



REQUESTING DEMO EQUIPMENT UNITS FROM POLY

Reseller Guide
February 2022

NAVIGATE TO THE SECTION YOU NEED

01 REQUEST DEMO EQUIPMENT UNITS

02 ADDITIONAL DEMO UNIT REQUESTS

03 TRACKING YOUR REQUEST



REQUEST DEMO EQUIPMENT UNITS



01

1. Login to Partner Portal
2. Select “Sales and Marketing”
3. Select “Demo Equipment Program”
4. Select “Request Demo Units”

The screenshot shows the Poly Partner Program website. At the top left is the logo "POLY PARTNER PROGRAM". To the right is a navigation menu with items: PROGRAM OVERVIEW, PRODUCTS & SERVICES, TRAINING & CERTIFICATION, OPPORTUNITIES MANAGEMENT, SALES & MARKETING (highlighted with a yellow box and a "2." above it), SUPPORT & CONTACTS, NEWS & UPDATES, and ASSET LIBRARY. Below the navigation is a dark blue banner with the text "Poly Demonstration Equipment Program for Authorized Poly Channel Partners". The main content area features the heading "DEMONSTRATE THE VALUE OF POLY TODAY" in orange. Below this is a paragraph of text: "At Poly we are passionate about our products and use them daily, and we want that same passion to come from our Partners who are in good standing within the Poly Partner Program a substantial discount on the Poly 'Demo Equipment' refers to eligible, not for resale (NFR), Poly products that our Channel Partners may purchase. These units may be used to demonstrate the value of Poly's solutions to your customers, or with prior approval document to leverage the power of Poly within your own organization. Click on the resources provided below to discover how your team can showcase the superior performance of Poly products in your organization and customers hands-on experience within the Poly Partner Demo Equipment Program!". To the right of the text is a vertical menu with items: HEADSET COMPATIBILITY GUIDE, PRICE LISTS, PROMOTIONS, TRADE-IN PROGRAM, CAMPAIGNS, DEMO EQUIPMENT PROGRAM (highlighted with a yellow box and a "3." above it), DEVICE-AS-A-SERVICE PROGRAM, POLY EXPERIENCE CENTER, VIRTUAL BUNDLES, ISTORE, and MDF OVERVIEW. At the bottom right, there is a red button with the text "Request Demo Units" (highlighted with a yellow box and a "4." above it).

Welcome Distributor to the Poly Incentive Tool – a space for all things Poly Programs & Promotions!

Below are the current Incentives Poly is offering through this tool:

Trade-In Program: A competitive offer for Partners to help refresh their Customers' environments for a discount on Poly Phones & Poly Video solution. Trade Agreement [How-To Video](#) | [More resources available on Partner Portal](#)

Demo Program: Purchase Poly products at a discount for demonstration purposes to customers, or for internal use. Not to be used for End-Customers. [How-To Video](#) | [Partner Portal](#)

Renew Program: For each eligible phone returned to a Poly Depot, Poly will provide credit towards NEW poly gear. Program is fully managed via Resellers. [How-To Video](#) | [Partner Portal](#) | Currently eligible for US/CAN Only

Poly Marketing Development Funds (MDF) program: Funds are made available to help our channel partners sell Poly products & solutions. [How-To Video](#) | [More resources](#)

Funding / Renew Program



MDF APAC B2B (USD) >
31 Mar 2023

Demos



- ANZ Demo Program (USD) >
31 Dec 2022
- Asia Demo Program (USD) >
31 Dec 2022
- Brazil Demo Program (USD) >
31 Dec 2022
- China Demo Program (CNY) >
31 Dec 2022

Please contact incentiveprograms@poly.com if you have any process or systematic questions.

Thank you for Partnering with Poly

Chose a Demo Program here.

