Overview

Microsoft and Polycom are long-term partners, helping businesses improve productivity, efficiency, and collaboration. With the introduction of three exciting new services for Office 365, this partnership will take business communications even further. The new services are:

- Modern Voice with Cloud PBX, which will enable users to make and receive enterprise-grade calls from within Skype for Business Online.
- PSTN conferencing which supports dial-in or dial-out to any device
- Skype Meeting Broadcast for presentations to audiences of up to 10,000

The new services, which are part of the evolution of Skype for Business, are making complete, enterprise-grade communication and collaboration an integral part of Office 365. They enable businesses to bring traditional calling and conferencing solutions into workplace communications. The services also add an entirely new way of communicating at much higher scale with greater flexibility over the Internet.
By bringing together Office tools and communications, these new solutions enable employees to connect with colleagues, customers, suppliers and business partners through every form of communication - verbal, written, visual, and emotional.

Polycom, the only vendor with Microsoft-qualified voice and video solutions that support Skype for Business Online as part of the new Office 365 services, is playing a key role in this process, providing advanced, high-quality audio and video solutions.

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What’s New in Office 365?

Office 365 is built for teamwork. The new Skype for Business Online features enable businesses to improve collaboration and simplify their infrastructure with one platform for calling, conferencing, video, and sharing in the cloud.
SKYPE FOR BUSINESS CLOUD PBX

Businesses that want to replace their existing PBX (private branch exchange) system or integrate voice calls with the rest of their Skype for Business investment can take advantage of Microsoft’s cloud-hosted version of Enterprise Voice – Skype for Business Cloud PBX.

Operational simplicity is at the heart of Cloud PBX. Tightly integrated into a company’s productivity experience, call control features allow users to seamlessly place, receive, transfer, mute, and unmute calls with a simple click in their address book.

With Cloud PBX, users can place and receive calls from their mobile device, PC, or a Skype for Business-qualified phone from Polycom.

When making calls within your company, Cloud PBX removes the need to use PSTN (public switched telephone network), eliminating long-distance calls on internal calls made to offices abroad.

When calling outside your company, Cloud PBX can connect directly to the PSTN via Skype for Business configuration with your existing telephony infrastructure. You can also enable the Cloud PBX with PSTN calling feature, which allows you to assign users Office 365 phone numbers.

(Microsoft TechNet, 2016)
SKYPE MEETING BROADCAST

While efficient, easy-to-use team collaboration is a proven feature of Skype for Business, Skype Meeting Broadcast extends meeting capability even further. Now, organizers of large meetings can reach up to 10,000 attendees who can join from any browser and device.

This makes Skype for Business suitable for presentations, webinars, and town-hall style meetings. Meeting formats are flexible and engaging with real-time polling through Bing Pulse, messaging through Yammer, and Q&A Manager to structure questions. Organizers can consolidate all meetings through a single platform on Skype for Business.

Skype Meeting Broadcast supports near real-time and on-demand viewing, with easy-to-use playback controls.

Broadcasts can be deployed online or via hybrid technology for greater flexibility, and organizers can manage and control access with SharePoint video.

This new service provides a number of important cost and administrative benefits, including:

- Decreased TCO by consolidating all meeting formats into a single solution,
- Reduced training and support requirements by using the Skype for Business interface,
- Enhanced collaboration and engagement by incorporating Yammer, Bing Pulse, and Q&A manager, and
- Simplified IT management with a single, centralized solution.
Table 1: Feature Comparison: Skype for Business and Skype Meeting Broadcast *(Boucetta, 2015)*

<table>
<thead>
<tr>
<th>Feature</th>
<th>Skype for Business</th>
<th>Large Meeting</th>
<th>Broadcast</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maximum Audience Size</td>
<td>250</td>
<td>1,000</td>
<td>10,000</td>
</tr>
<tr>
<td>Presenter Camera A/V</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
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<tr>
<td>PowerPoint</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Desktop &amp; App Sharing</td>
<td>✔</td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td>Attendee Camera A/V</td>
<td>✔</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Apps (Whiteboard, Poll, Q&amp;A)</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>PSTN Access</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
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<tr>
<td>Client DVR controls (ex: pause, rewind)</td>
<td></td>
<td></td>
<td>✔</td>
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<tr>
<td>Personalized meeting experience</td>
<td></td>
<td></td>
<td>✔</td>
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<tr>
<td>Meeting Producer role</td>
<td></td>
<td></td>
<td>✔</td>
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<tr>
<td>Dedicated Servers or Pools</td>
<td></td>
<td></td>
<td>✔</td>
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1 Using HDMI ➔ H264 capture device from the sharing PC  
2 Up to limits of on-premises PSTN line connections  
3 Available post-GA
PSTN CONFERENCING

