



# POLY + MICROSOFT

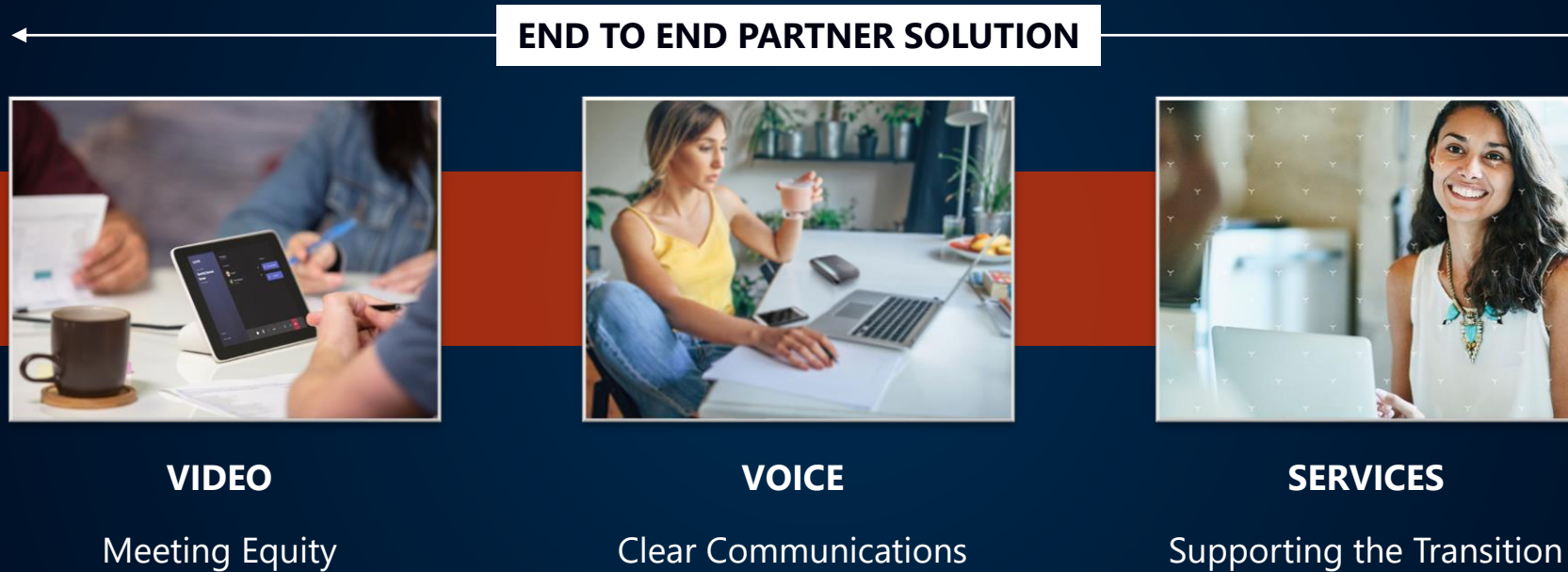
## UNDERSTAND VOICE IN YOUR BUSINESS

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DIFFERENTIATOR  
**WHY POLY?**



