

## Video Product Promotions Video Trade-In Rebate Programme - Asia



### Overview

#### Trade-in Your Non-Polycom & Old Polycom Equipment

The **NEW Polycom video trade-in programme has been simplified**. It's now easier than ever to take advantage of Polycom's video trade-in programmes. End User customer will no longer be required to send Polycom the old equipment to receive a rebate. Simply email photos showing the trade-in product before and after destruction, making sure the serial no. and RMA no. is clearly displayed in both photos, and sign a Letter of Destruction...it's that simple.

Polycom is offering a rebate to End User customers through a certified Polycom Channel Partner who purchase eligible VSX™ products along with a qualified annual maintenance service and trade-in an approved video conferencing unit. Receive the added benefits of Polycom's unmatched service and support through Polycom Standard, Premier or Premier Plus authorised maintenance programme or a channel partner's authorised maintenance programme. For complete details and terms and conditions please review the following information.

#### Overview of Qualifying Polycom Products Available For Purchase in This Rebate Programme

(See Claim Form for specifics including manufacturer's part number and corresponding rebate)

| <b>POLYCOM /NON-POLYCOM TRADE-IN EQUIPMENT REBATE AMOUNTS</b>  | <b>Rebate Amounts USD</b> |
|--|---------------------------|
| VSX 3000 IP, VSX 3000 IP/ISDN  | \$250-\$500               |
| VSX 6000 VTX, VSX 6400 Presenter, VSX 6400 Presenter VTX   | \$300-\$500               |
| VSX 7000s, VSX 7000s VTX, VSX 7400s Presenter, VSX 7400s Presenter VTX, VSX 7800s Presenter MP, VSX 7800s Presenter MP VTX   | \$250-\$1,000             |
| VSX 7000e, VSX 7000e VTX, VSX 7400e Presenter, VSX 7400e Presenter VTX, VSX 7800e Presenter MP, VSX 7800e Presenter MP VTX   | \$600-\$1,500             |
| VSX 8000, VSX 8400 Presenter, VSX 8400 Presenter Voice-Tracker, VSX 8400 Presenter VTX, VSX 8400 Presenter Voice Tracker VTX, VSX 8800 Presenter MP, VSX 8800 Presenter MP VTX | \$900-\$1,500             |
| HDX 9001, HDX 9001 XL, HDX 9002, HDX 9002 XL, HDX 9002 XLP, HDX 9004   | \$950-\$2,250             |

**Programme commences: January 26, 2007**

#### Trade-In Process for End User Customer

1. End User customer must **purchase** a **new** qualified VSX system along with an annual maintenance services from a Certified Polycom Channel Partner.
2. End User customer **fills out** the:-
  - Trade-in Claim Form
  - Letter of Authentication/Destruction.
3. End User customer takes **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 photos for tracking and auditing purposes.**
4. Photos must be clearly marked with the **RMA number** provided by Polycom through the authorised Channel Partner.
5. Submit all documents above to authorised Channel Partner and Channel Partner to submit Polycom.

#### Trade-In Process for the Channel Partner

1. Channel Partner to **submit** the following to Polycom Order Management at time of End User purchase to obtain a RMA number:-
  - New Purchase Order from Channel Partner, at contracted reseller discount, with a line indicating 'Video Trade-in Rebate Programme'
  - Copy of End User customer Purchase Order with a line indicating 'Video Trade-in Rebate Programme' and the qualified rebate amount for the Polycom system purchased.
2. Channel Partner to **submit** the following to Polycom Order Management within 90 days indicating the RMA number:-
  - Trade-in Claim Form (completed by End User customer)
  - Letter of Authentication/Destruction (completed by End User customer)
  - Photos of the trade-in equipment before and after destruction (by End User customer)
3. Please do not include the rebate amount given to the End User customer on the Channel Partner's Purchase Order as a Credit Invoice will be issued to Channel Partner, once the whole trade-in process is completed. Purchase Order issued incorrectly will not be accepted.
4. Submit all documents above to Polycom Order Management.
5. Polycom Order Management will issue a **RMA number** to the Channel Partner. The RMA number has to be stated on the Trade-in Claim Form, Letter of Authentication/Destruction and Photos of the trade-in equipment before and after destruction.

