

## High Resolution video conferencing that is simple to use while increasing productivity and providing a rapid return on investment

For organizations that are looking for a value-priced, feature-rich solution to deploy video conferencing for multiple applications

- 1) High resolution video from low bandwidths
- 2) Amazing CD-quality, stereo audio with Siren™ 22 and StereoSurround™
- 3) Versatile system for flexibility of applications
- 4) Quick installation and simple-to-use



## Key Features & Benefits

### **Best Value and Rapid ROI**

- Increase adoption and deployment of video without dedicated IT resources
- Decrease travel costs while improving communication between teams
- Increase employee satisfaction and retention
- Enjoy excellent Voice, Video and Content all optimized for lower bandwidths

### **Increase Productivity**

- Quickly and affordably expand access to video conferencing resources
- Increase productivity between geographically-dispersed teams and individuals
- Share content and multi-media between teams and individuals
- Share all of your work with DVDs, PCs, document cameras, etc.

### **Video for Everyone**

- Increase understanding between geographically-distributed teams, regardless of local communication infrastructures
- Make faster and more informed decisions across all parts of the organization
- Easily share high-quality content for improved real-time collaboration

# Polycom QDX 6000

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## Prospect Qualifiers

**Q:** Would you like to deploy high resolution video in your organization but have limited bandwidth?

**Q:** Do you have limited IT resources?

**Q:** Would you benefit from being able to meet with colleagues face-to-face on a regular basis without having to travel?

**Q:** Would you like to make real-time business decisions using video conferencing technology vs. just talking about making decisions?

**A:** *If the answer to any one of these questions is **yes**, your customer should consider the **QDX 6000** from Polycom.*

*If your customer requires centralized management of video systems, the QDX 6000 would not be the correct solution. The HDX Series is the correct solution for them.*

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## Value for Your Audience

### To the Manager

- **High quality, affordable, easy-to-use video conferencing** – Leverages a powerful codec, studio-quality camera, CD-quality audio and multiple video inputs and outputs.
- **Low bandwidth use** – 256 Kbps to receive DVD quality video.
- **Highly secure AES encryption** of video and audio communications.
- **Rapid ROI** – pays for itself within one or two business trips.

### To the user

- **Call others** and establish a video conference in seconds.
- **Dramatically improve meeting productivity** with life-like experiences over distance.
- **Share content and media** with the click of a button from your PC to a DVD.

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## Overcoming Objections

**Q:** Why should I buy a non-HD unit?

**A:** *The QDX 6000 is optimized to give users the absolute best quality at the lowest bandwidths. If you have the resources and the application for high definition Polycom offers the HDX Series of products.*

**Q:** I have limited IT resources and cannot deploy video in our organization.

**A:** *The QDX 6000 was designed so any user can install, use and maintain the system.*

**Q:** I have a large network of older conference equipment; will these units be able to communicate with them?

**A:** Yes.