# POLY VALUE TO OUR CUSTOMERS



# POLY GLOBAL SERVICES

Poly User **Migration** Service

Poly **Adoption** Consulting Services

Poly PBX **Assessment** Service

Poly Phone Deployment Service

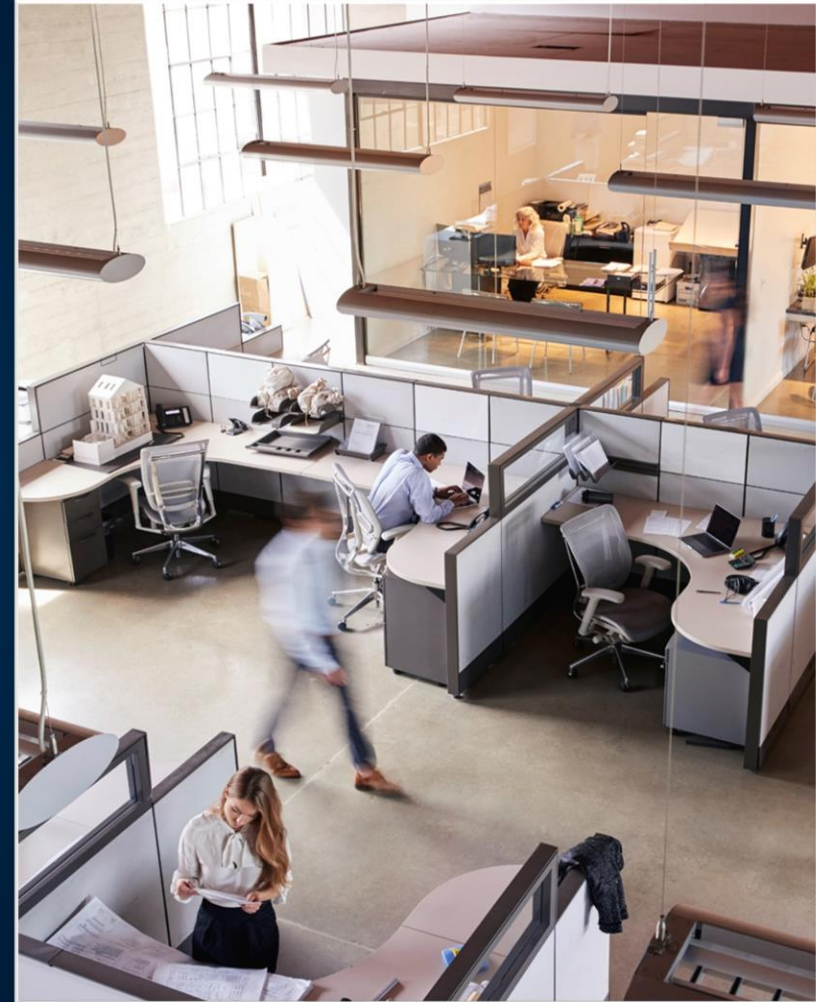
Poly Envisioning & Network **Readiness** Service

Microsoft **Hybrid Meeting** Workshop

Microsoft **Modernize Communications** Workshop

Microsoft **FastTrack**

Microsoft **ECIF**



# CREATING EQUALITY IN MEETINGS

## AUDIO



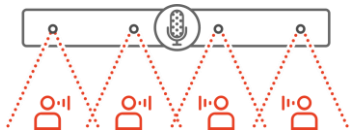
Active Noise Cancellation & Noise Canceling Microphones



Acoustic Fence



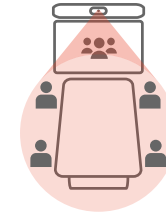
Noiseblock AI



Next-generation Beamforming Microphone Array

Professional  
Grade audio  
and video  
across spaces  
and devices

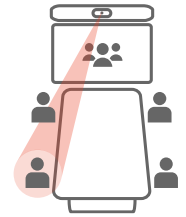
## VIDEO



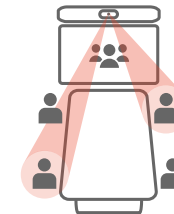
Group Framing



Personal Field of View



Speaker Tracking



Conversation Mode

# MARKET ALIGNMENT

# IS THE DESK PHONE GOING AWAY? NO! BUT IT IS CHANGING



## Baseline expectations

- High reliability
- Privacy and security
- High-quality audio
- Open standards
- Manageability



## New, competitive differentiators

- Cloud analytics and device management
- Android OS = Customization
- Higher bandwidth at the desktop;  
NoiseBlockAI
- Design aesthetics
- Enhanced connectivity options  
(Bluetooth, Wi-Fi)
- Improved UI—and new  
“dark mode” choice



## Phone and headset— better together

**NEW**—A choice to order a phone with  
or without a headset—AN INDUSTRY  
FIRST!



# THE IMPACT

Costs of poor speakerphone performance are higher than you think

## THE IMPACT ON C-LEVELS AND EXECUTIVES



### Far-end comprehension

- Imagine the CEO or CFO on an important call using a competitor's speakerphone that has sub-par audio or clipping

