







### **Established Leadership**

Polycom delivers the broadest set of products to all levels of government. These products lead the industry in quality, reliability and innovation.



### **Innovator & Driver of Standards**

Polycom has over 600 patents issued and pending and over 20 million lines of active code across our product portfolio.



### **Embedded Security**

Polycom offers the highest level of embedded encryption available for video conferencing, H.235 security using 128-bit AES encryption, as well as FIPS 140-2 Validation.



### **Polycom UltimateHD™ Voice, Video, and Content**

Polycom delivers a complete and integrated portfolio of HD conferencing solutions, with the highest level of quality across any environment.



### **Multipoint Bridging Platforms, Management and Scheduling**

Polycom offers the most widely-deployed multipoint conferencing platform, with voice and video conferencing capabilities on a single platform.



### **Video Recording, Streaming and Content Management**

Polycom delivers video conferences and content when and where it is needed most, in real-time or on demand, to conference rooms or desktops.



### **Broad Strategic Alliances**

Extensive partner alliances enable fast integration of Polycom solutions into workflows and unified communication implementations.



### **Global Service & Professional Services**

Polycom provides worldwide support, with 50 offices in 22 countries, an extensive network of training facilities and technical support centers, ensuring the fastest possible response times.

Governments,  
municipalities,  
cities, and nations  
worldwide  
choose Polycom  
for a complete  
portfolio of secure  
and innovative,  
collaborative  
solutions for daily  
and mission critical  
conferencing.

A true unified, collaborative solution provides on demand access to people and resources and ensures that users can connect and communicate with the optimum experience – from anywhere to anywhere.

Collaborative Solutions  
Real-time Decision Making,  
Real World Impact

**Crisis management. Preparedness training. Continuity of operations.**

Everyday, governments are tasked to provide an ever-widening array of services, while simultaneously reducing operating costs through increased efficiency and productivity. This requires governments at all levels to put the tools and infrastructure in place to respond to these requirements – on demand.

**Procurement and Contracting Made Easy**

Since 1990, Polycom has worked with the world's leading technology integrators and partners to resolve communication issues for government agencies. For convenient and flexible purchasing options, Polycom products and services are available on every state contract and the federal GSA Schedule in the United States, as well as the acquisition vehicles in countries around the globe.

