

Edwin Benner - RE: Polycom/Lifesize Pre-Sales Help

From: Patrick Krueger <patrkru@cdw.com>
To: Edwin Benner <bennereg@mendocinocounty.org>
Date: 3/6/2018 7:22 PM
Subject: RE: Polycom/Lifesize Pre-Sales Help
Attachments: realpresence-group-500-datasheet.pdf; realpresence-group-series-matrix-brochure-enus.pdf; LifeSize Icon 600 Datasheet EN.PDF; Cloud_Video_Conferencing_A_Comprehensive_Guide.pdf; Lifesize Cloud Datasheet English A4.pdf; lifesize-cloud-brochure.pdf

Hi Edwin,

Thank you for your patience. Here are all the options for your consideration. The pricing you are seeing is MSRP and not your final cost. Once you let me know what to quote, you will see better pricing.

Per Gregg:

RealPresence Group 500 - 720p: Group 500 HD codec, EagleEye Acoustic cam., univ. remote, NTSC/PAL. Cables: 2 HDMI 1.8m, 1 CAT 5E LAN 3.6m, Power: AMER - Type B, NEMA 5-15. Maintenance Contract Required	\$6,999	7200-63550-001
RealPresence Group 500-720p: Group 500 HD codec, EagleEyeV-12x camera, mic array, univ. remote, NTSC/PAL. Cables: 2 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI digital 3m, Power: AMER-Type B, NEMA 5-15. Maintenance Contract Required.	\$10,999	7200-64250-001
RealPresence Group 500-720p: Group 500 HD codec, EagleEyeV-4x camera, mic array, univ. remote, NTSC/PAL. Cables: 2 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI digital 3m, Power: AMER-Type B, NEMA 5-15. Maintenance Contract Required.	\$9,599	7200-64510-001

I recommend the 4X camera.

Required Maintenance:

Premier, One Year, RealPresence Group 500-720p: Group 500 HD codec, EagleEyeV-4x camera	\$1,150	4870-64510-112
Premier, Three Year, RealPresence Group 500-720p: Group 500 HD codec, EagleEyeV-4x camera	\$3,110	4870-64510-312

Multi-point license:

Group Series and Centro Multipoint License. 6-way on Group 500, Group 550, and Centro. 8-way on Group 700.	\$3,099	5150-65081-001
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Group Series 500 and product matrix datasheets attached.

Lifesize ICON 600 – 6 options, and dual or single display (probably SINGLE)

1000-0000-1171	Lifesize Icon 600 - 10x Optical PTZ Camera - Digital MicPod, Single Display, 1080P	A	\$5,799
1000-0000-1168	Lifesize Icon 600 - 10x Optical PTZ Camera - Phone, 2nd Generation, Single Display, 1080P	A	\$6,999
1000-0000-1161	Lifesize Icon 600 - 10x Optical PTZ Camera - Phone, 2nd Generation, Dual Display, 1080P	A	\$9,399

More information on Cloud.

Patrick Krueger

12,709.00 - 500 x 3 year Maint
 10,749.00 - 500 x 1 year Maint
 12,698.00 - 500 x multi point license