### Your audio quality is how you are perceived

- On non-video calls, audio performance is everything

## THE IMPACT ON IT



### IT support

- Complaints
- Executives want their problem solved now

### Job security

- A bad phone purchase decision reflects poorly on you

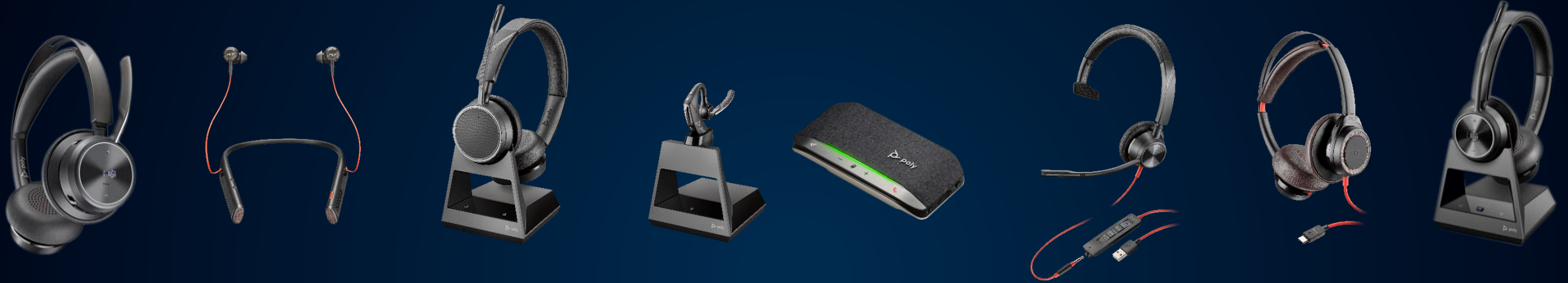


GOOD  
JUST ISN'T ENOUGH



# POLY VOICE PORTFOLIO

## POLY HEADSETS (VOYAGER, SYNC, BLACKWIRE, SAVI)



## POLY CCX PHONES, CCX PHONES WITH HEADSETS



# INTRODUCTION TO THE CCX FAMILY

Delivering superb experience for today and for the years to come

- Native Microsoft Teams Experience
- Legendary Sound Quality
- Built for Performance
- Platform for the future
- Styles for all your use cases
- Designed to work with Poly Headsets
- Available with no Handset to reduce desktop footprint



**Poly CCX 400/500/505**  
Entry Level/ Knowledge worker



**Poly CCX 600**  
Manager/Executive



**Poly CCX 500/505/600**  
Available without handset



# POLY CCX OVERVIEW



## RICH TEAMS EXPERIENCE

Sleek Design (Simple/Smaller/Less space)



## POLY HEADSET

Best in class USB/UC headset integration



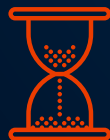
## INNOVATION

Only solution in the market that offers with or without handset SKUs



## POLY AUDIO

Acoustic Fence | NoiseBlockAI  
USB Audio



## PLATFORM FOR TODAY AND THE FUTURE

Faster Processors | Latest Android 11



## PROVISIONING

Teams Admin Center  
PDMS | Resource Manager  
Lens



## SINGLE SOFTWARE

For Teams and SFB





# CHOOSING THE RIGHT DEVICE

**START:** USER PERSONA, WORKSPACE, WORK STYLE

Office Communicator



Office Collaborator



Office Warrior



Remote Worker



Flexible Worker



Road Warrior



Connected Executive



Common Areas



Visit Poly Workstyle Solutions to learn more: <https://www.poly.com/us/en/solutions/workstyle>



# CCX PHONES, TEAMS EDITION



	Poly CCX 400	Poly CCX 500, CCX 505	Poly CCX 600
<b>User type</b>	Entry-level/common area	Office cubicle, knowledge worker	Manager, executive
<b>Touch</b>	✓	✓	✓
<b>Color LCD display</b>	5-inch	5-inch	7-inch
<b>Android</b>	Android 9	Android 9	Android 9
<b>Dedicated Teams button</b>	✗	✓	✓
<b>Poly HD Voice</b>	✓ (150 Hz-7 kHz)	✓ (100 Hz-20 kHz )	✓ (100 Hz-20 kHz )
<b>NoiseBlockAI (Speakerphone)</b>	✓	✓	✓
<b>USB</b>	1 USB (Type A)	2 USB (Type A ,Type C)	2 USB (Type A, Type C)
<b>Bluetooth</b>		✓	✓
<b>Wi-Fi</b>		CCX 505	✓
<b>Phone profiles</b>	Skype for Business, Microsoft Teams	Skype for Business, Microsoft Teams	Skype for Business, Microsoft Teams
<b>SKU Configuration</b>	Handset	Handset, No handset	Handset, No handset

