



# ENTERPRISE HEADSET, SPEAKERPHONE AND VIDEO PORTFOLIO

**AGUSTIN SANTOS – REGIONAL CHANNEL MANAGER**  
**April 2020**



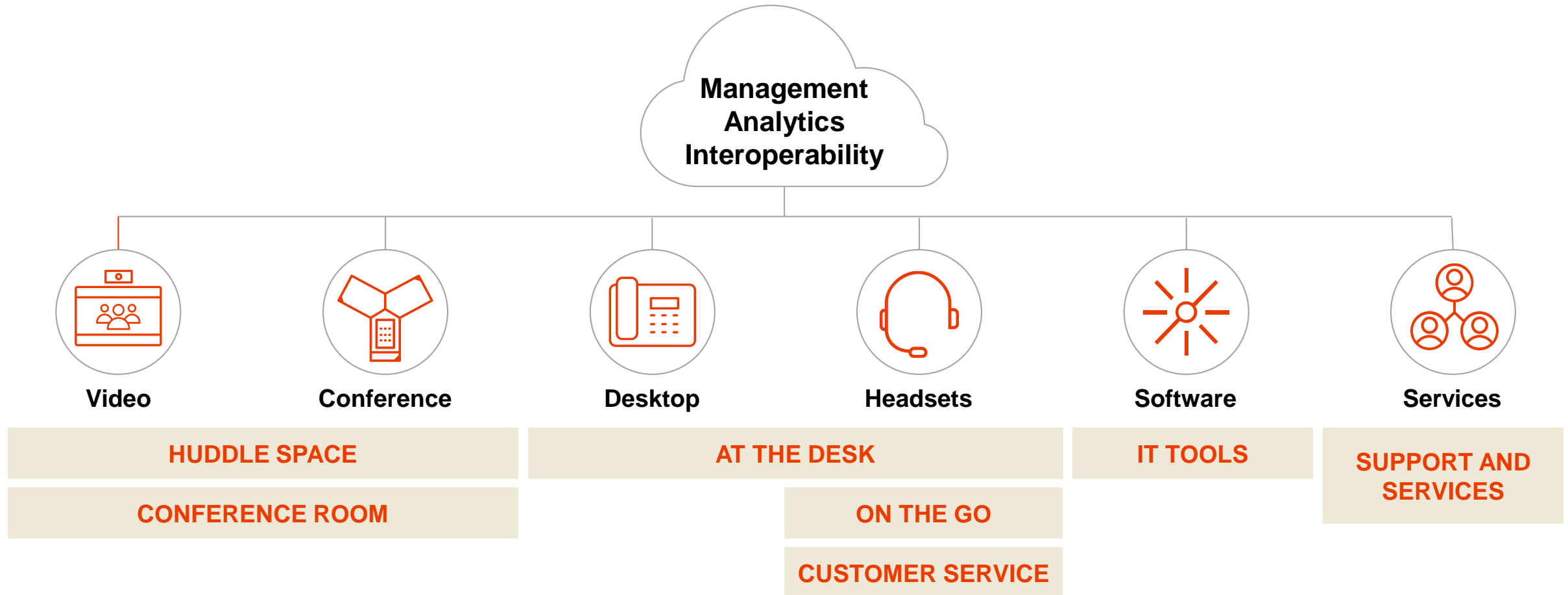
# Plantronics + Polycom = Great Experiences

