

## Polycom HDX Early Adoption Trade-In Program for Polycom VSX 8000 Users

### Program Specifics:

The limited time HDX early adoption trade-in program is available for VSX 8000 customers from October 23, 2006 through March 31, 2007. If you are a VSX 8000 customer and purchased your VSX 8000 codec prior to October 1, 2006, and would like to experience the UltimateHD from Polycom, you are eligible to order the Polycom HDX 9002 high-definition system at a reduced list price!

Customers participating in trade-in program must have had the VSX 8000 codec for at least one year at the time the upgrade is SHIPPED to them.

- All customers who purchased a VSX 8000 codec prior to program announcement date are eligible to ORDER an upgrade by March 31, 2007
- Upgrades ordered by March 31, 2007 will be available for immediate shipment provided the VSX8000 codec being upgraded is at least 1 year old at the time the upgrade is ordered
- If the VSX 8000 codec is not at least 1 year old at the time the upgrade is ordered, shipment of the upgrade will occur when the qualifying unit is 1 year old
- Customers may delay shipment until October 2007 (one year from program launch date)

### Overview of Qualifying Polycom Products Available For Purchase in This Program

VSX 8000* configurations	Eligible Products	Part Number	Polycom Discounted List Price
VSX 8000 codec with PowerCam or PowerCamPlus and MP key	Polycom HDX 9002 Polycom Eagle Eye HD Camera Multi-point (4-way)	2200-23900-001 8200-23610-001 5150-23912-001	\$5,999
VSX 8000 codec with MP key – no Polycom camera	Polycom HDX 9002 Multi-point (4-way)	2200-23900-001 5150-23912-001	\$5,999
VSX 8000 codec with MP key – no Polycom camera	Polycom HDX 9002 Polycom Eagle Eye HD Camera Multi-point (4-way)	2200-23900-001 8200-23610-001 5150-23912-001	\$9,999
VSX 8000 codec with PowerCam or PowerCamPlus	Polycom HDX 9002 Polycom Eagle Eye HD Camera	2200-23900-001 8200-23610-001	\$5,999
VSX 8000 codec only	Polycom HDX 9002	2200-23900-001	\$5,999
VSX 8000 codec only	Polycom HDX 9002 Polycom Eagle Eye HD Camera	2200-23900-001 8200-23610-001	\$9,999

\*VSX 8000 configurations include: VSX 8000 codec and applicable accessories (PowerCam, PowerCam Plus, Multipoint)  
Other accessories/peripherals are not eligible for upgrade and must be purchased separately

### Upgrade Process

1. End User customer must **purchase a new** qualified Polycom HDX 9002 product from a Certified Polycom Reseller.
2. End User customer must provide **original proof-of purchase** (copy of Purchase Order) for the current **VSX 8000 codec and applicable accessories (PowerCam, PowerCam Plus, Multipoint)** being traded in. Proof of purchase must accompany the Polycom HDX Purchase Order to receive the discounted list price.
3. Reseller will be given an RMA number by Polycom order management. The reseller must provide this RMA number to the end user customer. The RMA number MUST be included on the outside of the box of the return equipment.
4. VSX 8000 codec and Polycom camera (if applicable) must be shipped to Polycom within 60 days of HDX shipment to the address below. Channel discount contingent upon receipt of VSX 8000 codec and Polycom Camera being traded in within 60 days.



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## Polycom HDX Early Adoption Trade-In Program for Polycom VSX 8000 Users