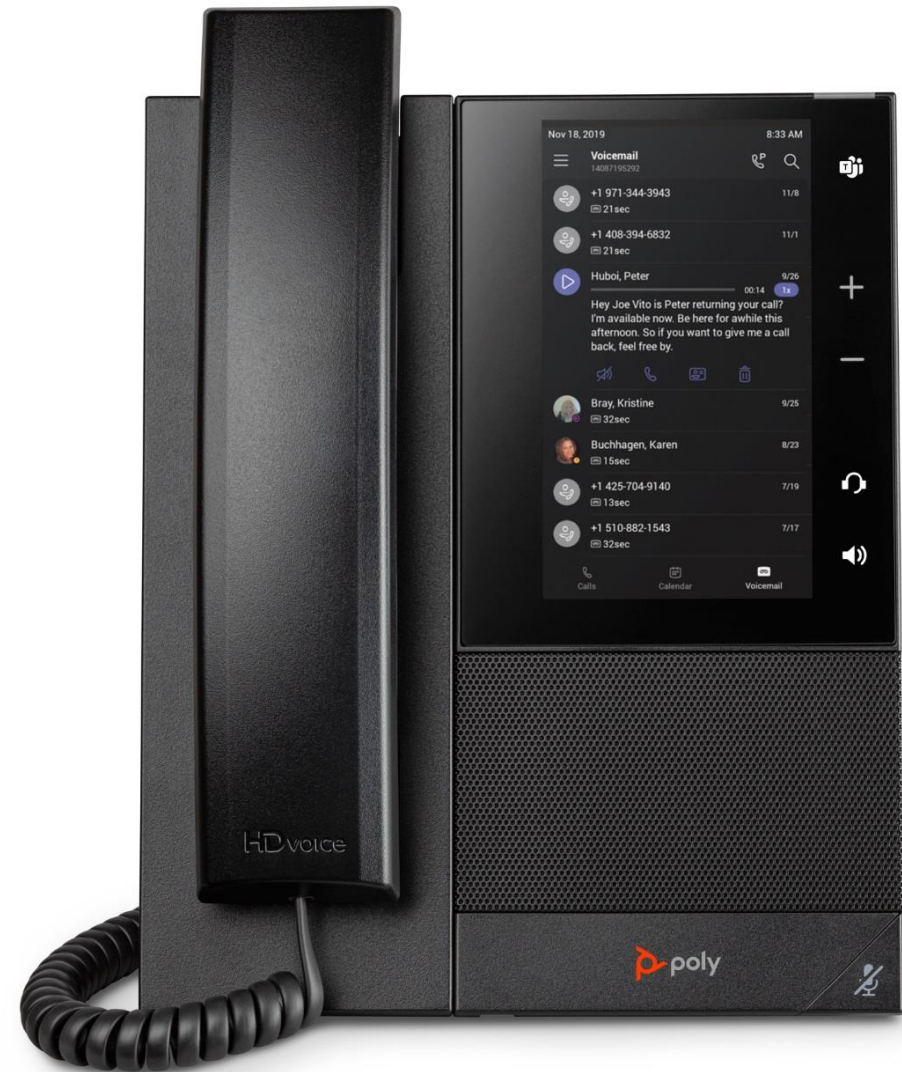


# MICROSOFT TEAMS USER EXPERIENCE

New dark mode UI

- Home Screen
- Calls / Favorites
- Calendar
- Meeting (Joined)
- Voicemail

Smartphone not included in any model



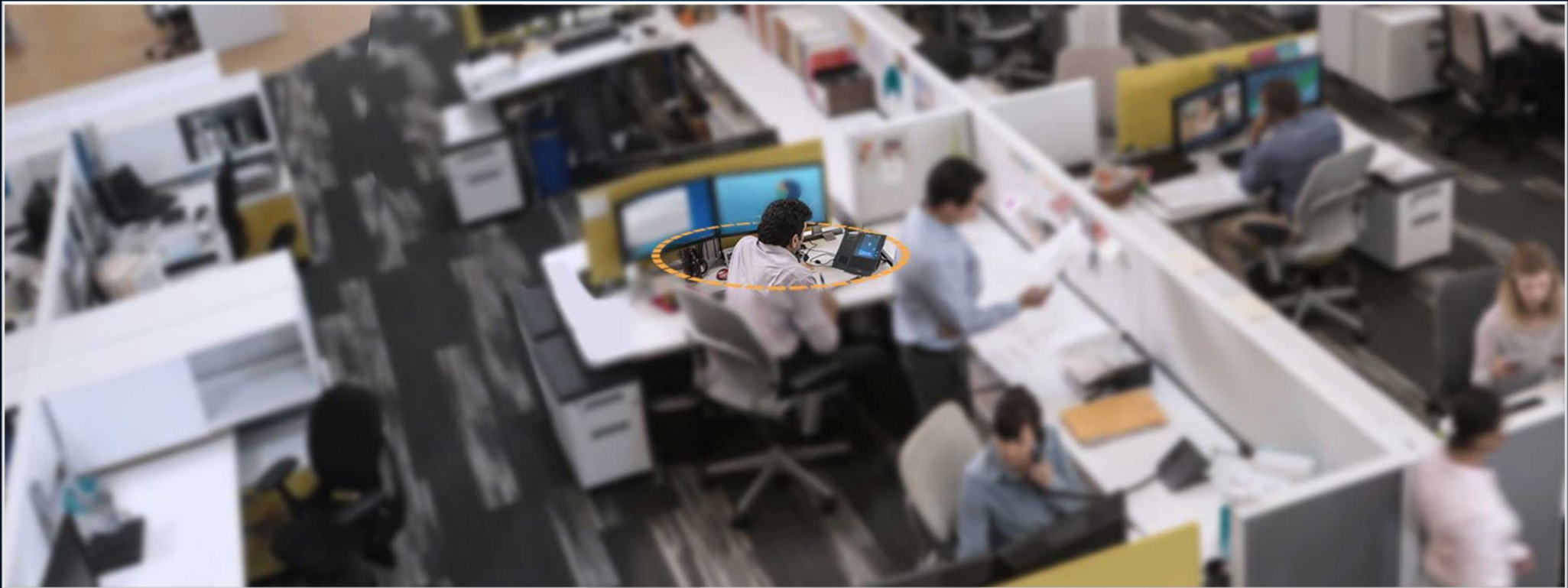
SOUND QUALITY  
**MATTERS**



# POLY ACOUSTIC FENCE TECHNOLOGY

Crystal-clear wideband audio performance, so you can hear every inflection

Poly Acoustic Fence technology that delivers superior sound quality and enables echo-free conversations and noise reduction with advanced voice processing



