



ALLIANCE SOLUTION BRIEF

Polycom® Solutions for Microsoft® UC Environments

Complete voice and video solutions that extend Microsoft Unified Communications and empower user collaborative experiences

Polycom and Microsoft Solution Highlights

- **Direct Integration**—Polycom solutions integrate and interoperate with Microsoft UC suites including Microsoft Lync without gateways, resulting in lower total cost of ownership (TCO) and a better user experience
- **Workflow Integration**—With Microsoft and Polycom, people communicate through applications they use every day, including Microsoft Office and SharePoint
- **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
- **Secure business-to-business(B2B) Communications**—Communicate with federated partners and customers securely across firewalls, through Microsoft Edge Server
- **Multivendor UC Support**—Polycom RealPresence® Platform supports Polycom, Cisco® CUCM and Microsoft Lync environments in the same virtual meeting room, allowing customers to plan the migration to Lync while maximizing existing investment

The Challenge

Dynamic work environments are made-up of people on the move and virtual teams across different time zones. This makes it challenging to access an expert or to secure information. You need a communication solution that anchors fast-moving teams and enables communication from any device, anywhere; and critical to your success, and ease of use and HD quality voice and video to help drive user adoption. And communication tools that integrate with applications you use daily that are managed through a single interface to streamline deployment and speed your return on investment (ROI).

In an increasingly visual society, easy access to real-time and on-demand video collaboration on social business platforms is becoming a key factor in facilitating communities within an organization, and in keeping distant teams connected.

Polycom and Microsoft: Delivering the Future of Productivity - Now

Polycom® and Microsoft® deliver a complete and interoperable end-to-end unified communications (UC) solution for voice, video, conferencing and collaboration that transforms communications. Your employees can collaborate with anybody, from anywhere - instantly. Microsoft Lync™ provides presence information within email and business applications such as Microsoft® Outlook® and Microsoft® SharePoint® and allows users to find and initiate conversation without leaving the application. It also lets you collaborate with virtual teams inside as well as outside firewalls, with your colleagues working from home or on a business trip, or with federated customers and partners. Polycom solutions extend the benefit of Microsoft Lync and enable highly scalable and secure voice and video collaboration experiences in multiple environments beyond home and work office to conference rooms, hospital floors, and retail shops—all from within the familiar Lync interface.

Beyond Real-Time Communications

Because communications need to extend beyond real-time exchanges, Polycom solutions provide a centralized video repository to receive Lync-generated recordings and automatically publish them to SharePoint for access by authorized team members. By creating a video content management layer within SharePoint, Polycom makes it easy for employees to access video recordings and easy for administrators to manage and scale. Your organization benefits from on-demand and live video streaming available from a single location for training, user generated video content, internal communication, archiving, and compliance purposes.

Microsoft® Exchange Server 2010



Microsoft® SharePoint® Server 2010

Voice Solutions



HD Telepresence and Video



Polycom® RealPresence® Platform



Polycom and Partner UC Professional Services

Polycom Solution Portfolio for Microsoft UC Environment

Solution Benefits

Through specifically-built developments optimized for Microsoft Lync and a wide set of interoperable voice and video choices, Polycom gives you unsurpassed flexibility in deploying enterprise voice, video, conferencing and collaboration solutions. Also, the Polycom® RealPresence® Platform adds universal video collaboration for Lync and non-Lync systems, which allows your organization to plan Lync migration without disruption and provide mobile to immersive telepresence connectivity. Some of the benefits of Polycom solutions include:

- Integration directly to Microsoft UC platforms with high quality user experiences and low total cost of ownership.
- Access team members easily from anywhere on any compatible device with presence-based workflow.
- Extend familiar, easy-to-use application interfaces to mobile, desktop, conference room, and immersive video environments. No need for parallel platforms—Microsoft applications and infrastructure are leveraged for corporate directory, firewall traversal, and calendaring.
- Connect Cisco Unified Communications Manager (CUCM) endpoints including Cisco Telepresence Systems (CTS), Polycom, and Microsoft Lync clients in the same virtual meeting room, for multi-vender environments and investment protection.
- Manage video throughout the content lifecycle from capture, approval, and distribution across diverse network environments and devices.

UC Professional Services for Microsoft

Solution Integration

Polycom and other 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 return on investment (ROI). These services are part of standard UC deployment and provide expertise to address the intricacies of integrating Polycom video solutions into existing 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

Microsoft Lync integration

- Microsoft® Lync™ Server 2010
- Microsoft Lync 2010 client
- Microsoft Exchange Server 2007/2010
- Microsoft Outlook® 2007/2010
- Polycom CX Series, purpose-built and optimized for Lync
 - Personal Collaboration: CX100, CX300, CX500, CX600, CX700
 - Group Collaboration: CX3000, CX5000 HD, CX7000
- Polycom® KIRK® DECT Wireless Server 6000 (with Lync option)

“We use Polycom telepresence solutions and Lync everyday in our business. Now, by bringing the best of both worlds together, we believe the Polycom CX7000 solution will make our highly collaborative environment even more ubiquitous and effective.”

—JJ Brantingham, Partner and CIO, Sebasta Blomberg & Associates

- Polycom KIRK DECT 50, 60, 70, and Butterfly series handsets
- Polycom SIP voice solutions
 - Polycom® Spectralink® 8400 Series
 - Polycom® VVX® 500, 1500
 - Polycom® SoundPoint® IP 321/331/335/450/550/560/650
 - Polycom® SoundStation® IP 5000 and SoundStation Duo
- Polycom RealPresence Room and Desktop (Polycom HDX® Series)
- Polycom® RealPresence® Platform
 - Universal Video Collaboration (Polycom® RMX® 1500/2000/4000)
 - Virtualization Management (Polycom® DMA™ 7000)
- UC Professional Services for Microsoft Solution Integration



Video Content Management

- Microsoft SharePoint® Portal Server 2010
- Polycom RealPresence Media Manager (Express Appliance, Standard Edition, Enterprise Edition)
 - Polycom® RealPresence® Media Utility for Microsoft Lync
 - Polycom® RealPresence® Media Manager - SharePoint 2010 Integration

Learn More about Polycom and Microsoft Integrated Solutions

For more information on the Polycom UC solutions for Microsoft environments, visit www.polycom.com/Microsoft or email us at TeamMicrosoft@polycom.com

About Polycom

Polycom is the global leader in standards-based unified communications (UC) solutions for telepresence, video, and voice powered by the Polycom® RealPresence® Platform. The RealPresence Platform interoperates with the broadest range of business, mobile, and social applications and devices. More than 400,000 organizations trust Polycom solutions to collaborate and meet face-to-face from any location for more productive and effective engagement with colleagues, partners, customers, specialists, and prospects. Polycom, together with its broad partner ecosystem, provides customers with the best TCO, scalability, and security for video collaboration, whether on-premises, hosted, or cloud-delivered. Visit www.polycom.com or connect with Polycom on Twitter, Facebook, and LinkedIn.

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