

# Polycom® CMA™ 4000/5000

## Polycom® CMA™ Desktop



### Positioning Statement

For distributed enterprises seeking to communicate using video from anywhere at any time, the Polycom CMA™ provides high scale, powerful management, and software-based video-clients that are as easy to use as instant messaging

### Key Benefits

- **Expanded adoption** – Widespread video communication enabled via a common instant message-type interface
- **Reduced costs** – Maximized ROI through centralized video management and provisioning of existing infrastructure
- **Highly accessible** – Users can easily search and contact colleagues via integration with existing Microsoft Active Directory.
- **High quality experiences** – Bandwidth control and powerful gatekeeping functions enable policy applications to one or many users simultaneously
- **Multipoint conferencing** – Enables users to participate in bridge calls from anywhere and schedule conferences to RMX meeting rooms

### Applications

#### Line of Business:

**ROI** – Expand the use of video communications and reduce travel costs

**Business Growth** – Enable workers to communicate better with colleagues and management

**Employee Retention** – Improve work-life balance for more employees

#### IT Department:

**Large Organizations** – Desktop deployment needs for green initiatives, inter-office communications, and remote workers

**Education/Training** – Distance learning, self-study, certification

**Medical** – Center of Excellence support to rural medical facilities, enable specialists services

**Sales & Marketing** – Product updates, sales rep training, promotions, reseller updates, daily communications to corporate headquarters

### Qualifying Questions

#### Line of Business:

What are your goals for reducing operating costs using communication technologies?

How are you increasing the efficiency of your remote work force?

How do you integrate newly acquired companies?

#### IT Department:

How do you currently manage your video endpoints?

What are your plans for high-scale deployment of visual communication?

How do you communicate with mobile workers?

How often do you utilize multipoint video conferences?

How do you manage and control bandwidth?

# Polycom Cma Desktop User Guide

**SB Merriam**



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