INTRODUCING THE POLY SYNC FAMILY

Powerful speakerphones that make conferencing a breeze

Telekomunikaciniai Projektai UAB

https://plantronics.lt/

INVEST IN IMPROVING FLEXIBLE PRODUCTIVITY

By 2025, hybrid team collaboration will be the primary way that people work and communicate.

Aragon Research, 2019

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POLY SYNC FAMILY

TEAMS DESERVE TO HEAR AND BE HEARD

Poly Sync family of smart speakerphones transforms your meetings with remarkable conference audio
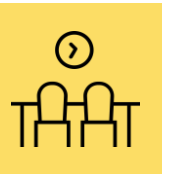
- Remarkable audio: focus on voices, not the background noise

- Simple to use: easily connect via USB or Bluetooth® to own devices

- Sleek design: consistent user interface across the family

3

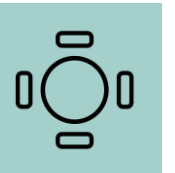# A POLY SYNC FOR EVERY ENVIRONMENT!

POLY SYNC 60

Small to medium conference rooms
Typical room size: 6 m x 6 m

POLY SYNC 40

Flexible/huddle rooms
Typical room size: 5 m x 5 m

POLY SYNC 20

Portable and personal
Typical room size: 4 m x 4 m

4

WHAT MAKES THE POLY SYNC FAMILY SMART?

Smart Audio

- Microphone array that adapts to the room and tracks the talker

- Six layers of echo control

Smart Connectivity

- Combined USB-A/USB-C Cable[1]

- Wirelessly daisy-chain two units[1]

- Automatic Bluetooth® unpairing[1]

Smart Use

- Programmable function button

- Smartphone charger port

- Talker-tracking visual indicator[2]

- Voice level meter[2]

- Gets better with future updates

[1]Poly Sync 40 and Poly Sync 60
[2]Poly Sync 60

COMMON FEATURES ACROSS POLY SYNC MODELS

Remarkable audio

Make every meeting productive with remarkable audio

Multi microphones

Focus on voice, not background noise

Smartphone Charger

Charge your smartphone via the USB socket

Bluetooth + USB

Easily connect to a smartphone device or computer

Color light bar

Clear call status from anywhere in the room

Programmable button

Select desired function from play/pause music, last number redial, voice assistant, etc.

Identical user control

Consistent user experience across the Poly Sync models

Poly Sync 20 Teams version shown

POLY SYNC 20 – PERSONAL NEEDS

Be Heard

Users voice should always be heard loud and clear by the far end

Mobility

A device that easily fits into a laptop bag

One device

An all in one portable speakerphone, music speaker and charger

POLY SYNC 20 & POLY SYNC 20+

Portable and personal

Remarkable audio
Sound your best for work and play.

Three in one
Portable speakerphone, charger and music speaker in one

20-hour battery
For wireless operation and smartphone charging from anywhere

Slim portable design
Easily fits into a laptop bag—comes with a carrying case and lanyard

Programmable button
Select desired function from play/pause music, last number redial, voice assistant, etc.

IP64 protection
Dust and water resistant

BT600*

*included with the Poly Sync 20+

POLY SYNC 40 – FLEXIBLE/HUDDLE ROOM NEEDS

Single cable

Users want a plug and play meeting experience with just a single cable

Be Heard

Users voice should always be heard loud and clear by the far end

Adaptable
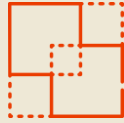
A portable device that can change with the meeting room

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POLY SYNC 40

For flexible/huddle rooms

Remarkable audio
Three microphone array focuses on voice and not the noise

Expandable
Two units can be paired wirelessly for larger meeting spaces

Flexible connectivity
Single USB cable supporting both USB-A and USB-C connectors

20-hour battery
For wireless operation and smartphone charging from anywhere

Programmable button
Select desired function from play/pause music, last number redial, voice assistant, etc.