#### Send completed trade-in documentation to:

Polycom Order Management c/o Polycom Asia Pacific Pte Ltd, 8 Shenton Way, #11-01 Temasek Tower, Singapore 068811.  
Email: [OMAsia@poycom.com](mailto:OMAsia@poycom.com) (Email Subject line must contain: Company Name - Video Trade-in Rebate Programme)

## Video Product Promotions Video Trade-In Rebate Programme - Asia



### Terms and Conditions

#### 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 programme. See Claim Form.
- 2) Rebates are offered on the new video conferencing unit being purchased not the product being traded-in. Trade-in one (1) old video conferencing unit and receive a rebate on one (1) new qualifying product purchased. Trade-in two (2) old video conferencing units and receive a rebate on two (2) new qualifying products purchased.
- 3) Polycom equipment being traded-in must be 12 months or older, based on the serial number listed on the Claim Form. Units purchased within the last 12 months are not qualified for the trade-in programme.
- 4) End Users must purchase a new qualified video conferencing unit along with an annual maintenance service agreement from a Polycom Certified Channel Partner and trade-in an eligible group video conferencing system to be eligible for this rebate programme. One trade-in unit must be confirmed destroyed for every qualifying new unit purchased.
- 5) Trade-in order must be a new order placed by Channel Partner to Polycom. Channel Partner can not use inventoried product for this trade-in programme. Standard contracted reseller discount applies.
- 6) Polycom must receive Trade-in Claim Form, photos and all required documentation within 90 days of purchase. Note: If the trade-in documentation and photos are not received within 90 days from date of purchase, programme participation will be declared incomplete, and rebate will be voided.
- 7) Required documentation includes: completed Claim Form, Letter of Authentication/Destruction, Copy of Customer Purchase Order, Channel Partner Purchase Order and photos of the trade-in equipment with the serial number and RMA number clearly visible and legible in both photos.
- 8) Any costs involved with destroying or returning the trade-in equipments are the responsibility of the End User customer.
- 9) It is Channel Partner's responsibility to communicate the RMA number and processes to their End User customer.
- 10) Polycom has the right to call the End User at any time for verification purposes.
- 11) This offer is only available to End User customers who purchase from a certified Polycom Channel Partner in the Asia Pacific region.
- 12) Orders for End User customers outside of the Asia Pacific are subject to approvals and must be placed through the Global Reach programme; all necessary Global Reach fees apply.
- 13) This offer is void where prohibited or otherwise restricted by law, channel and/or end user company policies.
- 14) Once Polycom receives all the necessary documentation (completed Claim Form, Letter of Authentication/Destruction, Copy of Customer Purchase Order, Channel Partner Purchase Order and photos of the trade-in equipment with the serial number and RMA number clearly visible and legible in both photos), a Credit Invoice will be issued to the channel partner for the appropriate rebate amount within 30 days (from the date we approve the rebate).
- 15) This offer may not be combined with any other promotional offer and Polycom reserve the right to modify or cancel this programme at any time.
- 16) PVX and ViaVideo™ products are not eligible for this programme.
- 17) No exceptions to this programme will be allowed. Polycom has the right to deny all claims that do not meet the criteria outlined in this document.
- 18) Programme commences **January 26, 2007** and shall continue until terminated by Polycom.

**Special Note:** Tier Two Resellers (Indirect Partners) must purchase through their distributor of choice. The distributor will need to follow the appropriate order process as mentioned above in the Channel Partner Trade-in process. Orders outside Channel Partners' authorised country of sale must go through Polycom Global Reach Programme. All necessary Global Reach fees apply. Global Reach must be notified up-front that you are placing a Video Trade-in Rebate Programme order.

#### Approved Competitive Trade-In Equipment – For models not specified here, please consult [OMAsia@polycom.com](mailto:OMAsia@polycom.com)

| Manufacturer      | Models   | Components to be Returned |
|-------------------|--|---------------------------|
| PictureTel Legacy | SwiftSite I & II   | Entire System             |
|                   | Venue, Concorde or System 4000   | Codec                     |
| Intel             | TeamStation  | Codec                     |
| Tandberg          | MV 6000 or Vision 500, 550, 770, 800, 880, 990, 1000, 1500, 2500, 5000, 6000, 7000, 8000   | Codec                     |
|                   | Trinicom 5100, Trinicom 4000, Trinicom 3100 or Mini 1000, PCS1600, PCS1600/B, PCS1600IP, PCS1600ME2, PCS6000/1024, PCS6000/1536, PCS6000/512, PCS6000/PRI, PCS6000IP, PCS-1, PCS -11, PCS-TL50, PCS-TL30, PCS-G70, PCS-G50 | Codec                     |
| VTEL              | TC 1000, TC 2000 or LC 5000, Media Max, Galaxy, ESA Series   | Codec                     |
| Aethra            | Vega Silver, Vega Gold, Supernova Star 243, 250, 150, Supernova Pro 234  | Entire System             |
| British Telecom   | Any BT Legacy Room System (i.e. BT 2300)   | Codec                     |
| Huawei            | ViewPoint 8020, 8030m, 8620 Plus, 8036, 8066, 8039, 8069   | Codec                     |
| Kedacom           | KDV8010A, KDV 8010C  | Codec                     |
| Zylotech          | ComsLINK MultiConnect, TV ComsLINK   | Codec                     |