Note: Hover over the tile to see the scrollbar and scroll down to see all Demo Programs available to you

POLY PARTNER PROGRAM

Search here using the Menu

OR Type in Product Name or SKU here and click search

Input Quantities here

Add Quantity to Cart here

Programs My Transactions

English

Program: ANZ Demo Program (USD)

Program Filter

All items checked

Browse

VIDEO

VOICE

[View Entitlements](#)

[Export to CSV File](#)

Search All

All

VIDEO

SOLUTIONS

- G7500 Product
- G7500 Services
- Studio Product
- Studio Services

VIDEO

- Accessories Product
- Clariti Product
- EE4 Product
- EE4 Services
- EED2 Services
- G7500 Product
- G7500 Services
- MTR Services
- MTR/ HUDDLE ROOMS Product
- RealConnect Product
- RealPresence Product
- Studio Product

Quantity 1 [Add](#)



201500-01 EncorePro HW530

Description: ENCOREPRO HW530

Offer: A recommended 70.00% off list price

Quantity 1 [Add](#)



201853-01 DA90

Description: DA90

Offer: A recommended 70.00% off list price

Quantity 1 [Add](#)



202652-01 Voyager Focus - UC

Description: VOYAGER FOCUS UC BT HEADSET,B825,WW

Offer: A recommended 70.00% off list price

Quantity 1 [Add](#)



202652-02 Voyager Focus - UC

Description: VOYAGER FOCUS UC BT HEADSET,B825-M,WW



202652-03 Voyager Focus - UC

Description: VOYAGER FOCUS UC,B825,NO STAND



202652-04 Voyager Focus - UC

Description: VOYAGER FOCUS UC,B825-M,NO STAND



202652-06 Voyager Focus - UC

Description: VOYAGER FOCUS UC BT HEADSET,XS,B825-M,WW



[Submit Transaction](#)



POLY DEMO EQUIPMENT PROGRAM VIDEO



Leverage this program to purchase Poly Equipment at a highly discounted rate and demo...

If you need to request additional units click here

...y...
...an...
...max...
...SKU per program...
...period. If you require additional units for the purpose noted above, please click here to request additional allocation.



POLY PARTNER PROGRAM

Icon shows Products Added to Cart
Click icon to View OR Clear Selections.

Submit Transaction here

Program: ANZ Demo Program (USD)

Program Filter

All items checked ▾

Browse

VIDEO

VOICE

Search All Search

 [Submit Transaction](#)



POLY DEMO EQUIPMENT PROGRAM VIDEO



Leverage this program to purchase Poly Equipment at a highly discounted rate and demo it to your customer and/or utilize these units internally.



1676-68466-001
CASE,TRANSPORT,GS300/500

Description:
Transport Case for RealPresence Group 3x0 and...

[Read More >](#)

Offer: A recommended 70.00% off list price

Quantity

[Update Cart](#)



201500-01 EncorePro HW530

Description:
ENCOREPRO HW530

Offer: A recommended 70.00% off list price

Quantity

[Update Cart](#)



201853-01 DA90

Description:
DA90

Offer: A recommended 70.00% off list price

Quantity [Add](#)



202652-01 Voyager Focus - UC

Description:
VOYAGER FOCUS UC BT HEADSET,B825,WW

Offer: A recommended 70.00% off list price

Quantity [Add](#)



Program: ANZ Demo Program (USD)

Program Filter

All items checked ▾

Browse

VIDEO

VOICE

Preferred Ordering Points

Select Ordering Point	Select
Ak Cent Microsystems HQ	<input type="checkbox"/>
ALSO Belgium B.V.	<input type="checkbox"/>
ALSO Bulgaria Ltd.	<input type="checkbox"/>
ALSO Croatia d.o.o.	<input type="checkbox"/>
ALSO Czech Republic s.r.o.	<input type="checkbox"/>
ALSO Eesti OU	<input type="checkbox"/>
ALSO France S.A.S.	<input type="checkbox"/>
ALSO Hungary Kft.	<input type="checkbox"/>
ALSO Latvia SIA	<input type="checkbox"/>
ALSO Nederland B.V.	<input type="checkbox"/>
ALSO Polska sp. z o.o.	<input type="checkbox"/>
ALSO Romania SRL	<input type="checkbox"/>
ALSO Slovakia s.r.o.	<input type="checkbox"/>

Select Preferred Ordering Point

Click Submit

Submit

Back



POLY DEMO EQUIPMENT PROGRAM VIDEO



Leverage this program to purchase Poly Equipment at a highly discounted rate and demo it to your customer and/or utilize these units internally.

