

Poly | HP

Partner Business Update

May 2024

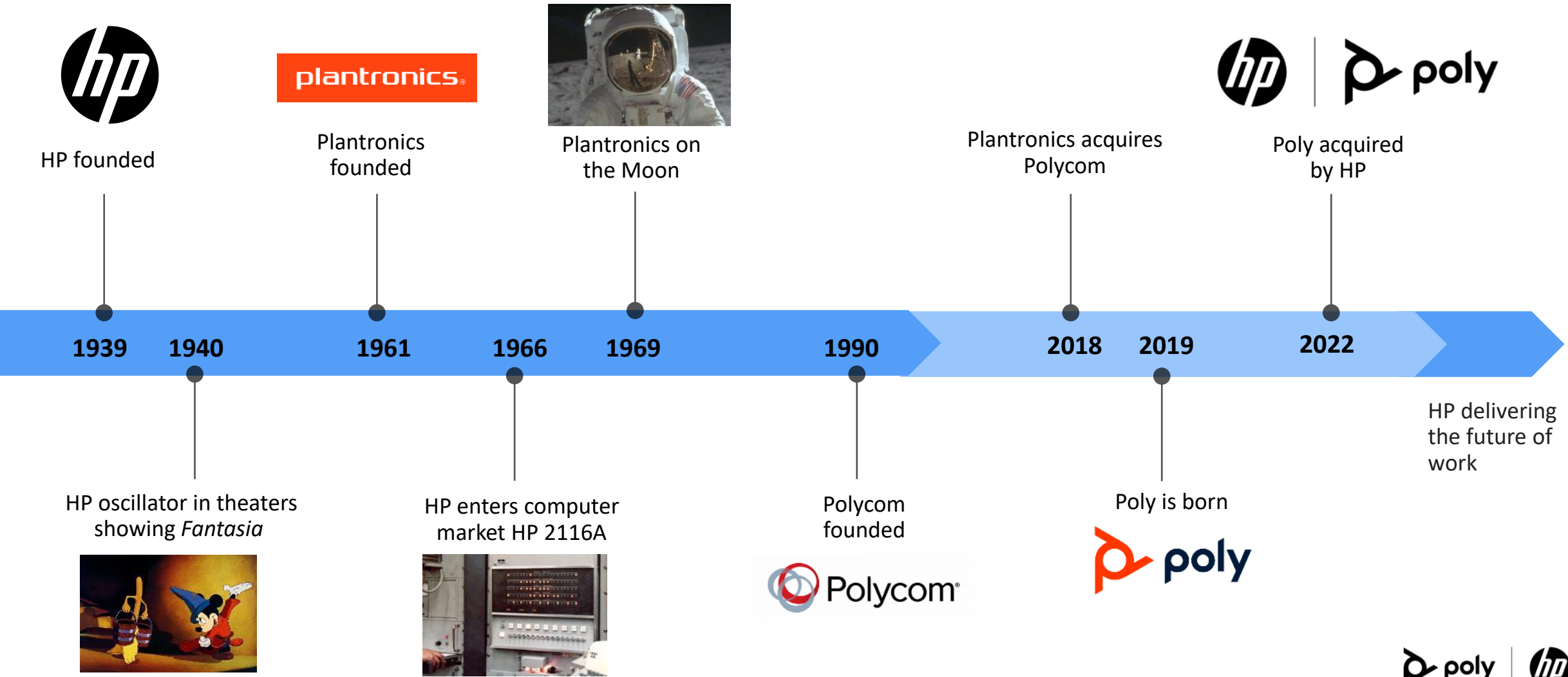
Product portfolio, organizational update, promo update

Andrei Ganescu, 2024 May

For Also Bulgaria business partners



Timeline



Headsets & Speakerphone Families



Voyager

Wireless Bluetooth headsets

- Crystal clear sound no matter where you are
- Wearing style options
- Perfect for hybrid work
- Mobile first with office options



Blackwire

Wired headsets

- **Easy use: plug-&-play**
- Never worry about battery life
- Reliable, clear calls, always
- Hybrid and office work



Sync

Speakerphone

- Turn any call into a **conference** call instantly
- Audio alternative to headsets
- High level sound quality
- Hybrid and office work



Savi

DECT™ wireless headsets

- **Longer roaming range** for true wireless freedom
- Multiple wearing options
- 3-way connectivity (Office series)
- Hybrid and office solutions



EncorePro

Contact Center wired headsets

- Always hear and be heard clearly
- Extremely durable for most intensive contact center use
- **Lightweight** for all-day use

