



INTRODUCING THE POLY TRIO C60

One device. Many possibilities.

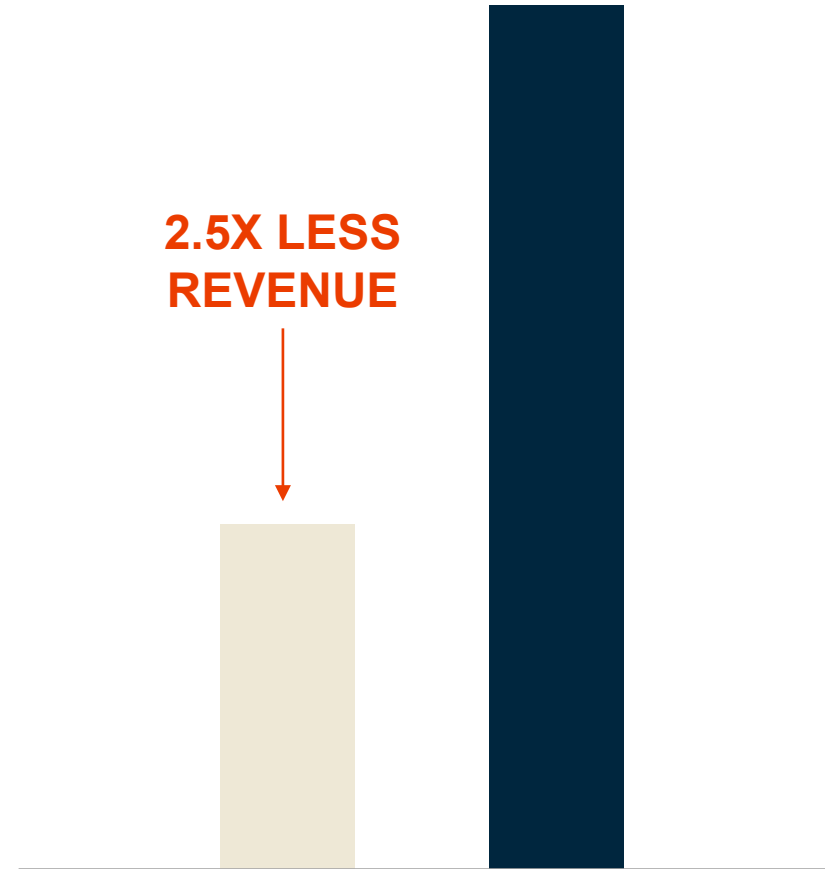
Transform any room into a hassle-free collaboration space.





DISENGAGED EMPLOYEES COST UP TO \$550B IN LOST PRODUCTIVITY

Low engagement can cost **2.5x less revenue** than competitors with highly engaged workers.





ENGAGEMENT

“A well-connected team is the lifeblood of any thriving business.”



Invest in improving teamwork

Best way for people to engage is to improve their teamwork situation



Employees need empowerment to thrive

Maximize the pleasurable experience and you increase satisfaction, motivation efficiency and productivity



Customer experience is #1 differentiator

2/3 of any company's competitive edge is based on the experience they give their clients (like, say an intelligible, distraction-free conference call) and hosted on platforms employees and customers prefer



Organizational alignment

IT teams must be able to manage and maintain the platform and deliver positive experiences



CONFERENCING CHALLENGES

CROWDED UC MARKET

A variety of UC and SIP providers to choose from



Poly Trio C60 supports a variety of leading UC&C services and allows flexibility of platforms.

INCONSISTENT WORKFLOW

Endpoints in conference rooms can be intimidating



Poly Trio C60 provides a simple and consistent interface. Ease of use increases user adoption.

UNRELIABLE ENDPOINTS

Poor or unreliable audio (and video) is frustrating and counterproductive



Poly Trio C60 enhances collaboration with Poly signature audio for natural conversations.

MIGRATION TO MICROSOFT TEAMS

Skype for Business users are being forced to migrate



Poly Trio C60 has a powerful platform that supports the new Microsoft Teams features.



