



Computacenter and Polycom

Computacenter and Polycom help organisations transform communication and collaboration with integrated video and audio conferencing solutions that result in greater operational efficiency, lower travel costs and carbon emissions and faster decision-making.

Business Challenges:

In the drive to minimise costs and maximise efficiency, organisations are increasingly turning to unified communications solutions, such as video and audio-conferencing, to eliminate the expense and downtime involved in travelling to face-to-face meetings.

To maximise the adoption and business value of these technologies, organisations need to ensure the solutions they implement are reliable, affordable and user-friendly.

Polycom offers a full range of video and audio-conferencing technologies - from integrated customisable packages for large meeting rooms to end-point solutions for individual desktops - which are compatible with existing systems.

Polycom's solutions have been specifically designed to interoperate with a wide range of unified communications platforms, including Microsoft, HP, IBM, Avaya, Siemens and Cisco, and feature built-in global management software to enable remote management from a single desktop console.

Computacenter helps organisations source, deploy and support Polycom technologies as part of an end-to-end unified communications and optimised workplace strategy. As a result, organisations can:

- Facilitate virtual meetings, collaboration and distance learning across multiple locations

- Achieve higher quality video and audio content with lower bandwidth requirements, thereby reducing network investments
- Safeguard availability and ROI of their new solutions through our responsive support and maintenance services

Key Benefits:

Computacenter and Polycom help organisations transform the workplace environment through the adoption of affordable collaborative solutions. As a result, organisations can achieve:

Cost and carbon savings: By minimising the need for business travel, organisations can significantly decrease staff expenses as well as their carbon footprint. Polycom solutions are featured on Computacenter Recommends, which means they have been identified as a best-of-breed product and can be sourced at a competitive price point.

Greater staff productivity: Less travel and enhanced communication mean employees can work faster and smarter, freeing up more time for strategic activities and enhancing communications for better decision-making. Polycom solutions are very easy to use and extremely reliable. They come with a one-year support contract including a next-day swap service, online and telephone support and software upgrades to ensure continuous availability.

"Polycom and Computacenter's combined knowledge and expertise delivers a powerful end-to-end solution to its customers. It allows them to reduce costs while sharing information and making smarter decisions in terms of their collaborative approach to unified communications solutions."

Steve Winfield
UK Channel Director
Polycom





Partners

Deliverables:

Computacenter helps design and develop end-to-end unified communications strategies and solutions. As well as assisting with proof of concept exercises, installation, configuration, maintenance and support, we offer a range of services designed specifically to enable organisations to maximise their investments in collaboration technologies.

These include a Collaborative Needs Assessment, which involves identifying relevant user groups and technologies and building a business case for video and audio-conferencing deployments including a measurable ROI.

To ensure poor network performance does not impact the quality of video and audio-conferencing, we also offer a comprehensive Network Assessment, including site survey and suitability evaluation.

Why Computacenter?

Computacenter's specialist audio-visual division has worked with Polycom for more than 10 years.

We are certified to sell and support Polycom audio, video and infrastructure solutions. We have the scale and expertise to ensure your Polycom projects are delivered on time and to budget. We ship around 20,000 items every day from our warehouse and have the capacity to configure up to 3,000 systems a day.

Our procurement, installation, integration and support services are based on industrialised best practice processes developed in our unique Shared Services Factory.

Our extensive IT infrastructure expertise means we can deliver end-to-end unified communications and workplace solutions that maximise your investment in existing technologies.

Consultancy Services

Computacenter's consultancy capabilities cover the full range of workplace technologies as well as the datacentre and networking. We offer sound technical advice gained from achieving highest level accreditations and practical experience.

Commercial Solutions

Our commercial solutions enable significant cost savings whilst increasing productivity. We do this by assessing the environment and looking where best practice can be implemented in order to drive operational costs down thus improving operating profit. It is not always about buying the cheapest at the time, but looking at the benefit of said solution over a 3-5 year period and comparing it to other options available to make an informed decision.

Proven Expertise

Computacenter has helped many organisations transform their workplace and collaboration with Polycom technologies, including London Fire Brigade. By implementing a Polycom video-conferencing solution in the organisation's incident room, Computacenter helped London Fire Brigade provide a more proactive and effective response to emergencies.

What next?

To find out how Computacenter and Polycom can help you, please visit: www.computacenter.com/polycom

or email us at:

audio_visual@computacenter.com

For more information on Computacenter's audio-visual capabilities, go to:

www.computacenter.com/services/solutions/audio-visual