Smarter solutions for communications and collaboration



# POLY STRATEGIC FOCUS

Building a smarter system for communications and collaboration



# THESE WORK STYLES REPRESENT 91% OF A TYPICAL ENTERPRISE

## Office Communicator



Olivia

### Work Location



### Comms Needs

Desk phone  
Emails & in-person

Headset adoption **15%**

Video usage **1%**

UC usage **21%**

**17%**

## Office Collaborator



Dirk

### Work Location



### Comms Needs

PC & desk phone  
Emails, IM

Headset adoption **49%**

Video usage **54%**

UC usage **57%**

**18%**

## Office Warrior



Carol

### Work Location



### Comms Needs

Mobile/tablet  
Text, IM & in-person

Headset adoption **53%**

Video usage **40%**

UC usage **55%**

**8%**

## Remote Worker



Richard

### Work Location



### Comms Needs

PC, Mobile  
IM & video

Headset adoption **38%**

Video usage **29%**

UC usage **44%**

**11%**

## Flexible Worker



Fay

### Work Location



### Comms Needs

Mobile, PC  
Calls, IM, email

Headset adoption **46%**

Video usage **35%**

UC usage **53%**

**16%**

## Road Warrior



Ray

### Work Location



### Comms Needs

Mobile is lifeline  
Connects to: PC, car, tablet

Headset adoption **32%**

Video usage **22%**

UC usage **39%**

**7%**

## Connected Executive



Carl

### Work Location



### Comms Needs

Mobile/tablet, PC  
Calls, text IM & in-person

Headset adoption **67%**

Video usage **88%**

UC usage **81%**

**14%**

**43% Office Based**

**34% Flex/Remote**

**14% Executives**

Does not include office independent person 9%

Higher or lower vs. other personas



# WIRELESS COLLABORATION





# VOYAGER FOCUS UC

## Connected Executive

- Active noise canceling
- Hi-fi stereo
- Precision tuned triple-mic
- Smart sensor technology
- Enhanced voice alerts
- Dynamic mute alert
- Includes BT600 USB adapter available in USB-A or USB-C

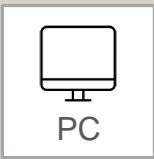


Desktop stand  
provides an elegant  
charging and  
storage solution



\$299/£238/€267  
MSRP/LIST

**B825**  
**B825-M**



Also available  
in black

\$299.95 MSRP  
€267/£238 List

B6200



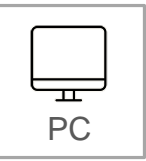
USB desk  
charging stand

# VOYAGER 6200 UC

## Connected Executive and Flexible Worker

- Ideal for working in multiple-environments and ambient noise is key pain point
- Professional-grade audio in boomless Bluetooth stereo headset: four microphone transmit noise canceling
- New neckband contemporary design with earbuds: offered in black or sand
- Earbuds with active and passive noise canceling
- Vibrate text and call alerts
- Dynamic mute alert
- Charging stand and travel case
- Includes BT600 USB adapter available in USB-A or USB-C

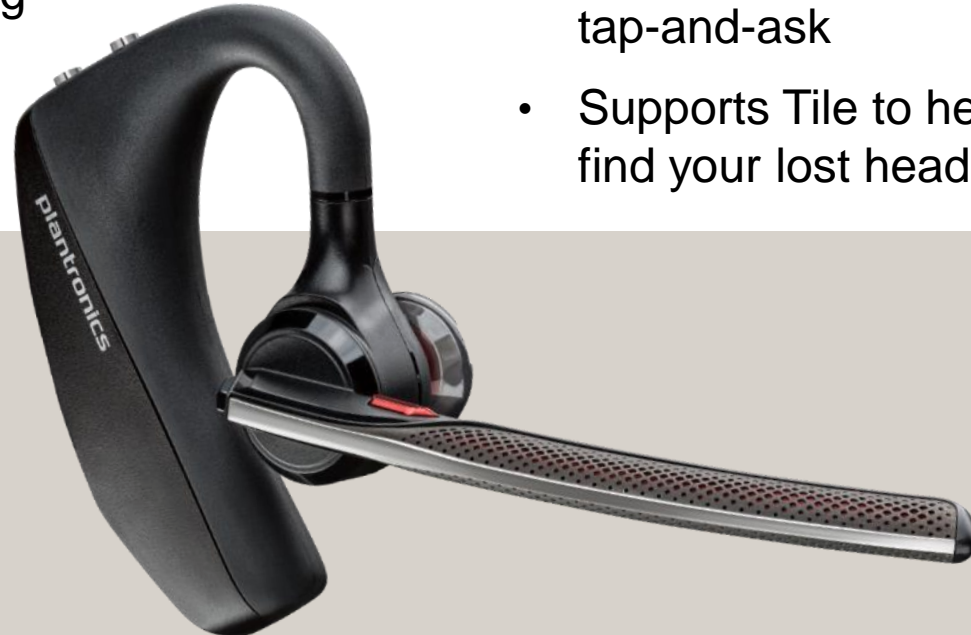
# VOYAGER 5200 UC



## Road Warrior

- Four adaptive microphones and proprietary DSP
- Six layers of WindSmart® technology
- Wideband audio
- SoundGuard® technology
- Up to seven hours of non-stop talk
- P2i moisture protection
- NFC pairing
- Portable charging case provides up to 14 hours of additional talk time
- Supports Amazon Alexa just tap-and-ask
- Supports Tile to help find your lost headset