Poly audio/video innovations



Active noise cancellation and noise-canceling microphones



Acoustic Fence



NoiseBlock AI



Next-generation beamforming microphone array



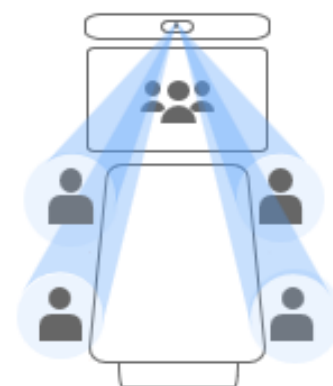
Personal field of view



Group framing



Speaker framing



People framing

Voyager Family

Wireless Bluetooth Headsets

Crystal clear sound in any environment

Wearing style options

Perfect for **HYBRID** work

Mobile-first with office options



Voyager 4300 UC Series

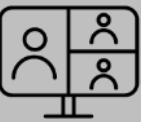
Ideal for office-based professionals who need to take calls from both their PC and mobile

PERSONA: OFFICE COLLABORATOR

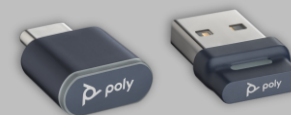
- **Excellent transmit**—those on other end of call hear you, not your surroundings.
- Available in **mono or stereo versions**.
- Connect to PC/Mac using new BT 700 USB audio adapter – smaller design, better range.
- **24 hours battery life**: use all day plus more.
- Plug in and use as a corded headset if needed.
- Available with charge stand.
- Compatible with Voyager Office base for connection to desk phone.



Mobile



PC



Voyager Focus 2



Ideal for office professionals who need a premium audio stereo Bluetooth headset

- **Advanced level of Acoustic Fence technology** that blocks out all sound for other end of call (meets MSFT Open Office Premium Microphone).
- **Advanced Digital Hybrid ANC** helps block out sound in noisy environments.
- Connect to PC/Mac using new BT700 USB audio adapter – smaller design, better range.
- Up to 25 hours talk time: use all day plus more.
- Plug in and use as a corded headset if needed.
- Compatible with Voyager Office base for connection to desk phone.



**Poly
Acoustic Fence
Technology**

Watch on
YouTube:



Voyager Free 60 series



- **Wireless Earbuds for Enterprise**



Voice First

Multi microphones, stem design and noise canceling for clear business calls



Adaptive ANC

Keeps you focused no matter where you work



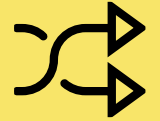
Transparency Mode

Hear your surroundings without having to remove an earbud



Comfortable Design

Includes 3 silicone ear tips for a secure fit and optimum audio



Multi Point

Stay connected to up to 2 devices at the same time



Voyager Free 60+ series

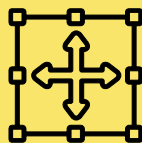


- Smart case



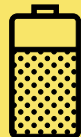
Smart Case

Control and configure your earbuds direct from the charge case



Color Touch Display

Battery status, call status and more



All Day Talk time

Extra 2x Charge for earbuds



Fast Charging

A 15 min charge provides an extra 1 hour of talk time



Device control

Easily switch between connected devices



Analogue Audio Input

Connect to external audio sources via 3.5mm



Analogue Audio Input

Check out our website:



Voyager Surround 80



Take calls in the office. Take calls at home.
Or anywhere in between.

PERSONA: CONNECTED EXECUTIVE

- **10 microphones for noise reduction** and clear business calls
- First boomless headset to meet **Microsoft Teams Open Office certification**
- Adaptive ANC keeps the outside world out
- Long lasting comfort with an **over-ear design**
- Take calls and listen to music all day with 21 hours of talk time



Blackwire Family

Corded USB headsets



Ease of use: simple plug & play
Never worry about battery life
Reliable, clear calls - always
Hybrid and office work



Blackwire 5200 Series

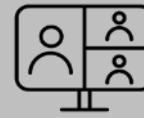
Ideal for high call volume knowledge workers needing corded headset for PC telephony

PERSONA: OFFICE COLLABORATOR

- **Noise-canceling mic** with flexible boom filters out background sound.
- Passive noise canceling/nearby talker mask.
- All-day comfort with cushioned metal headband.
- Multi-device connectivity: USB-A or USB-C and 3.5 mm connectors.
- **Dynamic mute alert feature alerts when you try to talk while muted.**
- Advanced acoustic limiting.