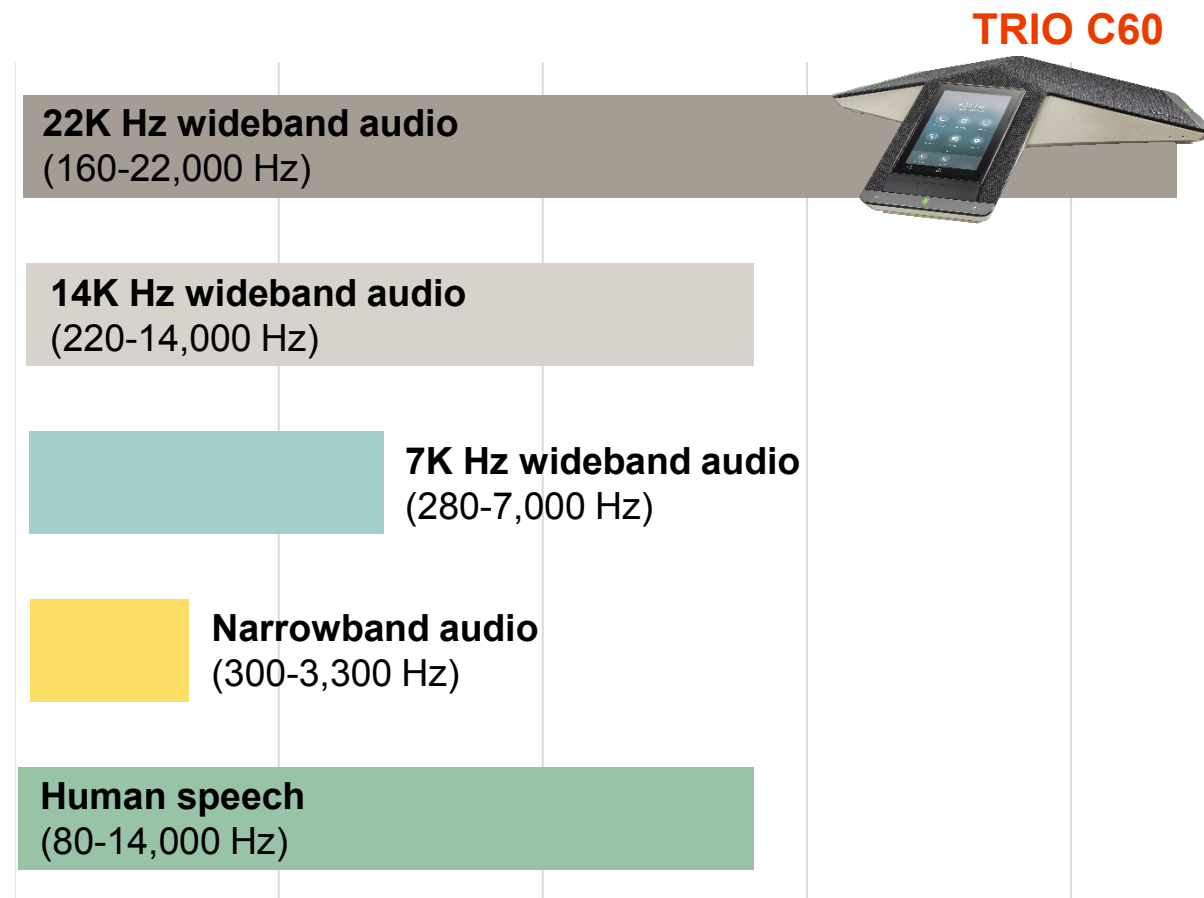
THE POWER OF MANY

HUMAN CONNECTION

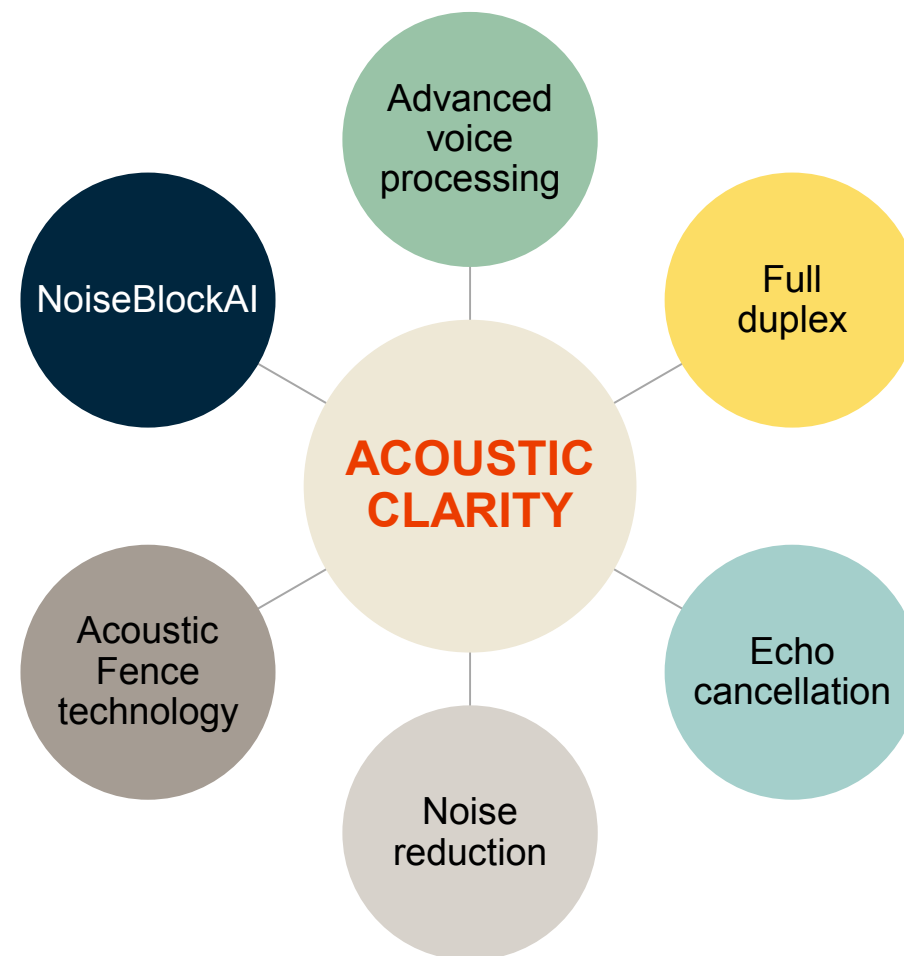
Simple conferencing at your fingertips

Bring people together. Launch big ideas. And make sure everyone at the table can be heard. With the Poly Trio C60 conference phone, everything you need is at your fingertips. So simple, so powerful.

POLY SIGNATURE AUDIO



Audio innovation, it's what we do best



Comprehensive suite of audio enhancing features



INVEST IN IMPROVING TEAMWORK

BY 2025, TEAM COLLABORATION WILL
BE THE PRIMARY WAY THAT PEOPLE
COLLABORATE AND COMMUNICATE.



ONE SOLUTION. MANY POSSIBILITIES

Smart conference phone for any meeting space



SIP conference phone

Enhance human connections with Poly signature audio for natural conversations with **Trio C60**



Microsoft Teams conference phone

Drive increased user adoption with **Trio C60** so the technology in every room is familiar and consistent