With PSTN Conferencing, participants can use a local dial-in number to join Skype Meetings from any device. Event organizers also can dial-out to invite participants into a meeting by offering them a phone number.

Traditional PSTN dial-in capability adds further convenience and flexibility by allowing participants to join an online meeting, even if they have no Internet access.

Flexible access across all channels helps improve collaboration and productivity by making it easier for participants to join meetings.

The PSTN Dial-in and Dial-Out Conferencing Service is provided by Microsoft instead of a third party, which provides a number of important benefits, including:

- Simplified meeting management with a single integrated solution for all participants,
- Streamlined administration with a single vendor, billing, and support channel, and
- Reduced costs with flat-rate pricing as part of E5 or standalone PSTN conferencing.

(\textit{Microsoft Support, 2016})

Additional Information on What’s New in Office 365

For more information on Cloud PBX, PSTN conferencing and Skype Meeting Broadcast, visit Microsoft’s support site at \textit{http://support.office.com} and the Microsoft office blog at \textit{https://blogs.office.com}.

For information on Microsoft-qualified phones and video conferencing solutions, visit the \textit{Polycom + Microsoft} web page.
The Business Case for Skype Meetings

Collaboration plays a strategic role in developing teamwork, improving productivity and efficiency, and enhancing customer service. With the increase in mobility and the growth of distributed teams, it’s essential that meeting tools can support collaboration anywhere, on any device.

In fact, 78 percent of respondents to a Microsoft survey\(^4\) reported that they collaborate daily with colleagues or contacts in other locations and 46 percent say they launch conferences from a mobile device.\(^5\)

The new communication and collaboration features in Office 365 combined with the advanced audio and video solutions from Polycom make an even stronger business case for Skype Meetings using Skype for Business. Benefits include:

- Increased employee productivity,
- Enhanced collaboration by making tools accessible and easy to use,
- Lower meeting costs by eliminating travel,
- Remote and mobile working collaboration – regardless of location,
- Reduced facility/real estate overhead,
- Minimized training and support costs with an easy-to-use solution and familiar interface,
- Lower TCO by consolidating all conferencing facilities in a single solution, and
- Improved customer satisfaction by supporting enterprise-grade voice communications.

\(^4\) Microsoft: Lync usage and adoption survey, 2014

Microsoft + Polycom Strategy = Skype Meetings Anywhere

Microsoft and Polycom share a common strategy – to deliver a rich collaboration experience across the full spectrum of meeting spaces.

This strategy recognizes that collaboration is no longer restricted to formal conferences and dedicated meeting rooms. Our shared vision is to make collaboration tools affordable and accessible to all employees, wherever they are.

Extending participation to mobile employees, including distributed and virtual teams, fulfill this vision.

The familiarity and user experience of Skype for Business combined with Polycom’s advanced audio and video solutions provides a powerful platform for enhanced team collaboration - inside and outside the organization.

The strength of this partnership offers a seamless experience to extend collaboration by including calendar integration, presence, voice, and video.
Polycom + Microsoft = Solutions for Every Workspace

Collaboration is becoming an integral part of many strategic business processes, and the latest solutions are transforming the way people work together. That’s why it’s important that collaboration can take place anytime, anywhere, and on any device.

Today, a collaboration workspace can be whatever participants want it to be. For some, it could be a desktop or a coffee shop with Wi-Fi. Others take to small huddle rooms or sophisticated immersive studios.

There’s a difference in scale, but the objective is the same: to let people work together effectively.

Collaboration style is changing too - a more informal style is replacing the more structured type of meeting found in boardrooms and conference rooms.