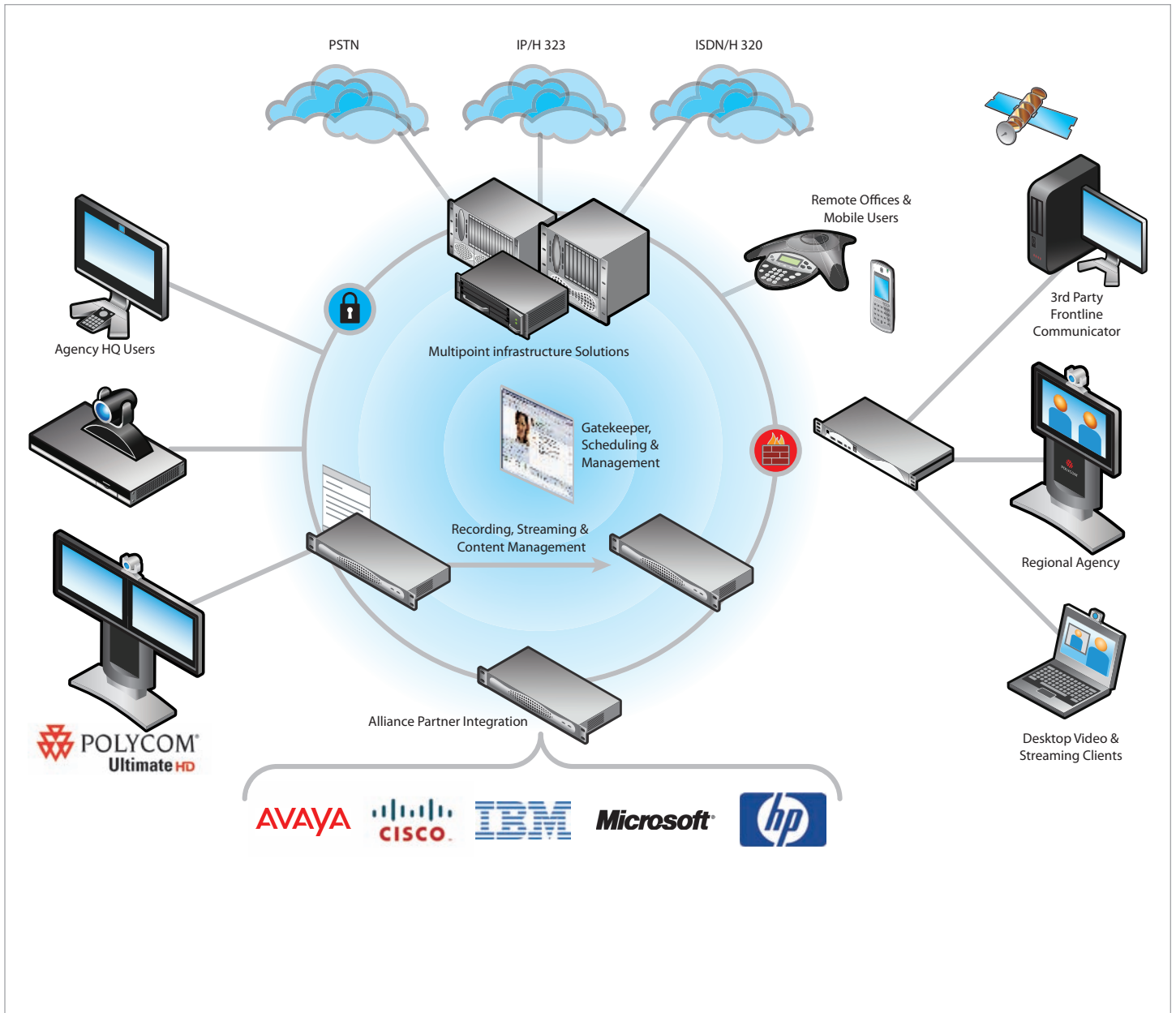
**Polycom Grant Assistance Program**

For government agencies in the United States seeking assistance with funding their initiatives, The Polycom Grant Assistance Program (PGAP) assists agencies in identifying funding sources for their technology investments in voice, video and infrastructure conferencing solutions. Using the Polycom® 7-Step Grant Assistance Process™, Polycom's team of grant experts helps agencies navigate through the maze of funding sources to identify and apply for those that best align with their program needs. Dedicated grant managers supervise and expedite the entire process, while Polycom's experienced grant writers assist in the preparation of the official application. Simply enroll online at [www.polycom.com/grants](http://www.polycom.com/grants)



**The Foundation for a Unified Communications** Strategy for daily and mission critical communications, governments trust Polycom to deliver complete end-to-end solutions for voice, video and data collaboration in a truly unified environment. From desktop solutions for telework and continuity of operations, to immersive telepresence environments for command and control, our scalable solutions integrate within an agencies existing productivity software and line-of-business applications to streamline costs and ensure interoperability within the government community – from anywhere to anywhere.

# Scalable Solutions That Integrate Into Any Government Network



From administration and training to national defense, Polycom technology is used every day by virtually every department and agency in our state, local and federal government for countless applications.

### **Extend and Enhance Training & Education Programs**

As retirements accelerate, key government skills will be lost. And like most organizations, governments face the continued need to upgrade skills as technology, business and environmental trends change. By leveraging Polycom collaborative solutions, governments are able to offer a low-cost, high-impact way to extend interactive learning experiences to a greater number of employees.

### ▶ **Application Story** **Colorado Department of Transportation**

CDOT professionals could spend up to three days out of the office just to attend a meeting. Richard Reynolds, transportation director for Region 5, calculated that employees in his region spent \$49,000 in travel costs in a single month.

Projects kicked off in rural Colorado require state planners to travel to site to move the project forward. "Engineering projects require a lot of collaboration from specialized groups, such as hydraulics and materials, and many are based in Denver," says Thom Rivera, enterprise architect for CDOT.

For CDOT management, the bottom-line benefit of keeping employees in the office and productive speaks for itself. "We'll save close to a million dollars this year," says Rivera. Reynolds concurs saying, "We made up our investment in Polycom, including a year's worth of operating costs, in four or five months."

Using a network of 22 Polycom video endpoints, the majority of which are HDX 7000s, and an RMX 1000 conferencing platform which connect Denver headquarters with regional offices, CDOT gained faster decision making and boosted worker safety.

### ▶ **Application Story** **Michigan Forensics Experts Testify Using Telepresence**

The Michigan State Police (MSP) Forensic Science Division analyzes DNA, firearms, explosives, fingerprints and other evidence for all Michigan law enforcement agencies.

