

Polycom® HDX 6000™ Series

Starting or expanding a High Definition video network has never been easier or affordable

- Cost-effective, high definition communications
- Complete integration with the Polycom Converged Management Application™ (Polycom CMA™) solution
- Delivers Polycom UltimateHD™ technology: HD voice, HD video, and HD content for exceptional performance
- Simplified setup and ease-of-use features increases usability of systems providing a rapid ROI
- Powerful content sharing capabilities with the innovative Polycom People + Content™ IP application



Features and Benefits

- Polycom StereoSurround™, using 22kHz audio, delivers crisp, natural voice clarity to reduce conference fatigue and increase awareness
- Polycom EagleEye™ camera has a powerful 12x optical zoom with a sharp and clear focus allowing for any application success
- Manage, schedule, and provision the Polycom HDX 6000 series with the Polycom CMA solution
- Standards-based presence capabilities when used with the Polycom CMA solution allow for one-click dialing to other endpoints—from desktop video applications to immersive telepresence rooms
- Patented Polycom Lost Packet Recovery™ (LPR™) technology provides for a quality experience on "dirty" networks or on the public Internet

HDX™ People + Content™

Extend the benefits of UltimateHD to content sharing

- Easily share data from your PC
- Share presentations, movie files, audio files, pictures, graphics and other documents
- Access and share the Internet with others in the conference

Features and Benefits

- Show your value by adding the ability to share your work
- Share data in HD or other video resolutions
- Dynamic bandwidth allocation allows for bandwidth to be allocated automatically depending upon the content being shown

HDX Remote Control

- Programmable for use with other devices and individual Polycom HDX codecs
- Compatible with older Polycom video devices





Name	John Noble	Quotation	Phone	020 8549 5347
Company	AVSolution Limited	Polycom Video Conferencing: Entry level	Fax	0870 712 0598
Website	www.avsolutionuk.com		Mobile	07983 443570

Qty	Part Number	Description	Unit (RRP)	Unit	(NET)
PROJECTION & DISPLAY					
1	LCD4215	NEC 42" LCD Black (1920 x 1080) S-Video,15 Pin D-Sub,DVI (HDCP)	£869	£710	710.00
1	LCD4215SPKS	Speakers for 42" NEC LCD	£191	£161	161.00
STAND "UNICOL"					
1	AVHT	Unicol: Avecta Hi-Level Trolley for up to 50inch screens	£671	£603	603.00
1	AVP1	Unicol Avecta Equipment Platform (40 x 50cm)	£62	£56	56.00
1	VCM	Unicol Axia Video Conferencing Mounts	£88	£79	79.00
VIDEO CONFERENCING "POLYCOM"					
1	7200-29025-114	Polycom HDX 6000 HD Codec, EagleEye HD camera with 3M cable, HDX microphone with 25' cable. Includes People & Content Data Sharing capability = share your desktop, over Video Conferencing, via your network.	£4,299	£3,655	3655.00
1	4870-00584-106	Premier, One Year Warranty, HDX 6000 Series. Covering software & firmware upgrades for one year.	£495	£470	470.00
INSTALLATION & COMMISSIONING					
1	AVS-INST	Installation & Commissioning of all specified equipment into room inc: project management, all switching and interfacing hand-over Documentation and initial training.	N/A	£495	495.00
MAINTENANCE COVER					
1-YEAR COVER 'GOLD'					
1	1-YR-MAINT-AVS	Engineer On-Site 8 Hour Cover Including Parts and Labour & On-Site Swap-Out Facility.	N/A	£525	525.00

Prices shown are correct as of 01-02-10. All Service pricing (eg. Installation) is subject to a site survey. Please contact AVSolution for a tailored quotation - as we ensure that we provide a SOLUTION that is right for you & your requirements.

Total Excluding Delivery & VAT:

£6,754

All goods are supplied in accordance with our standard terms and conditions

Prepared by:
John Noble
john.n@avsolutionuk.com

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- ° This quotation is valid for 30 days
- ° These prices do not include VAT
- ° E & OE
- ° Standard Payment Terms



Polycom

AVSolution can offer various payment plans for Lease purchase. Please contact us for a bespoke quotation. The details below are based on the previous quotation, on a 36 month Lease plan.

Cash Versus Payment Plan Illustration

Summary Of Costs

Financial Assumptions

	Lease	Cash		
Hardware Costs		£0	Customer Return On Capital	10%
Software/Other Costs		£6,754	Corporation Tax	28%
Annual Costs		£0	VAT	17.5%
Total Costs		£6,754	De-Pool Assets	no
Monthly Payment	£231		Writing Down Allowance (WDA)	20%
Term	36 months		(Calculated annually on reducing balance)	

Result

Net discounted cost of Leasing				£5,442
Net discounted cost of Purchase				£6,042
Recommended Financial Option	LEASE	with a net saving of	9.94%	£601

Net Cashflow Comparison to Lease Tax End

