



DEMO PROGRAM

DEMO PRODUCTS AND DISCOUNTS

Eligible demo equipment SKUs, discounts and unit quantities for the Demo Program can be found on the Partner Portal under the [Demo Discount Program](#) page.

OFFER CODES

All claims will require a specific offer code to secure their appropriate Partnership discount under the Partner Demo Equipment Program for Hardware and Services. These offer codes are specific to Poly operating units, currency, and the discount claim type (i.e. back end/ accrual or off discount).

These offer codes will be sent to your preferred Distributor once request has been approved via the Poly Incentive Tool.

ADDITIONAL RESOURCES

For questions or additional information about the Poly Partner Demo Equipment Program, please refer to our [FAQ Document/ additional assets](#), contact your Poly Account Manager or submit a [Partner Program Support Request](#) on the Partner Portal.

POLY PARTNER DEMO EQUIPMENT PROGRAM FOR AUTHORIZED POLY CHANNEL PARTNERS

PARTNER CONFIDENTIAL DOCUMENT

VALID PROGRAM PERIOD: JANUARY 1, 2021 – APRIL 2, 2022

OVERVIEW

At Poly we are passionate about our products and use them daily, and we want that same passion to come across to our customers through our Partners. We are pleased to offer our Partners who are in good standing within the Poly Partner Program a substantial discount on the Poly portfolio for just this purpose through our Demo Equipment Program.

“Demo Equipment” refers to eligible, not for resale (NFR), Poly products that our Channel Partners may purchase at a discount above the standard product discount. These units may be used to demonstrate the value of Poly’s solutions to your customers, or with prior approval documentation requested through the Poly Incentive Tool, the ability to leverage the power of Poly within your own organization.

Find out how your team can showcase the superior performance and capability of Poly’s portfolio of products and provide your organization and customers hands-on experience within the Poly Partner Demo Equipment Program.

If you would like to set up a one-of-a-kind experience for your customers through one of the Global Poly Experience Centers, please contact your Poly account manager, or email us at eecinfo@poly.com.

PROCESSING FORM

Beginning October 21, 2021, Partners request Demo Equipment directly within the Poly Incentive Tool, found on the Poly Partner Portal. Each claim request will be sent directly to their preferred Poly Distributor, and no additional paperwork is required by Poly. Prior to this date a processing form was required. Any such document should be maintained for record purposes.

SERVICE AND MAINTENANCE OPTIONS

Purchase of support services is required on all Demo Products which are video endpoints and collaboration infrastructure systems associated with this program, as well as other products where explicitly stated in the price list. A minimum of a one- year Poly Premier or one-year Partner Premier maintenance service SKUs will need to be ordered for those products ordered under this program. Maintenance Services Discounts can be found in the Partner Portal under the Demo Discount Program section.

Discounted support services will be available for Demo Products provided the related SKU remains active in the program.

Poly reserves the right, in its discretion, to ship Demo Products from refurbished stock.

The following additional conditions will apply to SKU 5230-51112-402 RealPresence Clariti User License: Unless otherwise authorized by Poly, a maximum quantity of 15 licenses may be ordered per Authorized Partner organization; RealPresence Clariti Demo Products orders restricted to Authorized Partners with Active RealPresence Clariti Certification; Licenses are Not for Resale and cannot be sold or transferred; and this discount can be used for product license renewals if available at the time of renewal.

POLY FINANCIAL SERVICES (UNITED STATES ONLY)

Looking for ways to minimize the up-front expense of securing demonstration equipment? Consider as a service! Poly Financial Services has a variety of attractive leasing options. Terms and conditions apply, for details contact your Poly Channel Account Manager. Poly Demo Products obtained through a Poly Financial Services lease is subject to the terms and conditions of the Demo Equipment Program; the Demo Product may not be resold or leased during the term of the lease without the express agreement of the leasing company; software products obtained through the demonstration program cannot be resold or leased at any time and are only available for full payout lease.

TERMS & CONDITIONS

Program is valid between the Program Period, and is subject to the terms set out in this flyer, Poly's Sales Promotion Terms (poly.com/salespromoterms) ("Promo Terms") together with the Partner's Master Sales Agreement and/or Partner agreement which are hereby expressly incorporated. Additional terms and conditions may apply.

Demo Products purchased under this program may not be resold or leased to any third party for at least one year from purchase, with the exception of software Demo Products purchased under this program which cannot be resold or made available for lease or sublicense at any time. Demo Products resold or made available for lease after one year must be sold with a Poly-approved service contract.

A one-year service contract must be purchased at the time of sale for Demo Products (where required, per price list).

Restrictions listed above apply. Any changes or special needs require business justification for exception approval.

"Demo Product" means any products, software and/or services purchased by an Authorized Partner from Poly or its authorized distributors for the purposes of demonstrating such product, software and/or pursuant to an authorized and active

Poly Demonstration Equipment Program ("program").

Distributors preferring to take promotional discounts up front, off list, must place back-to-back orders for new Demo Product as the program cannot be used to convert an existing order or take from inventory. Stocking distributors on the other hand, are permitted to ship from stock, provided they submit POS to Poly per their partnership agreement and it includes the back-end rebate offer code (see offer code matrix for specific instructions).

This program cannot be combined with any other Poly programs or discounts, with the exception of Volume Incentive Rebates (VIR) in select cases predetermined and approved by Poly.

All participating partners (Distributor, Direct Reseller) must be a registered partner to participate in the Demo Product Program. Only Partners who have an active partner status and who are certified to resell the product/services covered by this program are eligible to participate in this program. Eligibility to participate in this program shall cease immediately if the Partner is no longer an active partner or if they are in breach of any of the Terms outlined in the Partners Master Sales Agreement, Partner agreement, Promo Terms, and these terms. The following order of precedence will apply in the event of any inconsistency between the aforementioned terms: master sales agreement (if any), partner program agreement, Promo Terms, and these Terms.

This offer and the program shall be void where prohibited or otherwise restricted by law.

Poly reserves the right to modify or cancel the Program at any time with or without notice.