

# Polycom® Video Product Transition Guide for Q3/Q4 2005

This document was designed for Polycom Certified Partners only. The purpose is to clearly communicate product changes that are happening in the Polycom Video division in Q3 and Q4 of 2005. Additionally, for products that are being discontinued, we are suggesting replacement products for future purchases. These are suggestions only, and as each application and installation of video conferencing is unique, the full VSX product line should be considered for appropriate future product purchases.

Below is a table with recommended replacement products for the video conferencing systems that will be discontinued in Q3 and Q4, 2005. The products that were discontinued on 9/30/05 and that will be discontinued on 12/31/05 are functionally stable and will not be receiving further product enhancements. However, support and maintenance contracts will be offered and available on these products for five (5) years after the last order date.

<b>Discontinued Q3 2005 (Last order date 9/30/05)</b>		<b>Suggested replacement product</b>	
<b>Product name</b>	<b>Part number</b>	<b>Product name</b>	<b>Part number</b>
ViewStation EX	2200-20700-xxx	VSX 7000s or VSX 7400s Presenter	2200-22650-xxx 7200-22640-xxx
ViewStation EX MP	2200-20800-xxx	VSX 7400s Presenter MP	7200-22685-xxx
ViewStation FX	2200-20323-xxx	VSX 7800e Presenter MP	7200-22560-xxx
VS4000	2200-21350-xxx	VSX 8000	2200-21400-xxx
VS4000 with PowerCam	7200-21630-xxx	VSX 8400 Presenter	7200-21962-xxx
iPower 9000 QBRI	2200-50623-xxx	VSX 8000 (integrator) or VSX 7000e (mainstream)	2200-21400-xxx
iPower 9000 PRI	2200-50624-xxx		7200-22540-xxx
iPower 9000 V.35	2200-50625-xxx		
iPower 9400 QBRI	2200-50733-xxx	VSX 8400 Presenter or VSX 7000e	7200-21962-xxx
iPower 9400 PRI	2200-50730-xxx		7200-22540-xxx
iPower 9400 V.35	2200-50736-xxx		
iPower 9800 QBRI	2200-50609-xxx	VSX 8800 Presenter MP or VSX 7800e Presenter MP	7200-22750-xxx
iPower 9800 PRI	2200-50610-xxx		7200-22560-xxx
iPower 9800 V.35	2200-50611-xxx		
<b>Discontinued Q4 2005 (Last order date 12/31/05)</b>		<b>Suggested replacement product</b>	
ViewStation SP 128	2200-08527-xxx	VSX 5000 (with ISDN module)	2200-22550-xxx
ViaVideo II	2200-20500-xxx	PVX	5151-22019-001

**Note: Polycom will generally make Service Programs available at Polycom then current prices for a period of five years following the delivery of Polycom Products.**



As a result of the July introduction of higher performing VSX models (namely the VSX 7000s, VSX 7400s Presenter and VSX 7800s Presenter MP) and the VSX 8.0 software upgrade (available for all VSX models), we are notifying you that certain existing models of the VSX family – the VSX 6000, 7000, 7400 and 7800 – are entering a term of “Sustaining” engineering, service and support on December 31, 2005.

Products enter the “Sustaining” category when Polycom introduces direct replacement products offering superior performance, features and benefits to our customers. Products in the “Sustaining” category will continue to receive:

- Software releases, including feature upgrades, while under maintenance contracts and where supportable by the underlying hardware.\*
- On-going sustaining engineering support for a minimum of five years
- Service Programs for the five year period priced consistent with current equivalent services.

\*It should be noted that the current VSX 6000, VSX 7000, VSX 7400 and VSX 7800 may not be able to support some future software upgrade features specifically designed for newer models with higher performance hardware. (For more information regarding the VSX 8.0 software upgrade for your VSX 6000, VSX 7000, VSX 7400 and VSX 7800, see your Polycom representative.)

Production of these models will cease on December 31, 2005. After this time there will be limited availability of these products within the channel. Please check with your reseller

Please note that while “Sustaining” category products are still viable systems that integrate well with the current and future VSX platform, they are not recommended by Polycom for new purchase. Instead, Polycom recommends its latest product models that offer superior performance, features and benefits.

