

Quick Sales Guide

SoundStation[®] IP 3000



Five Key Questions and Answers

1. Why is the Polycom[®] SoundStation IP 3000 the best choice?

- Industry leading, full-duplex, audioconferencing technology now available for deployment in your IP based communications network.
- Easy to upgrade as standards develop and protocols evolve.
- Safeguards your investment by protecting against obsolescence.

2. How does the SoundStation IP 3000 enhance your business communications needs?

- Customers transitioning their communications to IP can now go “pure-IP” – there is no need to maintain special analog trunks in the conference room.

3. Is the SoundStation IP 3000 compatible with other IP phones in my system?

- Polycom is working diligently with its Technology Partners to ensure interoperability with other vendor's IP phones.

4. Is it compatible with H.323 videoconferencing equipment?

- Being a standards-based product, this conference phone interoperates with Polycom's ViewStation™ and ViaVideo™ products (in audio-only mode).

5. Why Polycom?

- Polycom brings a wide range of technology, manufacturing, and service to its customers.
- Polycom provides affordable and easy-to-use, standards-based IP telephones.
- Polycom is a stable and well-known company.

Top Features, Functions, and Benefits of SoundStation IP 3000

Feature	Function and Benefit
Full-featured, easy-to-use conferencing tool	<ul style="list-style-type: none"> • Graphical display with intuitive User Interface. Built in phonebook for quick access to frequently dialed numbers
Ease of network management	<ul style="list-style-type: none"> • IP-based so you can manage one network instead of two • SoundStation IP 3000 automatically checks and downloads configuration changes to update and upgrade seamlessly, effortlessly, and without disruption • Manage the phone remotely using a standard Web browser
Protect your investment	<ul style="list-style-type: none"> • Field upgradeable to enable new features and applications
Standards based communications	<ul style="list-style-type: none"> • Currently supports H.323 as the first standard protocol ensuring a large degree of interoperability with other vendor's equipment (Future plans include Megaco and SIP)