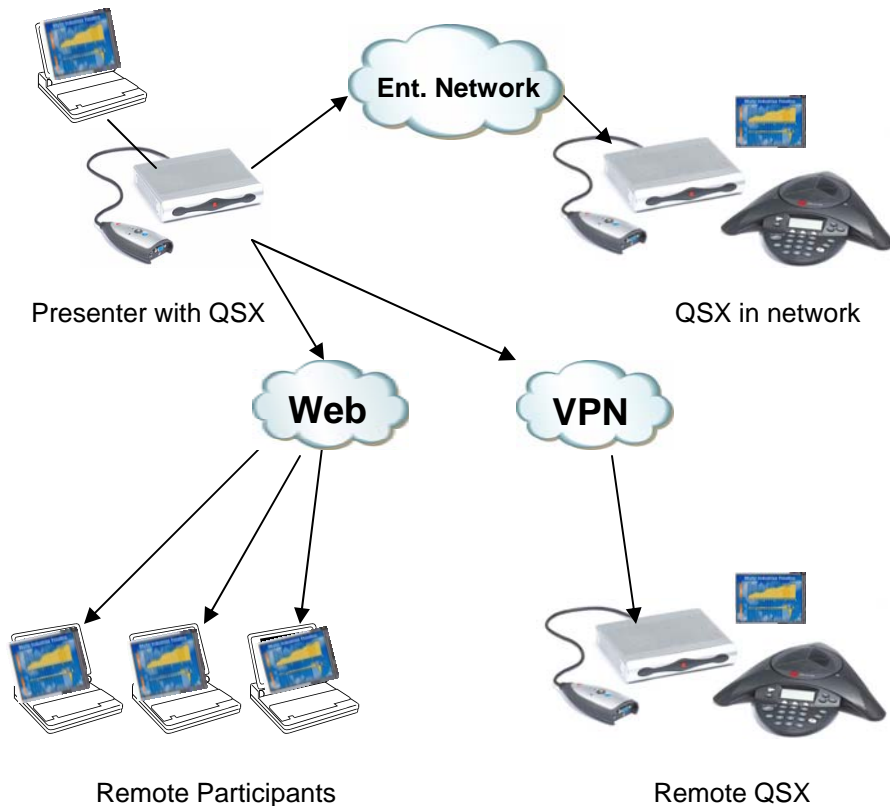


## Always-On, Flexible Web Conferencing Appliance

### Instantly Share Content

- Share content from your computer to other participants.
- Works via the Web for remote participants.
- Connects to Polycom VSX for even more flexibility.



### Key Benefits

#### Easy one-time setup

- Simply plug in your IP connection, power and VGA cables.
- Easy Web interface for additional optional configuration.

#### Easy to use

- **Instant content sharing** without wasting time.
- No downloading applications or uploading documents.
- No advance scheduling or user training.
- **Browser-based interface** that anyone can access.

#### Cost effective

- **Pays for itself** quickly by providing unlimited content sharing.
- No monthly charges or per-minute fees.

### Additional Benefits

#### Content security

- Keep **complete control** over your content.
- AES encryption on QSX to QSX calls.
- Password security and secure login for Web Viewer access.

#### Multi-point capability

- Share content directly with **up to ten sites per QSX** via a standard web browser.
- Scale to more sites by connecting with up to four other QSX units.
- Use with a Polycom MGC conference bridge for large scale meetings.

#### Open architecture

- **Works with any content** on any type of computer or VGA input source.
- Use alongside any phone system (IP, PSTN, handset or conference phone).
- Allows content sharing, even for presenters who can't get access to the network.

# Polycom<sup>®</sup> QSX<sup>™</sup> 2.0

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## Qualifying Questions

**Q:** When you try to share data in a meeting, is it difficult to include **remote participants**?

**Q:** If you already have web-conferencing, **do you like paying** monthly service fees for a service that is difficult for end-users to use and difficult for IT managers to manage?

**Q:** Do visitors or Mac users need to **share data** and content with other sites or people outside your conference room?

**Q:** Do you have **videoconferencing equipment** in your organization?

**Q:** Do you ever need to share data without actually sending it to another party (e.g.- **sensitive information** like medical & financial records)? If so, how do you do it now?

**A:** *If the answer to any one of these questions is yes, your customer should consider the **QSX** system from Polycom.*

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## Value for Your Audience

### To the IT Professional

- **Standard IP network protocols**, interfaces, and easy setup
- **Low TCO solution** – no new PC applications, no ongoing service fees, low IT administration & training
- **Works with existing** conference phones, desktop phones, displays, & computers
- **Highly secure** solution with minimal support
- Bandwidth & content configuration options to **optimize for any environment**
- Standard Polycom **management options** (web, GMS, etc.)

### To the Person Using the QSX

- Share any type of content instantly with **minimal training**
- **Open architecture** – any user can use any type of computer
- Excellent content **security and protection** from unintended use.
- Multi-way **content conferencing** in self contained mode or via MGC
- Can use Web Viewer **internally or externally** (via user assigned port)

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## Overcoming Objections

**Q:** I already have web-conferencing. Why would I want this product?

**A:** *The QSX **saves you money**. It is a one-time purchase and there are **no monthly fees** afterwards. It is also easy to use. There are no client applications and no set up prior to meetings. Anyone can plug in and share content.*

**Q:** This sounds like a hassle to set up on my network. Why would I want this product?

**A:** *The QSX just requires a **standard LAN connection** and an IP address. Local VGA and serial connections at the desktop or conference room are standard as well.*

**Q:** I can't include people outside my network in the meetings. Why would I want this product?

**A:** *QSX can be configured so that **anyone— inside or outside the company— can participate**. External viewers can access via external IP address. Employees can access via VPN, Polycom video or Polycom MGC bridge.*

### Part Number

2200-45001-001  
2200-45302-001  
2200-45000-001  
2200-45402-001

### Description

QSX 300 (for VTX 1000 only)  
QSX 300 Twin Pack (for VTX 1000 only)  
QSX 400  
QSX 400 Twin Pack

### MSRP

\$1,299  
\$2,498  
\$1,599  
\$3,098

