



3-Year Poly+ for Studio USB & P15 Just Got Better!

Reseller Flyer

22 APRIL 2022 – 01 OCTOBER 2022



Promotion Name	3-Year Poly+ for Studio USB and P15 Promotion
Eligible Reseller(s)	All
Eligible Territory(ies)	Global
Eligible Product(s)	Poly+ & Partner Branded Poly+ 3 Year Support
Stackable?	Yes

Program Offer:

When you include a Poly+ contract of 3 years or more with the purchase of Poly Studio USB and/or P15, the end customer is entitled to 1 hour of technical consulting for free!

We know that hybrid working is here to stay, and this new promo will help customers be professional with personal devices to maximize their hybrid meetings experience.

To ensure that every meeting is professionally conducted, Technical Consultants will help your customers with things like where to locate their device, when to mute, backdrops to avoid, meeting etiquette, how to test and use their technology, and so much more!

The promotion is available globally beginning 22 April 2022. However, there are a few requirements that you should be aware of:

1. The promo is available on Poly+ AND Partner Branded Poly + agreements across the globe
2. The customer will receive one hour of technical consultation included with Poly Studio USB and Poly Studio P15 with a 3-year Poly+ contract but will be capped out at 8 total consulting hours per customer to be used within 6 months of the sale.
3. Hours cannot be partially used, example in 30-minute blocks



Studio USB
and/or Studio
P15 product(s)

3- YR Poly+ or
Partner Branded
Poly+ Support

1 HR Free Technical
Consultation providing best
practices for professional
video conferencing.

SKU **6867-VIDEOEP-001**



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How It Works:

The customer will receive an initial email with information on how to schedule their time. If the customer has reached the maximum of 8 hours, another email will be sent to the customer. They will be notified that the maximum free time has been reached. This email will include information on how to purchase additional time if needed.

Once the technical consulting has been used and the offer is complete, the customer will need to sign off to show completion.

Here's what you need to do to order Technical Consulting Promo:

Please ensure you include SKU **6867-VIDEOEP-001** on your purchase order to receive the 1 Hour Studio USB/P15 Remote Install. The SKU must be used all at once and within 6 months

It's important to note that for each 1 hour increment you will need a separate line-item SKU 6867-VIDEOEP-001 so we can close out the SKU one at a time.

Resources:

- [Partner FAQ](#)
- [Poly Studio Assets](#)
- [Poly Studio P15 Assets](#)
- [Poly+ Assets](#)

Eligible Products:

Product ID	Description
487P-85830-312	Poly Plus, Three Year, Polycom Studio: A/V USB video bar
487P-85830-362	Partner Poly Plus, Three Year, Polycom Studio: A/V USB video bar
487P-69370-312	Three-year Poly Plus. Poly Studio P15 video bar. Price per personal device.
487P-69370-362	Three-year Partner Poly Plus. Poly Studio P15 video bar. Price per personal device.



RealConnect Discount

Global - Reseller Flyer

20 OCTOBER 2021 – 01 OCTOBER 2022



Promotion Name	RealConnect Discount
Eligible Reseller(s)	Poly authorized resellers
Eligible Territory(ies)	Global
Eligible Product(s)	New or add-on purchases of RealConnect
Stackable?	Yes, with approved deal registrations

As organizations migrate to Microsoft Teams, they need a video interoperability solution to connect existing video conferencing solutions to Microsoft Teams meetings. [Poly RealConnect](#) enables users to effortlessly connect from traditional video conferencing systems to Microsoft Teams or Skype for Business meetings, and enjoy high-quality audio and video, as well as PC screen share, for the best meeting experiences.

Program Offer:

Between the above noted 'Program Period', Poly Resellers are eligible to receive an incremental discount on the purchase the below noted eligible SKUs from their Poly Distributors. This program is only eligible for net-new or add-on purchases, renewals are not eligible for the discount. Distributors are responsible for extending this offer, in total or in part, to their Poly Resellers. Please reach out to your Distributor with any incremental program processes or requirements.