Portable  
charging case



\$219.95/£151/  
€169 MSRP

**B5200**



# VOYAGER 5200 OFFICE

NEW

## Office Warrior

### V5200 D Office Series

- Desk phone base connection
- Bluetooth connection to mobile
- Charging base
- Up to 250 ft/75 m (line of sight)

### V5200 CD/V5200-M CD Office Series

- Desk phone and PC base connection
- Bluetooth connection to mobile
- Charging base
- Up to 250 ft/75 m (line of sight)
- Microsoft Teams version

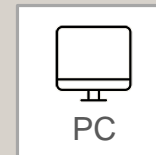
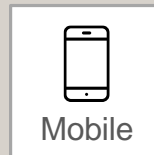


\$279/£285/€317  
MSRP/List

V5200 D

\$299/£305/€340  
MSRP/List

V5200 CD  
V5200-M CD

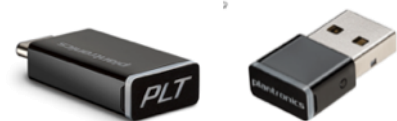


# VOYAGER 4200

## UC SERIES

### Office Collaborator

- Two wearing styles: mono and stereo
- Excellent transmit—those on other end of call hear you, not your surroundings
- Block out surrounding sound to focus with on-ear passive noise canceling
- Dynamic mute alert
- Supports Amazon Alexa just tap-and-ask
- Supports Tile to help find your lost headset



Choice of USB  
audio adapters



\$199/£172/€154  
MSRP/List

**B4210**

\$219/£189/€169  
MSRP/List

**B4220**

\$279/£285/€317  
MSRP/LIST

**V4210 D**

\$299/£305/€340  
MSRP/LIST

**V4210-CD  
V4210-M CD**

\$299/£305/€340  
MSRP/LIST

**V4220 D**

\$319/£326/€363  
MSRP/LIST

**V4220-CD  
V4220-M CD**



# VOYAGER 4200 OFFICE SERIES

NEW

## Office Warrior

**V4210/4220 D**  

- Desk phone base connection
- Bluetooth connection to mobile
- Charging base
- Up to 300 ft/91 m (line of sight)

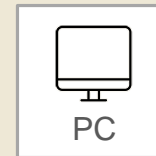
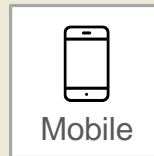
**V4210-M/V4220-M CD**   

- Desk phone and PC base connection
- Bluetooth connection to mobile
- Charging base
- Up to 300 ft/91 m (line of sight)
- Microsoft Teams version

# CORDED COLLABORATION







# **BLACKWIRE 5200 SERIES**

## **Office Communicator**

- Multi-device connectivity: USB-A/USB-C and 3.5 mm connectors
- All-day comfort with cushioned metal headband
- Outstanding audio
- Passive noise canceling/nearby talker mask
- Easy-to-use controls
- Dynamic mute alert
- Language customization for voice alerts
- Advanced acoustic limiting
- Time Weighted Average (TWA) and anti-startle