Controller and conference phone

Complement your Poly room video solution with fast, simple control from **Trio C60**

Support for Microsoft Teams coming soon

MEET TRIO C60

All new design

Network Connectivity

PoE/PoE+, Wi-Fi (2.4/5GHz)

BYOD connectivity

via Bluetooth or USB

“HDMI ready” input

for content sharing convenience when paired with Studio X50/30 or G7500 (non-Microsoft environments)

Proximity Sensor (PIR)

Wired expansion mics

(DECT™ in future release)

Cable management channel

USB/LAN/HDMI underneath



Poly signature audio experience

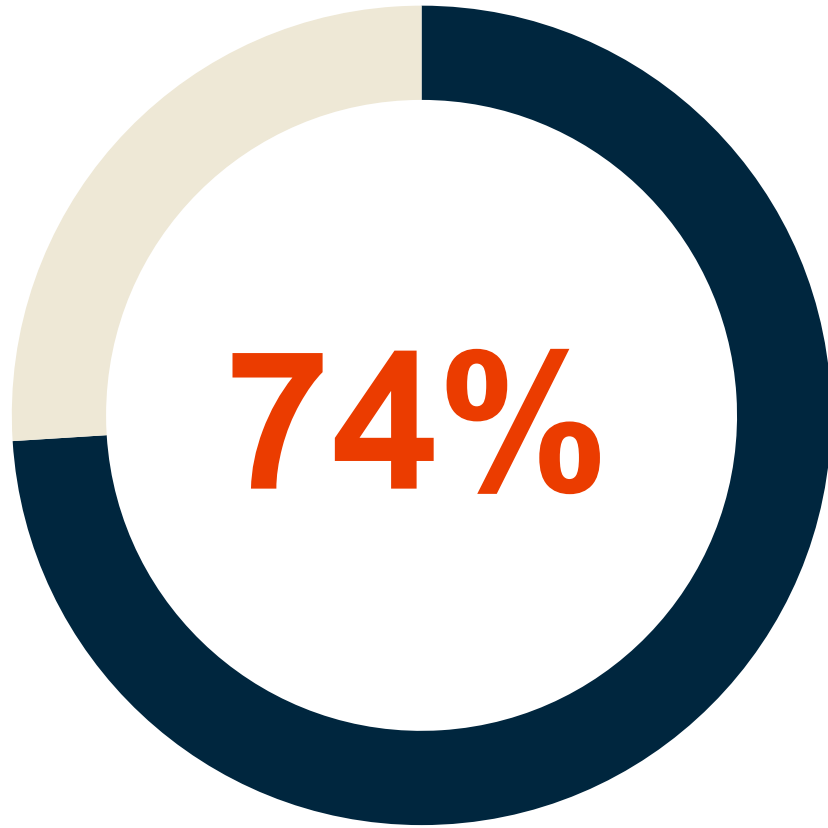
Up to 4x faster performance

Android 9 OS

5” color display

Mute and volume controls conveniently placed





FLEXIBILITY IS KEY

Most Enterprises need multiple means of communication

74% of companies say video conference calls have increased over the past 2 years*