# POLY NOISEBLOCKAI TECHNOLOGY

POLY INTELLIGENT NOISE BLOCKING TECHNOLOGY REDUCES BACKGROUND NOISE—EVEN WHILE YOU SPEAK



CCX 500



CCX 600

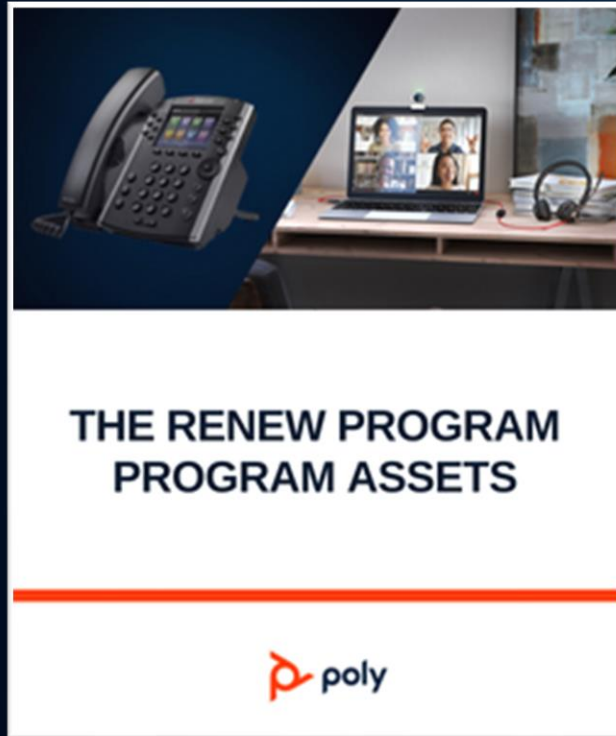




GO TO MARKET  
**PROGRAMS**

# POLY RENEW PROGRAM

October 2021 – 25 December 2021



<https://www.poly.com/Renew>

## Key Benefits

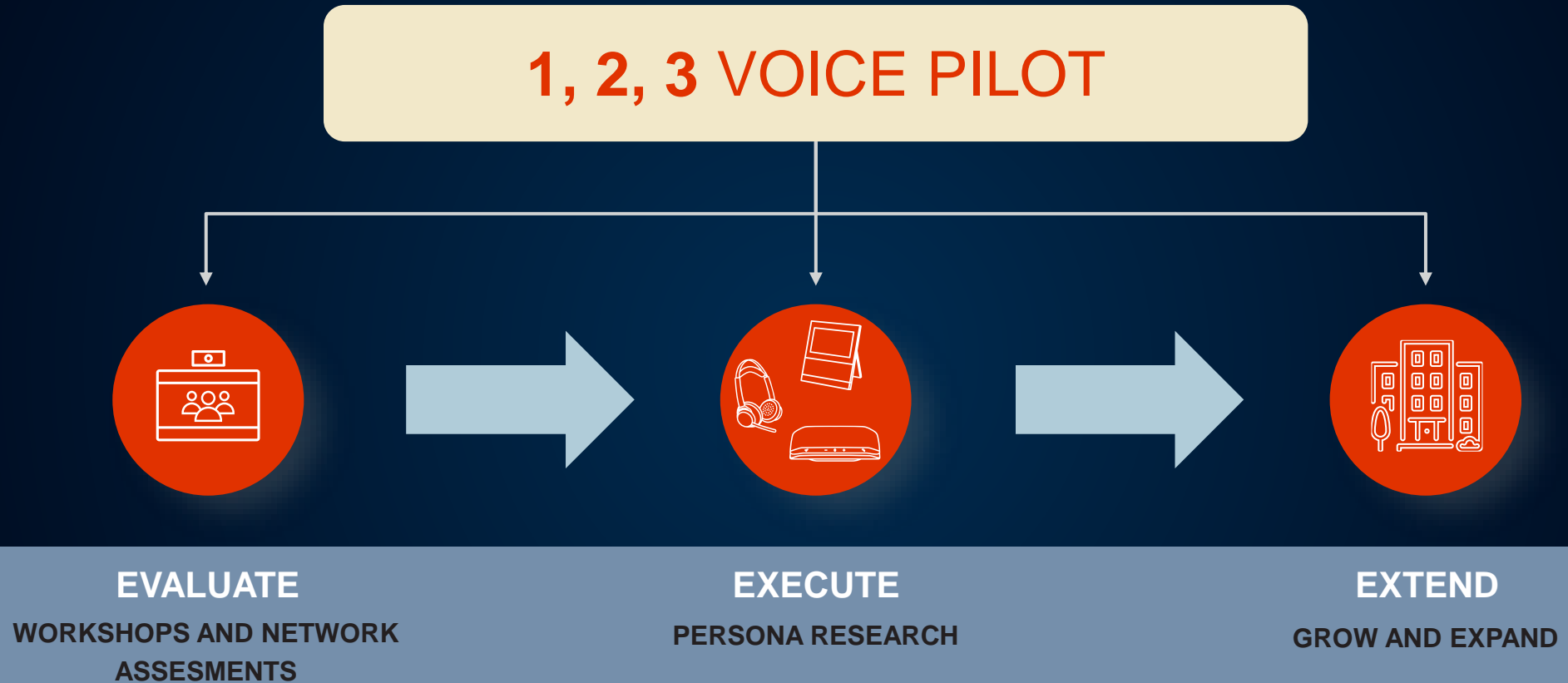
- Outfit your organization with the devices you need
- Obtain best possible value for your end-of-life Poly equipment
- Use voucher to purchase new Poly equipment of your choice (phones, headsets, or video)
- Minimize environmental impact through our recycling and sustainability program
- Simple and fast process with all reverse logistics handled by Poly



Reach out to [Renew@Poly.com](mailto:Renew@Poly.com) with any questions.



