

# Polycom® Solutions for Microsoft® UC Environments

## Polycom Empowers Microsoft Unified Communications with a Full Suite of HD Telepresence, Video, Voice and Infrastructure Solutions



### Polycom and Microsoft Solution Highlights

With Polycom and Microsoft solutions, organizations benefit from:

**Direct Integration** – Polycom solutions integrate with Microsoft UC suites including Microsoft® Lync™ without gateways so they are easy to deploy, manage, and use

**Workflow Integration** – With Microsoft and Polycom, people communicate through applications they use every day, moving easily between rich voice and video, IM, e-mail, and calendar solutions.

**Secure Communication** – Gain security inside and outside the network, with Polycom solutions that allow system-wide secure authentication, media encryption, secure calls, and secure access to published content.

**Simplified Management** – Reduce the time and effort to deploy and manage the solutions, since Active Directory® provides a common directory across Microsoft applications and Polycom solutions.

**Deepest Portfolio** – Select from the full line of purpose-built solutions optimized for Lync or Polycom standards-based, interoperable voice, video, telepresence, and video content management solutions

Organizations focused on increasing productivity, reducing costs, and unifying dispersed teams through unified communications (UC) can leverage natively integrated Polycom and Microsoft solutions from the desktop to the conference room and beyond. The joint solution unites Microsoft UC platforms—Microsoft® Lync™, Microsoft Exchange Server, and Microsoft SharePoint® Server—with Polycom's high-quality, highly scalable voice and video collaboration solutions to enable powerful collaborative communications for business environments.

Polycom and Microsoft are transforming how people interact with co-workers, customers, and partners through a more effective, personalized and expansive interactions enabled by a joint intuitive, interoperable UC solution that allows people to connect anytime, regardless of their locations or networks.

Polycom and Microsoft deliver a highly highly scalable and more secure conferencing solution. The solution simplifies deployment, provisioning, and management, helping customers cut overall cost in their UC infrastructure.

### Benefits

#### Comprehensive End-to-End HD Voice and HD Video Solution

Microsoft and Polycom deliver a wide range of purpose-built solutions optimized for the Lync platform, as well as standards-based, interoperable and integrated UC solutions, with customer choices and innovation in communication at their foundation. Together these solutions deliver a high-quality, seamless experience by leveraging Polycom's voice and video solutions along with Polycom® UC Intelligent Core™ technology integration with the Microsoft Lync platform. Lync delivers presence, instant messaging, conferencing, and enterprise voice capabilities through a single interface that is consistent across PC, browser, and mobile devices.

Only Polycom offers integrated solutions that span voice, video, telepresence, services, and application integration across the full suite of the Microsoft UC platform. Fully presence-aware, Polycom solutions can be associated with individuals or deployed as stand-alone devices available to the entire organization.

The Polycom CX series of personal and group collaboration solutions are purpose-built and optimized for Microsoft Lync so they deliver native Lync collaboration and plug-and-play simplicity. Lync users can instantly optimize their communications with the familiar user interface and workflow. A wide selection allows organizations to deploy voice and video solutions in multiple environments, including mobile solutions, on desktops, and in common areas and conference rooms. Polycom CX solutions also integrate into the overall Microsoft IT infrastructure, using centralized management and monitoring tools and multiple policy settings.

Microsoft® Exchange Server 2010



Microsoft® SharePoint® Server 2010

Voice Solution

Video Solution

UC Intelligent Core

OPTIMIZED FOR  
Microsoft® Lync™



Polycom CX Series



Immersive Telepresence solutions



Polycom HDX® Series

OPTIMIZED FOR  
Microsoft® Lync™



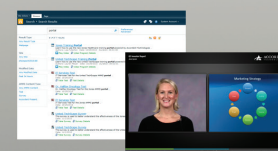
Polycom CX Series



Polycom DMA™ 7000



Polycom RMX® Series



Polycom AMMS™



Polycom and Partner UC Professional Services

Portfolio for Microsoft Lync Server 2010

Standards-based Polycom video solutions support direct integration with Lync Server 2010 and other Microsoft core infrastructure solutions without the use of additional gateways. In addition, Active Directory® integration and presence support helps ensure that the familiar presence-based workflow is maintained. Support for the native Microsoft video codec, RTV, enables up to high definition video for calls between Lync 2010 and Polycom HDX® room and personal telepresence solutions, and with the Polycom RMX conference platform.

In addition, different groups can instantly collaborate since Polycom solutions support secure firewall traversal through Microsoft Edge Servers, allowing calls with remote workers as well as federated users for Polycom HDX and Polycom UC Intelligent Core infrastructure solutions.