*Forrester Research, October 2018

TRIO C60 CONFERENCE PHONE AND CONTROLLER

With Zoom

- Simple to deploy, less components and cables
- Deployed as both a native Zoom Room touch controller, mic, speaker and conference phone
- No PC required. Zoom app runs on the Studio X or G7500 v3.1



Also pairs with G7500



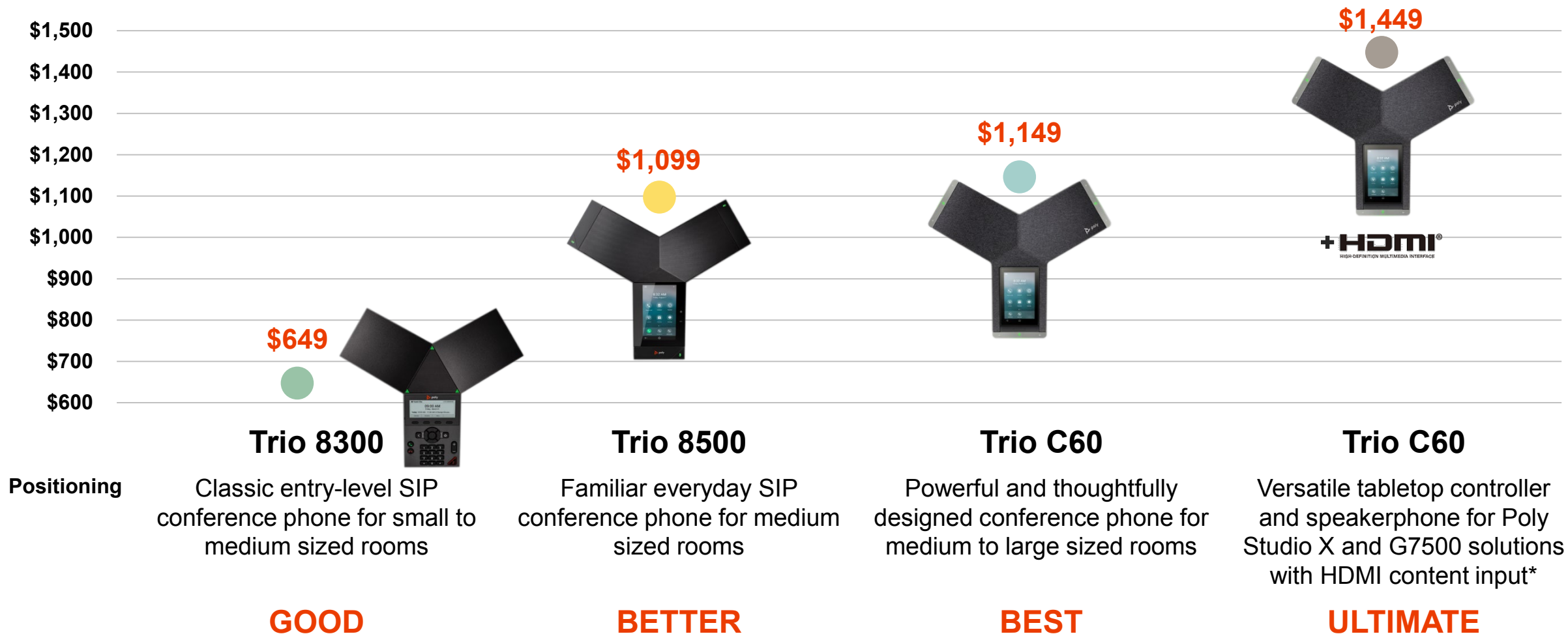
MICROSOFT TEAMS COLLABORATION

With Studio X family v3.1 and Trio C60

- Pair Trio C60 with Studio X50/30 v3.1.1
- Trio C60 for native control of Microsoft Teams UI

Coming soon

TRIO CONFERENCING SERIES PORTFOLIO



*HDMI content input for non-Microsoft environments

POLY PROFESSIONAL SERVICES

Services to help you scope, plan and migrate for a smooth implementation and accelerated user adoption of your Poly Trio C60 solution



Solution design for voice endpoints

- Includes consultancy, best practice and guidance to accelerate deployment
- Helps select and customize provisioning server
- Provide guidance on network prerequisites
- Applies configuration to applicable voice endpoints



Migration services

- User Migration or PBX Migration
- Smooth and efficient transition to your new solution
- Involves a team of technical experts working with your migration team



Voice endpoint implementation

- Physical installation of the endpoints
- Operational readiness of the voice endpoints, including provisioning as documented
- Project management and review of adoption best practices for voice migration



Follow the journey with your customers. Start with solution design, then migration and complete the journey with implementation.



