

Polycom[®] Practitioner Cart[™] HDX

Q. When will Polycom publically announce the availability of the new Practitioner Cart?

A. The public announcement and launch of the new Practitioner Cart is planned for April 6, 2009 in conjunction with the HIMSS show.

Q. When will the new Practitioner Cart be available for shipment?

A. Anticipated availability for shipment of the new Practitioner Cart is Q2 2009.

Q. What's new with this release of the Practitioner Cart?

A. The new Practitioner Cart is a purpose-built, video-enabled solution for healthcare applications and is unlike anything currently available on the market. In addition to providing high definition video and audio, it is provisioned to support the customers computing needs (customer supplied) all within a single mobile platform.

Unlike previous generations of the Practitioner Cart, this version will be Polycom-branded and listed with standard part numbers in the price list. The cart will be based on an HDX 8000 class telepresence platform to support 720p 60fps or 1080p video formats and will feature a 26" display and easy connection, management and storage of a variety of peripheral devices.

Q. Will the Practitioner Cart have wireless capabilities?

A. The Practitioner Cart will ship with a battery power system and a pre-installed wireless antenna ready to be connected to a customer supplied Ethernet bridge and antenna cable.

Q. What are the primary applications for the Practitioner Cart?

A. The Practitioner Cart supports physicians in practicing telemedicine and collaborating face-to-face with colleagues on patient care, as well as in training applications. The Practitioner Cart can also be used for remote observation of patients in isolation, high risk areas or secure locations and in emergency room situations. Remote specialists can meet with patients, reducing the need to transport the patient to the specialist.

Q. What is the pricing for the new Practitioner Carts and what models are available?

A. Pricing can be found in the applicable price lists and product bulletins. The Practitioner Cart will be available in both 1080p and 720p models.

Q. What's the expected lead time for the Practitioner Cart?

A. As price book listed "standard" Polycom models, the goal will be to ship within three weeks after receipt of order (ARO).

Q. Are the new Practitioner Carts considered Medical Devices?

A. No, they are communication devices similar to other Polycom products. They will meet specific safety requirements for the particular geographies we plan to make available in and have medical grade power systems to facilitate deployment within a patient care environment.

Q. In what countries will Practitioner Carts be available?

A. The Practitioner Cart will be available for sale in the US, Canada, Europe, Australia, New Zealand, India and Singapore in its initial release. Additional countries may be added as appropriate.

Q. What are the anticipated demo capabilities for the new Practitioner Cart?

A. Demo systems will be coming on line during the Q2 2009 timeframe.

Q. Where can I find additional information on the new Practitioner Cart?

A. There are several resources and options available to you for information on the Practitioner Cart offerings.

- 1.) This document and other sales tools can be found on the [Polycom Partner Resource Center](#)
- 2.) Contact the Healthcare Marketing Team.