Eligible Products

Product SKU	Discount*
4877-09900-670	Up to 25% incremental - off list
4877-09900-671	Up to 25% incremental - off list
4877-09900-673	Up to 25% incremental - off list

Offer codes

Region & Operating Currency	Offer code (Off list)
AMER BRAZIL (USD)	2021-09-200917-01
AMER EXCL BRAZIL (USD)	2021-09-200917-02
APAC (USD)	2021-09-200917-03
EMEA (EUR)	2021-09-200917-04
EMEA (USD)	2021-09-200917-05
UK (GBP)	2021-09-200917-06



RealConnect Discount

Global - Reseller Flyer

20 OCTOBER 2021 – 01 OCTOBER 2022

Terms & Conditions

- This “Program” is supplemental to the terms and conditions of the Poly Partner Program (PPP) available at <http://partners.poly.com> (the “PPP Terms” and including any other agreement you have entered into with Poly documenting your participation in the PPP, the “Agreement”) which are incorporated herein by reference. By participating in the Program, you agree that your participation and any benefit, discount, or rebate you are eligible to receive under the Program (“Program Benefits”) will be subject to the Agreement. You must be in good standing under the Agreement to participate in this Program. Poly reserves the right to recover any Program Benefits issued under this Program based on any breach of the Agreement and/or terms of this Program.
- This “Program” is an “Associated Program” under the Agreement. Unless otherwise defined in this Program, the terms defined in your Agreement have the same meaning in this Program.
- Poly’s determination of Program Benefits under this Program will be final, subject to the terms of your Agreement.
- Poly may modify or terminate this Program at any time in its sole discretion.
- This Program is subject to applicable law and void where prohibited.



Global ROVE Incentive Program

Reseller Flyer

02 JANUARY 2022 – 21 OCTOBER 2022



Promotion Name	ROVE Incentive Promotion
Eligible Reseller(s)	Poly Authorized Resellers
Eligible Territory(ies)	APAC, EMEA, AMER
Eligible Purchase Product(s)	ROVE 30, 30+ and B2
Stackable?	No

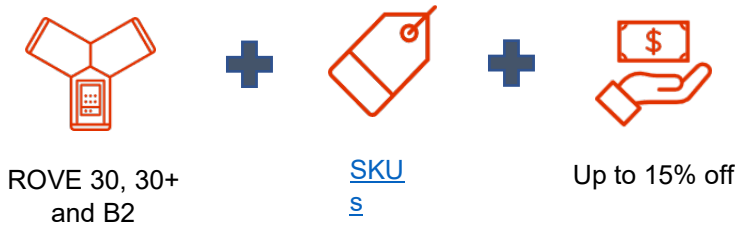
Program Offer:

Poly is pleased to offer the ROVE Incentive Promotion (the “Program”) to eligible authorized Poly Partners in the Poly Partner Program. Unless otherwise defined in this Program, terms defined in your Agreement have the same meaning in this Program.

Under this Program, you are eligible to receive an incremental discount of up to 15% off MSRP (“Rebate”) based on the amount of Eligible Product invoiced by your eligible Poly Distributor.

Eligible Products

ELIGIBLE PRODUCT SKU LIST



More information, including our Terms and Conditions, please visit the [Poly Partner Portal](#).



Seize the Space 2.0

Global - Reseller Flyer

17 DECEMBER 2022 – 01 OCTOBER 2022



Promotion Name	Seize the Space 2.0
Eligible Reseller(s)	Authorized Poly Resellers
Eligible Territory(ies)	Global
Eligible Product(s)	Poly Focus Room and Medium Room Kits
Stackable?	Yes, with approved Deal Registration

Program Offer:

The purpose of this program is to accommodate and provide flexibility to our customers who are starting to return to the office. Between the program period, indicated above, you are eligible to receive an incremental discount for the purchase of the Poly Small and Medium Focus Room Kits. Please refer to the Eligible SKU list and associated discounts noted below.

This program discount will be facilitated through an offer code through your Distributor’s contractual claim process. Distribution partners will be responsible for extending some, or part, of the discount through to the Reseller and/or End Customer.

These kits are intended to be purchased alongside Poly MTR PCs. Lenovo or Dell PC may be purchased separately, however please note that this program does not offer discounts on these compute SKUs.



Poly Focus Room & Medium Room Kits



Eligible SKUs on next page



Up to 10% off



Seize the Space 2.0

Global - Reseller Flyer

17 DECEMBER 2022 – 01 OCTOBER 2022

Offer Code:

TYPE	REGION	OFFER CODE
Back End (ACC)	AMER	2021-12-201036-01
Back End (ACC)	EMEA EUR	2021-12-201036-04
Back End (ACC)	EMEA USD	2021-12-201036-05
Front End (OFF)	EMEA EUR	2021-12-201036-06-EA-EUR-OFF
Front End (OFF)	EMEA USD	2021-12-201036-07-EA-USD-OFF
Back End (ACC)	EMEA GBP/ UK	2021-12-201036-08
Front End (OFF)	ASIA USD/JAPAN USD	2021-12-201036-10-APAC-USD-OFF
Front End (OFF)	CHINA	2021-12-201036-11-CN-USD-OFF
Front End (OFF)	INDIA	2021-12-201036-12-APAC-USD-OFF
Back End (ACC)	ANZ	2021-12-201036-13-SG-USD-ACC
Front End (OFF)	ASIA USD/JAPAN USD	2021-12-201036-10-APAC-USD-OFF

Eligible Products

Any of the Poly Room Kits may be purchased as a standalone product with the below incremental discounts, or along with the PC compute SKU. No discounts are offered on the PC compute SKU. Eligible skus list below.