MANAGEMENT YOU CAN SCALE

- Frictionless device onboarding for thousands without heavy technical support
- Easy provisioning, ensuring consistency for end users while lowering IT help tickets
- Centralized control of software across multiple locations limits need for IT travel or local experts
- Active monitoring of device health for maximum uptime improves operations and user satisfaction



POLY DEVICE MANAGEMENT SERVICE: MANAGE TRIO FROM THE CLOUD



Simplify device management

Take advantage of advanced
device provisioning and
troubleshooting

Give teams consistent user
experiences

Automate your software updates

See device statuses at a glance



Keep cloud service secure

Connect an unlimited number
of devices

Gain secure, encrypted access
from anywhere



Optimize IT resources

Centrally manage for more efficient
IT time allocation

Sign up for an affordable
annual subscription

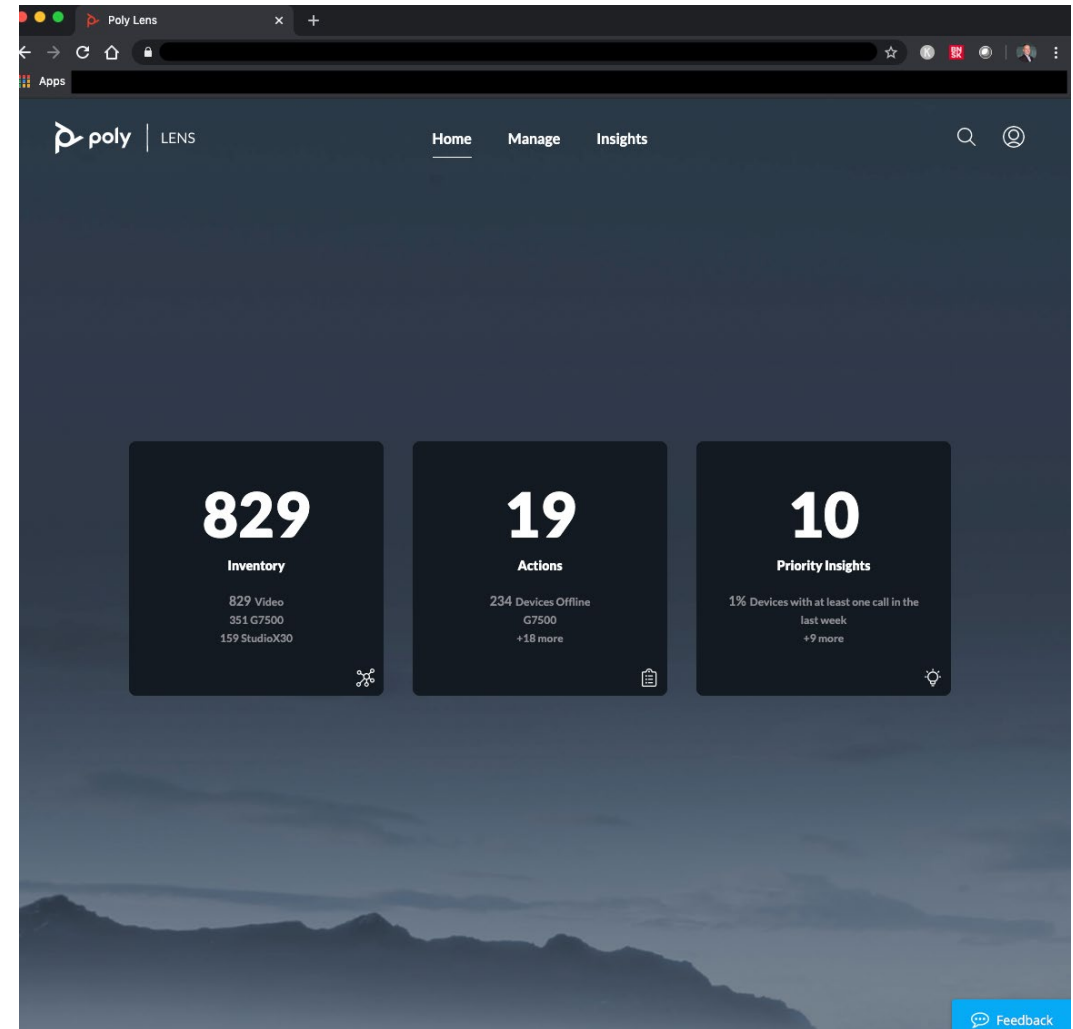
POLY LENS

A cloud service that delivers device insights and management vital to optimizing workplace experiences