Each product has an max allocation per

POLY PARTNER PROGRAM

Programs My Transactions ▾

English

Program: ANZ Demo Program (USD)

Program Filter

All items checked ▾

Browse

VIDEO

VOICE

Confirmation

Review Request
Details Here

Time to Accept:

Acceptance Deadline:

Available Ordering Points:

Poly

Product ID	Description	Quantity	Offer
1676-68466-001	CASE,TRANSPORT,GS300/500	5	A recommended 67.00% off list price

Click
Confirm

Confirm

Back



POLY DEMO
EQUIPMENT
PROGRAM VIDEO



POLY DEMO
EQUIPMENT PROGRAM



POLY PARTNER PROGRAM

Programs My Transactions ▾

English

Program: ANZ Demo Program (USD)

Program Filter

All items checked ▾

Browse

VIDEO

VOICE

Approved Request

Confirmation

Request Number:

Time to Accept:

Acceptance Deadline:

Status:

Available Ordering Points:

The process is now complete.

Approved
Poly

Product ID	Description	Quantity	Offer
1676-68466-001	CASE, TRANSPORT, GS300/500	5	A recommended 67.00% off list price

Request has been approved.

Print

Download PDF

Back



POLY DEMO EQUIPMENT PROGRAM VIDEO



POLY DEMO EQUIPMENT PROGRAM

Leverage this program to purchase Poly Equipment at a highly discounted

ADDITIONAL DEMO UNIT REQUESTS



02

1. Login to Partner Portal
2. Select “Sales and Marketing”
3. Select “Demo Equipment Program”
4. Select “Request Demo Units”

The screenshot shows the Poly Partner Program website interface. At the top, the logo 'POLY PARTNER PROGRAM' is on the left, and a navigation menu is on the right. The menu items are: PROGRAM OVERVIEW, PRODUCTS & SERVICES, TRAINING & CERTIFICATION, OPPORTUNITIES MANAGEMENT, SALES & MARKETING (highlighted with a yellow box and labeled '2.'), SUPPORT & CONTACTS, NEWS & UPDATES, and ASSET LIBRARY. Below the navigation is a dark blue banner with the text 'Poly Demonstration Equipment Program for Authorized Poly Channel Partners'. The main content area features the heading 'DEMONSTRATE THE VALUE OF POLY TODAY' and a paragraph of text. A dropdown menu is open from the 'SALES & MARKETING' menu item, showing options: HEADSET COMPATIBILITY GUIDE, PRICE LISTS, PROMOTIONS, TRADE-IN PROGRAM, CAMPAIGNS, DEMO EQUIPMENT PROGRAM (highlighted with a yellow box and labeled '3.'), DEVICE-AS-A-SERVICE PROGRAM, POLY EXPERIENCE CENTER, VIRTUAL BUNDLES, ISTORE, and MDF OVERVIEW. Below the main text, a red button labeled 'Request Demo Units' is highlighted with a yellow box and labeled '4.'.

Welcome Distributor to the Poly Incentive Tool – a space for all things Poly Programs & Promotions!

Below are the current Incentives Poly is offering through this tool:

Trade-In Program: A competitive offer for Partners to help refresh their Customers' environments for a discount on Poly Phones & Poly Video solution. Trade Agreement [How-To Video](#) | [More resources available on Partner Portal](#)

Demo Program: Purchase Poly products at a discount for demonstration purposes to customers, or for internal use. Not to be used for End-Customers. [How-To Video](#) | [Partner Portal](#)

Renew Program: For each eligible phone returned to a Poly Depot, Poly will provide credit towards NEW poly gear. Program is fully managed via Resellers. [How-To Video](#) | [Partner Portal](#) | Currently eligible for US/CAN Only

Poly Marketing Development Funds (MDF) program: Funds are made available to help our channel partners sell Poly products & solutions. [How-To Video](#) | [More resources](#)

Funding / Renew Program



MDF APAC B2B (USD) >
31 Mar 2023

Demos



ANZ Demo Program (USD) > 31 Dec 2022
Asia Demo Program (USD) > 31 Dec 2022
Brazil Demo Program (USD) > 31 Dec 2022
China Demo Program (CNY) > 31 Dec 2022

Please contact incentiveprograms@poly.com if you have any process or systematic questions.