As of 12/31/05 the VSX 6000 enters the “Sustaining” category as a result of its comparably priced replacement, the VSX 5000. The VSX 5000 delivers the industry’s best entry level conferencing and collaboration experience.

As of 12/31/05 the VSX 7000, VSX 7400 and VSX 7800 also enter “Sustaining” category as a result of the introduction of their replacements, the VSX 7000s, VSX 7400s Presenter and VSX 7800s Presenter MP, respectively.

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*Changes to the VSX product family have come at the direct request of customers and channel partners.*

The VSX 7000 was specifically upgraded and replaced by the VSX7000s for enhanced new features such as:

- Dual Monitor support included as a standard feature
- No “display adaptor kit” needed for dual monitor capability
- Dedicated DVD/VCR connections for both record and playback
- Single monitor XGA support

The VSX 7000s is 100% compatible with the original VSX 7000.

The VSX 7000e, a new VSX model introduced in July 2005, has all the functionality of the award-winning mainstream solution, but ships in a split form factor with the codec separate from the PowerCam camera. This configuration is ideal for flat panel displays. It also includes customer-requested enhancements such as a POTS connection for audio add-in and an extra RS-232 port for applications peripherals and control.

Products in Sustained Engineering (Last production date 12/31/05)		Suggested replacement product	
VSX 6000	2200-22222-xxx	VSX 5000 or VSX 7000s	2200-22550-xxx 2200-22650-xxx
VSX 7000	2200-10800-xxx	VSX 7000s	2200-22650-xxx
VSX 7400	7200-21960-xxx	VSX 7400s Presenter	7200-22640-xxx
VSX 7800	7200-21965-xxx	VSX 7800s Presenter	7200-22685-xxx



*VSX 5000 with  
Video Cart*



*VSX 7000s with  
Media Cart*



*VSX 7000e with  
Media Center Cart*



*VSX 8400 Presenter Voice-  
Tracker with Media Center Cart*

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New cart and display solutions were introduced in March 2005. To add more ease of use and flexibility to the ordering process, any VSX system can be ordered with any cart/display combination. See the latest Polycom price list to choose the cart/display bundle that best fits the unique needs of any application.

Additionally, all cart/display bundles that include one of the base systems in the “Discontinued” column above will also no longer be orderable. Discontinued bundles are listed below with suggested replacement options listed next to them. Note that for many of the replacement product suggestions, there are two or more part numbers. These are only *suggested* replacement bundles – any VSX product can be matched with any cart/display solution.

<b>Discontinued June 2005 per PB #349</b>		<b>Suggested replacement product</b>	
VSX 7000 with one 34" CRT and Media Center Cart	7200-21661-001	VSX 7000s and Media Cart with single 32" LCD display	7200-22816-001
VSX 7400 with two 34" CRTs and Media Center Cart	7200-21662-001	VSX 7400s Presenter Media Cart with dual 32" LCD displays	7200-22640-xxx 2215-22617-001
ViewStation FX with Media Center Cart and two 34" CRTs	7200-21660-001	VSX 7800e Presenter MP Media Center Cart with dual 32" LCD displays and integrated stereo speakers	7200-22560-xxx 2215-22630-001
ViewStation EX with Media Center Cart and one 34" CRTs	7200-21665-001	VSX 7400s Presenter Media Cart with single 32" LCD display	7200-22640-xxx 2215-22616-001
iPower 9800 with Media Center Cart and speakers and one 34" XGA display	7200-52191-001	VSX 8800 Presenter MP Media Center Cart with single 32" LCD display	7200-22750-xxx 2215-22626-001
iPower 9800 (QBRI) with Media Center Cart and speakers and one 34" display XGA display	7200-52191-002	VSX 8800 Presenter MP QBRI module Media Center Cart with single 32" LCD display	7200-22750-xxx 2215-20949-001 2215-22626-001
iPower 9800 (V.35) with Media Center Cart and speakers and one 34" XGA Display	7200-52191-003	VSX 8800 Presenter MP V.35 module Media Center Cart with single 32" LCD display	7200-22750-xxx 2215-21360-001 2215-22626-001
iPower 9800 with Media Center Cart and speakers and two 34" (one TV and one XGA) Displays	7200-52192-001	VSX 8800 Presenter MP Media Center Cart with dual 32" LCD displays	7200-22750-xxx 2215-22634-001
iPower 9800 (QBRI) with Media Center Cart and speakers and two 34-inch (one TV and one XGA) Displays	7200-52192-002	VSX 8800 Presenter MP QBRI module Media Center Cart with dual 32" LCD displays	7200-22750-xxx 2215-20949-001 2215-22634-001
iPower 9800 (V.35) with Media Center Cart and speakers and two 34-inch (one TV and one XGA) Displays	7200-52192-003	VSX 8800 Presenter MP V.35 module Media Center Cart with dual 32" LCD displays	7200-22750-xxx 2215-21360-001 2215-22634-001
iPower 9400 with Media Center Cart with speakers and one 34" XGA Display	7200-52201-001	VSX 7400e Presenter Media Center Cart with single 32" LCD display	7200-22730-xxx 2215-22626-001
iPower 9400 (QBRI) with Media Center Cart with speakers and one 34" XGA Display	7200-52201-002	VSX 7400e Presenter QBRI module Media Center Cart with single 32" LCD display	7200-22730-xxx 2215-20949-001 2215-22626-001
iPower 9400 (V.35) with Media Center Cart with speakers and one 34" XGA Display	7200-52201-003	VSX 7400e Presenter V.35 module Media Center Cart with single 32" LCD display	7200-22730-xxx 2215-21360-001 2215-22626-001