Room: Know how and when rooms are being used to make best use of workspace now and in the future

Device: News feed points to potential issues and areas of interest

People: Real-time and historical trends can point to favorite device types when evaluating technology





POLY CUSTOMER CARE

Maximize your investment by taking advantage of our world-class support

- Technical assistance
- Global direct warranty
- Self-service tools
- Global supply chain



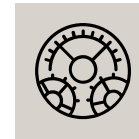
Rapid



Globally consistent



Reliable



Easy to use

SUPPORT SERVICES

- Trio C60 does not require mandatory maintenance services
- Be sure your customer understand that it is critical for customer success to educate them on Premier or Advantage Services

	Manufacturers Warranty (included)	Premier (optional)	Advantage (optional)
Return Materials Authorization (RMA)	30-day return to factory	Next business day advance replacement	Next business day advance replacement
Software updates	Life	Life	Life
Phone support	None	8 x 5	24 x 7 Priority access
Zoom support	Customer contacts Zoom	Customer contacts Zoom Poly provides troubleshooting information	Poly will be single point of contact to Zoom
Microsoft support	Customer contacts Poly	Customer contacts Poly Poly troubleshoots issue, resolves Poly issues and advises customer if Microsoft issue	Customer contacts Poly Poly troubleshoots issue, resolves Poly issues and advises customer if Microsoft issue
Pricing—MSRP (NA pricing)	Included	Studio X30 + Trio C60 (1 year): \$220 Studio X50+ Trio C60 (1 year): \$365	Studio X30 + Trio C60 (1 year): \$237 Studio X50+ Trio C60 (1 year): \$387

SUCCESSFUL SELLING

EXAMPLE USE CASES



YEALINK COMPETE

Trio C60 offers an overall better meeting experience plus a wide range of planning and support services



UPGRADE OPPORTUNITY

Significant upgrade opportunity with over 6 million SoundStation conference phones in need of upgrading



MICROSOFT AND ZOOM ACCOUNTS

Native Microsoft Teams/Skype for Business and Zoom Room experiences that easy to use, deploy and manage

COMPETITIVE SUMMARY

WHY WE WIN:

- Poly signature audio (Acoustic Clarity) and breakthrough noise elimination innovation (NoiseBlock AI)
- Seamless interoperability
 - Native Microsoft Teams
 - Video Integration
 - Native Zoom Room experience (no PC needed)



	Trio C60	Yealink CP 960	Cisco 8832	Konftel 800/Avaya	Crestron Mercury
Mic pickup range	20'	20'	20'	20'	20'
Audio bandwidth	Up to 22 kHz	Up to 7 kHz	Up to 12 kHz	Up to 14 kHz	Up to 22 kHz
BYOD support	BT, USB	Bluetooth	Bluetooth	Bluetooth/NFC, USB	Bluetooth
Local conference	5-way	5-way	5-way	5-way	5-way
Network connectivity	10/100/1000 PoE, PoE+, Wi-Fi 2.4-5GHz	10/100 PoE, Wi-Fi 2.4 GHz	10/100 PoE, Wi-Fi	10/100 PoE	100/100/1000 PoE+
One-touch-join	✓	✗	✗	✗	✓
NoiseBlock	Advanced (NoiseBlockAI)	Basic	Basic	Basic	Basic
Optional video/content	Via X50/30 G7500	Via VC800	✗	C50800 Konftel Cam50/ OCC Hub	USB passthrough
Display	5" color touch	5" color touch	3.5" color LCD	4.3" color touch	7" color touch
Optional accessories	Wired expansion mics	Wired or DECT expansion mics	Wired or wireless expansion mics	Wired expansion mics	✗
MSRP	\$1149	\$899	\$1720	\$1199	\$1999

MARKET OPPORTUNITY

UC Market

- According to Frost and Sullivan, Tabletop IP conference phones expected to **grow at a revenue CAGR of 11.3 percent to reach \$835 million** by 2025*
- Rapid adoption of Unified Communications as a Service (UCaaS) and cloud video conferencing provides more opportunities for vendors to sell compatible tabletop endpoints*
- There is significant need for smarter endpoints with expanded features and functionality that enable native integration with UC platforms*

Other Trends

- Huddle Rooms solutions have impacted customer buying behavior and product price-points
- Open office environments require private spaces that need proper communication solutions with features such as NoiseBlockAI to mute extraneous noise from disrupting meetings