### End- User Terms and Conditions

#### Terms and Conditions

- 1) Proof of purchase (copy of the original purchase order) for the existing VSX 8000 codec, Polycom camera and multipoint option must accompany the order form to be eligible for this program.
- 2) End User customers must purchase a new qualified video conferencing unit (Polycom HDX 9002) from a Polycom Certified Reseller to be eligible for this rebate program. One VSX 8000 codec must be confirmed and received from Polycom for every qualifying new unit purchased.
- 3) Polycom must receive claim form with all required documentation **prior** to purchase. Note: If the documentation and proof of purchase are not received, the product will not be shipped.
- 4) Required documentation includes: completed **claim form** and **end-user Proof of Purchase (copy of original PO for VSX 8000 being traded in)**.
- 5) The VSX 8000 codec and Polycom camera (if applicable) must be received at Polycom within 60 days of HDX shipment at documented address (noted below).
- 6) The serial number of the VSX 8000 codec being returned must match the serial number of the VSX 8000 codec on the claim form submitted with the upgrade purchase order.
- 7) The upgrade price is contingent upon the VSX 8000 codec and applicable accessories being returned to Polycom; serial number of the returned VSX 8000 codec must match the serial number on the submitted claim form; if the serial numbers do not match the Reseller will be invoiced for the list price of the Polycom HDX 9002 codec and applicable accessories less monies paid to Polycom.
- 8) The End User Customer will be sent an email confirmation when their claim is received. Polycom is not responsible for lost or misdirected shipments, email, mail or faxes.
- 9) Polycom has the right to call the End User or Certified Polycom Reseller at any time for verification purposes.
- 10) This offer is only available to End User customers who purchase from a certified Polycom Reseller.
- 11) This offer is void where prohibited or otherwise restricted by law.
- 12) Program commences October 23, 2006 and shall continue until March 31, 2007 unless terminated at an earlier date by Polycom.
- 13) This offer **may not** be combined with any other promotional offer and Polycom reserve the right to modify or cancel this program at any time.
- 14) This offer **may not** be combined with the Polycom FIRST program.
- 15) Polycom HDX 9002 products purchased through this program will be drop-shipped directly to Certified Reseller.
- 16) No exceptions to this program will be allowed. Polycom has the right to deny all claims that do not meet the criteria outlined in this document.
- 17) Any questions regarding this rebate should be addressed to [www.polycom@rebate-zone.com](http://www.polycom@rebate-zone.com) or 1-866-665-7402.

#### Address for North America:

Polycom Promotions  
Promotion Number H89981  
RMA # \_\_\_\_\_  
4461 White Bear Parkway  
White Bear Lake, MN 55110  
Fax: 651-762-9717



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**Polycom HDX Early Adoption Trade-In Program for Polycom VSX 8000 Users**

**Claim Form**

End user Company Name: \_\_\_\_\_

End user Contact Name: \_\_\_\_\_

End user Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_ Zip: \_\_\_\_\_ End user Phone: \_\_\_\_\_

End user E-mail: \_\_\_\_\_

**Yes**, please sign me up for Polycom's email newsletter.

*I have read and agree to the terms and conditions of this program.*

End user Signature: \_\_\_\_\_

Reseller Name: \_\_\_\_\_

Sales Person: \_\_\_\_\_ Reseller Phone: \_\_\_\_\_

Reseller Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Email: \_\_\_\_\_

For Tier 2 Resellers – Polycom® Distribution Partner Name: \_\_\_\_\_

*I have read and agree to the terms and conditions of this program.*

Reseller Representative Signature: \_\_\_\_\_

VSX 8000\* Product(s) being traded in :

VSX 8000 codec Serial #: \_\_\_\_\_ Quantity: \_\_\_\_\_

Polycom camera: \_\_\_\_\_ Quantity: \_\_\_\_\_

Multipoint option: \_\_\_\_\_ Quantity: \_\_\_\_\_

\* VSX 8000 codec and applicable accessories (Polycom PowerCam Camera, Polycom PowerCam Plus Camera, Multipoint)

**New Product Purchased/Product ID** (the following information is required)

Polycom HDX 9002: \_\_\_\_\_ Quantity: \_\_\_\_\_

Polycom Eagle Eye Camera: \_\_\_\_\_ Quantity: \_\_\_\_\_

4-Way Multipoint Option: \_\_\_\_\_ Quantity: \_\_\_\_\_



## Letter of Authentication

### Polycom HDX Early Adopter Program

I acknowledge and agree that the discount offered for the Polycom products purchased and the VSX 8000 equipment being associated with the purchase must comply with the terms and conditions outlined in the Polycom HDX Early Adopter Program documentation.

#### **VSX 8000 codec**

On behalf of \_\_\_\_\_ (company name), I do hereby certify by my signature below, that the VSX 8000 codec was purchased on \_\_\_\_\_, and was **installed and in use** in our normal business operations. To confirm the purchase of the VSX 8000 codec the original purchase order (receipt) has been enclosed.

