

## Westcon's UNIQUE Polycom Voice Offering

Add three levels of support to your Polycom VVX deals for only £2 per phone

### Cloud-based zero-touch provisioning

Reduce operating costs; no need to send engineers to site (low cost 'hands' to plug in phones)

Simple, intuitive Cloud-based portal ensures quicker time to deployment; better for customer better for reseller

Increase margin; ForgeServe attach and reduce operating costs

Recurring revenue by selling FS-Engage (device management)

Better customer service as improved time for fault resolution (no need to send engineer to site)

Better customer experience as phones always on the latest firmware

### Award-winning helpdesk support with GoldSeal

Increase revenue by attaching support to Polycom VVX and Trio devices

Increase margin by selling Westcon support Vs Polycom support

Better customer service as phones will be supported by certified engineers

Resellers can focus on selling and still make margin by using Westcon support

### Free lifetime warranty

Lifetime warranty\* for Polycom VVX phones is FREE with Westcon UK when purchased with ForgeServe-Connect

Investment protection and business continuity for customers

Resellers more competitive positioning Polycom Vs other brands



\* excludes accidental damage

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Cloud Global Deployment Services  
Security UCC Networking Data Center