SoundStation IP Conference Phones
New IP Conference Phone Family

Combining Polycom’s:
- World-renowned conference phone technology
- The industry’s most mature and feature-rich SIP phone platform

To create a new family of breakthrough IP conference phones
1992-2002: Making the conference phone mainstream
- Intro original SoundStation, SoundStation Premier
- Becoming the boardroom standard

2003+: Broadening the portfolio
- Market dominance (90% share)
- Moving beyond the boardroom
- Introduced HD Voice

2008+: Next-generation IP performance and features
- HD Voice becomes mainstream
- New features & applications
Over 70% of telephony line/ports worldwide expected to be IP in 2008
Polycom VoIP Technology

▸ Industry-leading SIP endpoint technology
▸ Common SIP software used across all Polycom VoIP products
  • Broadest and deepest interoperability
  • Rich feature set, applications support, HD Voice
  • Advanced call handing, security, and provisioning
Wideband Voice

22KHz Wideband Telephones
160 – 22000 Hz

14KHz Wideband Telephones
220 – 14000 Hz

7KHz Wideband Telephones
280 – 7000 Hz

Narrow Band Telephones
300 – 3300 Hz

Human Speech 80 – 14,000 Hz

- POTS phones carry 1/4 of human speech
- Higher frequencies are critical for identifying the talker
- Consonants carry half of speech information
- Consonants occur largely above POTS range
The Best In Wideband Telephony

1. Wideband audio
   - Standards-based wideband audio codecs (e.g. G.722)

2. Polycom Acoustic Clarity Technology 2
   - Over 50 algorithms and techniques which make our speech communications systems the best in the world

3. System Integration
   - Holistic design, comprehensive system integration, and continuous testing
Polycom HD Voice Benefits

- More productive and efficient meetings with less fatigue
- Especially important on a conference phone, no handset
- Compatible with HD Voice on other Polycom IP products
  - Also other IP phones with compatible codecs (G.722, etc.)
- “Network Effect”
The World’s Most Advanced Conference Phones

- Market-Leading Conference Phone Technology
- Best SIP Endpoint Platform
- Polycom HD Voice
SoundStation IP 7000

Astounding voice quality and clarity from the world’s most advanced IP conference phone

Key Benefits:

- Breakthrough voice quality for more productive conference calls
- Flexible and expandable to meet the needs of nearly any conference room
- Advanced IP functionality to enable easier and more productive conference calls
Polycom HD Voice: unparalleled clarity to make your conference calls more efficient and productive

- First conference phone to support high-fidelity 22 kHz audio for conference calls that sound as natural as being there.
- 160 Hz provides more natural, richer sounding voices, without using a subwoofer
- Breakthrough audio today, and investment protection into the future

Acoustic Clarity Technology 2

- Automatic gain control, echo cancellation, noise reduction

20 ft / 6.1m mic pickup range to cover larger rooms

“No More Buzz” from mobile phone interference
IP 7000: Flexibility and Expandability

The most flexible and expandable conference phone ever developed

- Connect two units together for increased loudness and microphone pickup, as well as multiple call control interfaces
- Connect up to two optional expansion microphones to ensure close proximity for everyone in the room
- In the future, you will be able to connect to the Polycom HDX high-definition video conferencing system for a complete, integrated voice and video conferencing solution
IP 7000: Flexibility & Expandability

- Multi-unit connectivity
  - Daisy-chain up to two IP 7000s
  - Multiple call control points in the conference room
  - Louder volume, additional mic pickup
    - Add up to two analog EX mics for even greater mic pickup
IP 7000: Flexibility & Expandability

- Polycom HDX Integration
  - Connect to any Polycom HDX system (4000, 7000, 8000, 9000)

- Coming later in 2008
IP 7000: Advanced IP Functionality

- Turn your conference phone into a robust applications platform for your conference room
  - Make your conference calls easier, more efficient and productive
  - Large multi-line high-resolution LCD display with a full XHTML microbrowser
  - Bundled applications include advanced three-party conference features and LDAP corporate directory integration
IP 7000: Advanced IP Functionality

- Leverages the most comprehensive, reliable and feature-rich SIP phone platform in the industry (SIP 3.0)
  - Proven, robust, highly interoperable

- Built-in Power over Ethernet (PoE)
  - No extra cables or accessories to support PoE
  - AC adapter available for non-PoE environments
IP 7000: Additional Features

► Sleek, new modern design
  • Complements HDX design
  • Patent pending

► Built-in 2.5mm Applications Port – mobile phone and PC connectivity
  • Connect to a mobile phone in places with no network connection
    • Bridge a mobile phone to an existing conference call
  • Connect to a PC to use with soft phone clients
IP 7000: Prices & Accessories

- SoundStation IP 7000 (PoE only)
- SoundStation IP 7000 (w/ AC Power Kit)

- Expansion Microphones (set of 2)
- AC Power Kit
- Multi-Interface Module
  - Enables daily-chaining, audio in/out, 2-port Ethernet switch

- Multi-Unit Connectivity Kit
  - Two IP 7000 consoles
  - Multi-Interface Module
  - Console interconnect cable
SoundStation IP 6000

