

Polycom Network Systems Products

▼ Trade-in Program



Polycom® Readi Convene™

Polycom Network Systems Trade-In Program

Polycom's MGC Trade-In Program rewards you when you trade-in competitive MCUs or upgrade your existing Polycom MGC modules and purchase an eligible Polycom MGC or higher density MGC modules. End User customers can qualify for significant rebates on purchases of new Polycom MGCs or MGC modules from a Certified Polycom Reseller. Offer Valid: January 1, 2007 through December 31, 2007

As the market leader, Polycom enables people to communicate and collaborate easily and efficiently through the broadest array of video, voice, and data conferencing solutions. Polycom provides customers with standards-based conferencing solutions that are easy to deploy and manage, as well as easy-to-use. Supported by an open architecture, they integrate seamlessly with leading telephony and presence-based networks.

Overview

Polycom is offering rebates to End-User customers who trade-in an approved MCU and purchase a Polycom MGC 50 or MGC 100 platform, and annual maintenance service agreement. This offer does not apply to the MGC-25 products. To receive a "per port" rebate, purchase of a new MGC-50 or MGC-100 of an equal or greater number of ports is required. The ports being traded-in must be calculated at 384 kbps or greater. (Trade-in is based on one (1) old chassis for one (1) new chassis). We are also offering rebates on Polycom older MGC Module upgrades for new higher-density modules. Old module and new module must be on a one-for-one basis.

How to Participate

STEP 1: Purchase a new qualified MGC or MGC module from a Certified Polycom Reseller. (See table of qualifying products)

STEP 2: Complete the Network Systems Trade-In Claim Form and Letter of Authentication and Destruction.

STEP 3: Include digital photos of the trade-in equipment before and after destruction with the serial number clearly visible in both photos. **The serial number MUST be legible in the digital photos for tracking and auditing purposes.**

STEP 4: Submit completed Claim Form, Letter of Authentication and Destruction, proof-of-purchase (reseller's, customer invoice) and digital photos to the email address below. All Claim Forms must be submitted within 90 days of purchase.

STEP 5: Polycom will issue each rebate check directly to the End User customer within 6 weeks of receiving a qualified and verified claim.*

*The rebate check will be issued to the end user customer unless item #6 under terms and conditions is properly completed.

For complete details see Terms and Conditions section.

Questions?

Any questions regarding this rebate should be addressed to polycom@rebate-zone.com or 866-665-7402.



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Terms and Conditions

1. The equipment being traded in must be **in use** and in **working condition** prior to destruction to be eligible for this rebate program.
2. End Users must purchase a new qualified MGC-50 or MGC-100 platform along with an annual maintenance service agreement from a Polycom Certified Channel Partner and trade-in qualified equipment to be eligible for this rebate program. One trade-in unit must be confirmed destroyed for every qualifying new unit purchased.

OR

Purchase new MGC modules along with an annual maintenance service agreement from a Polycom Certified Channel Partner and trade-in older qualified Polycom MGC modules. See chart for qualified modules. Module rebates are on a one-for-one basis.

3. Polycom must receive trade-in Claim Form with all required documentation **within 90 days** of purchase. Note: If the trade-in documentation and digital photos are not received within 90 days from date of purchase, program participation will be declared incomplete, and the End User customer **will not** receive the rebate.
4. Required documentation includes: completed **Claim Form, Letter of Authentication/Destruction, reseller invoice, customer purchase order and digital photos of the trade-in equipment with the serial number clearly visible and legible in both photos.**
5. **Special Note:** In order to qualify for the rebate for trading in Polycom products, the old Polycom equipment must have been purchased at least 12 months prior to the purchase date of the new equipment. End User customer must provide proof-of-purchase of the Polycom equipment being traded-in with the Claim Form. Products purchased within the last 12 months do not qualify for this trade-in program.
6. Rebates checks will be issued and sent directly to the End User. If a customer such as a government agency is unable to accept rebate checks directly from Polycom, a check may be issued to the reseller. In this case, the reason must be documented on the Claim Form and authorized by the End User customer. The reseller must provide **the rebate in advance to the End User customer**. In this case, the **reseller invoice must include a line item deduction off the total invoice amount for the full rebate amount** to validate the up front rebate was given.
7. 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.
8. Polycom has the right to call the End User at any time for verification purposes.
9. This offer is only available to End User customers who purchase from a certified Polycom Channel Partner.
10. This offer is void where prohibited or otherwise restricted by law. Rebates will be sent within 6 weeks of receiving all the necessary documentation (completed Claim Form, Letter of Authentication/Destruction, proof-of-purchase {resellers customer invoice} and digital photos of the trade-in equipment **with the serial number clearly visible and legible in both photos**).
11. Program valid January 1, 2007 through December 31, 2007 or until terminated by Polycom.
12. This offer **may not** be combined with any other promotional offer and Polycom reserves the right to modify or cancel this program at any time.
13. 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.
14. Any questions regarding this rebate should be addressed to polycom@rebate-zone.com or 866-665-7402.