\$99/£92/€103  
MSRP/List

**C5210**

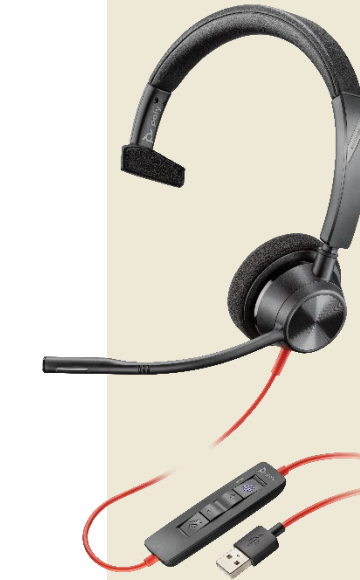
\$109/£99/€112  
MSRP/List

**C5220**

# **BLACKWIRE 3300 SERIES**

## **Office Communicator**

- Fully adjustable headset with 180-degree pivoting speakers
- Flexible microphone boom for customized fit
- Leatherette or soft foam ear cushions
- Optimized voice quality and media sound through dynamic EQ feature
- Two wearing style options for user preference
  - Hi-fi stereo (BW3320/BW3325)
  - Monaural (BW3310/BW3315)
- Designed for user comfort
  - Lightweight metal headband
  - Leatherette ear cushions (BW3315/BW3325)
  - Foam ear cushions (BW3310/BW3320)
- Connectivity options & portability: (BW3315/BW3325)
  - 3.5 mm connector to easily connect to mobile devices
  - Foldable headband to quickly pack-up and go
- Microsoft Teams certified version (BW33xx-M)



\$49.95/£40.94/  
€45.88  
MSRP/LIST

**BW3310 USB-A**  
**BW3310 USB-C**



\$54.95/£48.98/  
€54.88  
MSRP/LIST

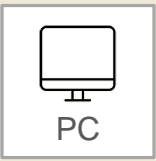
**BW3320 USB-A**  
**BW3320 USB-C**

\$79.95/£72.12/  
€80.72  
MSRP/LIST

**BW3315 USB-A**  
**BW3315 USB-C**

\$84.95/£79.90/  
€89.46  
MSRP/LIST

**BW3325 USB-A**  
**BW3325 USB-C**



\$44.95/£37/€41  
MSRP/LIST

**C3210**

\$49.95/£44/€50  
MSRP/LIST

**C3220**

\$74.95/£68/€76  
MSRP/LIST

**C3215**

\$79.95/£75/€84  
MSRP/LIST

**C3225**

# **BLACKWIRE 3200 SERIES**

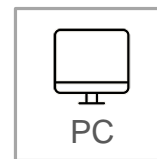
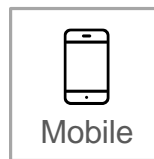
## **Office Communicator**

- Appealing design including lava cables and speaker accents
- Future proof your investment with the latest connectivity options: available in USB-A or USB-C
- Easy-to-use, intuitive inline controls
- Optimized voice quality and media sound through dynamic EQ feature
- Two wearing style options for user preference
  - Hi-fi stereo: Blackwire 3220/3225
  - Monaural: Blackwire 3210/3215
- Designed for user comfort
  - Lightweight metal headband
  - Leatherette ear cushions (Blackwire 3215/3225)
  - Foam ear cushions (Blackwire 3210/3220)
- Connectivity options and portability: (Blackwire 3215/3225)
  - 3.5 mm connector to easily connect to mobile devices
  - Foldable headband to quickly pack-up and go

# SPEAKERPHONE AND HANDSET PORTFOLIO



# CALISTO 7200



## Office Communicator

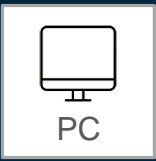
- Designed specifically for smaller collaborative work spaces with professional audio performance
- Meets new Group Mode specs for best-in-class audio
- 360° pickup ensures consistent voice quality from anywhere in the room
- Remove previously paired Bluetooth devices using the Bluetooth clearing function



3-meter security cable

\$299/£204/€229  
MSRP/LIST

P7200



\$149/£99/€129  
MSRP/LIST

P5200



Travel case included

## CALISTO 5200

### Flexible Worker

- Personal portable speakerphone for the flexible worker
- Connects to softphone and mobile phone via 3.5 mm plug (Options for USB-A or USB-C)
- 360° room coverage (up to 10ft/3m range)
- Up to 30 hours of talk time
- Integrated cable management
- Dynamic mute alert



# CALISTO 3200

## Remote Worker

- Personal portable speakerphone for remote workers
- Connects to PC/Mac softphone (USB-A or USB-C options)
- 360° room coverage (up to 10ft/3m range)
- Integrated cable management
- Dynamic mute alert
- Travel case
- Microsoft Teams version (CL3200-M)



\$99/£75/€99  
MSRP/LIST

**P3200**  
**CL3200-M**

**Travel case included**



# WIRELESS INTENSIVE PHONE USER



# DECT™ SECURITY



Chaos Communication Congress (2008)—outlined how to eavesdrop



Manufacturers working to implement security improvements



Plantronics were the **first** DECT™ Headsets to obtain '**DECT™ security certification**'

