



## DATA SHEET

# IBM® Global Technology Services for Polycom® Solutions

Realize more benefits with higher quality real-time collaboration across the globe. Whether your organization focuses on reduced travel costs, improved communication to accelerate time to market or deepen customer and partner relationships, video collaboration provides significant advantages for your organization. IBM Global Technology Services help enable you to effectively integrate and implement a Polycom® RealPresence® video solution that is optimized for your business objectives.

## Why IBM?

IBM Services offers time-tested tools and methodologies along with the implementation and integration expertise gained from decades of deploying complex solutions in IT environments worldwide. IBM is also uniquely qualified to integrate Polycom® RealPresence® solutions with IBM Research and Software Group collaboration applications like Lotus Notes®, Sametime® and IBM Connections.

## IBM Global Technology Service (GTS) Offerings for Polycom Solutions

- **Polycom RealPresence Immersive Implementation.** Using IBM's vast experience in implementing video, networking and unified communications (UC), IBM can help reduce the costs and business disruption associated with the implementation of immersive solutions. IBM has the technical knowledge, time-tested methods and innovative tools to help successfully integrate a Polycom RealPresence Immersive solution into an existing unified communications environment.
- **Managed Desktop.** Providing video capability at the desktop empowers employees to utilize and integrate technology into their day-to-day tasks. This allows them to become more efficient, effective and collaborative with their customers and fellow employees. IBM has extensive expertise in developing and implementing desktop applications that offer ease-of-use with minimal impact on existing applications and infrastructure. Starting with an assessment of your network's ability to support video allows IBM to optimize the solution design for your environment. This is followed by implementing the Polycom® RealPresence® Platform solution and appropriate applications, either on premise or in our data center.
- **Managed Video.** The managed video communications service from IBM GTS offers the ability to spread costs over time, reducing the strain of a large, up-front, capital investment and making your operational expenses more affordable. IBM can also provide the components or services that help enable subsequent expansion and integration of the Polycom RealPresence Platform communication infrastructure with your existing communication technologies.



## Benefits

- Efficient deployment of Polycom solutions supports improved collaboration, productivity and decision making among employees, partners and customers
- Helps reduce impact to your IT infrastructure and business operations through IBM GTS expertise and capabilities
- Augments your in-house resources to help ensure business continuity and fast return on investment

## A Powerful Partnership

As a Polycom® Partner Network Strategic Alliance, IBM has teamed with Polycom to deliver standards-based, extensible, scalable, and cost-effective unified communications and collaboration solutions. These utilize the Polycom industry-leading telepresence, video, and voice collaboration products and the IBM UC collaboration platforms as well as IBM's vast industry, business process, and implementation expertise.

Direct integration of Polycom RealPresence with IBM Social Business applications, makes it easier for organizations to deploy, manage, and use Polycom collaboration solutions along with desktop UC clients. Standards-based voice and video solutions help empower collaboration and realize substantial benefits from both the IT and user perspectives.

Polycom and IBM Global Technology Services (GTS) also partner to help customers integrate Polycom RealPresence HD Video solutions into multi-platform, global unified communications environments from the desktop to immersive conference rooms. The IBM GTS/Polycom alliance provides customers a single source global integrator with the ability to design, deploy, and manage mission-critical networks and UC solutions, and provides accelerated business opportunities for the Polycom ecosystem.

## More Information

For additional information about these offerings, contact [IBM@polycom.com](mailto:IBM@polycom.com).

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## 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](http://www.polycom.com) or connect with Polycom on Twitter, Facebook, and LinkedIn.

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