poly

PARTNER DEMO EQUIPMENT PROGRAM

EXTERNAL SALES

What is the Poly Demo Program?

The Partner Demo Equipment Demo Program (previous referred to as Demo NFR) allows Poly Distributors and Resellers to purchase highly discounted demo products to effectively demonstrate the value of Poly solutions for their customers.

What's new products are in the Poly Demo Program?

Video Conferencing Products - Click to access more information.
- MTR G-10T
- MTR G-40T
- Sync20

What changed on the Flyer?

We've consolidated our Partner Demo Program regional flyers into 1 Global flyer and moved the eligible product SKUs and offer codes to a separate file found on the Partner Portal. This change will make it more efficient for our partners to search and discover new products on the Partner Demo Program.

What changed from the legacy Polycom program?

Transition from "legacy NST" to offer codes for claims. The "legacy NST" process used for the legacy Polycom Demo program was a process which could not meet new Poly standards for scalability or governance. While all new Poly promotions and programs will use offer codes going forward, Poly partners and/or end users may continue to use legacy NST's for historical Polycom promotions use until they expire.

Order requirements—Stocking distributors are now permitted to ship from stock, provided they submit POS to Poly per their partnership agreement and it includes the backend rebate offer code. Distributors preferring to take promotional discounts up front, off list, however, still must place back-to-back orders for new Demo Equipment (i.e. a PO referencing the program offer code), as the program cannot be used to convert an existing order or take from inventory.

What's the different between a "legacy NST" and an "offer code"?

The way they are set up and managed internally at Poly has changed, as well as the way they look. For example:
- The previous "legacy NST" for Demo (NFR) looked like: **2019-10-200000**
- The new offer codes for Demo Program look like: **UA-USD-DEMO PROGRAM HW-ACC**

Do offer codes calculate discounts the same as "legacy NST's" did?

Yes—% off list. Example: List price of $100, contractual discount of 40%, and incremental discount of 14%. Calculation would be this way: $100 x (.46) = $46.00 Distributor cost.

What key elements of the Poly Demo (NFR) program are common to the Distributor and Reseller programs?

Maximum Quantities: Demo Equipment purchases are limited to a maximum units per product SKU which can be allocated across Distributor or Reseller facilities, if desired. Find the max units on the Partner Portal.

Discount Stacking: This program cannot be combined with any other Poly programs or discounts. Purchases utilizing this program will not be counted toward attainment of any program using volume as a performance metric (e.g., Volume Incentive Rebate (VIR) targets).

What is Poly iStore, and why should Poly Distributors care?

Poly iStore is where distributors order Poly products. The products that show up are specific to the individual Distributor, specific to the class of trade (COT) as stipulated within their partnership agreement.

Has the order process changed for Poly products?

Yes—legacy Polycom distributors previously used *webstore* to place orders. Poly *iStore* is the new portal distributors must use to order product.

How will global programs be promoted on Poly iStore?

Global programs are not specific to any Distributor, so the offer codes will not show up in downloadable report distributors normally used to see which active promotions apply to them. Because of this, Poly global programs will be posted on the iStore homepage, for all Poly distributors to reference. Contact iStore support at the e-mail address here for questions: istore.support@poly.com