# SAVI 8200 OFFICE SERIES

## Office Collaborator

- Manage PC, mobile, and desk phone calls
- Stereo design with active noise canceling (ANC) (W8220/W8220-M)
- Enterprise-grade DECT™ audio in mono or hi-fi stereo
- DECT™ Security certified for secure conversations
- Bring calls together with advanced audio mixing
- Noise canceling microphone with unique close conversation limiting feature—optimizes your voice while minimizing nearby background noise
- Call conference up to four Savi headsets



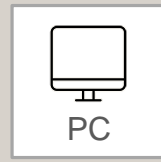
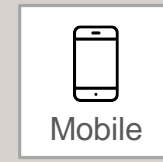
**Savi 8210**  
over-the-head  
monaural



**Savi 8220**  
over-the-head  
stereo



**Savi 8240/8245**  
convertible



\$439/£358/€401  
MSRP/List

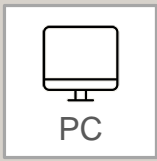
**W8210**  
**W8210-M**

\$459/£388/€435

**W8220**  
**W8220-M**

\$459/£388/€435

**S8240 CDM**  
**S8245 CDM**



\$320/£285/€229  
MSRP/LIST  
**S8210 C**



\$340/£303/€243  
MSRP/LIST  
**S8220 C**



\$310/£276/€221  
MSRP/LIST  
**S8240 C**



\$360/£320/€257  
MSRP/LIST  
**S8245 C**

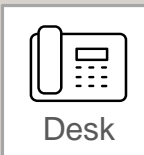


# SAVI 8200 UC SERIES



## Office Collaborator

- Ideal for PC calls
- Stereo over-the-head design with active noise canceling (ANC) (S8220 C)
- Choice of wearing styles, 3-in-1 convertible (S8240 C/S8245 C)
- Hot swappable battery giving unlimited talk time (S8245 C)
- Enterprise-grade DECT™ audio in mono or hi-fi stereo
- DECT™ security certified for secure conversations
- Noise canceling microphone with unique close conversation limiting feature—optimizes your voice while minimizing nearby background noise
- Call conference up to four Savi headsets



# SAVI 7200 OFFICE



## Office Collaborator

- Manages desk phone calls
- DECT™ wireless headset
- One-touch remote call answer/end, vol +/-, mute
- Conference in up to three additional Savi headsets
- Adaptive power system optimizes for range and talk time
- Use with optional Electronic Hookswitch Cable or Handset Lifter (HL10) to remotely answer/end calls



**APP-51 EHS  
not included**



**HL10 not  
included**



**\$329/£235/€294  
MSRP/List**

**S7210 D**

**\$349/£250/€310  
MSRP/List**

**S7220 D**





Desk

\$319/£222/€249  
MSRP/LIST

CS540



## CS540

### Office Collaborator

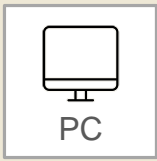
- Manages desk phone calls
- One-touch remote call answer/end, vol +/-, mute
- Conference in up to three additional headsets
- Adaptive power system optimizes for range and talk time
- Use with Electronic Hookswitch Cable or Handset Lifter to remotely answer/end calls



**CS540 wearing options  
included**

A close-up, high-angle shot of a Plantronics headset. The headset features a large, black, over-ear earcup with a silver-colored Plantronics logo on the side. A flexible boom microphone extends from the earcup, with a black foam windscreen. The background is a solid, light beige color.

# CORDED INTENSIVE PHONE USER



\$108/£121/€135  
MSRP/List  
**HW510**

\$128/£145/€163  
MSRP/List  
**HW520**

\$112/£114/€128  
MSRP/LIST  
**HW530**

\$122/£127/€143  
MSRP/LIST  
**HW540**

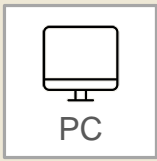


**QD cable/DA Series  
required for PC use**

## ENCOREPRO 500 SERIES

### Contact Center

- Cutting edge design
- Unibody boom, intuitive bendability markings
- Tactile, visual and audible boom positioning
- Aircraft-grade structural aluminum joints
- Two earloop sizes (large, small) (HW530)
- Three wearing styles (HW540)