Furthermore, through Microsoft native protocol support, Polycom HDX endpoints can now join Microsoft native AV MCU conferences, including Online Meeting, so users have even greater flexibility and choice.

Polycom UC Intelligent Core solutions, including the Polycom DMA™ 7000 application server and the Polycom RMX conference platform, continue to provide a scalable, unified, rich conference experience for Lync clients and connectivity to disparate endpoints across a variety of networks (including SIP, H.323, and ISDN), and unmatched degrees of resiliency, redundancy, and failover in a collaboration infrastructure.

Communication as Part of the Daily Workflow

By integrating with familiar productivity applications—Microsoft Exchange Server and Office applications—context-sensitive communication becomes part of the daily workflow. For example, users can schedule video-enabled meetings from Microsoft Outlook® software and join the scheduled conference from their laptops, phones or group video systems. Also, the communication can be initiated from within familiar applications which enables faster adoption, contributes to faster decision making, and increases interactions among the team.

Video Content Management throughout the Content Lifecycle

Polycom Accordent™ integration with the Lync Server 2010 platform provides users anywhere in the organization with a way to capture presentations and conference sessions from their desktop and publish that content to the Polycom Accordent Media Management System™ (Polycom AMMS™). Then, from the Polycom AMMS solution, the content can be approved, transcoded, published (to a Microsoft SharePoint 2010 portal, for example), and distributed over the network. The solution helps administrators ensure secure distribution through user authentication and multilevel permissions features. The Polycom AMMS solution delivers video content management, portal services, and rich media delivery capabilities to organizations for Lync Server 2010 recordings and all video-based content.

## UC Professional Services for Microsoft Solution Integration

Polycom and our UC-certified partners simplify unified communications for your organization by offering a range of services that help maximize usage and reliability of the solution while facilitating a faster ROI (return on investment). These services are part of standard UC deployment and provide expertise to address the intricacies of integrating Polycom video solutions into complex communications environments. Current environments for integration include Microsoft Lync, Microsoft Office Communications Server and Polycom Conferencing for Microsoft Outlook solutions. Depending on your needs, Polycom and our partners can provide full or pilot solution deployment as well as solution planning and design.

### Solution Components

For backward compatibility with the Microsoft Office Communications Server R1 and R2 platforms, please refer to the Polycom CX data sheets and solution deployment guide for video integration.

### Microsoft Lync Integration

- Microsoft® Lync™ Server 2010
- Microsoft Lync 2010
- Microsoft Exchange Server 2007/2010
- Microsoft Outlook® 2007/2010
- Polycom CX series, purpose-built and optimized for Lync Server 2010
  - Personal Collaboration: CX100, CX200, CX300, CX500, CX600, CX700 phones
  - Group Collaboration: CX3000 conference phone, CX5000, CX7000 group collaboration system
- Polycom RealPresence™ Experience (RPX™) and Polycom Open Telepresence Experience™ (OTX™) immersive telepresence solutions
- Polycom DMA™ 7000 application server
- Polycom RMX® 1500, 2000, 4000 conference platform
- Polycom HDX® room and personal telepresence systems
- UC Professional Services – Consulting and deployment services offered by Polycom and certified partners

### Video Content Management Solution

- Microsoft SharePoint® Portal Server 2010
- Polycom Accordent™ Media Management System software
- Polycom Accordent Lyn Integration Module and Accordent SharePoint 2010 integration



*Video integration with Microsoft Lync*

## Learn More about Polycom and Microsoft Integrated Solutions

Visit [Polycom.com/Microsoft](http://Polycom.com/Microsoft) or e-mail us at [TeamMicrosoft@polycom.com](mailto:TeamMicrosoft@polycom.com) to learn what Polycom UC solutions for Microsoft environments can do for your organization



*Polycom CX3000 IP Conference Phone: the only conference phone optimized for Lync*

### About Polycom

Polycom, Inc. (Nasdaq: PLCM) is a global leader in unified communications (UC) solutions with industry-leading telepresence, video, voice, and infrastructure solutions built on open standards. Polycom powers smarter conversations, transforming lives and businesses worldwide. Please visit [www.polycom.com](http://www.polycom.com) for more information or connect with Polycom on Twitter, Facebook, and LinkedIn.



**Polycom Worldwide Headquarters**  
4750 Willow Road, Pleasanton, CA 94588  
1.800.POLYCOM or +1.925.924.6000  
[www.polycom.com](http://www.polycom.com)



**Microsoft Corporate Headquarters**  
One Microsoft Way, Redmond, WA 98052-6399  
1-800-Microsoft or 1-800-642-7676  
[www.microsoft.com](http://www.microsoft.com)



**2011 PARTNER OF THE YEAR**  
Unified Communications Innovation  
**Winner**