



Sales Guide **Polycom Education Solutions**

Announcing

Polycom ViewStation ClassStation Solutions
and
Polycom iPower ClassStation Solutions



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Overview and Positioning

Polycom Education Solutions promote successful collaboration and learning for all students by providing a completely interactive classroom experience through instant access to instructionally rich content and very natural, easy-to-use instructional tools.

Leveraging the recently released ViewStation 4000 platform and iPower 9000 platforms, these enhanced Education Solutions offer expanded functionality and quality, seamlessly integrating audio, video, and instructional multimedia tools. Because they comply with the new H.264 video compression standard, picture quality is sharper than ever before.

With Education Solutions available to suit any size classroom or training center, Polycom offers benefits for Administrators as well as Instructors and Teachers focused on delivering successful learning experiences.

Target Customers

Administrators, technology coordinators, teachers, board members, deans of colleges or department chairs for college and universities, and distance learning coordinators for: Primary and secondary education, higher education, continuing medical education, corporate training, and military training.

Pricing

Our totally integrated turnkey Education Solutions range from the low \$30K's to low \$60K's depending upon configuration.

Availability

The newly enhanced Polycom Education Solution Packages are currently available. Details are the in the current price book.

Key User Benefits

The Polycom Education Solutions:

- are comprised of totally transparent technology enabling natural teaching delivery techniques.
- provide students with an enhanced learning experience through the use of content-rich lessons and engaging multimedia
- are seamlessly integrated learning solutions that allow users to be comfortable and confident with the technology
- increase instructional design capability
- increase enrollment by reaching remote students who might not otherwise be able to attend -- increasing revenue opportunities for the institution
- increase educational equity - a primary concern for education administrators nationwide
- allows for instant access to real-time information, from libraries, archives, the web or wherever the material resides.

Key Features

- Automatic camera operation provides a total classroom experience integrating audio and video collaboration seamlessly.
- The iPower tablet (Blue Tooth Wireless) is an effective user interface for electronic writing and annotation to support content. No more chalkboard.
- With ViewStation packages, a video scaler ensures that the signal displayed is the highest quality and has the highest level of resolution available today. The same quality of signal is generated with the iPower package as a result of the embedded PC, unlike competitor's products that have neither a video scaler nor an embedded PC.
- The easy-to-use touch screen control system for the ViewStation packages saves time and gives instant access to a whole range of multimedia instructional tools, provides viewing of the incoming video motion
- Our solutions have an embedded multipoint control unit (up to 12 sites), web server, gateway, bridge, video conferencing capability, multimedia and instructional collaborative tools. Polycom Education Solutions bridge the distance between the synchronous and asynchronous worlds over the Internet.

Key Competitive Differentiators

- Polycom Education Solutions provide transmission of "People and Content and Storage." People and Content facilitate natural teaching delivery techniques. Unlike competitors who utilize dual streaming to deliver multiple sources from the teacher to the student, Polycom takes it to the next level by integrating People and Content without relying on external electronic components. Storage allows instructors to build content, save it, and transmit asynchronously over the Internet. They can also store it digitally for archiving, playback and for transmission.
- All of our classroom solutions have an embedded web server that facilitates the building of content that can be sent to the web server and accessed instantly in the classroom.
- Polycom has fully interactive bi-directional application sharing will all classroom locations, unlike competitive offerings that are simplex.
- With iPower you have a tablet that is a user interface. With ViewStation you have a touch screen control system that is the user interface. Those two interfaces are the most advanced, automated, easy-to-use interfaces available, facilitating a transparent, natural classroom experience.