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iPower 9400 with Media Center Cart and speakers and two 34" (one TV and one XGA) Displays	7200-52202-001	VSX 7400e Presenter Media Center Cart with dual 32" LCD displays	7200-22730-xxx 2215-22634-001
iPower 9400 (QBRI) with Media Center Cart and speakers and two 34-inch (one TV and one XGA) Displays	7200-52202-002	VSX 7400e Presenter QBRI module Media Center Cart with dual 32" LCD displays	7200-22730-xxx 2215-20949-001 2215-22634-001
iPower 9400 (V.35) with Media Center Cart and speakers and two 34-inch (one TV and one XGA) Displays	7200-52202-003	VSX 7400e Presenter V.35 module Media Center Cart with dual 32" LCD displays	7200-22730-xxx 2215-21360-001 2215-22634-001
Polycom Media Center Cart to support one display up to 34 inches, with integrated dual speakers	2230-52195-001	Polycom Video Cart Polycom Media Cart Polycom Media Center Cart Polycom Media Center Cart with Speakers	2583-52444-001 2583-52445-001 2215-22618-001 2215-22619-001
Polycom Media Center Cart/Display Package - 34-inch (32 inch viewable) multi-media display and cart.	2230-52225-001	Polycom Video Cart and 1 34" CRT display Polycom Media Cart with 1 32" LCD display Polycom Media Center Cart with 1 32" LCD display Polycom Media Center Cart w/1 32" LCD & speakers Polycom Media Center Cart w/1 42" plasma & spkers Polycom Wall Mount with 1 32" LCD	2215-22615-002 2215-22616-001 2215-22626-001 2215-22628-001 2215-22632-001 2215-22635-001
Polycom Media Ctr Cart/Display Package - Two 34-inch (32 inch viewable) displays and cart.	2230-52226-001	Polycom Media Cart with 2 32" LCD displays Polycom Media Center Cart with 2 32" LCD displays Polycom Media Center Cart w/2 32" LCDs & speakers Polycom Media Center Cart w/2 42" plasmas & spkers Polycom Wall Mount with 2 32" LCD displays	2215-22617-001 2215-22634-001 2215-22630-001 2215-22622-001 2215-22636-001
Standalone 34 inch (32 in. viewable) NTSC/PAL display	MN34	Standalone 29 inch NTSC/PAL display	MN29
Standalone 34 in. (32 in. viewable) multi-media display	MN34-MM	Standalone 29 inch multi-media display	MN27-MM
<b>Discontinued Q3 2005 (last order date 9/30/05)</b>		<b>Suggested Replacement Product</b>	
Polycom Executive Collection with complete iPower 9800 NTSC video conference system, single 50 in. Plasma and floor stand, for connection to IP networks only	2200-50810-001	Polycom Executive Collection with Floor Stand, VSX 8800 IP (NTSC, 120V), Single 50 in. Plasma, floor stand, English Remote, Country Group 54.	7200-22200-001
Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 50 in. Plasmas and floor stand, for connection to IP networks only	2200-50811-001	Polycom Executive Collection with Floor Stand, VSX 8800 IP (NTSC, 120V), Dual 50 in. Plasma, floor stand, English Remote, Country Group 54.	7200-22100-001
Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 50 in. Plasmas for Wall mount, system credenza, for connection to IP networks only	2200-50812-001	Polycom Executive Collection, Wall Mount with System Credenza, VSX 8800 IP (NTSC, 120V), dual 50 in. Plasma, English Remote, Country Group 54.	7200-22000-001
Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 61 in. Plasmas for Wall mount, system credenza, for connection to IP networks only	2200-50813-001	Polycom Executive Collection, Wall Mount with System Credenza, VSX 8800 IP (NTSC, 120V), dual 61 in. Plasma, English Remote, Country Group 54.	7200-21900-001

