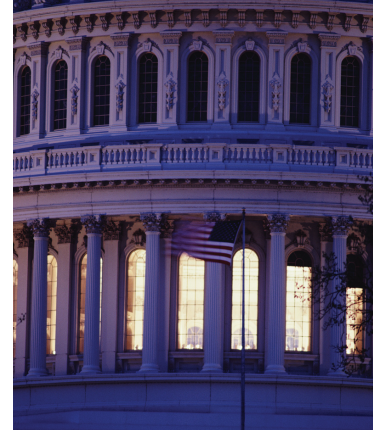


Polycom® Solutions for ARRA



Let Polycom collaborative conferencing solutions help your agency achieve efficiency, accountability, and cost savings in programs funded by the American Recovery & Reinvestment Act.

As agencies scramble to designate money for specific projects from the American Recovery and Reinvestment Act (ARRA) of 2009, they are also under intense scrutiny to report how the money is being spent. This means that agencies are being held accountable to ensure the dollars being spent are going to result in a rapid return on investment (ROI), while increasing the efficiency and productivity of their organizations. The bottom line is this: taxpayers want to know that their tax dollars are being spent wisely.

Putting Stimulus Dollars to Work for Your Agency

By investing in Polycom communication solutions, agencies can quickly allocate stimulus dollars in technology that will aid in mission achievement, produce an immediate ROI, expand services to citizens, and create sustainable job opportunities.

Start Today with Polycom Contracts, Resources & Programs

Spending provisions within the ARRA require that agencies get a quick start on allocating funding on technology initiatives. With pressure to spend \$350 billion by September 30, 2010, many agencies are allocating funds to existing projects that were a part of the government's strategic IT plan. However, agencies with unallocated funds must quickly identify "shovel-ready" projects—like those below—that can provide immediate returns.

Contracts. The value of Polycom's voice, video, and conferencing infrastructure can be found in its ability to immediately reduce costs, improve organizational efficiency, streamline business processes, and enable agencies to be more responsive to the needs of citizens. For convenience, flexibility and speed, Polycom solutions are available on GSA Schedule Contract #GS-36F-0330J and a number of our partners' acquisition contracts.

ARRA Tiger Team. To assist agencies with their stringent justification and reporting requirements, Polycom has established an ARRA Tiger Team to help identify cost savings, new processes, and measurable performance gains that can be achieved through investments in voice, video, and conferencing infrastructure solutions. Our team works directly with Polycom's account managers to deliver customized information to support each agency's specific requirements.

Grant Assistance Program. For state and local government agencies seeking assistance in navigating the many funding sources, we designed the Polycom Grant Application Program (PGAP). Specifically designed to help agencies select the ones that are right for their programs, PGAP can assist in the application process by assigning grant coordinators to supervise and expedite the process as well as grant experts to assist in the preparation of the official application. Polycom provides assistance in every aspect of funding selection, preparation, and application. We track over 24 primary grant and funding sources, and search for information on thousands of lesser-known programs. A guide to qualifications and more information on eligibility are available for review online at www.polycom.com/pgap.

Trade-In Programs. For agencies needing to quickly allocate resources to "shovel-ready" projects, upgrading video conferencing endpoints and infrastructure components is easy with Polycom's Trade-In Programs. Our upgrade programs offer

Why Polycom Solutions for ARRA?

Start Today

Polycom contracts, resources and programs can help get your projects started within 30 days.

Achieve Immediate ROI

Identify cost savings, new processes, and measurable performance gains that can be achieved through investments in voice, video, and conferencing infrastructure solutions.

Expand Services

Modernizing voice, video, and data communication capabilities is vital to enabling agencies to be more responsive to the needs of citizens.

Create Sustainable Jobs

Create long-term job opportunities for a variety of skilled workers such as administrators, program managers, telecommunications and technology managers, video teleconferencing network engineers, and Certified Video Conferencing Engineers (CVE).



Polycom Solutions for ARRA

rebates to customers who trade-in approved systems and infrastructure with an annual maintenance service agreement. Endpoint and infrastructure upgrades can begin within 30 days and do not require lengthy processes, studies, or evaluations to take place prior to implementation.

Achieve Immediate ROI

With the historic level of transparency, oversight, and accountability that has come along with the influx of funding to federal, state, and local governments, agencies are turning to Polycom's HD voice, video, and telepresence solutions as a way to achieve immediate and measureable cost reductions, improve efficiency and productivity, as well as better protect the security of personnel. Polycom solutions enable agencies to cut travel expenses, recoup productivity lost to travel, create a more open and accessible organization, while delivering a wider variety of services to citizens.

Polycom solutions can be implemented to support a wide range of programs funded by the ARRA in energy, science, technology, education, healthcare, and infrastructure modernization. Our ability to impact such a variety of programs is a direct result of our commitment to deliver the most comprehensive portfolio of real-time collaborative communication solutions that can be deployed to support a multitude of daily and mission critical applications.

Here's how some federal, state, and local agencies are using Polycom solutions to achieve ROI:

- NATO Consultation, Command and Control Agency (NC3A) deployed Polycom Telepresence to decrease costs and improve productivity throughout the Alliance. Immediate ROI can be measured in reduced travel and out-of-office time, reduced time spent managing visiting personnel in theatre, reduced security risks to personnel, expanded connectivity to their global environment, and increased interagency collaboration on topics such as logistics, project management, and in-theatre progress updates.
- The Department of Veterans Affairs (VA) encompasses one of the largest telemental health networks in the world, with over 45,000 video conferencing and over 5,000 home telemental health encounters annually.
- The Oklahoma Army National Guard (OK-ARNG) uses Polycom conferencing infrastructure and collaborative video conferencing to improve readiness and response capabilities, reduce travel, improve productivity, and connect families with deployed soldiers and guardsmen around the world.
- The Virginia Supreme Court was able to decrease the average length of a probable cause hearing from one hour to 20 minutes with a single city reporting a savings of \$1.2 million in one year alone.

Expand Services to Citizens

The importance of collaborative communication technology is that it has the potential to transform government by improving efficiencies, cutting down on bureaucratic processes and procedures, and enabling agencies to be more responsive to the needs of citizens. It also serves as a key driver for the use and expansion of broadband networks and improves an agency's ability to share information and respond. That's why modernizing voice, video, and data communication capabilities as a part of renovation and modernization programs is vital to advancing the missions of government agencies.

Here are some examples of how agencies can deploy collaborative communication solutions to expand services to citizens:

- Modernize rural health clinics serving rural communities and populations
- Expand telemental health programs and home treatment capabilities
- Enhance emergency response capabilities to improve public safety and protect the homeland
- Increase education and outreach to communities
- Implement telework programs to reduce carbon emissions and energy consumption

Collaborative communications can be applied across many government programs to aid in mission achievement. The ARRA has created an opportunity for agencies to seek out innovative ways that technology can solve its business problems. With the help of Polycom, agencies can create sustainable, measurable and successful programs.

Create Sustainable Job Opportunities

In addition to enabling agencies to achieve a fast ROI, modernizing collaborative communication networks creates long-term job opportunities for a variety of skilled workers such as administrators, program managers, telecommunications and technology managers, video teleconferencing network engineers, and Certified Video Conferencing Engineers (CVE). Investing in human resources creates tremendous value to agencies through improved system management, performance and user satisfaction.

For agencies looking to make a smart investment in the development of their personnel, training courses are available through the Polycom Learning Center that are designed to improve proficiency in collaborative technology. For savings over a la carte training, agencies may also invest in a Polycom Learning Center Credit Pack which is an ideal way to optimize a conferencing infrastructure investment.

Learn More

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