*"Growth Opportunities Global Audio Conferencing Market to 2025," Frost & Sullivan, Nov 2019

RELATED PRODUCTS AND SERVICES



STUDIO X50

Ideal for small to midsize room of up to 10 participants

- 15' microphone pickup
- 4x camera zoom
- \$2,999 MSRP (USD)



STUDIO X30

Ideal for huddle rooms of up to 6 participants

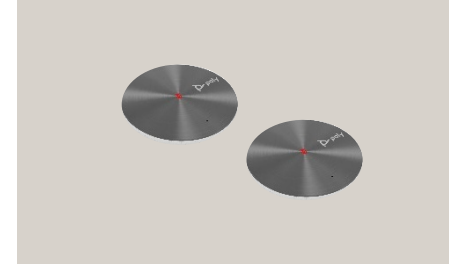
- 25' microphone pickup
- 5x camera zoom
- \$1,699 MSRP (USD)



G7500

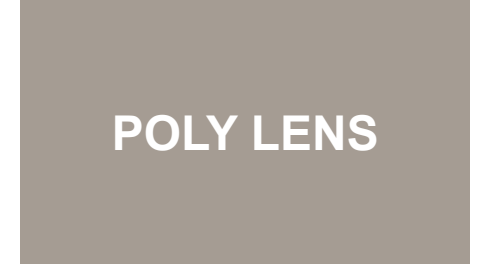
For Enterprise meeting participants who need to share content and collaborate locally or long distance in medium to large-sized rooms

- Small rooms (4-8 people) \$6,399 (USD MSRP)
- Medium rooms (6-10 people) \$8,799 (USD MSRP)
- For large rooms (8-14 people) \$9,799 (USD MSRP)



EXPANSION MICS

- \$309 USD
- Wired pair
- 7' cables



SERVICES

Traditional care

- Premier
- Partner Premier
- Advantage
- Partner Advantage
- Elite

A la carte service options

- Limited Lifetime Hardware Replacement
- Technical Phone Support

MARKETING TOOLS

MARKETING TOOLS

- Data sheet
- Customer facing presentation
- Sales sheet for Resellers
- Product images
- Co-brandable assets



POLY TRIO C60

Smart conference phone for any meeting space

Bring people together. Launch big ideas. And make sure everyone at the table can be heard. With the Poly Trio C60 conference phone, everything you need is at your fingertips. So simple, so powerful.

AT A GLANCE

- Enhance human connections with Poly's signature audio for natural conversations
- Drive increased user adoption as the technology in every room is familiar and consistent
- Start a meeting in seconds with one-touch join and simplify scheduling with Outlook Exchange calendar integration
- Maximize flexibility and investments with connectivity to multiple platforms simultaneously, ideal for hybrid environments
- Complement your Poly room video solution* with fast, simple control from Trio C60
- Reduce time, money, and IT resources with comprehensive management and analytics for quick deployment and high uptime

*Security depends on ecosystem

TARGET USERS

Organizations who require a conferencing solution that provides an exceptional audio experience, flexibility to be deployed on their platform of choice, and simplicity that encourages use and productivity.

TARGET BUYER

IT managers, facilities managers, AV specialists, or business leaders who purchase or influence buying decisions for group audio conferencing and collaboration solutions.

RECOGNIZING THE OPPORTUNITY

- Rapid adoption of Unified Communications as a Service (UCaaS) and cloud video conferencing provides more opportunities for vendors to sell compatible tabletop endpoints. "Growth Opportunities Global Audio Conferencing Market to 2025," Frost & Sullivan, Nov 2019
- Zoom represents over 700,000 business customers including half of the Fortune 500 (Zoom 2019). A quality endpoint is required to fully enjoy the Zoom Room and Zoom phone experience. Poly is a key strategic partner with Zoom.
- Group collaboration is increasingly centered on robust audio, intuitive content sharing, engaging video conferencing, and bring your own device (BYOD) support for information sharing across all meeting spaces. "Growth Opportunities Global Audio Conferencing Market to 2025," Frost & Sullivan, Nov 2019

SMART CONFERENCE PHONE FOR ANY MEETING SPACE

TRIO C60

Bring people together. Launch big ideas. And make sure everyone at the table can be heard, near or far with Poly signature audio. NoiseBlockAI means speech flows naturally, without interruptions. Expansion microphones deliver brilliant audio for even large conference rooms. It's built for simplicity-for audio conferences or when paired with a Poly video room solution. Best of all, it's super easy to use-launch and join meetings at the touch of a button. And the Trio C60 plays nicely with everyone, delivering native experiences on your favorite collaboration platforms. So simple, so powerful.

