

BusinessSolutions

Growth Strategies For The IT Channel

Polycom Expands Telepresence Portfolio

(Pleasanton, CA) — Polycom’s telepresence (i.e. lifelike video conferencing) solutions are one way you can help customers maintain face time with their clients without the cost of leaving the office. Polycom recently announced three new telepresence solutions: the Polycom TPX (Telepresence Experience) 306M, Polycom TPX 204M, and Polycom TPX 102M, designed to meet the video conferencing needs of businesses ranging in size from small to enterprise. The TPX solutions feature high definition (HD) video as well as HD directional audio, which are designed to give users the experience of being in the same room as the other participants. The Polycom TPX 306M accommodates up to six people on camera at each location and sells for an MSRP of \$219,000. The Polycom TPX 204M supports up to four people on camera at each location and sells for an MSRP of \$125,000. The Polycom TPX 102M supports up to two people on camera at each location and sells for an MSRP of \$75,000.



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