Thank you for Partnering with Poly

Chose a Demo Program here.

Note: Hover over the tile to see the scrollbar and scroll down to see all Demo Programs available to you

POLY PARTNER PROGRAM

Programs My Transactions ▾

English

Program: ANZ Demo Program (USD)

Program Filter

Search All ▾

Search

All items checked ▾

Browse

VIDEO

VOICE

View Entitlements

Export to CSV File



Submit Transaction



POLY DEMO EQUIPMENT PROGRAM VIDEO



Leverage this program to purchase Poly Equipment at a highly discounted rate and demo it to your customer and/or utilize these units internally.

Each product has an max allocation per SKU per program period. If you require additional units for the purpose noted above, please click [here](#) to request additional allocation.

Click here to Request Additional Units


1676-68466-001
CASE,TRANSPORT,GS300/500
Description:
Transport Case for RealPresence Group 3x0 and...
[Read More »](#)
Offer: A recommended 70.00% off list price
Quantity **Add**


201500-01 EncorePro HW530
Description: ENCOREPRO HW530
Offer: A recommended 70.00% off list price
Quantity **Add**


201853-01 DA90
Description: DA90
Offer: A recommended 70.00% off list price
Quantity **Add**


202652-01 Voyager Focus - UC
Description:
VOYAGER FOCUS UC BT


202652-02 Voyager Focus - UC
Description:
VOYAGER FOCUS UC BT HEADSET,B825-M,WW


202652-03 Voyager Focus - UC
Description:
VOYAGER FOCUS UC,B825,NO STAND


202652-04 Voyager Focus - UC
Description:
VOYAGER FOCUS UC,B825-M,NO STAND


202652-06 Voyager Focus - UC
Description:
VOYAGER FOCUS UC BT HEADSET,XS,B825-M,WW



Program: Request for additional units

Request for Additional Allowance

Product

Quantity of Additional Units Requested:

Region/Currency you are Requesting Additional Units:

Reason for Request:

Select Product

Hint: Type the first letter of the Product to filter list

Enter Quantity of Additional Units for this Request

Select Region/Currency for this Request

Enter a Reason for Request

Click Continue

Continue

Back

POLY PARTNER PROGRAM

Programs My Transactions ▾

English

Program: Request for additional units

Browse

Confirm Request

Review Request Details Here

Request

Time to Accept: **331 Days**
Acceptance Deadline: **31 Dec 2022**
Available Ordering Points: **Poly**

Product ID	Description	Quantity	Offer
Request	Request	1	Thank you for your request for additional units! Our team will get back to you within 72-business hours with approval. Once approved you will receive an alert, and can process your claim request for the Demo Program directly with your Poly Distributor.

Click Confirm

Confirm

Back



Program: Request for additional units

Browse

Request has been submitted

The request is now Pending Approval

Request

Request Confirmation

Request Number: **E6VSPNWN07**
Time to Approve: **331 Days**
Approval Deadline: **31 Dec 2022**
Status: **Pending Approval**
Available Ordering Points: **Poly**

Product ID	Description	Quantity	Offer
Request	Request	1	Thank you for your request for additional units! Our team will get back to you within 72-business hours with approval. Once approved you will receive an alert, and can process your claim request for the Demo Program directly with your Poly Distributor.

Request has been submitted. Once approved you will receive an e-mail confirmation with the authorised transaction number.