Poly Focus Room Kit (P15)

Product ID	Product Description	Discount (Incremental %)
7230-87700-001	POLY FOCUS ROOM KIT P15,NA	10%
7230-87700-002	POLY FOCUS ROOM KIT P15,JPN	10%
7230-87700-009	POLY FOCUS ROOM KIT P15,ISR	10%
7230-87700-012	POLY FOCUS ROOM KIT P15,ANZ	10%
7230-87700-016	POLY FOCUS ROOM KIT P15,KOR	10%
7230-87700-022	POLY FOCUS ROOM KIT P15,CHN	10%
7230-87700-023	POLY FOCUS ROOM KIT P15,TWN	10%
7230-87700-034	POLY FOCUS ROOM KIT P15,MEX	10%
7230-87700-036	POLY FOCUS ROOM KIT P15,IND	10%
7230-87700-101	POLY FOCUS ROOM KIT P15,EU	10%
7230-87700-102	POLY FOCUS ROOM KIT P15,UK	10%
7230-87700-114	POLY FOCUS ROOM KIT P15,RUS	10%
7230-87700-119	POLY FOCUS ROOM KIT P15,SWZ	10%

More information, including our Terms and Conditions, please visit the [Poly Partner Portal](#). Product specific information can be found in our [Poly Solutions for Microsoft Teams Rooms \(MTR\)](#) on the Partner Portal.



Seize the Space 2.0

Global - Reseller Flyer

17 DECEMBER 2022 – 01 OCTOBER 2022

Poly Small- Medium Room Kit (STD)

Product ID	Product Description	Discount* (Incremental %)
7230-87710-001	POLY SML-MED ROOM KIT STD,NA	10%
7230-87710-002	POLY SML-MED ROOM KIT STD,JPN	10%
7230-87710-009	POLY SML-MED ROOM KIT STD,ISR	10%
7230-87710-012	POLY SML-MED ROOM KIT STD,ANZ	10%
7230-87710-016	POLY SML-MED ROOM KIT STD,KOR	10%
7230-87710-022	POLY SML-MED ROOM KIT STD,CHN	10%
7230-87710-023	POLY SML-MED ROOM KIT STD,TWN	10%
7230-87710-034	POLY SML-MED ROOM KIT STD,MEX	10%
7230-87710-036	POLY SML-MED ROOM KIT STD,IND	10%
7230-87710-101	POLY SML-MED ROOM KIT STD,EU	10%
7230-87710-102	POLY SML-MED ROOM KIT STD,UK	10%
7230-87710-114	POLY SML-MED ROOM KIT STD,RUS	10%
7230-87710-119	POLY SML-MED ROOM KIT STD,SWZ	10%

Poly MTR PC (Dell & Lenovo)

The below SKUs are **NOT** applicable for a discount and are listed in this program document as a reference that they may be purchased along with the applicable Focus, Small rooms indicated above.

Product ID	Product Description
7230-87480-001	POLY MTR PC,LENOVO,NA
7230-87480-034	POLY MTR PC,LENOVO,MEX
7230-87630-001	POLY MTR PC,DELL,NA
7230-87630-002	POLY MTR PC,DELL,JPN
7230-87630-009	POLY MTR PC,DELL,ISR
7230-87630-012	POLY MTR PC,DELL,AU/NZ
7230-87630-016	POLY MTR PC,DELL,KOR
7230-87630-022	POLY MTR PC,DELL,CHN
7230-87630-023	POLY MTR PC,DELL,TWN
7230-87630-034	POLY MTR PC,DELL,MEX
7230-87630-036	POLY MTR PC,DELL,IND
7230-87630-101	POLY MTR PC,DELL,EU
7230-87630-102	POLY MTR PC,DELL,UK
7230-87630-114	POLY MTR PC,DELL,RUS
7230-87630-119	POLY MTR PC,DELL,SWZ



CCX Phone Trade-In Program

Global Partner Program - Reseller Program

01 OCTOBER 2021 – 01 APRIL 2023



Eligible Product(s): CCX 400, 500, 600



Stackable? No



Eligible Reseller(s): Poly Authorized Resellers

Eligible Territory(ies): Global



Boardroom brainstorming. Coffeeshop collaborations. Kitchen consultations. See and be seen wherever, whatever, whomever – Poly gives your customers the confidence, flexibility, and edge to command the conversation and we know it's not a one-size-fits-all world. We have options to meet your customers' needs.