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### Claim Form Part 1

End User Company Name: \_\_\_\_\_

End User Contact Name: \_\_\_\_\_

End User Address: \_\_\_\_\_

\_\_\_\_\_ Postal Code: \_\_\_\_\_ Country \_\_\_\_\_

End User Phone: \_\_\_\_\_

End User E-mail: \_\_\_\_\_

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

End User Signature: \_\_\_\_\_

☐ **Yes**, please sign me up for Polycom's email newsletter.

Channel Partner Name: \_\_\_\_\_

Sales Person: \_\_\_\_\_ Channel Phone: \_\_\_\_\_

Channel Address: \_\_\_\_\_

\_\_\_\_\_ Postal Code: \_\_\_\_\_ Country \_\_\_\_\_

Channel Phone: \_\_\_\_\_ Channel Email: \_\_\_\_\_

For Tier 2 Resellers – Polycom® Distribution Partner Name: \_\_\_\_\_

#### **New Product Purchased** (the following information is required)

Product name and model: \_\_\_\_\_ Quantity: \_\_\_\_\_

Product name and model: \_\_\_\_\_ Quantity: \_\_\_\_\_

#### **Trade-in RMA number**

Trade-in RMA # : \_\_\_\_\_

Polycom Order Management will provide the RMA number to the Channel Partner when trade-in Purchase Order is submitted. It is the Channel Partner's responsibility to communicate the RMA number to the End User customer.

## Video Product Promotions Video Trade-In Rebate Programme - Asia



### Non-Polycom Equipment Claim Form Part 2

Rebates are offered on the new video conferencing unit being purchased not the product being traded-in. Trade-in one (1) old video conferencing unit and receive a rebate on one (1) new qualifying product purchased. Trade-in two (2) old video conferencing units and receive a rebate on two (2) new qualifying products purchased.

#### Rebate Amounts

| Purchase these eligible products and trade-in qualifying group video conferencing equipment for a rebate. | Part Number  | Polycom Equipment<br>End User Rebate<br>Amounts | Competitive Equipment<br>End User Rebate<br>Amounts |
|---|--|---|---|
| HDX 9004  | 2200-23500-001<br>2200-23500-011<br>2200-23500-102 | \$1,300   | \$2,000   |
| HDX 9002 XLP  | 7200-23470-001<br>7200-23470-011<br>7200-23470-102 | \$1,800   | \$2,250   |
| HDX 9002 XL   | 7200-23350-001<br>7200-23350-011<br>7200-23350-102 | \$1,300   | \$2,000   |
| HDX 9002  | 2200-23900-001<br>2200-23900-011<br>2200-23900-102 | \$1,000   | \$1,600   |
| HDX 9001 XL   | 7200-23340-001<br>7200-23340-011<br>7200-23340-102 | \$1,300   | \$2,000   |
| HDX 9001  | 2200-23800-001<br>2200-23800-011<br>2200-23800-102 | \$950   | \$1,400   |
| VSX 8800 Presenter MP VTX   | 7200-22770-016<br>7200-22770-029<br>7200-22770-045 | \$1,000   | \$1,500   |
| VSX 8800 Presenter MP   | 7200-22750-001<br>7200-22750-011<br>7200-22750-102 | \$1,000   | \$1,500   |
| VSX 8400 Presenter Voice-Tracker VTX  | 7200-22760-016<br>7200-22760-029<br>7200-22760-045 | \$1,000   | \$1,500   |
| VSX 8400 Presenter Voice-Tracker  | 7200-22740-001<br>7200-22740-011<br>7200-22740-102 | \$1,000   | \$1,500   |
| VSX 8400 Presenter VTX  | 7200-21963-016<br>7200-21963-029<br>7200-21963-045 | \$900   | \$1,500   |
| VSX 8400 Presenter  | 7200-21962-001<br>7200-21962-011<br>7200-21962-102 | \$900   | \$1,500   |
| VSX 8000  | 2200-21400-001<br>2200-21400-011<br>2200-21400-102 | \$900   | \$1,000   |
| VSX 7800e Presenter MP VTX  | 7200-22710-016<br>7200-22710-029<br>7200-22710-045 | \$900   | \$1,500   |
| VSX 7800e Presenter MP  | 7200-22560-017<br>7200-22560-024<br>7200-22560-123 | \$850   | \$1,500   |
| VSX 7400e Presenter VTX   | 7200-22720-016<br>7200-22720-029<br>7200-22720-045 | \$850   | \$1,500   |
| VSX 7400e Presenter   | 7200-22730-017<br>7200-22730-024<br>7200-22730-123 | \$850   | \$1,500   |
| VSX 7000e VTX   | 7200-22570-016<br>7200-22570-029<br>7200-22570-045 | \$600   | \$1,000   |
| VSX 7000e   | 7200-22540-017<br>7200-22540-024                   | \$600   | \$1,000   |