To meet these requirements, the Microsoft and Polycom partnership provides solutions for every type of workspace.
PERSONAL WORKSPACE

Individuals can take part in audio or video conferences at their desk, on the road, at home, or from any other location. They can join from fixed or mobile devices with suitable screens and conferencing software. Users can access Skype for Business’s full range of collaboration tools from any device they are using.

HUDDLE ROOM OR TEAMING SPACE

Huddle rooms are gaining popularity among small businesses that don’t have dedicated conference rooms and among larger companies due to their informal meeting style. Skype for Business and a table-top conference phone like the Polycom RealPresence Trio enables face-to-face collaboration.

CONFERENCE ROOM/BOARDROOM

Conference rooms and boardrooms provide a dedicated area for meetings of 7 – 16 people. This is the traditional resource for collaboration and an ideal environment for groups and teams working in a more formal style.

The Polycom RealPresence Group Series (with permanent audio-visual facilities) integrates with Skype for Business to create a richer and more connected professional collaboration experience in more formal settings.
Polycom Solutions for Office 365

Polycom phones make up 70 percent of all phone deployed with Skype for Business and Microsoft Lync. Polycom offers the broadest set of voice solutions available that are engineered to optimize the Microsoft enterprise voice environment with fast deployment, simple integration, and assured interoperability.
Why Polycom + Microsoft?

<table>
<thead>
<tr>
<th>SEAMLESS COLLABORATION</th>
<th>UNIQUE OFFERINGS</th>
<th>GREATER CHOICE</th>
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<tbody>
<tr>
<td>High-quality audio and advanced collaboration solutions with familiar functionality and interfaces across all devices.</td>
<td>Unique solutions specially developed for Microsoft enhance productivity and efficiency even further.</td>
<td>Polycom offers nearly 40 solutions that have been qualified within Microsoft environments.</td>
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<tr>
<th>HYBRID SOLUTIONS</th>
<th>ENTERPRISE-WIDE COVERAGE</th>
<th>LOWER COSTS</th>
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<tr>
<td>Polycom phones support connectivity with cloud and PSTN systems.</td>
<td>The choice of solutions meets all enterprise needs.</td>
<td>Broad coverage from a single vendor reduces administrative and support costs.</td>
</tr>
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<tr>
<th>COMPATIBILITY</th>
<th>GREATER FLEXIBILITY</th>
<th>SIMPLY, BETTER TOGETHER</th>
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<tbody>
<tr>
<td>Polycom solutions are engineered for Microsoft environments, integrated with Skype for Business and Office 365, and compatible with Office 365 Cloud PBX.</td>
<td>USB-only plug-and-play options for Skype for Business softphones increase flexibility and extend collaboration capability to mobile employees.</td>
<td>Success with UC relies on seamless workflows that are easy. Polycom + Microsoft delivers seamless voice, video and content collaboration.</td>
</tr>
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</table>

More information on Polycom voice solutions for Microsoft environments is available at Polycom’s [Microsoft Phones page](#) and [Office 365/Skype for Business Solutions page](#).
Polycom Phone Solutions for Microsoft Environments

Expand your capabilities for today’s changing office environment and take your voice collaboration to the next level. Our solutions provide seamless integration with your existing systems—so your investment goes further.

- Create deeper, more meaningful connections.
- Impress your customers with the quality of your connection.
- Help your growing remote workforce feel more connected.
- Watch productivity soar.
- Increase productivity with more capable and consistent collaboration tools by making high-quality solutions available at your desk and within conference rooms.

- Cut costs, not benefits.
- Lower management, maintenance, and deployment costs through hosted services.
- Reduce travel costs with fewer in-person meetings.
- Maximize your return on investment with a unified communications platform.
POLYCOM REALPRESENCE TRIO

The Polycom RealPresence Trio is the newest conferencing device and Skype for Business solution suitable for any type of collaboration workspace. It provides high-quality audio conferencing and can integrate with any Skype for Business meeting on-premise or in Office 365.

More information on the Polycom RealPresence Trio is available at Polycom.com.

