



Poly

HP Poly Solutions Overview

Speaker: Jalen Mateo-
Partner Business Manager



Agenda

- 1 Introduction to Channel Manager
- 2 Evolution of Poly
- 3 HP Poly Portfolio
- 4 Reasons to Love HP Poly/ What's in it for us?!
- 5 Q/A



Meet your team!



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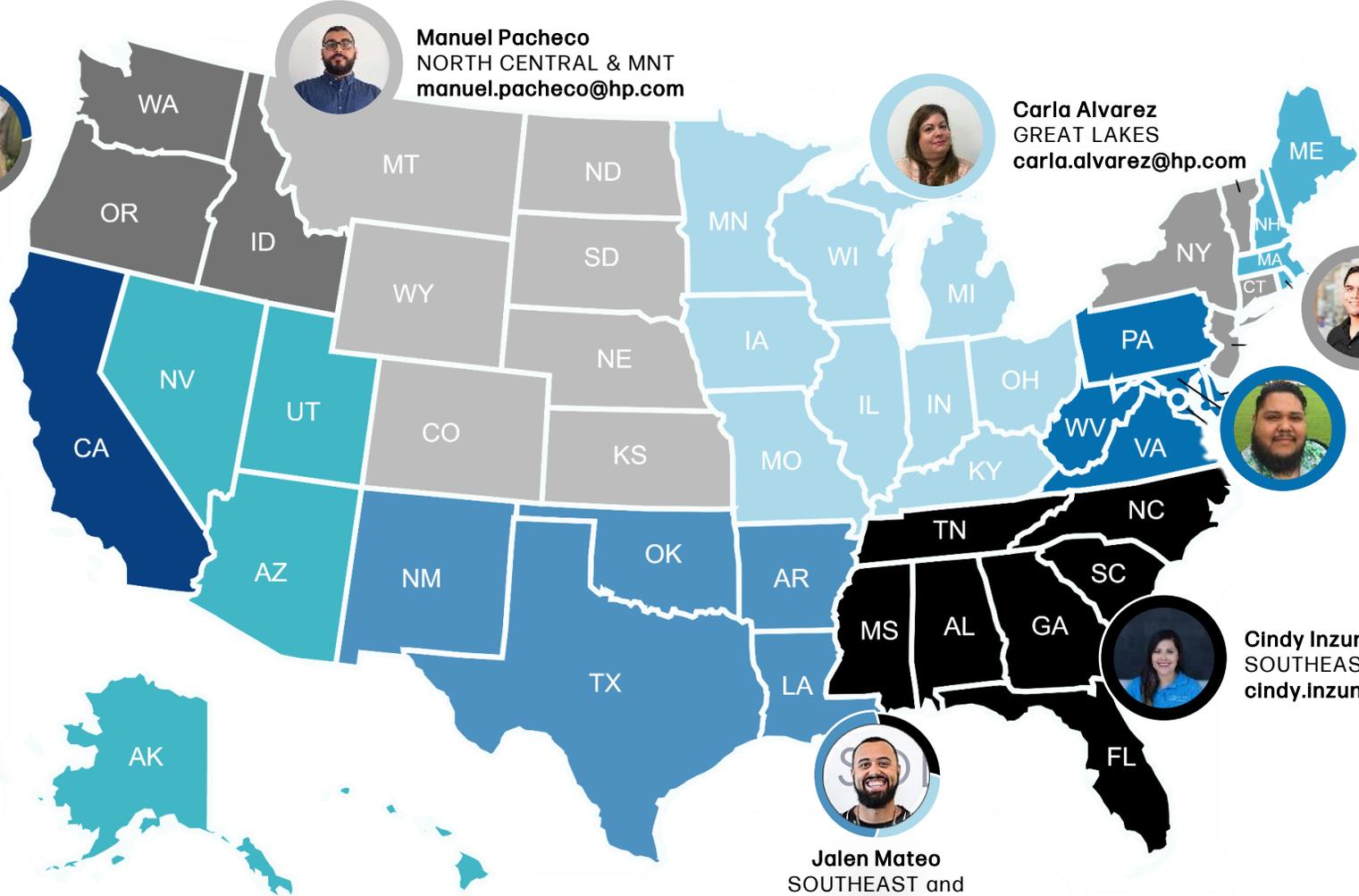
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Brand Evolution

plantronics®



 **Polycom™**



 **poly**



 **Poly**

Founded 1961

Plantronics landed on the moon!