Print

Download PDF

Back

TRACKING YOUR REQUEST



03

1. Login to Partner Portal
2. Select “Sales and Marketing”
3. Select “Demo Equipment Program”
4. Select “Request Demo Units”

The screenshot shows the Poly Partner Program website interface. At the top left is the logo 'POLY PARTNER PROGRAM'. A navigation menu at the top right includes: PROGRAM OVERVIEW, PRODUCTS & SERVICES, TRAINING & CERTIFICATION, OPPORTUNITIES MANAGEMENT, SALES & MARKETING (highlighted with a yellow box and labeled '2.'), SUPPORT & CONTACTS, NEWS & UPDATES, and ASSET LIBRARY. Below the navigation is a dark blue banner with the text 'Poly Demonstration Equipment Program for Authorized Poly Channel Partners'. The main content area features the heading 'DEMONSTRATE THE VALUE OF POLY TODAY' and introductory text. A dropdown menu is open from the 'SALES & MARKETING' menu item, listing various resources. The 'DEMO EQUIPMENT PROGRAM' option is highlighted with a yellow box and labeled '3.'. Below the dropdown, a red button labeled 'Request Demo Units' is highlighted with a yellow box and labeled '4.'.

Click "My Transactions" > "Track Transactions"

Welcome Distributor to the Poly Incentive Tool – a space for all things Poly Programs and Promotions!

Below are the current Incentives Poly is offering through this tool:

Trade-In Program: A competitive offer for Partners to help refresh their Customers' environments for a discount on Poly Phones & Poly Video solution. Trade Agreement form required per request. [How-To Video](#) | [More resources available on Partner Portal](#)

Demo Program: Purchase Poly products at a discount for demonstration purposes to customers, or for internal use. Not to be used for End-Customers. [How-To Video](#) | [More resources available on Partner Portal](#)

Renew Program: For each eligible phone returned to a Poly Depot, Poly will provide credit towards NEW poly gear. Program is fully managed via Resellers. [How-To Video](#) | [More resources available on Partner Portal](#) | Currently eligible for US/CAN Only

Poly Marketing Development Funds (MDF) program: Funds are made available to help our channel partners sell Poly products & solutions. [How-To Video](#) | [More resources available on Partner Portal](#)

Trade-In	
	<p>EMEA Video Trade In Program (Euro) 31 Dec 2027</p> <p>EMEA Video Trade In Program (GBP) 31 Dec 2027</p> <p>More ▾</p>

Demos	
	<p>ANZ Demo Program (USD) 31 Dec 2022</p> <p>Asia Demo Program (USD) 31 Dec 2022</p> <p>More ▾</p>

Please contact incentiveprograms@poly.com if you have any process or systematic questions, and reach out to your Poly Channel Rep patrina.lee@poly.com for programmatic questions.

POLY PARTNER PROGRAM

Programs My Transactions ▾

English ▾

Track Transactions

Track Transactions

Search

Search

Program

Request for additional units ▾

All

Check the Status here

Request Number	Transaction Number	Group Number	Accepted Ordering Points	Program	Status	Secondary Status	Last Status Date	Clone	Cancel
E6VSPNWN07	E6VSPNWN07			Request for additional units	Pending Approval		03 Feb 2022	Clone	

Track Transactions

Search

Search

Program

Select Program ▾

All

Status updated once "Approved"

Request Number	Transaction Number	Group Number	Accepted Ordering Points	Program	Status	Secondary Status	Last Status Date	Clone	Cancel
E6VSPNWN07	E6VSPNWN07			Request for additional units	Approved		03 Feb 2022	Clone	Cancel

Click on Request Number to review

Transaction

Confirmation that your Request is Approved
No further action required.

Confirmation

Request Number: EGVSPNWN07
Description:
Status: **Approved**
Commission Value:
Available Ordering Points: **Poly**

Description

Request

Request for Additional Allowance

Created By poly::distributor.apac@protonmail.com
Created On 03 Feb 2022
Product Battery - 86180-02 ▾
Quantity of Additional Units Requested: 1
Region/Currency you are Requesting Additional Units: North America Demo Program (USD) ▾
Reason for Request: TEST ONLY

PARTNER INFORMATION

Poly Partner Portal

DEMONSTRATE THE VALUE OF 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 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 customers, or with prior approval documentation provided through your Poly Account Manager, the ability to leverage the power of Poly.

[Request Demo Units](#)



THANK YOU