**Signature** \_\_\_\_\_ **Date** \_\_\_\_\_  
(Must be signed by an authorized end-user customer representative)

#### **Polycom Camera (if applicable)**

On behalf of \_\_\_\_\_ (company name), I do hereby certify by my signature below, that the Polycom camera equipment was purchased on \_\_\_\_\_, and was **installed and in use** in our normal business operations. To confirm the purchase of the Polycom camera, the original purchase order (receipt) of the Polycom camera has been enclosed, clearly and legibly showing the camera purchase for verification purposes.

**Signature** \_\_\_\_\_ **Date** \_\_\_\_\_  
(Must be signed by an authorized end-user customer representative)

#### **Multipoint Option (if applicable)**

On behalf of \_\_\_\_\_ (company name), I do hereby certify by my signature below, that the Multipoint option for the VSX 8000 was purchased on \_\_\_\_\_. To confirm the purchase of the multipoint option, the original purchase order (receipt) of the option has been enclosed.

**Signature** \_\_\_\_\_ **Date** \_\_\_\_\_  
(Must be signed by an authorized end-user customer representative)



TOGETHER, GREAT THINGS HAPPEN.

## Polycom HDX Early Adoption Trade-In Program for Polycom VSX 8000 Users

### Certified Polycom Reseller Terms and Conditions

#### Terms and Conditions

- 1) Proof of purchase (copy of the original purchase order) for the existing VSX 8000 codec, Polycom camera and multipoint option must accompany the order form to be eligible for this program.
- 2) End User customers must purchase a new qualified video conferencing unit (Polycom HDX 9002) from a Polycom Certified Reseller to be eligible for this rebate program. One VSX 8000 codec must be confirmed and received from Polycom for every qualifying new unit purchased.
- 3) Polycom must receive claim form with all required documentation prior to purchase. Note: If the documentation and proof of purchase are not received, the product will not be shipped.
- 4) Required documentation includes: completed claim form and end-user Proof of Purchase (copy of original PO for VSX 8000 being traded in).
- 5) The VSX 8000 codec and Polycom camera (if applicable) must be received at Polycom within 60 days of Polycom HDX 9002 shipment at documented address (noted below).
- 6) If after 60 days the VSX 8000 codec (and accessories if applicable) is not returned, Polycom will invoice Reseller for HDX unit
  - a. Reseller will be invoiced for the list price of the Polycom HDX 9002 codec and applicable accessories less monies paid to Polycom.
- 7) The serial number of the VSX 8000 codec being returned must match the serial number of the VSX 8000 codec on the claim form submitted with the upgrade purchase order.
- 8) The upgrade price is contingent upon the VSX 8000 codec and applicable accessories being returned to Polycom; serial number of the returned VSX 8000 codec must match the serial number on the submitted claim form.
  - a. If the serial numbers do not match the Reseller will be invoiced for the list price of the Polycom HDX 9002 codec and applicable accessories less monies paid to Polycom.
- 9) The End User will be sent an email confirmation when their claim is received. Polycom is not responsible for lost or misdirected shipments, email, mail or faxes.
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#### **Address for North America:**

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Promotion Number H89981  
RMA # \_\_\_\_\_  
4461 White Bear Parkway  
White Bear Lake, MN 55110  
Fax: 651-762-9717

**Certified Polycom Reseller Verification**

On behalf of \_\_\_\_\_ (company name), I do hereby certify by my signature below, that I have read and agree with the terms and conditions of the VSX 8000 to Polycom HDX Upgrade Program.

**Signature** \_\_\_\_\_ **Date** \_\_\_\_\_  
(Must be signed by an authorized Certified Polycom Channel Partner representative)

**Please Print:**

End-User Name: \_\_\_\_\_ Title: \_\_\_\_\_

Telephone Number: \_\_\_\_\_

Reseller Name: \_\_\_\_\_ Title: \_\_\_\_\_

VSX 8000 codec Serial #: \_\_\_\_\_

To be eligible for this pricing, this form must be signed, and submitted along with copies of all the required documentation at the time of the order.

Attach Photocopy of Polycom  
**Certified Reseller**  
Representative  
Business card here

Official use only:      Date Received \_\_\_\_\_ Approved / Denied \_\_\_\_\_