IP64 protection
Dust and water resistant
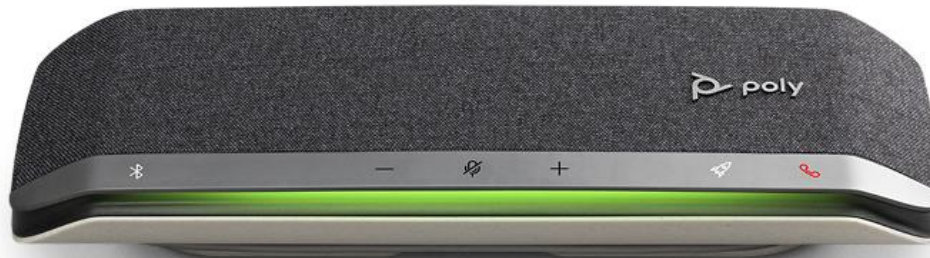
Available Accessories

- Charge stand
- Desk mount

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POLY SYNC 60 – SMALL TO MEDIUM CONFERENCE ROOMS

Single cable

Users want a plug and play meeting experience with just a single cable for both audio and video

Be Heard

Users voice should always be heard loud and clear by the far end
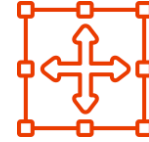
Room Filling Sound

A speakerphone that can fill my small conference room

POLY SYNC 60

For small to medium conference rooms

Remarkable audio

Six microphone array focuses on voice and not the noise

Video camera pass-through

Connect a USB video camera for a single USB cable audio video solution

Expandable

Two units can be paired wirelessly for larger meeting spaces

Flexible connectivity

Single USB cable supporting both USB-A and USB-C connectors

Smartphone charging

Two USB ports for charging two smartphone during meetings

Status lightbar

Clearly see the call status from anywhere in the room
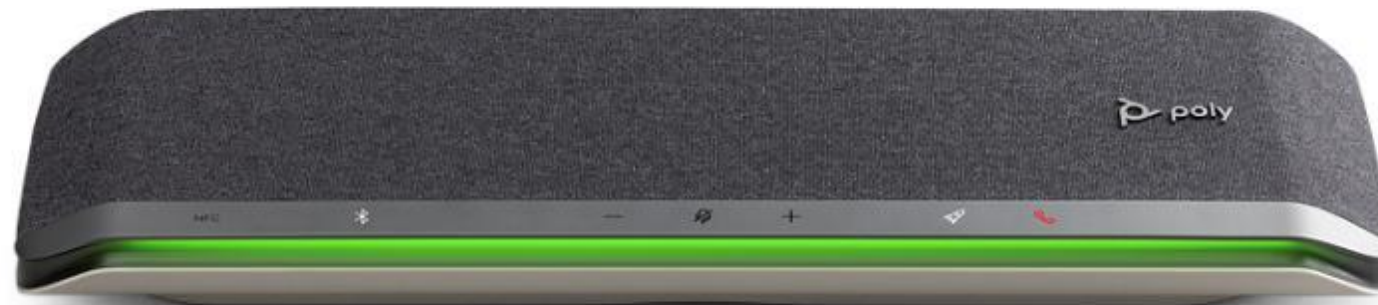
POLY SYNC FOR ANY PLATFORM

AVAYA

RingCentral®

CISCO

UNIFY

GoToMeeting by LogMeIn

Alcatel·Lucent Enterprise

Certified for

Microsoft Teams

Microsoft Teams certification pending

zoom Certified

Poly Sync 20

Poly Sync 40 pending

Poly Sync 60 pending

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POLY SYNC FAMILY PORTFOLIO

$700

$600 — **$599**

$500

$400 — **$299**

$300

$200 — **$169** **$199**

$100

$0

Poly Sync 20	**Poly Sync 20+**	**Poly Sync 40**	**Poly Sync 60**
Personal and portable	Personal, portable with BT600	For flexible/huddle workspace spaces	Powerful for typical conference rooms
PORTABLE	**PORTABLE**	**HUDDLE**	**SMALL TO MEDIUM CONFERENCE**

Positioning

SPEAKERPHONE / CONFERENCE PHONES

Price

Trio 8300 ($649)

Classic entry-level SIP conference phone for small to medium sized rooms
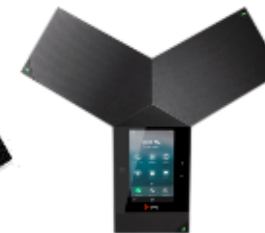
Trio 8500 ($1099)

Familiar everyday SIP conference phone for medium sized rooms

Trio C60 ($1149)

Powerful and thoughtfully designed conference phone for medium to large sized rooms

Trio 8880 ($1599)