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Claim Form

Part 1

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 *Sights & Sounds*.

End User Signature:

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

Reseller Name:

Sales Person:

Channel Phone:

Channel Address:

City:

State:

Zip:

Email:

If the End User cannot receive a check direct from Polycom fill out this information:

Reason End User cannot receive a check directly from Polycom (See terms and conditions for details. *Reseller invoice must include a line item deduction off the total invoice amount for the full rebate amount*):

Please issue rebate check to reseller listed above (reason):

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

Signature:

(Must be signed by an authorized end-user customer representative)

*The rebate check will be issued to the end user customer unless the third box above is properly completed.

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Competitive Equipment

Claim Form Part 2

Use this form for competitive trade-ins only

Estimated Trade-In Value (the following information is required)

Per port Rebate: **\$1,000 ISDN or \$500 IP**, Number of Ports: _____

Total Estimated Trade-In Value: _____

(Trade-in Value = # of eligible ports x \$1,000 ISDN or Trade-in Value = # of eligible ports x \$500 IP)

The unit purchased must be equal to or greater than the trade-in unit's ports at 384 kbps.

Signature of Polycom Representative to verify ports and rebate amount is required.

Polycom RVP Signature

Non Polycom MCUs

Products Eligible For Rebate Rebate Amount Per Port

Ezenia/VideoServer, FVC, Picture-Tel (Prism, Montage, M-8000), Radvision, Tandberg, VCON (MXM), V-Tel (MCU2, Smartlink)	MGC-50 or MGC-100	\$1,000.00 ISDN
Ezenia/VideoServer, FVC, Picture-Tel (Prism, Montage), Radvision, Tandberg, VCON (MXM), V-Tel (MCU2, Smartlink), Codian	MGC-50 or MGC-100	\$500.00 IP

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Polycom Equipment

Use this form for Polycom MGC module trade-ins

Polycom MGC Module Upgrades

Min OS Required*	Trade-In These Modules	Qty	For These New Eligible Products	Qty	Rebate Amount
6.3	IP-12	1	Trade IP-12 for IP-24	1	\$7,000
6.3	IP-12	1	Trade IP-12 for IP-48	1	\$7,000
6.3	IP-12	1	Trade IP-24 for IP-48	1	\$7,000
7.0	MUX-8	1	Trade MUX-8 for MUX-10	1	\$7,000
7.0	MUX-8	1	Trade MUX-8 for MUX-20	1	\$10,000
7.0	MUX-8	1	Trade MUX-8 for MUX-40	1	\$15,000
7.0	MUX-8	1	Trade MUX-8 for IP-24	1	\$3,500
7.0	MUX-8	1	Trade MUX-8 for IP-48	1	\$7,000
7.0	MUX-16	1	Trade MUX-16 for MUX-20	1	\$10,000
7.0	MUX-16	1	Trade MUX-16 for MUX-40	1	\$15,000
6.3	MUX-16	1	Trade MUX-16 for IP-24	1	\$3,500
6.3	MUX-16	1	Trade MUX-16 for IP-48	1	\$7,000
5.0	Audio-12	1	Trade Audio-12 for Audio+24/48	1	\$4,300
5.0	Audio-12	1	Trade Audio-12 for Audio+48/96	1	\$4,300

* Upgraded modules require this release of the MGC Operating System

Polycom Equipment

Polycom Product(s) Purchased (the following information is required):

Module Description	Qty	Unit List Price	Total List Price

Trade-in Modules (the following information is required):

Module Description	Qty	Module Serial #	Original Chassis Serial #	Unit Rebate	Total Rebate

Send completed trade-in documentation to:

Polycom Promotions

Promotion number: H09977

P.O. Box 100550

White Bear Lake, MN 55110-0550

polycom@rebate-zone.com (Email Subject line must contain: Company Name Network Systems Products Trade-in Program)

Fax 651-762-9717

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Letter of Authentication and Destruction

Polycom Trade-in Program Network Systems Products

I acknowledge and agree that the rebate offered for the Polycom products purchased and the equipment being traded-in/destroyed complies with the terms and conditions outlined in the Polycom Network System Trade-in Program documentation.

On behalf of _____ (company name), I do hereby certify by my signature below, that the equipment being traded in was purchased on _____ (date), and, prior to destruction, was installed and in use in our normal business operations.

I further certify that the equipment being traded-in will be properly disposed of and will not be used in any capacity within our organization or be resold for use at any other company. To confirm the trade-in product will not be used we have enclosed digital photos of the equipment before and after destruction, clearly and legibly showing the serial number in both photos for verification purposes.

Signature

Date

(Must be signed by an authorized end-user customer representative)

Please Print:

Name:

Title:

Telephone Number:

To be eligible for the trade-in rebate, this form must be signed and submitted along with copies of all the required documentation.

Attach Photocopy of
business card here

Official use only:

Date Received

Approved / Denied

Rev 1.6

VIDEO

VOICE

DATA

WEB

 **POLYCOM®**

TOGETHER, GREAT THINGS HAPPEN.