# POLY AND MICROSOFT “PILOT” OFFER

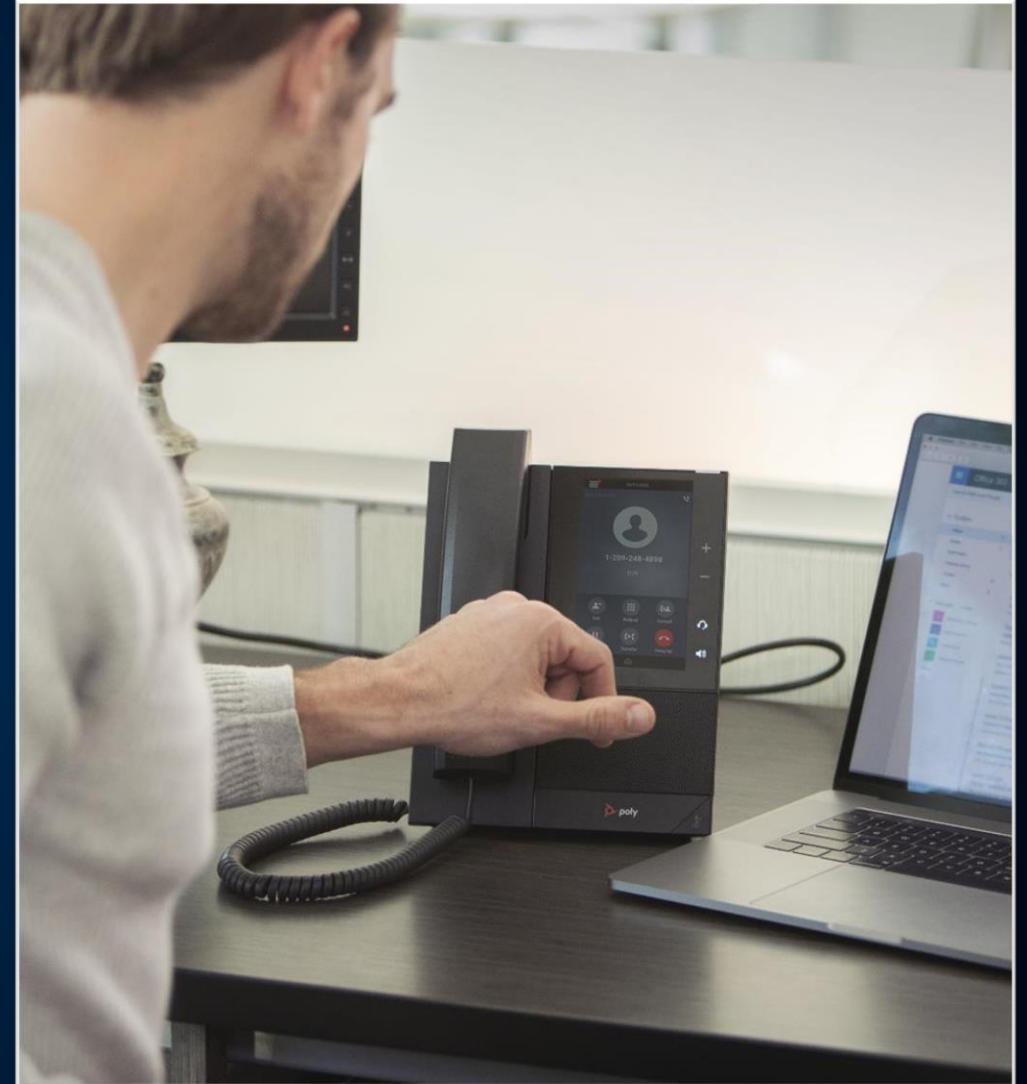


# CALL TO ACTION

WORK WITH **POLY** AND **MICROSOFT** TO HELP  
YOUR COMPANY DEPLOY VOICE

CONNECT WITH POLY TO DETERMINE YOUR  
**DEVICE STRATEGY**

MAKE USE OF THE **PROGRAMS** TO **REDUCE**  
COSTS



# THANK YOU

**For more information, please contact our Alliance team at:**

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**[jack.dillman@poly.com](mailto:jack.dillman@poly.com)** – Southeast and CALA