BENEFITS

- Enhance collaboration with Poly signature audio for natural conversations
- Increase user adoption as the technology in every room is familiar and consistent
- Start a meeting in seconds with one-touch join
- Complement your Poly room video solution with a fast, simple control using Trio C60
- Connect to SIP and UC cloud services simultaneously
- USB, Bluetooth® or IP connectivity to mobile devices
- Intelligently removes distracting non-speech noise while allowing your voice to be heard
- Comprehensive management and analytics for quick deployment and high up time

DATA SHEET

THANK YOU

APPENDIX

POLY TRIO CONFERENCE PHONES SPECIFICATIONS

	Trio C60	Trio 8800	Trio 8500
MSRP (conference phone only)	\$1149	\$1599 USD	\$1099 USD
Display	5" color touch	5" color touch	5" color touch
Audio	92 dB @0.5m, 20ft mic pick-up	92 dB @0.5m, 20ft mic pick-up	90dB @0.5m, 14ft mic pick-up
NoiseBlock	NoiseBlock AI	Yes	Yes
Wireless Connectivity	Wi-Fi (2.4/5GHz, MIMO), Bluetooth 5.0 DECT™ (for wireless mics post-FA)	Wi-Fi (2.4/5GHz, SISO) Bluetooth 4.0	Wi-Fi (2.4/5GHz, SISO) Bluetooth 4.0
Daisy-Chaining (non-Microsoft environments)	Up to 4	Up to 4	Up to 4
Audio Conferencing integration	Teams Certified (fully featured) Zoom Certified Supports Hybrid Registration	Teams Certified Zoom Certified Supports Hybrid Registration	Teams Certified Zoom Certified Supports Hybrid Registration
Video Conferencing integration	Studio X50/X30 (Teams/Zoom) G7500 (Zoom)	Visual+ VisualPro Zoom/Poly Video (native)	Visual+ VisualPro Zoom, Poly Video (native)
Wireless Content sharing (varies by ecosystem)	Miracast, Airplay (requires Studio X or G7500)	Miracast, Airplay (requires Trio Visual+ or VisualPro)	Miracast (requires Trio Visual+ or VisualPro)
USB Passthrough	TBD	Yes (version 5.9.2)	Yes (version 5.9.2)
I/O Ports	<ul style="list-style-type: none"> • 2x USB 2.0 (Device/Host) • Ethernet PoE • Ethernet PoE+ • 2x RJ9 for Expansion Mics • HDMI-In ready**(Content) (ecosystem dependent) 	<ul style="list-style-type: none"> • 2x USB 2.0 (Device/Host) • Ethernet PoE • Ethernet PoE+ • 2x RJ9 for Expansion Mics 	<ul style="list-style-type: none"> • 2x USB 2.0 (Device/Host) • Ethernet PoE, • 2x RJ9 for Expansion Mics
Expansion mics (optional)	Wired and Wireless DECT™ ready (future release)	Wired only	Wired only
Voice Assistant Support	Not at FA	Yes (A4B)	Yes (A4B)
Proximity Sensor	Yes	Yes (partial)	No
3rd party App Support	Yes (MSFT Teams, Zoom, others)	Yes (MSFT Teams, Zoom)	Yes (MSFT Teams, Zoom)
Provisioning/Management	PDMS-E/SP, RPRM, Poly Lens	PDMS-E/SP, RPRM	PDMS-E/SP, RPRM
Processor	Quad Core	Dual Core	Dual Core
OS	Android 9.0	Android 4.0	Android 4.0
Audio over IP with PC based Zoom Rooms (As controller)	No (supported with Studio X/G7500)	Yes	Yes

POLY SUPPORT SERVICES

Comprehensive portfolio of support services available to meet your needs

Hardware Replacement Only

- Reactive 8x5 technical support
- Limited Lifetime Hardware Replacement for Poly endpoints
 - Next Business Day Advance replacement
 - 10-day Return To Factory
 - Unlimited replacement until end of service date

Technical Support Audio Endpoints

- Remote, reactive support
- 8x5 technical support with two options
 - Serialized, or
 - Site based (minimum of 2,000 devices)
- Software upgrades and updates
- Self-help portal

Premier

- Reactive support
- 8x5 technical support
- Multi Vendor Support
- Software upgrades
- Next Business Day hardware replacement
- Self-help portal

Advantage

- Proactive support
- 24x7 telephone support
- Cloud Partner endpoint telephone support
- Priority access
- Reporting capabilities

Elite

- 24x7 direct access to proactive support team
- Cloud Partner endpoint telephone support
- Assigned technical experts to optimize solution performance
- Software recommendations and asset management
- Regular business and performance reviews
- Escalation Management