\$1B Business

5K employees worldwide

Acquired Polycom 2018

Founded in 1990

Revolutionized Conference Room audio

Worldwide leader in UC Video Systems

The combined companies became Poly in 2019

Leader in UC solutions for both personal and group spaces

HP Inc. acquired Poly, August, 2022

The combined companies provide the broadest portfolio globally of personal, group, and hybrid UC Solutions

Why did HP Acquire Poly?



HP CEO Enrique Lores
"The rise of the hybrid office creates **a once-in-a-generation opportunity to redefine the way work gets done...**"



HP Commercial Portfolio



Notebooks



Desktops



Printers



Retail & Health Solutions



Cloud Clients



Audio/Video Collaboration



Home

Customized



Full of Friction

Corporate Office

5 Reasons to love HP Poly



#1 - Trusted

3 trusted US companies are now 1

- 1931 HP Inc
- 1961 Plantronics
- 1990 Polycom

TAA Compliant Manufacturing

- Trade Agreement Act
- Facilitates sales to security-sensitive clients

Security-conscious Clients:

- Fortune X
- US Government & Military
- Thousands of SLED clients



Secure. Ethical. Accountable.

#2 – Resilient Supply Chain



“We have been doing a lot of work, and you have heard me talking about this before, to make our supply chain network more resilient, and we will share that by the end of our fiscal year – so **by the end of October – less than 10 percent of the products coming to North America will be coming from China**”

Enrique Lores, CEO, HP Inc. (Feb 27, 2025 as reported on CRN)

#3 - Hybrid Portfolio Breadth



Headsets

Headsets created for comfort and clarity. Made to focus. Made to connect. Made to communicate.

Bluetooth, DECT, USB, & QD



Video Conferencing

In today's world, people in the same meeting aren't always in the same room - but they'll feel like they are.

Windows & Android, on all top platforms



Phones

Built for hot-desking or the home office, Poly phones deliver high-quality audio and options for a range of work styles.

Thousands of global providers

#4 - Poly Quality & AI



Founded on amazing audio & video quality



Game changing audio & video AI

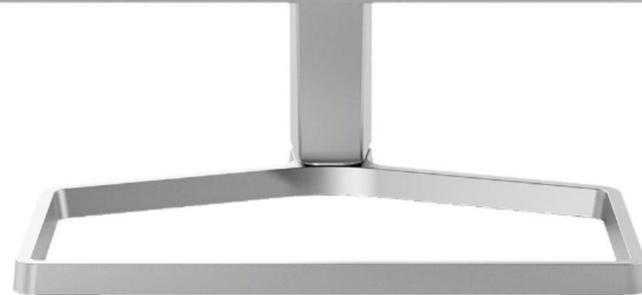
Example 1: Amazing audio for your video calls