Next-generation IP conference phone designed for small to midsize rooms

Key Benefits:

- Superior audio performance, driven by HD Voice
- Breakthrough price/performance – advanced IP features for a price comparable to analog
IP 6000: Superior Audio Performance

Polycom HD Voice – 220 Hz to 14 kHz
- 14 kHz at the high end improves clarity and intelligibility
- 220 Hz at the low end provides more natural, richer sounding voices
- Breakthrough audio today, and investment protection into the future

Acoustic Clarity Technology 2
- Automatic gain control, echo cancellation, noise reduction

12 ft / 3.3m mic pickup range to cover small to midsize rooms
- 20% greater than IP 4000 or SoundStation2 models

“No More Buzz” from mobile phone interference
IP 6000: Advanced IP Functionality

- Leverages same SIP platform as IP 7000, SoundPoint IP handsets (SIP 3.0)
- High-quality backlit display
  - Better resolution than IP 4000 for improved readability
  - Displays Asian characters
- Built-in Power over Ethernet (PoE)
  - No extra cables or accessories to support PoE
  - AC adapter available for non-PoE environments
IP 6000: Prices & Accessories

- SoundStation IP 6000 (PoE only)
- SoundStation IP 6000 (w/ AC Power Kit)
- AC Power Kit
- Expansion Microphones (set of 2)
# Product Comparison

<table>
<thead>
<tr>
<th></th>
<th>IP 4000</th>
<th>IP 6000</th>
<th>IP 7000</th>
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</thead>
<tbody>
<tr>
<td><strong>Model</strong></td>
<td><strong>IP 4000</strong></td>
<td><strong>IP 6000</strong></td>
<td><strong>IP 7000</strong></td>
</tr>
<tr>
<td>AGC/Dynamic Noise Reduction</td>
<td>√</td>
<td>√</td>
<td>√</td>
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<tr>
<td>Gated Mics/EX Mics</td>
<td>√</td>
<td>√</td>
<td>√</td>
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<tr>
<td>Corp Directory Support</td>
<td>√</td>
<td>√</td>
<td>√</td>
</tr>
<tr>
<td>Audio Bandwidth</td>
<td>300 Hz - 3.5 kHz</td>
<td>220 Hz - 14.0 kHz</td>
<td>160 Hz - 22 KHz</td>
</tr>
<tr>
<td>Mic pickup</td>
<td>Up to 10 feet / 3.3m</td>
<td>Up to 12 feet / 4m</td>
<td>Up to 20 feet / 6.1m</td>
</tr>
<tr>
<td>Display</td>
<td>Limited screen with backlight</td>
<td>Enhanced high resolution display</td>
<td>Large multi-line high resolution display</td>
</tr>
<tr>
<td>Language Support</td>
<td>Limited</td>
<td>Improved over IP4000 (incl. Asian languages)</td>
<td>Full support (incl. Asian languages)</td>
</tr>
<tr>
<td>XML Applications</td>
<td>Limited</td>
<td>Limited</td>
<td>Full</td>
</tr>
<tr>
<td>Power over Ethernet (direct)</td>
<td>√</td>
<td></td>
<td>√</td>
</tr>
<tr>
<td>“No More Buzz”</td>
<td>√</td>
<td></td>
<td>√</td>
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<tr>
<td>2.5mm application port</td>
<td></td>
<td>√</td>
<td></td>
</tr>
<tr>
<td>Multi-Unit Connectivity</td>
<td></td>
<td></td>
<td>√</td>
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<tr>
<td>Audio In/Out Available</td>
<td></td>
<td></td>
<td>√</td>
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<tr>
<td>2-Port Ethernet Switch Available</td>
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<td>√</td>
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<tr>
<td>HDX Integration (Future)</td>
<td></td>
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<td>√</td>
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### Product Line Overview: IP and Circuit-Switched

<table>
<thead>
<tr>
<th>Small Room</th>
<th>Midrange</th>
<th>High-End</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SoundStation2™</strong></td>
<td><strong>SoundStation IP 6000</strong></td>
<td><strong>SoundStation IP 7000</strong></td>
</tr>
<tr>
<td>Wireless freedom to conference anywhere team collaboration is important - even in rooms where there are no phone lines.</td>
<td>Polycom HD Voice-enabled conference phone for small to midsize conference rooms</td>
<td>High-performance IP conference phone with Polycom video integration and unmatched expandability</td>
</tr>
<tr>
<td><strong>VoiceStation™ 300/500</strong></td>
<td><strong>SoundStation2™</strong></td>
<td><strong>SoundStation2W™</strong></td>
</tr>
<tr>
<td>Robust performance for small meeting rooms and home offices.</td>
<td>The ideal solution for small- to medium-sized conference rooms. Avaya and Nortel digital PBX models available.</td>
<td>Wireless freedom to conferencing anywhere team collaboration is important - even in rooms where there are no phone lines.</td>
</tr>
<tr>
<td><strong>SoundStation VTX 1000</strong></td>
<td></td>
<td>The world’s first automatically adapting conferencing system for lifelike sound in any size conference room.</td>
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</tbody>
</table>