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Polycom Executive Collection with complete iPower 9800 NTSC video conference system, single 50 in. Plasma and floor stand, for connection to QBRI and IP networks	2200-50814-001	Polycom Executive Collection with Floor Stand, VSX 8800 IP (NTSC, 120V), Single 50 in. Plasma, floor stand, English Remote, Country Group 54. Quad BRI Module	7200-22200-001 2215-20949-001
Polycom Executive Collection with complete iPower 9800 NTSC video conference system, dual 50 in. Plasmas and floor stand, for connection to QUAD BRI and IP networks	2200-50815-001	Polycom Executive Collection with Floor Stand, VSX 8800 IP (NTSC, 120V), Dual 50 in. Plasma, floor stand, English Remote, Country Group 54. Quad BRI Module	7200-22100-001 2215-20949-001
Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 50 in. Plasmas for Wall mount,system credenza, for connection to QUAD BRI and IP networks	2200-50816-001	Polycom Executive Collection, Wall Mount with System Credenza, VSX 8800 IP (NTSC, 120V), dual 50 in. Plasma, English Remote, Country Group 54. Quad BRI Module	7200-22000-001 2215-20949-001
Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 61 in. Plasmas for Wall mount, system credenza, for connection to Quad and IP networks	2200-50817-001	Polycom Executive Collection, Wall Mount with System Credenza, VSX 8800 IP (NTSC, 120V), dual 61 in. Plasma, English Remote, Country Group 54. Quad BRI Module	7200-21900-001 2215-20949-001
Polycom Executive Collection with complete iPower 9800 NTSC video conference system, single 50 in. Plasma and floor Stand, V35/RS449 network connections	2200-50818-001	Polycom Executive Collection with Floor Stand, VSX 8800 IP (NTSC, 120V), Single 50 in. Plasma, floor stand, English Remote, Country Group 54. V.35 Module	7200-22200-001 2215-21360-001
Polycom Executive Collection with complete iPower 9800 NTSC video conference system, dual 50 in. Plasma and floor stand, V.35/RS449 network connections	2200-50819-001	Polycom Executive Collection with Floor Stand, VSX 8800 IP (NTSC, 120V), Dual 50 in. Plasma, floor stand, English Remote, Country Group 54. V.35 Module	7200-22100-001 2215-21360-001
Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 50 in. Plasmas for Wall mount, system credenza,V.35/RS449 network connections	2200-50820-001	Polycom Executive Collection, Wall Mount with System Credenza, VSX 8800 IP (NTSC, 120V), dual 50 in. Plasma, English Remote, Country Group 54. V.35 Module	7200-22000-001 2215-21360-001
Polycom Executive Collection with complete iPower 9800 NTSC video conference system, Dual 61 in. Plasmas for Wall mount, system credenza, V.35/RS449 network connections	2200-50821-001	Polycom Executive Collection, Wall Mount with System Credenza, VSX 8800 IP (NTSC, 120V), dual 61 in. Plasma, English Remote, Country Group 54. Order Network Modules Separately. V.35 Module	7200-21900-001 2215-21360-001

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