

## Entry-level executive desktop video conferencing system for essential conferencing needs

### Enhance your collaborative communications with the V700 executive desktop.

- Ideal for executive offices or small meeting spaces (2-4 people).
- Collaborate with people in other locations; share a variety of content such as presentations, flow charts and more with People + Content IP.



## Key Benefits

### Easy one-time setup

- Simply plug in your IP connection, power and VGA cables
- Easy Web interface for remote management

### Easy to use

- Includes display, camera, dual stereo microphone and speakers
- Built-in 17" flat-screen LCD that doubles as a PC display
- Easily share PC data with People + Content IP
- Interoperable with VSX, Polycom management solutions and other standards based systems

### Cost effective

- Attractively priced at \$2,999

## Additional V Series Benefits

### People + Content IP

- Share content during a video call cable-free

### Outstanding Audio Quality

- Siren 14™ Audio
- Stereo Surround

# Polycom V700

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## Qualifying Questions

**Q:** Do you regularly hold meetings with **remote employees** or **satellite offices**?

**Q:** Do you have small offices used by a variety of people that require scheduled video conferencing?

**Q:** Is bandwidth in your location limited?

**Q:** Do you have **videoconferencing equipment** in your organization?

**Q:** Would you like to expand your organizations ability to collaborate with a low-cost solution?

**Q:** Do you ever need to share data without actually sending it to another party (e.g.- **sensitive information** like medical & financial records)?

**A:** *If the answer to any one of these questions is **yes**, your customer should consider the **V700** product from Polycom.*

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## Value for Your Audience

### To the IT Professional

- **IP Data rates** up to 768Kbps
- **Reliable-** built on proven Polycom solutions
- **Interoperable** with VSX, Polycom management solutions and other standards-based systems
- Standard Polycom **management options** (web, GMS, etc.)

### To the Person Using the **V700**

- **Easy to use-** fully integrated solution includes camera and display
- Easily **share content** with remote site
- **Outstanding audio** with Polycom Siren 14 audio and stereo surround
- Can use Web Viewer **internally or externally** (via user assigned port)

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## Overcoming Objections

**Q:** Video conferencing is too expensive, budget dollars are limited. Why invest the money?

**A:** *The V700 is attractively priced at \$2,999 and has a built-in 17" flat-screen LCD that doubles as a PC Display, **saving both money and valuable desk space.** Additionally, video conferencing can reduce overall travel needs and expand your team's ability to collaborate.*

**Q:** I have a large network of older conference equipment; will this unit be able to communicate with them?

**A:** *Yes, the V700 is **completely standards based**, so different devices will be able to talk to one another.*

**Q:** I need an internal MCU, is that option available with the V700?

**A:** *No, the V700 is a low-priced entry level product built for optimizing video at low bandwidth. If an internal MCU is a requirement, please consider the VSX 3000 executive desktop which has an internal MCU option and can also accommodate higher data rates.*

<u>Part Number</u>	<u>Description</u>	<u>MSRP</u>
2200-23480-001	V700	\$2,999