Mobile



PC



Blackwire Family SKU Transition

Consolidate portfolio,
promote flexibility

Key Sales Message

- Blackwire series **consolidation**
- No concern on inaccurate forecast mix
- Seamless connectivity in Hybrid work

Key Customer Value:

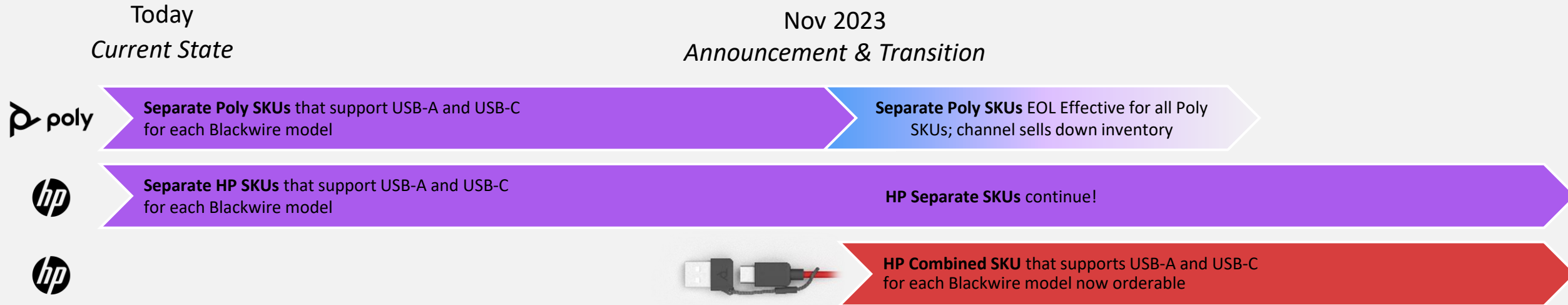
- Flexibility for seamless connectivity in Hybrid work

Why we win:

- Operation efficiency for HP & partners
- Additional customer value
- Seamless connectivity as competition differentiation



Blackwire Family SKU Transition



What's changing?

We are creating Combined HP SKUs that support both USB-A and USB-C:

Separate SKUs for:

- Blackwire 3200 USB-A
- Blackwire 3200 USB-C
- Blackwire 3300 USB-A
- Blackwire 3300 USB-C
- Blackwire 5200 USB-A
- Blackwire 5200 USB-C
- Blackwire 8225 USB-A
- Blackwire 8225 USB-C

Combined SKUs for:

- Blackwire 3200 USB-A and C
- Blackwire 3300 USB-A and C
- Blackwire 5200 USB-A and C
- Blackwire 8225 USB-A and C

Poly Sync Family

USB and Bluetooth smart speakerphones



Turn any call into a conference call instantly

Audio alternative to headsets

High level sound quality

Hybrid and office work



Connect and collaborate

Video Solutions for any type of room



Huddle/Small Room



Poly Studio Small Room Kit



Poly Studio R30



Poly Studio X30



HP Confidential. For HP use with Channel Partners under HP CDA only



Medium Room



Poly Studio Medium Room Bundle



Poly Studio USB



Poly Studio X52



Large/Conference Room



Poly G7500



Studio X70



Poly team

Role	Responsibility	Email contact
Poly Partner Mgr	Amplify Partners	tea.macek1@hp.com
Poly Distributor Mgr	Distributor	judit.torok@hp.com
Poly Territory (acc.) Mgr	CEP customers	andrei.ganescu@hp.com
Poly Territory (acc.) Mgr	SMB customers	patryk.stiebal@hp.com
Poly Partner Mgr.	SMB Partners	rafal.sliwka@hp.com
Poly Category Mgr	Product info	marcel.timmer@hp.com
Poly Category Mgr	Product info	yvonne.nurrenberg@hp.com
Pre-sales Engineer	Pre-Sales consult.	piotr.mazurek@hp.com
Pre-sales Engineer	Pre-Sales consult.	tomas.kris@hp.com
Carepack and RMA	If Tech.Support Tick.	lajos.kocsis@hp.com
Carepack and RMA	If Ch.Supp.Deliv.Tick.	Marcin.kowalik@hp.com
Account Operation Mgr	Partner status, platf.	adriana.tancu@hp.com



Promotions at a glance

3. Promo summary one by one:

- a. Amplify Trade in
 - **only for resellers**
- b. Agile Work (headsets)
 - distributor
 - **reseller**
- c. BYOD (Spartan video)
 - distributor
 - **reseller**
- d. Energizer (voice)
 - distributor
 - **reseller**
- e. Voyager Free 60 (headset earbuds)
 - distributor
 - **reseller**



Demo Program

Trade In Program

Demonstrate the value of HP.

At HP we are passionate about our Poly products and use them daily, and we strive for the same passion within the channel community. Utilizing the Demo Equipment Program; HP Program Partners receive up to 64% off HP list price on the Poly portfolio to carry our passion forward.

- Up to 64% off HP List Price of Poly Hardware
- Up to 36% off HP List Price of One-Year Premier Services
- Up to 62% off HP List Price of One-Year Partner Poly+ Services

- Partners can check entitlements (available units) on the left side of the screen in reference to what is in your cart.
- The amount will be your availability minus the quantity in your cart. In the example below, there is an allowance of 10 and 5 are in the cart. Therefore, they can request 5 more.

