Lync meetings, presence/status
- Robust support for both SfB and standards-based video increases flexibility



Standard Configuration and Packages

RealPresence Medialign Packages



<h3>Single or Dual</h3>   <p>55" or 70" HD LED Displays *Touch Displays Available</p>		
  <p>EagleEye Producer EagleEye Director-Dual 70"</p>	 <p>RealPresence Group 500</p>	
 <p>High-Fidelity Speakers</p>	 <p>Tabletop mic</p>	
 <p>RealPresence Touch</p>	 <p>All Cables</p>	

Polycom Group Collaboration Experience Benefits: Interactive and flexible content for no compromises collaboration

1080p60 Content

- Share detailed full-motion video clips, CAD drawings, medical images with stunning realism



Polycom VisualBoard

- Content annotation from a touch monitor...



- ...or your own mobile device



Polycom Group Collaboration Solution Benefits: Broadest Interoperability

SVC Support



Multi-screen layouts, improved latency, and network resiliency for group collaboration

Unique Native Integration with Skype for Business / Lync



Better experiences, simplified workflow,
click-to-join from calendar

Fully Standards-Based



Connect to millions of existing video solutions

TIP Support



Direct connection to non-standard Cisco
environments

Why RealPresence Medialign?

- ✓ Reliable
- ✓ Easy to Use
- ✓ Platform Integration
- ✓ Straightforward Ordering
- ✓ Cost-Effective
- ✓ Simple Maintenance
- ✓ Low Bandwidth Requirements
- ✓ Easy Installation / No Construction



POLYCOM + YOU

Unleashing the power of human collaboration



Appendix