Feature Comparisons

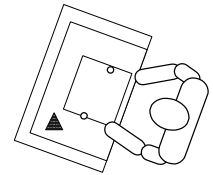
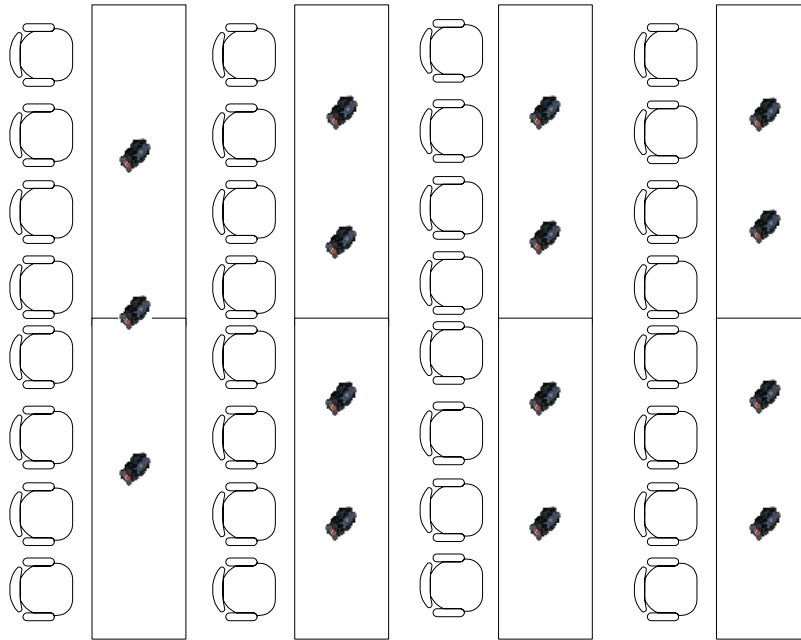
Reference the **Polycom iPower 9000 Services Software Version 5.0 Sales Guide** (March 2003) available on PRC and the **Polycom ViewStation FX and VS4000 Release 5.0 and Polycom PowerCam Sales Guide** (February 2003) available on PRC for competitive feature comparisons of the platforms.

Room Layouts

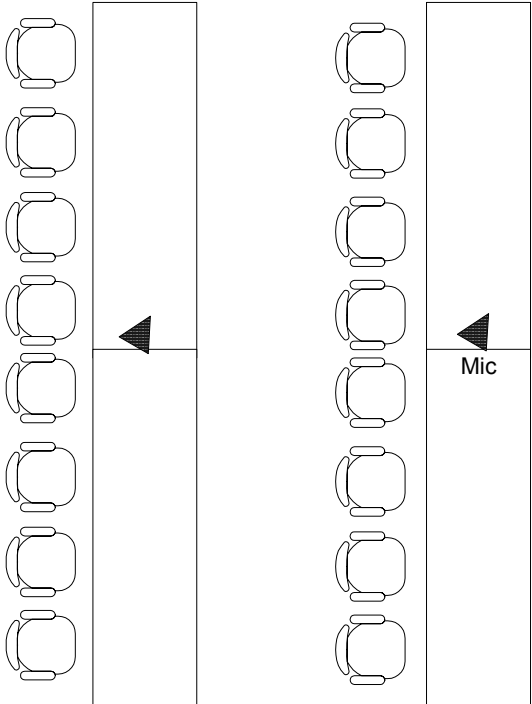
Typical Room Layouts for Small and Large ClassStations environments follow on the next two pages.



Large ClassStation®



Small ClassStation®



Frequently Asked Questions

1. Can I modify the standard package configuration?

Answer: In most cases yes. Adding microphones, reducing the number of microphones, removing the podium, adding a control system or changing the monitors are easy changes. Any Polycom Territory Manager can provide a price quote to change standard configuration.

2. Can I purchase individual components of the package?

Answer: Yes for Polycom items only (Instructor/Student Camera, Document Camera, Tablet, Touch-Screen control system, Vortex Mixer, Image Share II or Visual Concert FX, cabinets and podium.

3. Can I purchase and install a Small Package now and build-it-up or add components later?

Answer: Yes.

4. Can a partner/reseller utilize Polycom to install and maintain all components within the packages?

Answer: Yes, available in the current Price Book.

5. How can I obtain a complete component list?

Answer: The ClassStation Solutions are designed as a complete solution thus, one part number for all integrated components. We realize in some cases additional descriptions are desired and therefore, the Product Manager can supply more specific information than is contained in the data sheet or product guide.

6. Can I build my own classroom package just the way I want it?

Answer: Yes.

7. What is the correct room size for the Small and Large ClassStation packages and how many students will each accommodate?

Answer: For the Small Packages, we recommend a room size of 12' x 12' or larger. For the Large Packages, we recommend a room size of 17' x 20' or larger. Small packages are perfect for up to 20 students. Large packages are perfect for up to 40 students. All packages can be utilized for teaching and remote locations.

8. How many students can utilize a single microphone?

Answer: for the Polycom Power mic, and the digital mic pod, a single microphone can accommodate as many as 10 students. These microphones also collect ambient room audio samples and provide continuous echo canceling signals to the iPower or VS4000 platform. For Touch-to-talk microphones we recommend 2 or 3 students per microphone.

9. Do the XGA and VGA monitors automatically switch between computer applications and video motion?

Answer: Yes.

10. What is the distance the wireless tablet will operate away from the iPower 9000 receiver?

Answer: approximately 75 feet.