Audio AI + Quality



YouTube

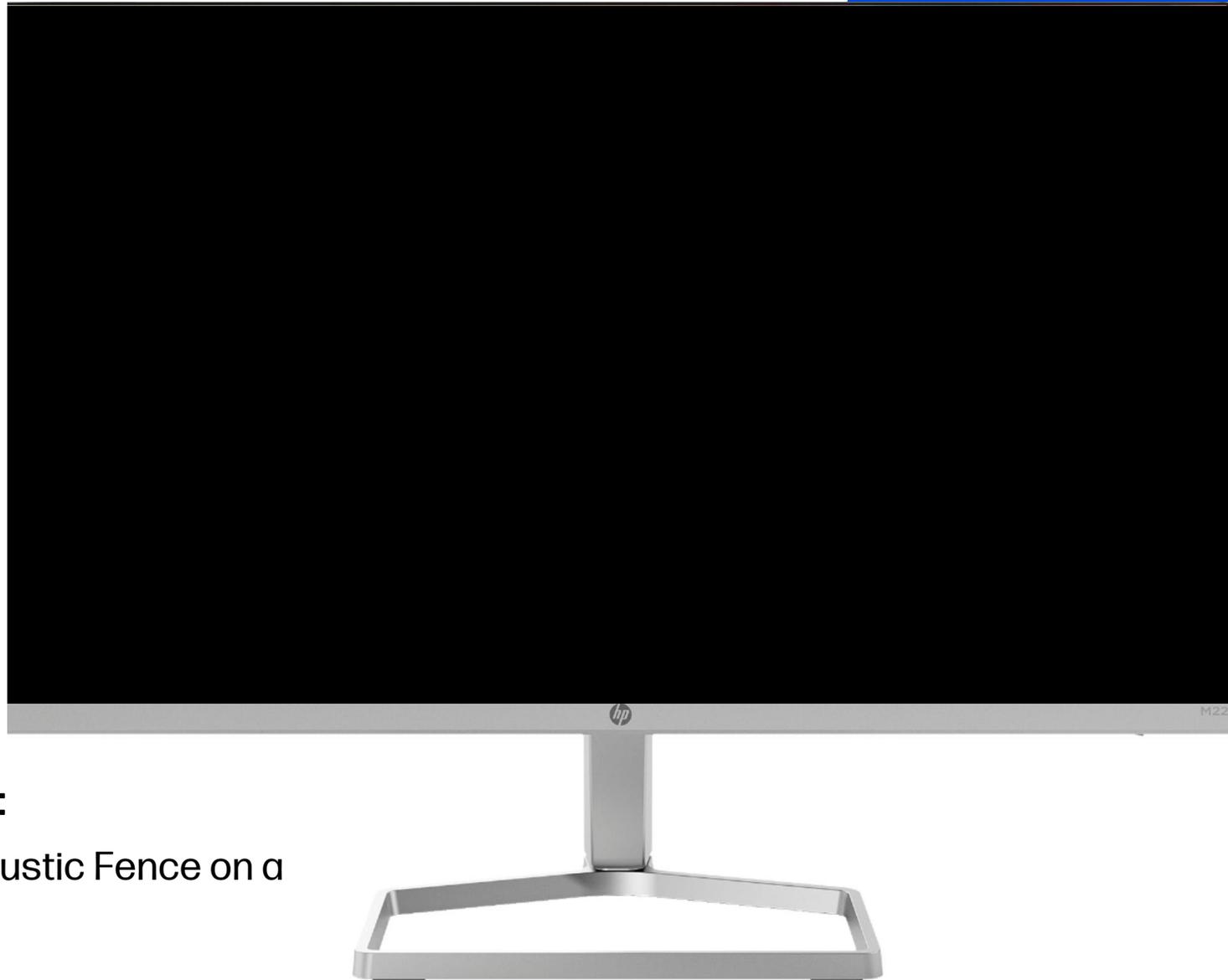
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NEXT UP:

Acoustic Fence On Video

Acoustic Fence on video



<https://www.youtube.com/watch?v=U8n1RrL3I2M>

NEXT UP:

Poly Acoustic Fence on a
Phone

Poly Acoustic Fence



YouTube

<https://www.youtube.com/watch?v=jxo69aCDC7g>
<https://www.youtube.com/watch?v=VgsIWXri-88>

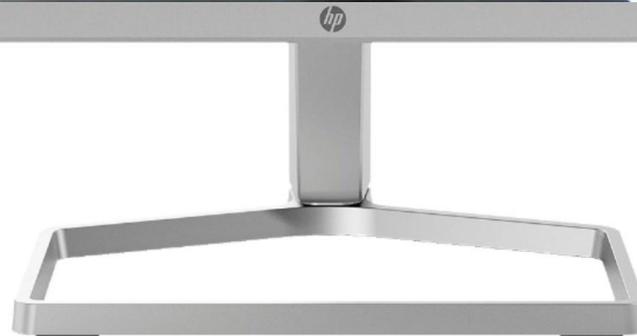
NEXT UP:

Noiseblock AI on Edge E!

Noiseblock AI



NEXT UP:
Noise Cancelling Headsets



<https://www.youtube.com/watch?v=GGjd8uqfTpE>
<https://www.youtube.com/watch?v=0EITWVaw5e8>