The original Trio SIP conference phone for medium to large sized rooms

Poly Sync 60 ($599)

For the Small conference room (USB)

Poly Sync 40 ($299)

Speakerphone for flexible/huddle rooms (USB)

Poly Sync 20/

Sync20+

($169/$199 with BT600)

Portable Personal Speakerphone (USB)

Calisto 5300

($149/$179 with BT600)

Portable Personal Speakerphone (USB)

Calisto 3200 ($99)

Portable Personal Speakerphone (USB)

USB/Bluetooth **Speakerphones**

SIP **Conference Phone** (+USB/Bluetooth connectivity)

Personal   **Flexible/ Huddle**   **Small Conference**   **Medium Conference**   **Large Conference**

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PRODUCT TRANSITION SLIDE

EOL Announce January 2021*
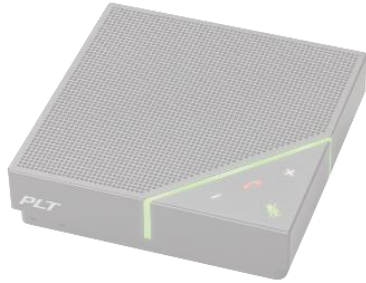
Calisto 7200 ($265)
Huddle room speakerphone

Poly Sync 40 ($299)
Huddle/Flexible room speakerphone

EOL Announce October 2020*

Calisto 5200 ($149)
Portable personal speakerphone with 3.5mm

Poly Sync 20 ($169)
Personal speakerphone

* Dates subject to change

PRODUCT AVAILABILITY*

Model	AMER	EUROPE	APAC
Poly Sync 20(+) (Non-Teams/Teams)	November 2020	November 2020	November 2020
Poly Sync 40 (Non-Teams/Teams)	January 2021	January 2021	January 2021
Poly Sync 60 (Non-Teams/Teams)	March 2021	March 2021	March 2021

*Subject to change

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POLY DEVICE MANAGEMENT SERVICE: MANAGE POLY SYNC FAMILY FROM THE CLOUD

Simplify device management

Give teams consistent user experiences

Automate your firmware updates

See device status at a glance

Keep cloud service secure

Connect an unlimited number of devices

Gain secure, encrypted access from anywhere

Optimize IT resources

Centrally manage for more efficient IT time allocation

THREE-YEAR HARDWARE REPLACEMENT SERVICE

Product	Part number	Description
Poly Sync 20	4870-SYNC20-3YR	Three Year Hardware Replacement, SYNC20 - PERSONAL. 8X5 Tier 1, NBD Adv Replace. Avail only at prod purch. See Serv Desc for Terms/Conditions.

- Three-Year Hardware Replacement Service must be ordered at the time of purchase of the Sync 20 product order

- Serial Numbers are required for entitlement

- This service comes with Advanced Replacement (Next Business Day) and freight paid for the replacement and the return.

- End Users go to http://www.plantronics.com/contactssupport to find information on how to call in for the support

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SPARES & ACCESSORIES

**Poly Sync 20
travel case**

SKU # - 218427-01

**Poly Sync 40
charge stand**

SKU # - 218430-01

No image
available

**Poly Sync 40
desk mount**

SKU # - 218429-01
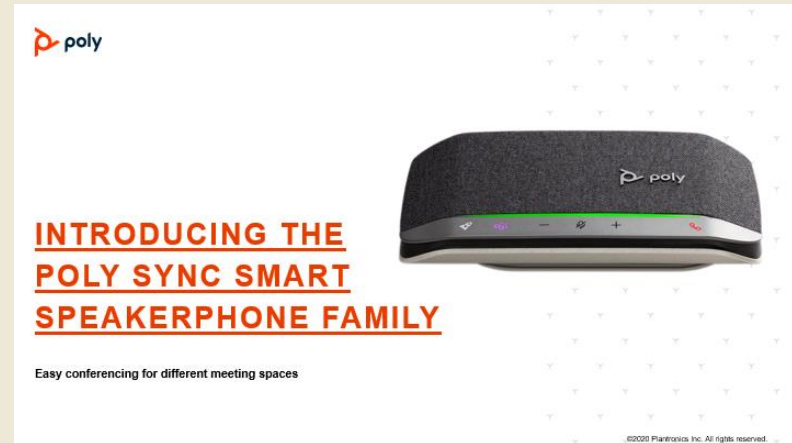
**BT600
USB adapter**

USB-A - 205250-01

USB-C - 211249-01

LAUNCH ASSETS AND KEY DATES*

- Data sheet
- Customer facing deck
- Channel training deck
- FAQ
- Sales sheet
- Product photography
- Customer email