HERE'S HOW IT WORKS:

STEP 1:

Contact your Poly Reseller and let them know which headsets from the list below you want to trade in.

STEP 2:

Purchase your new Poly headsets via your Reseller and save with your trade-in value.

STEP 3:

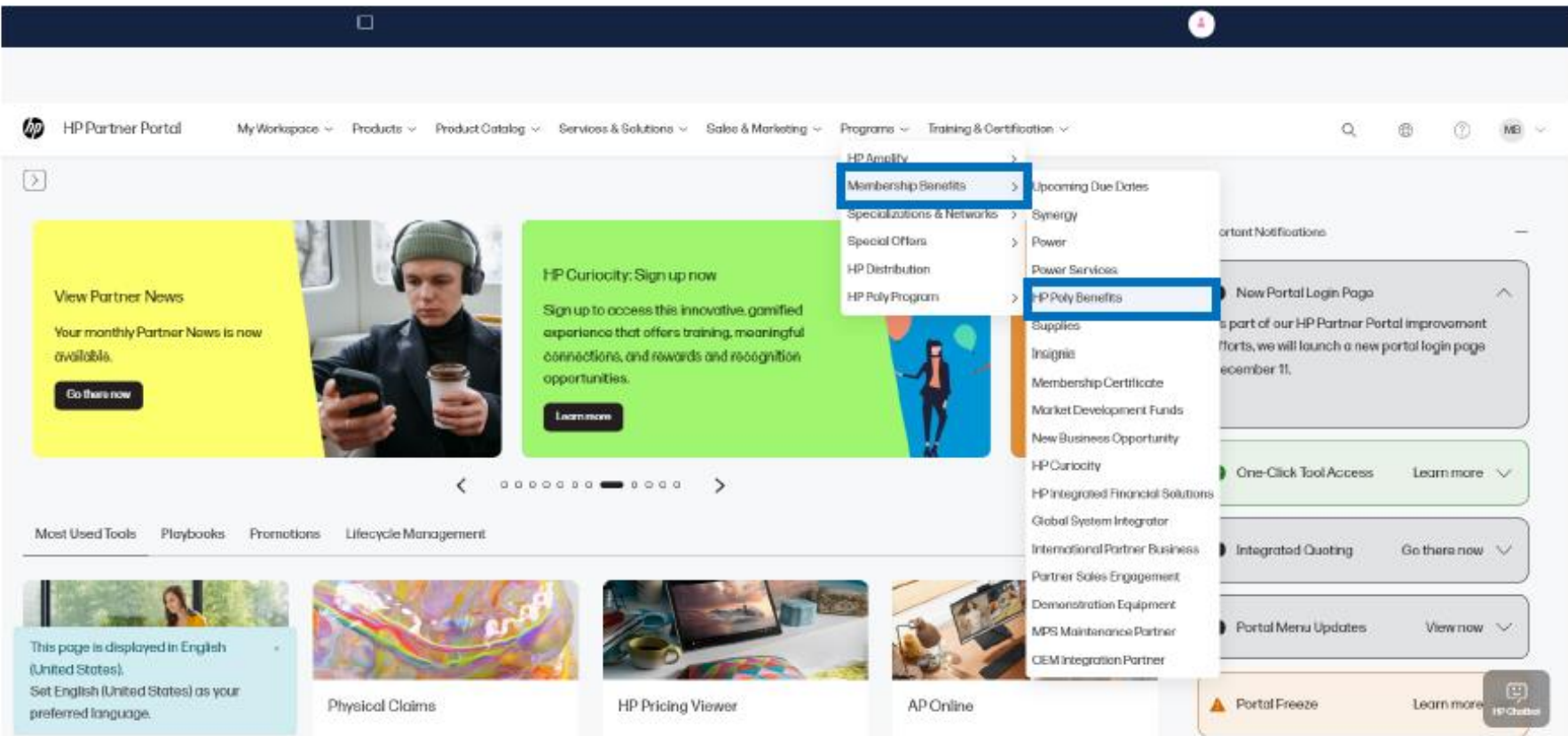
Within 30 days of receiving your new equipment, you or your Reseller properly dispose of your old headsets.

ELIGIBLE TRADE-IN PRODUCTS:

Jabra	Lenovo
Logitech	Addasound
Epos	Apple Airpod Pro
Yealink	Airpod Pro 2
JPL	Sony, Samsung
Cisco	Poly
Avaya	

Request Demo Units

- Login to Partner Portal
- Select Programs
- Select Membership Benefits
- Select HP Poly Benefits



Programs > Membership Benefits > HP Poly Benefits