Noise-Cancelling Headsets



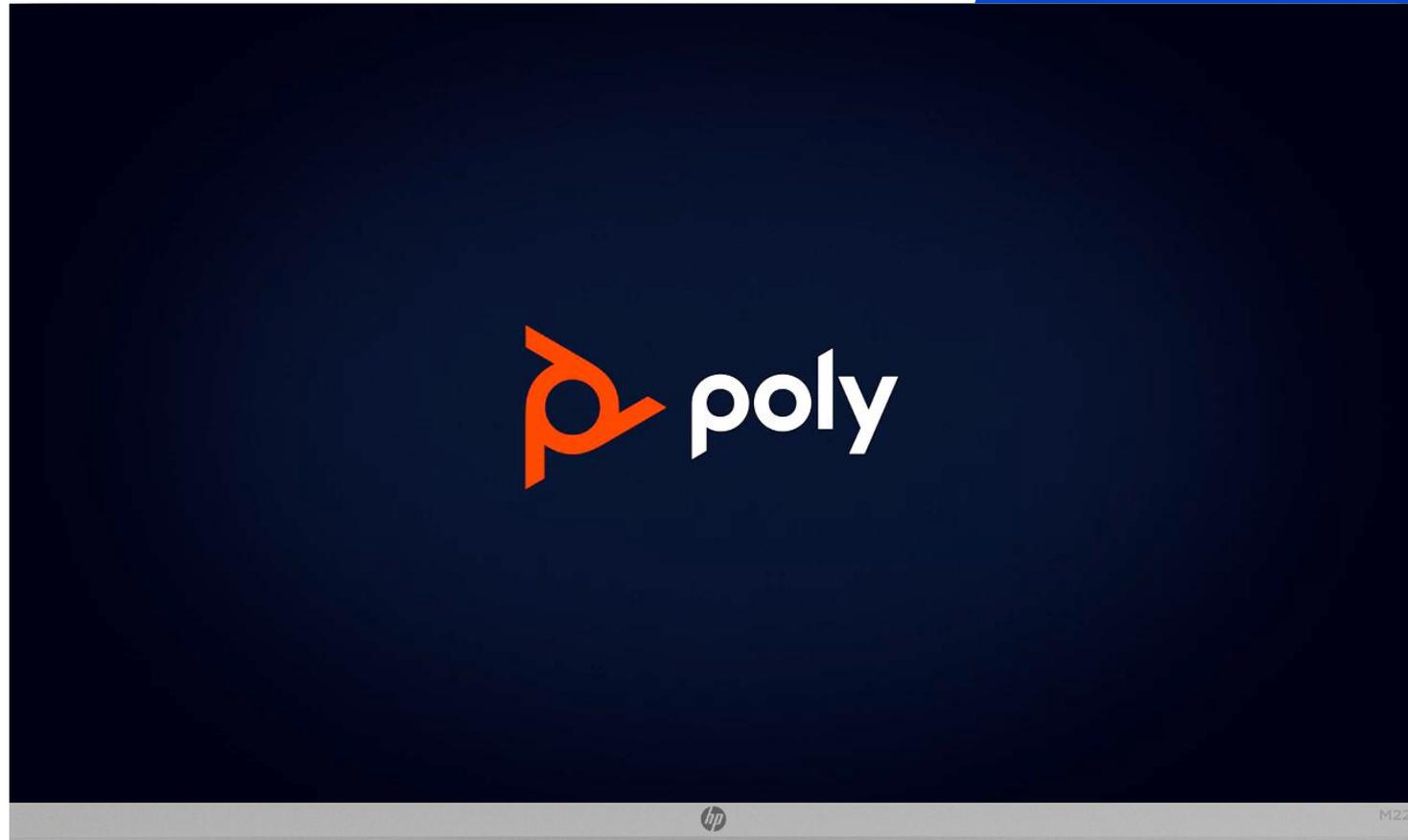
- Voyager Free 20
- Voyager Free 60
- Voyager Focus 2
- Voyager 4300 Series
- Voyager Surround
- Voyager Legend

NEXT UP:
Director AI



<https://www.youtube.com/watch?v=HtOgfSrgf6w>
<https://www.youtube.com/watch?v=X3VvaA94hYGc>

Director AI



<https://www.youtube.com/watch?v=wq8AeJfhYf8>

<https://www.youtube.com/watch?v=Ng4LgYzoR30>





5 Reasons to Love HP Poly Summary:

- ✓ HP is trusted, secure, ethical, and sustainable
- ✓ HP's Supply Chain is Resilient
- ✓ HP has the broadest Hybrid Work Solutions portfolio in the world
- ✓ HP's quality, durability, reliability, and AI are amazing
- ✓ HP's programs and promos benefit both partners and customers



For Help!

- ✓ Your Partner Business Manager(s)
 - Connect with your PBM(s)
 - Jalen.mateo@hp.com (Poly PBM)
 - Darren.Knapp@hp.com (Team Manager)
- ✓ Our End User Sales Teams
 - State, Local, & Education (SLED)
 - Federal
 - Enterprise
 - Midmarket
- ✓ HP Deal Registration
 - Customer-specific pricing available for SLED, FED, and Enterprise

THANK YOU!



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