

# ▶ POSTcti and Polycom Deliver Expert Integration and High-Quality Voice and Video Solutions

Telepresence, video, and voice solutions from Polycom interoperating with Microsoft unified communications technologies provide customers with capabilities that help them improve collaboration and productivity. Preferred One Stop Technologies (POSTcti) adds value to these solutions by customizing deployments to help customers smoothly implement and maximize their solutions, so they can realize a faster return on their technology investment (technology ROI).

## **How the Partnership Works**

POSTcti provides customers with components, systems, and solutions for unified communications, including the supply and configuration of voice over IP (VoIP) and IP gateways and unified messaging solutions. The company serves as a single, convenient source for converged communications technology building blocks, implementation services, and ongoing product support.

## **Complementing Microsoft Technologies**

POSTcti has worked closely with Microsoft to develop, test, and deliver unified communications solutions based on Microsoft Office Communications Server 2007 R2 and the Microsoft Office Communicator 2007 R2 client. When decision makers at POSTcti determined that they needed to add communications endpoints to their offerings, they began working with Polycom to meet customers' needs.

In addition, Polycom is unique in offering a complete array of voice and video systems that complement Microsoft unified communications technologies. Polycom solutions include the Polycom® CX family of phones optimized for Microsoft Office Communications Server 2007, the Polycom CX5000 Unified Conference Station, desktop and room-based HD video-conferencing systems that enable one-click collaboration, and telepresence systems that create an immersive "across the table" meeting experience.

From the customer's perspective, POSTcti provides in-depth knowledge of the Microsoft environment for desktop technologies, while Polycom offers a range of products to help customers improve communications and work more effectively. Both companies offer ongoing customer support.

*"POSTcti engages with Polycom to give customers the full universe of unified communications from a single standpoint, building on Microsoft Office Communications Server 2007 R2."*

*Adrian Sturdy, Account Manager, Unified Communications Specialist, POSTcti*

## ▶ **Industry**

- Professional services: IT services
- Manufacturing: High tech and electronics

## ▶ **Partner**

Preferred One Stop Technologies (POSTcti) is a distributor and integrator of converged IP, voice, and video technologies and services. The company specializes in unified communications products and services using Microsoft® Office Communications Server 2007 and Microsoft Exchange Server 2007. Based in the United Kingdom, POSTcti serves customers in Europe, the Middle East, and Africa. [postcti.com](http://postcti.com)

## ▶ **Software and Services**

- Microsoft Office Communications Server 2007 R2
- Microsoft Office Communicator 2007 R2

## ▶ **Geography**

United Kingdom and United States with global coverage



Often, POSTcti begins a customer relationship by modernizing the customer's phone system, integrating Polycom phones and Microsoft unified communications technologies. When the initial deployment of these technologies is completed, POSTcti will advise the customer on how to improve its technology ROI by integrating existing video systems with Microsoft unified communications technologies.

For example, a large government department had 40 room-based video conferencing systems from Polycom and wanted to expand the use of video conferencing so all employees could participate in conferencing from their desktops. POSTcti deployed Polycom desktop video systems interoperating with Office Communications Server 2007 R2. Workers can now participate in conferencing from anywhere—even outside the corporate network—using desktop or laptop computers.

### Customer Benefits

POSTcti offers expertise and a single point of contact in the integration, implementation, and support of communications products. POSTcti can also help customers extend the capabilities of existing IP infrastructures, thereby gaining the benefits of next-generation communications with today's systems. Polycom is the global leader in telepresence, video, and voice solutions that empower people to connect and collaborate anywhere. Together with Microsoft and its unified communications technologies, Polycom and POSTcti deliver high-quality solutions that help customers reduce costs, improve productivity, and maximize the return on their technology investments.

The Microsoft, POSTcti, and Polycom collaboration offers the "best-of-all-possible-worlds" solutions with:

- Unified communications expertise and familiar user interface (Microsoft)
- Wide choice of quality communications endpoints (Polycom)
- Expert integration and implementation services (POSTcti).

### Unique Partner Offerings

POSTcti's and Polycom's unique assets take advantage of Office Communications Server 2007 R2 and Office Communicator 2007 R2 capabilities.

### Services from POSTcti

POSTcti communications services include assessment of technology architecture, system configuration, and management of deployment and user adoption. The company:

- Specializes in unified communications, with expertise in integrating voice, video, and data infrastructures with Microsoft unified communications technologies to maximize customers' asset retention while minimizing their cost and risk.
- Provides corporate customers and network operators with integration services, including IP-Private Branch Exchange (PBX) platforms, unified messaging solutions, network-based call-handling systems, and speech-recognition technologies.
- Distributes endpoints for Office Communicator from all major vendors and provides customers with full implementation and support services.

### Products from Polycom

Polycom offers the only complete line of integrated voice, video-conferencing, and telepresence solutions that are designed to interoperate with and complement Microsoft unified communications technologies:

- The Polycom CX series of unified communications speakerphones, desktop phones, and IP phones designed specifically for use with Office Communications Server 2007
- The Polycom CX5000 Unified Conference Station, which adds a 360-degree group video experience to Microsoft Office Live Meeting and Office Communications Server 2007
- The Polycom Real Presence Experience (RPX) and Telepresence Experience (TPX) solutions, which offer an "across the table" immersive telepresence experience
- The Polycom HDX line of video systems, which bring high-quality visual communications to desktop collaboration
- The Polycom RMX2000, which provides a scalable and secure conference infrastructure that seamlessly integrates voice and visual communications

### Learn More

Companies choose Polycom for solutions that their geographically dispersed workforces can use to communicate and collaborate more effectively—from their desktops, meeting rooms, and mobile settings. Visit [polycom.com](http://polycom.com) to learn more about our partners, solutions, and services.

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