How it Works?

Between the program period. End customers who trade-in select Poly and competitive devices, are eligible to receive an incremental discount valued up to \$60 USD per device from their Poly authorized reseller & distributor. All services related to the CCX product family has been included and eligible for an incremental discount. This promotion is ideal for the customer that is migrating from Skype for business to Microsoft Teams for their phone services.

Poly has implemented an automated claim process that enables Resellers to submit a Trade-In claim on behalf of their End Customer within the Poly Partner Portal.

Review the [Eligible SKU](#) list for Eligible Products for trade or purchase. The calculated discount of each Trade-In opportunity. Customers will be required to sign and complete an [Eligible Trade-In Request](#). Resellers are responsible for determining the amount of discount to be pass through to the End Customer.

Poly has implemented an automated claim process that enables Resellers to submit a Trade-In claim on behalf of their End Customer within the Poly Partner Portal.

For more information about this Program, please leverage the following resources:

[ELIGIBLE PRODUCT SKU LIST](#)

[ELIGIBLE TRADE IN REQUEST AND AGREEMENT TEMPLATE \(REQUIRED ON EVERY ORDER\)](#)

More information, including our Terms and Conditions, please visit the [Poly Partner Portal](#). Product specific information can be found in our [Phone Collection](#) on the Partner Portal.



Video Trade-In Program

Reseller Program

22 NOVEMBER 2021 – 15 APRIL 2023



Promotion Name	Video Trade-In Program
Eligible Reseller(s)	Poly Authorized Resellers
Eligible Territory(ies)	Global
Eligible Product(s)	Poly G7500, Poly Studio USB, X30, X50, Room Kits
Stackable?	Yes, with approved Deal Registration

Program Offer

Resellers, on behalf of their End Customers may Trade-In select Poly and competitive devices and are eligible to receive an incremental discount (refer to SKU list for discount details). Eligible devices for discount must be purchased from their authorized Poly Distributor. This promotion is perfect for the customer who is looking to keep their team top-of-mind in a hybrid office setting.

Review the [Eligible SKU](#) list for Eligible Products for trade or purchase. The calculated discount of each Trade-In opportunity. Customers will be required to sign and complete an [Eligible Trade-In Request](#). Resellers are responsible for determining the amount of discount to be pass through to the End Customer.

Poly has implemented an automated claim process that enables Resellers to submit a Trade-In claim on behalf of their End Customer within the Poly Partner Portal. Talk to your Poly Channel Manager or distributor if you need assistance.

If approved by Poly, a Deal Registration can be combined with the Trade-In request. The Distributor will need to process the order with the CPQ offer code.

For more information about this Program, please leverage the following resources:

[ELIGIBLE PRODUCT SKU LIST](#)

[ELIGIBLE TRADE IN REQUEST AND AGREEMENT TEMPLATE \(REQUIRED ON EVERY ORDER\)](#)



More information, including our Terms and Conditions, please visit the [Poly Partner Portal](#). Product specific information can be found in our [Video Collection](#) on the Partner Portal.



Trio Trade-In Program

AMER & EMEA - Reseller

01 OCTOBER 2021 - 01 APRIL 2023



Promotion Name	Trio Trade-In Program
Eligible Reseller(s)	Poly Authorized Resellers
Eligible Territory(ies)	AMER & EMEA
Eligible Product(s)	Trio C60, 8300, 8500, 8800
Stackable?	Yes, with approved deal registration

Program Offer:

Between the program period, End Customers who Trade-In select Poly and Competitive devices, are eligible to receive an incremental discount valued up to \$200 USD* from their Poly authorized Reseller & Distributor.

Review the Eligible SKU list for Eligible Products for trade, purchase, and the calculated discount of each tradein opportunity. Customers will be required to sign and complete an Eligible Trade-In request. Resellers are responsible for determining the amount of discount to be pass through to the End Customer.

Poly has implemented an automated claim process that enables Resellers to submit a Trade-In claim on behalf of their End Customer within the Poly Partner Portal.

Deal Registration can be combined with this program. Your Distributor will need to process 2 offer codes. (1 for Deal Registration and 1 for the Trio Trade-In program)

ELIGIBLE PRODUCT SKU LIST

ELIGIBLE TRADE AND AGREEMENT TEMPLATE (REQUIRED ON EVERY ORDER)



Poly Trio C60,
8300, 8500, 8800



[SKU List](#)



Up to \$200 off

More information, including our Terms and Conditions, please visit the [Poly Partner Portal](#). Product specific information can be found in our [Trio products](#) on the Partner Portal.