# ScanSource and HP Poly Experience the partnership

### **Our dedicated ScanSource HP Poly team**



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### **DEMO POOL**

- Want to check out HP Poly solutions for yourself, or for a customer opportunity? As an authorized HP Poly partner, you can take advantage of our FREE demo pool program.
   Fill out the form to get started.
- Request a demo



#### **TRY & BUY**

- This exclusive ScanSource program shows how combining Microsoft Teams Rooms' latest and best features with HP Poly's powerful room kits allows you to create cuttingedge business solutions. It helps eliminate the risks to your end customers because YOU demo the Microsoft and HP Poly solution bundles before you offer them.
- Request a Try & Buy



# DEDICATED PARTNER-ENABLEMENT SPECIALIST

- Partner application onboarding assistance
- How-to guides for deal registration
- Demo program
- Business plan and roadmap assistance
- Specific trainings based on requests



### **PRE-SALE TECH SUPPORT SERVICES**

- BOM creation: Determine what products are needed for your end-customers' specific needs and ensure all required/recommended parts are sent to you
- Phone and email support for all pre-sale technical questions/issues
- Technical support team members are HP Poly-certified professionals
- Our team has direct technical contacts at HP Poly, to assist when needed



## CUSTOM CONFIGURATION CENTER (CCC)

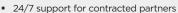
- More-than 6,000 configured devices shipped per day
- Basic to enhanced pre-provisioning and staging services cover all device needs
- Zero-touch: MAC-address capture
- HP Poly Zero Touch (ZTP)
- Custom services: Insert branded collateral; swap phonebezels; custom label and package

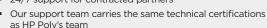


### **HP POLY CARE PROTECTION**

- Installation services: Your customers don't have to worry about installation of HP Poly-supplied equipment because ScanSource takes care of connectivity to power sources, installation of devices like monitors and microphones, configuration with IP address, video testing, and more
- Maintenance contracts: Through one-, three-, and fiveyear coverage options, ScanSource provides unlimited maintenance and tech support
- Learn more about HP Poly Care

### **POST-SALE TECH SUPPORT SERVICES**





- Our over-90-percent deflection rate means most cases are resolved by our team without escalating to HP Poly
- Direct RMA support: Our team can submit RMAs with HP Poly directly, for a faster turnaround
- Escalation support: For more-advanced technical issues, our team handles escalations, so you don't have to

Reach out to your dedicated ScanSource HP Poly team at poly@scansource.com