October 2020

*Poly Sync Family, Poly Sync 20 and Poly Sync 40 only

INTRODUCING THE POLY SYNC SMART SPEAKERPHONE FAMILY

Easy conferencing for different meeting spaces

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PERSONAL, USB/BLUETOOTH® SMART SPEAKERPHONE

POLY SYNC 20

- Three-microphone steerable array
- Full duplex audio
- Portable speakerphone and high-performance music speaker, all in one
- Bass reflex system with dual passive radiators
- Up to 20 hours of battery life

POLY SYNC FAMILY

USB/BLUETOOTH® SPEAKERPHONES

Everyone deserves to hear and be heard. Poly Sync Family USB/Bluetooth® smart speakerphones make both happen with remarkable sound quality in personal, huddle and small workspaces. Voice calls flow naturally with multiple microphones that track the talker, not the noise. If people on both ends talk at once, full-duplex audio makes sure nothing is missed. It's simple to join meetings—just plug in or connect via Bluetooth. It's a consistent user experience across all the Poly Sync models. Smart, simple, and sleek – no wonder it's such a hit with both users and IT teams.

AT A GLANCE
Poly Sync Family
- Keep the focus on voice, not background noise, with the multi-microphone steerable array for echo and noise reduction.
- Intuitive controls—teams connect via USB or Bluetooth® on their devices and use their existing applications.
- Deploy and you're done—simple, easy-to-use design with remote management via Poly device management solutions, some solutions are sold separately.

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APPENDIX

COMPARISON

	Poly Sync 20 / Poly Sync 20+	Poly Sync 40	Poly Sync 60
Connects To	Sync 20: PC via USB, smartphone via Bluetooth Sync 20+: PC via USB or included BT600 Bluetooth adapter, smartphone via Bluetooth	PC via combined USB-A and USB-C cable, smartphone via Bluetooth. BT600 adapter available as an accessory for wireless connection to PC	PC via combined USB-A and USB-C cable, smartphone via Bluetooth. BT600 adapter available as an accessory for wireless connection to PC
Recommended For	Flexible enterprise professionals who split time between corporate office, home office, and travel	Flexible workspaces and huddle rooms where users bring their own devices	Small to medium conference rooms where users bring their own devices
Loudspeaker Frequency Response	80Hz to 20kHz	75Hz to 20kHz	75Hz to 20kHz
Microphone	Three microphone steerable array	Three microphone steerable array	Six microphone steerable array.
Microphone Pick Up Range	7 ft / 2 m	8 ft / 2.5 m	9 ft / 3 m
Battery Mode Talk Time	Up to 20 hours	Up to 20 hours	Always on AC power only
USB Sockets	one - smartphone charger	one - smartphone charger	Two smartphone phone chargers - one USB video camera pass through
User Controls	Call answer/end, mute, volume up/down, programmable function button.	Call answer/end, mute, volume up/down, programmable function button	Call answer/end, mute, volume up/down, programmable function button
Wireless Daisy-chain	No	Yes	Yes
Size (H X W X D) In MM	34 x 95 x 182	38 x 102 x 273	37 x 116 x 394
Dust And Water Protection	IP64	IP64	-
Included Accessories	Carry case, Lanyard		
Available Accessories		Charge stand, secure desk mount, BT600 Bluetooth USB adapter	BT600 Bluetooth USB adapter

ORDERING CODES AND PRICING

Part Number	Description	Teams Version	USD ($)
216865-01	POLY SYNC 20+, SY20 USB-A/BT600 SPEAKERPHONE WITH BT600		199
216866-01	POLY SYNC 20, SY20-M USB-A SPEAKERPHONE	✓	169
216867-01	POLY SYNC 20+, SY20-M USB-A/BT600 SPEAKERPHONE WITH BT600	✓	199
216868-01	POLY SYNC 20, SY20 USB-C SPEAKERPHONE		169
216869-01	POLY SYNC 20+, SY20 USB-C/BT600C SPEAKERPHONE WITH BT600		199
216870-01	POLY SYNC 20, SY20-M, USB-C SPEAKERPHONE	✓	169
216871-01	POLY SYNC 20+, SY20-M, USB-C/BT600C SPEAKERPHONE WITH BT600	✓	199
217038-01	POLY SYNC 20, SY20 USB-A SPEAKERPHONE		169