Testimonies, which on average last just 15 minutes, are now delivered by video without the toxicologists ever having to leave the lab. MSP estimates it saved 46 hours of analyst bench time, not to mention the travel costs when forensic analysts delivered remote video testimonies in two high-profile drunk driving trials in Delta County, located a full day's travel from Lansing.

Mark Esqueda, chief assistant prosecutor, says "I don't see any detriment to the quality of testimony. I've spoken with jurors after trials and they didn't have a problem that the witness wasn't physically there in the room."

### ▶ **Application Story** **NATO Improves Communication, Saves Time**

NATO is a highly geographically dispersed organization and this can make effective communication a challenge requiring a cost-effective solution to enable teams to collaborate over long distances.

"[Video conferencing] has certainly shortened the fuse on NATO's ability to act in this dynamic environment," says Brigadier General Gyorgy Lehel, director of operations at the NATO Communications and Information Services Agency (NCSA).

In addition to speeding communication it is also saving time and money. A quarterly in-person meeting has been replaced with a telepresence conference resulting in cost savings of \$51,000 and elimination of 500 hours travel time and 21,000 kg of carbon emission.

Polycom TPX telepresence systems have been deployed at NATO headquarters and in outposts of the organization around the world. The technology is also being used to increase multi-agency collaborative communication on topics that include logistics, project management, and updates on theatre progress.

### **Protect Citizens and Increase Productivity & Effectiveness**

Overcrowded justice systems, jails and holding cells create dangerous, costly logistical problems. With Polycom's solutions, prisoner transportation is avoided via integrated multipoint video conferencing – saving thousands of dollars in transportation and putting law enforcement back on the streets to protect citizens and communities.

### ▶ **Application Story** **Virginia US Supreme Courts**

In the State of Virginia, to determine if there is probable cause for an arrest, the accused must appear before a magistrate immediately after the arrest, before an arrest warrant can be issued. The task of transporting the accused to the magistrate and waiting for the decision, takes law enforcement off the streets and away from their jobs of safeguarding the public.

To overcome this strain on resources, the Virginia Supreme Court Department of Judicial Information Technology deployed more than 300 Polycom video conferencing systems to manage probable cause and bail hearings between the magistrate and remote officer locations. In addition, the VA Supreme Court worked with Polycom to develop a custom remote print feature so that the original warrant can be printed with the magistrate's signature at the officer's remote location.

This multiuse conferencing network facilitates issuing an average of 820 warrants over video each day, with an average decrease in time spent on probable cause hearings down from one hour to 20 minutes. A single Virginia city reported

savings of \$1.2 million dollars using video conferencing technology in one year alone with additional savings continuing as the network expands.

**Our unified conferencing capabilities enable cross-agency collaboration and information sharing for fast, informed and coordinated response.**

### **TeleHealth**

Distance and terrain often make it difficult to get the right physician and patient together. Sometimes instant opinions are needed, that's why thousands of healthcare professionals use Polycom solutions to provide access to medical services in remote locations while driving down the cost of these services.

### **Telework**

Dispersed teams present unique challenges to managers. With Polycom solutions, employees are able to stay connected from remote locations while maintaining daily face-to-face and open communication with management.

### **First Response**

Understanding the impact and scope of a disaster site is critical to an agency's ability to respond to citizens needs. Designed for easy transport, set up and use during extreme situations, Polycom's mobile solutions provide access to people and locations enabling agencies to assess critical needs, make quicker informed decisions and improve responsiveness.

### **Continuity of Operations**

By deploying telework solutions for daily communications, governments at all levels can continue to function adequately and provide essential services in the event of a lengthy pandemic or other major disaster.

### **Human Resources**

Personnel departments worldwide are using Polycom video conferencing solutions to expand their access candidates and even complete the entire hiring process for new employees in distant cities without travel.



Polycom HDX™ and VSX®  
Practitioner Carts™



Polycom CMA™-Desktop



Polycom RSS™ 4000  
Polycom Recording and  
Streaming Server



Polycom HDX 4000™



Polycom HDX 8000™



### Make Great Things Happen with the Polycom Government Solutions

In today's Internet driven world, the ability to conduct real time communication and collaboration has become critical to an organization's survival. As the market leader in voice, video, data and Web solutions, our award-winning conference technology makes it easy for people to interact and maximize productivity — over any network, in just about any environment, anywhere around the globe. That's why more organizations worldwide use and prefer Polycom conferencing solutions. Because when people work together, great things happen. See how you too, can achieve great things with Polycom government solutions.

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