

# ► SoundStation Conference Phone Multi-Packs



## Here's How It Works

Here's your chance to sell multiple SoundStation conference phones for a discounted price! Polycom is offering savings to end-user customers purchasing multiple units at the same time.

Polycom has created special, unpublished SKUs to offer the best savings possible. The SoundStation2 EX and SoundStation 2W EX units do not include external microphones and the SoundStation VTX 1000 units do not include the subwoofer or external microphones.

Bundle Part Number	# of Units	U.S. MSRP	Savings Off MSRP	Savings Percentage
<b>SoundStation2 EX</b>				
2200-16200-500	5	\$3,429	\$216	6%
2200-16555-001	10	\$6,489	\$801	11%

<b>SoundStation2W EX</b>				
2200-07850-001	5	\$4,499	\$196	4%

<b>SoundStation VTX 1000</b>				
2200-07400-001	10	\$12,359	\$1,031	7%
2200-07420-001	25	\$29,589	\$3,886	12%
2200-07430-001	50	\$56,599	\$10,351	15%

## Here's What You Do

You now have a tool to encourage customers to upgrade ALL of their conference rooms to the revolutionary SoundStation2 EX, SoundStation2W EX, and SoundStation VTX 1000. No claim forms or NSTs needed, and orders still go through the normal process. Polycom will process the special value order and drop ship the units directly to the customer. It's as easy as that to complete the sale!

## Rules and Regulations

- These are non-stockable SKUs. All orders will be drop shipped from Polycom directly to the end-user customer. Only 1 drop ship address will be processed per customer. Even though the product is drop shipped, all sales will go through our channels. The channel involved will receive credit for the sale.
- This promotion may not be combined with any other Polycom promotional offer. We reserve the right to end this program at any time without notification.
- This program commences on October 1, 2007 and shall continue until terminated by Polycom.