ORDERING CODES AND PRICING

Part Number	Description	Teams Version	USD ($)
216875-01	POLY SYNC 40, SY40-M HUDDLE SPEAKERPHONE	✓	299
216874-01	POLY SYNC 40, SY40 HUDDLE SPEAKERPHONE		299
216873-01	POLY SYNC 60, SY60-M SMALL CONFERENCE SPEAKERPHONE	✓	599
216872-01	POLY SYNC 60, SY60 SMALL CONFERENCE SPEAKERPHONE		599

WHAT'S IN THE BOX?

POLY SYNC 20 AND POLY SYNC 20+

Poly Sync 20

USB-A or USB-C

Travel case

User guide

Lanyard

(not attached)

BT600

Poly Sync 20+ only

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WHAT'S IN THE BOX?

POLY SYNC 40

Poly Sync 40

User guide

WHAT'S IN THE BOX?

POLY SYNC 60

Poly Sync 60

User guide

COMPETITIVE OVERVIEW

WHY WE WIN:

- Amazing transmit audio quality with 3 microphone steerable array for echo and noise reduction

- Superior receive audio quality with Hi-Fi quality components and bass reflex system with passive radiators for more natural voice

- Family of easy to use speakerphones with identical user interface and effortless meeting starts

	Poly Sync 20	Jabra Speak 510
Microphone type	3 microphone steerable array	Single omnidirectional
Adaptive beamforming	✓	✗
Designed for music	✓	✗
Smartphone charging	✓	✗
Programmable button	✓	✓ (less features)
IP64 dust and waterproof	✓	✗
Clear previous Bluetooth pairing	✓	✓
Talk time	Up to 20 Hours	Up to 15 hours
Microsoft Teams certified	✓	✗
Zoom Certified	✓	?

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	Poly Sync 40	Speak 750
Microphone type	3 microphone steerable array	Single omnidirectional
Adaptive beamforming	✓	✗
Full duplex audio	✓	✓
Smartphone charging	✓	✗
IP64 dust and waterproof	✓	✗
Automatic Bluetooth unpair option	✓	✗
Wireless daisy chain	✓	✓
Talk time	Up to 20 Hours	Up to 11 Hours
Microsoft Teams certified	✓	✓
USB-A and USB-C connection included	✓	✗
Optional charge stand and table mount	✓	✗

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COMPETITIVE OVERVIEW

WHY WE WIN:

- Amazing transmit audio quality with 3 microphone steerable array for echo and noise reduction

- Superior receive audio quality with Hi-Fi quality components and bass reflex system with passive radiators for more natural voice

- Family of easy to use speakerphones with identical user interface and effortless meeting starts

	Poly Sync 60	Speak 810
Microphone type	6 microphone steerable array	6 microphone array
Adaptive beamforming	✓	ZoomTalk
Full duplex audio	✓	✓
Smartphone charging	✓ (up to 2)	✓
Automatic Bluetooth unpair option	✓	✗
Wireless daisy chain	✓	✗
USB video camera pass through	✓	✗
Microsoft Teams certified	✓	✗
USB-A and USB-C connection included	✓	✗

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POLY SYNC 60 VS TRIO 8300 POSITIONING

Poly Sync 60

Poly Trio 8300

	Poly Sync 60	Poly Trio 8300
	The small to medium conference rooms USB speakerphone for the bring your own laptop meetings	The always on SIP conference phone for the small conference room
Platform	Agnostic (depends on BYOD)	Open SIP
Compute	User BYOD or in room dedicated	Not Required – always on
Microsoft Teams certified	Yes	No
WiFi audio Calling	Yes via user BYOD	Yes
Expand units	Wirelessly daisy chain up to two units	Wired expansion microphones
Single cable to table	Yes - Mains Power	Yes - Ethernet (Supports POE)
Video Support	Yes via supported USB cameras	Yes via Trio Visual+ (EagleEye mini only)
Charge mobiles while using	Yes up to 2	No
Noise reduction Technology	Six microphone noise reduction	NoiseBlock™

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THANK YOU

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https://plantronics.lt/