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POLYCOM DELIVERS FIRST TELEPRESENCE SOLUTIONS WITH JITC, IPV6 AND FIPS 140-2 CERTIFICATIONS FOR FEDERAL GOVERNMENT APPLICATIONS

Polycom committed to delivering complete visual communications solutions that meet stringent U.S. government security, interoperability and performance requirements

FOSE Expo (booth 2001) WASHINGTON DC, and PLEASANTON, Calif. – March 10, 2009 – Polycom, Inc. (NASDAQ: PLCM), the global leader in telepresence, video and voice communication solutions, today expanded its visual communication solutions for U.S. Federal government applications with the first high-definition telepresence systems featuring Joint Interoperability Certification (JITC), validated interoperability with IPv6 networks and integrated FIPS 140-2 validation. With these new certifications, Polycom’s industry-leading HDX 9000, 8000 and 7000 [room telepresence](#) and HDX 4000 [personal telepresence](#) solutions meet the stringent U.S. government security, interoperability and performance requirements and can be procured through the Department of Defense [Unified Capabilities Approved Products List](#) (UCAPL).

Combined with existing and pending security and interoperability certifications for its infrastructure systems, Polycom offers government customers a complete portfolio of advanced collaborative solutions to support key government initiatives such as: improving information sharing and interagency collaboration; extending command and control capabilities; enabling the war-fighter with enhanced distance learning and training programs; increasing operational effectiveness for critical operations; supporting telework and continuity of operations; as well as facilitating sophisticated and far-reaching telemedicine applications including tele-psychiatry, tele-radiology, tele-surgery and tele-dermatology.

“Visual communication is a strategic initiative in many government applications today because it can help transform the way people work and bring enhanced efficiency, speed and effectiveness to geographically distributed organizations and teams,” said Barry Morris, vice president of federal sales, Polycom. “Polycom has the most technologically advanced portfolio of visual communication solutions and a dedicated security office with an extensive certification roadmap in place to integrate federal security requirements across our solutions. The U.S. Federal government is very progressive in its use of visual communication and Polycom is proud to offer customers the first telepresence systems meeting the combined requirements for JITC, FIPS 140-2 and IPv6 networks.”

Joint Interoperability Certification applies to every Department of Defense (DOD) Information Technology (IT) and National Security System (NSS) and assures that the Combatant Commander, Services, and Agency systems can interoperate securely in a joint, combined, and coalition environment in support of global net-centric war fighting capabilities.

IPv6 offers many advantages for communication and collaboration applications, including support for a much larger address space, more advanced security, improved interoperability and enhanced quality of service (QoS).

Federal Information Processing Standards (FIPS) 140-2 validation is a requirement for any cryptographic product used in a U.S. government agency network. Federal agencies with mandates to procure, retain and use only FIPS 140-2 validated equipment can now acquire and connect Polycom HDX room and personal telepresence solutions to their networks with confidence that the

information being transmitted is secure. In addition, enterprise customers, such as banking and investment firms seeking more advanced security can rely on Polycom solutions to transmit information requiring a higher level of security to protect critical information.

Polycom recognizes that implementing secure communication technologies, validating standards and interoperability is, in many cases, a mandatory requirement for government customers and has created the [Polycom Government Security](#) website to provide easy access to related information and resources.

Additional information about Polycom products currently on the Department of Defense (DOD) Approved Products List (APL), the DISA's Memorandum of Certification, and the latest software releases are available on the Polycom [Certification & Accreditation](#) page.

Pricing and Availability

Polycom HDX Software Release 2.0.5_J for HDX 9000, 8000, 7000 and 4000 series systems is now available at no additional cost for customers on a current maintenance agreement. Polycom HDX solutions have completed testing and are scheduled to appear on the UCAPL within 30 days. Polycom HDX solutions are available worldwide through qualified channel partners with pricing starting at MSRP of US\$5,999. Regional pricing may vary.

About Polycom

Polycom, Inc. (NASDAQ: PLCM) is the global leader in telepresence, video, and voice solutions and a visionary in communications that empower people to connect and collaborate everywhere. Please visit www.polycom.com for more information.

Polycom reserves the right to modify future product plans at any time. Products and/or related specifications referenced in this press release are not guaranteed, and will be delivered on a when and if available basis.

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