POLYCOM VVX BUSINESS MEDIA PHONES

Polycom VVX business media desk phones provide a unified voice and video communication experience for executives, knowledge workers, and call center agents. The VVX series improves productivity by simplifying communication processes and business workflows. The VVX 600 is the industry's leading premium phone with a large color touch screen that enhances collaboration and personal productivity.

More information on Polycom VVX business media phones is available at Polycom.com.
POLYCOM CX SERIES

The Polycom CX series is designed to be an extension of Skype for Business and Lync. It makes the simplicity, ease of use, and familiar interface available to environments throughout the enterprise with a range of audio and video solutions for desk phones, conference phones, and conference room video systems. Polycom offers the broadest portfolio of solutions optimized for the Skype for Business environment. That simplifies deployment, reduces training costs and lowers TCO.

More information on Polycom CX phones is available at Polycom.com.
Polycom Meeting Solutions for Microsoft Environments

Combining the flexibility of Microsoft’s unified communications (UC) products and the power of Polycom’s audio, video, and content solutions offers unmatched business value.

With a 10-year partnership between Microsoft and Polycom, you can be confident that Polycom solutions will work with your Microsoft environment, now and in the future.

Polycom is the only Microsoft partner that provides direct integration with over 40 voice, video, and content solutions that integrate with Skype for Business, Microsoft Lync, SharePoint, Exchange, and Office 365.

Polycom’s innovative room video solutions fit the needs for small huddle rooms to large boardrooms in Skype for Business/Lync environments and are ideal for:

- Microsoft Office 365 customers looking for collaborations solutions to complement their cloud service.
- Skype for Business Instant Message (IM) & Presence customers adding voice and/or video.
- Skype for Business customers adding Skype Room Systems.
- Skype for Business customers migrating off of other conferencing services.
- Microsoft Lync customers expanding a current deployment or upgrading to Skype for Business.
POLYCOM REALPRESENCE GROUP SERIES

The Polycom RealPresence Group Series supports enterprise-grade video, voice, and collaboration experiences to accelerate decision-making and encourage innovation. Models in the series meet the needs of all workspaces from small huddle rooms to boardrooms and lecture halls. They combine great video experiences with a simple interface, broad interoperability and the lowest TCO of any video collaboration system.


POLYCOM REALPRESENCE GROUP CONVENE

The Polycom RealPresence Group Convene delivers rich video and content experiences for small group and personal collaboration in huddle rooms, smaller meeting spaces, and open workspaces. It’s also ideal for personal collaboration from the desktop.

This flexible system works with the RealPresence Group 310 or 500, allowing businesses to match the solution to the unique needs of each room or environment.

More information on the Polycom RealPresence Group Convene is available at Polycom.com.
POLYCOM ROUNDTABLE – CX 5100/5500 UNIFIED CONFERENCE STATION

The Polycom CX5100 and CX5500 Unified Conference Stations deliver HD voice and video collaboration experience in Skype for Business environments. They provide remote participants with HD active-speaker video that automatically tracks the flow of conversation. It also adds a unique 360-degree panoramic view of the conference room to create an enhanced collaboration environment.

The system is easy to use – participants connect a USB cable to their laptop and collaborate via the familiar Skype for Business or Lync interface.

More information on the Polycom CX5100 and CX5500 is available at Polycom’s CX5100/5500 Product page and Polycom’s Microsoft Lync Optimized Solutions page.
A Complete Meeting Solution for Distributed Teams

Efficient collaboration strengthens competitive advantage. Internal collaboration builds teamwork, increases productivity, and improves business processes. External collaboration reduces travel costs, strengthens customer relationships, improves supply chain management and gives access to specialist skills and resources.

The benefits are clear, but it takes affordable, accessible solutions to support and encourage collaboration throughout the enterprise.

The combination of Skype for Business, Office 365 and Polycom provides complete collaboration solutions that meet the needs of distributed teams, working in any location and communicating over any device.

With exciting new Office 365 services available exclusively on Polycom qualified solutions, collaboration is set to become even more productive.
About Polycom

Polycom helps organizations unleash the power of human collaboration. More than 415,000 companies and institutions worldwide defy distance with video, voice and content solutions from Polycom. Polycom and its global partner ecosystem provide flexible collaboration solutions for any environment that deliver the best user experience and unmatched investment protection.

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