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|                            |  |       |         |
|----------------------------|--|-------|---------|
|                            | 7200-22540-123                                     |       |         |
| VSX 7800s Presenter MP VTX | 7200-22700-016<br>7200-22700-029<br>7200-22700-045 | \$600 | \$1,000 |
| VSX 7800s Presenter MP     | 7200-22685-017<br>7200-22685-024<br>7200-22685-123 | \$600 | \$1,000 |
| VSX 7400s Presenter VTX    | 7200-22690-016<br>7200-22690-029<br>7200-22690-045 | \$600 | \$1,000 |
| VSX 7400s Presenter        | 7200-22640-017<br>7200-22640-024<br>7200-22640-123 | \$600 | \$1,000 |
| VSX 7000s VTX              | 7200-22675-016<br>7200-22675-029<br>7200-22675-045 | \$250 | \$750   |
| VSX 7000s                  | 2200-22650-017<br>2200-22650-024<br>2200-22650-123 | \$250 | \$750   |
| VSX 6400 Presenter VTX     | 7200-23280-016<br>7200-23280-029<br>7200-23280-045 | N/A   | \$500   |
| VSX 6400 Presenter         | 7200-23250-001<br>7200-23250-011<br>7200-23250-102 | N/A   | \$500   |
| VSX 6000 VTX               | 7200-23200-016<br>7200-23200-029<br>7200-23200-045 | N/A   | \$300   |
| VSX 3000 IP                | 2200-22800-001<br>2200-22800-011                   | \$250 | \$500   |
| VSX 3000 IP/ISDN           | 2200-22950-001<br>2200-22950-011                   | \$250 | \$500   |

**Approved Trade-In Products Chart - For models not specified here, please consult [OMAsia@polycom.com](mailto:OMAsia@polycom.com)**

### Trade-In Equipment (the following information is required)

Manufacturer and model: \_\_\_\_\_ Quantity: \_\_\_\_\_

Manufacturer and model: \_\_\_\_\_ Quantity: \_\_\_\_\_

Product Serial Number: \_\_\_\_\_ Product Serial Number: \_\_\_\_\_

Serial numbers for trade-in product must be included (Use additional sheet if needed).

## Video Product Promotions Video Trade-In Rebate Programme - **Asia**



### **Letter of Authentication/Destruction** **Polycom Video Trade-in Rebate Programme**

I acknowledge and agree that the rebate offered for the Polycom products purchased and the equipment being traded-in/destroyed must comply with the terms and conditions outlined in the Polycom Video Trade-in Rebate Programme documentation.

On behalf of \_\_\_\_\_ (company name), I do hereby certify by my signature below, that the trade-in equipment was purchased on \_\_\_\_\_, 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 organisation or be resold for use at any other company. To confirm the trade-in product will not be used we have enclosed photos of the equipment before and after destruction, clearly and legibly showing the serial number and RMA number in both photos for verification purposes.

Signature \_\_\_\_\_ Date \_\_\_\_\_  
(Must be signed by an authorised End User customer representative)

**Please Print:**

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Telephone Number: \_\_\_\_\_

Reseller Name: \_\_\_\_\_ RMA #: \_\_\_\_\_

Model Name: \_\_\_\_\_ Serial #: \_\_\_\_\_

To be eligible for the 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 \_\_\_\_\_