£136/€153  
MSRP/LIST

**HW515 USB**



£164/€183  
MSRP/LIST

**HW525 USB**



£145/€163  
MSRP/LIST

**HW535 USB**

£155/€173  
MSRP/LIST

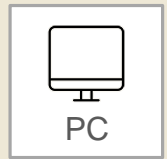
**HW545 USB**

## ENCOREPRO 500 USB SERIES

### Contact Center

- All day comfort, reliability and durability
- In-line call answer/end, mute and volume +/-
- Stereo wideband audio
- Superior noise and echo cancellation with DSP
- Acoustic exposure algorithms helps meet OSHA and Noise@Work
- Anti-startle algorithm





# ENCOREPRO 300 SERIES

## Contact Center

- Flexible noise-canceling microphone boom
- Voice-optimized frequency response for clearer conversations
- Unique dynamic mute alert (USB only)
- USB Options



QD cable/DA Series  
required for PC use



\$59.95/£46.95/  
€51.95  
MSRP/List

**EP310**

\$69.95/£53.95/  
€60.95  
MSRP/List

**EP320**



Desk

\$79.95/£61.95/  
€68.95  
MSRP/List

**EP310 USB**

\$89.95/£69.95/  
€77.95  
MSRP/List

**EP320 USB**



## ENCOREPRO 300 USB SERIES

### Contact Center

- Flexible noise-canceling microphone boom
- Voice-optimized frequency response for clearer conversations
- Unique dynamic mute alert
- USB-A and USB-C Options



# UC ENABLERS



\$149/£115/€128  
MSRP/List

MDA524 QD  
MDA526 QD



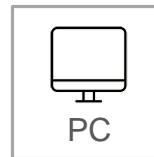
## MDA500 QD SERIES

- Seamless call switching and mixing between desk phone and softphone
- Powerful analytics from desk phone and softphone with Plantronics Manager Pro\*
- Easy-to-use volume, mute and call answer
- Quick disconnect (QD) for freedom of movement

\*Plantronics Manager Pro is a subscription-based software-as-a-service that is sold separately



# DA SERIES



## Contact Center

- Superior noise and echo cancellation with DSP
- Acoustic exposure algorithms help meet OSHA and Noise@Work
- Anti-startle algorithm
- Hi-fi stereo support (DA90)
- Unique base serial number asset management

\$59/£38/€43  
MSRP/List

**DA70**

\$99/£76/€85  
MSRP/List

**DA80**

\$104/£84/€94  
MSRP/List

**DA90**





# PLANTRONICS MANAGER PRO\*

## IT management

- Manage and maintain headsets
- Keep communication professionals fully equipped and ready to talk
- Ensure best voice experience

\*A software-as-a-service sold separately

# TRIO PORTFOLIO POSITIONING

## HUDDLE ROOM/SIP ONLY CONFERENCE PHONE



### TRIO 8300

Exceptional audio experience for the small conference rooms.

Upgradable for visual collaboration.

**MSRP \$ 649 / € 558 / £ 500**

## MEDIUM CONFERENCE ROOMS/ECOSYSTEM AGNOSTIC



### TRIO 8500

Advanced conference phone ideal for the midsize conference room.

Upgradable for visual collaboration

**MSRP \$ 1,099 / € 999 / £ 845**

## LARGE CONFERENCE ROOMS/ECOSYSTEM AGNOSTIC



### TRIO 8800

The best conference phone on the market today. Ideal for mid to large conference rooms.

Upgradable for visual collaboration.

**MSRP \$ 1,599 / € 1454 / £ 1184**

# POLY STUDIO IS NOW CERTIFIED FOR ZOOM & TEAMS

“Best of both worlds” is the phrase we hear a lot when people use Poly hardware with major cloud-based video conferencing. Now, both Zoom & Microsoft has certified Poly Studio, the premium USB video bar for huddle rooms! Poly Studio will deliver the highest quality voice and video in an easy-to-use package.





# INTRODUCING POLY STUDIO X FAMILY



**Excellent audio and video experiences that users love**



**That works with your video platforms**



**And doesn't require a PC or Mac in the room**



**But costs you the same or less?**



**All-in-one design**  
makes setup  
a breeze

**Includes everything  
you need**  
for experiences  
users will love

**Get up and  
running in no time**

**Minimize cables  
and clutter**

**Versatile  
mounting options**



# THANK YOU