

TANDBERG Americas PROMOTIONS

TANDBERG Infrastructure Trade-In Program Simple & Environmentally Friendly

TANDBERG's **Codian HD MCU 4500** is the ultimate choice for High Definition (HD) multipoint videoconferencing. The most powerful HD MCU available, it delivers full continuous presence for all conferences, full transcoding, and is ideal for mixed vendor HD endpoint environments.



TANDBERG Codian 4500 Series - High Definition Without Compromise

The TANDBERG Codian HD MCU 4500 Series is the only conferencing bridge with the power to deliver a true high definition (HD) multimedia experience.

Without compromise or limits, this MCU supports the highest video resolution, speed, frame rate and codec of the latest HD endpoints. This includes full continuous presence for all conferences, including those with a mix of both HD and standard definition (SD).

The TANDBERG Infrastructure Trade-In Program allows you to trade-in competitive product or legacy TANDBERG equipment and receive rebates up to \$20,000 on purchases of new TANDBERG Codian MCU 4500 equipment from a certified TANDBERG reseller.

Now is the time to upgrade! With TANDBERG's infrastructure solutions, you can conduct business better every day.



TANDBERG Codian MCU4500 Series wins the 'VON Magazine 2008 Innovators Award'

How to Participate

- Purchase a new qualified TANDBERG Codian 4500 Bridge with an equal or greater port count than your existing bridge from a Certified TANDBERG Reseller (see table of qualifying products).
- Email the Trade-In Form and a copy of the reseller invoice to tradein@tandberg.com. Our team will send you shipping instructions. TANDBERG will cover the shipping and proper recycling costs of your old system(s). Just another way to "be green."
- Submit completed documentation as defined in program terms and conditions. All claim forms must be submitted within 90 days of purchase.
- TANDBERG will issue each rebate check in your company's name and send directly to the contact listed on the Trade-In Form within six weeks of receiving proper documentation and the equipment being traded in.
- In order to qualify for the Infrastructure Trade-in Program rebate, you must provide proof-of-purchase on the TANDBERG equipment with the Trade-In Form. Please see the Terms and Conditions for complete details.



Questions?

Any questions regarding this program should be addressed to your account representative.

Changing the Way People Communicate

TANDBERG
See: performance

Rebates are offered on the new infrastructure equipment being purchased not the trade-in product. One trade-in unit must be returned for every qualifying new unit purchased. Please refer to the price list for part numbers on all products, options and services.

Rebate Amounts:

Purchase these eligible products and trade-in qualifying infrastructure equipment for a rebate	TANDBERG Equipment End User Rebate Amounts
TANDBERG Codian MCU 4505	\$5,000
TANDBERG Codian MCU 4510	\$10,000
TANDBERG Codian MCU 4515	\$15,000
TANDBERG Codian MCU 4520	\$20,000

Approved Trade-In Equipment:

Manufacturer	Models
Approved TANDBERG Trade-in Equipment	
TANDBERG	MCU 8x8
TANDBERG	MCU 16x16
TANDBERG	MPS 200*
TANDBERG	MPS 800*
Approved Competitive Trade-in Equipment	
Polycom	MGC 25*
Polycom	MGC 50/100**
Polycom	MGC+ 50/100**
Polycom	RMX 2000
Avaya	MCU
Cisco	3511, 3545
Ezenia	VideoServer
FVC/Radvision	ClicktoMeet
Lifesize	Multipoint24
PictureTel	Prisim, Montage, M-8000
Radvision	Invision, VialP, Scopia ***
Vcon-Emblaze	VCB
V-Tel	MCU-2, Smartlink

- * Polycom MGC 25 can be traded in as long as it is configured as an MCU. Configurations not applicable for trade-in are Gateway 1, Gateway 2 and VoicePlus.
- ** Must return chassis and blades
- *** Any Scopia MCU



Supports any combination of endpoints in all conferences and provides multi-vendor HD endpoint interoperability.



Universal encoding, full transcoding and rate matching.



No restriction on the number of conferences.

Terms and Conditions

1. Prior to rebate issuance, the following must be submitted to TANDBERG:

- a. Trade-In Form
- b. Copy of reseller invoice
- c. Trade-in equipment

Send completed Trade-In Form and a copy of the reseller invoice to:

tradein@tandberg.com

Subject line: TANDBERG Infrastructure Trade-In Program

Send trade-in equipment to:

TANDBERG Infrastructure Trade-In Program, 1860 Michael Faraday Drive, Reston, VA 20190

For questions about this process, please email tradein@tandberg.com

2. To be eligible for the Trade-In Program, you must purchase a new qualified TANDBERG Codian 4500 Series HD MCU with an equal or greater port count than the trade-in unit.
3. The equipment being traded in must be currently installed, in use, and in working condition prior to pick-up to be eligible for the trade-in rebate. You should clear any directories or data stored on the old equipment before shipping back.
4. One trade-in unit must be shipped back for each qualifying new unit purchased to be eligible for the trade-in rebate.
5. TANDBERG must receive the completed Trade-In Form, reseller invoice and trade-in equipment within 90 days of purchase.
6. Rebate checks will be issued in your company's name and sent to the contact listed on the Trade-In Form.
7. You will receive an email notification when your claim has been approved or denied. If a claim is denied a detailed explanation will be included in the email.
8. The trade-in rebate is only available to customers purchasing from a certified TANDBERG reseller.
9. This offer is void where prohibited or otherwise restricted by law. Approved rebates will be sent within six weeks of receiving all necessary documentation and equipment as detailed in program terms and conditions.
10. The TANDBERG Infrastructure Trade-In Program is valid for purchases invoiced from April 1, 2008 through December 31, 2008 or until terminated by TANDBERG. TANDBERG reserves the right to modify or terminate the program at any time.
11. Exceptions to this program will not be allowed. TANDBERG reserves the right to audit any and all claims to ensure program compliance and to deny any and all claims that do not meet the criteria outlined in this document.
12. This program does not apply to Federal customers.
13. Any questions on this program can be directed to tradein@tandberg.com.

Company Name: _____

Contact Name: _____

Address: _____

City: _____ State: _____ Zip: _____ End User Phone: _____

Email: _____

(REQUIRED Information: the status of rebate will be sent to this address)

Signature: _____

I have read and agree to the terms and conditions of this rebate program

Where were the new products purchased?

Reseller Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Sales Person: _____ Phone: _____

Email: _____

Invoice#: _____ Invoice Date: _____

Trade-In Products

Trade-In Equipment (the following information is required)

Manufacturer and model: _____ Quantity: _____ Serial #: _____

Manufacturer and model: _____ Quantity: _____ Serial#: _____

Serial numbers for trade-in product must be included (Use additional sheet if needed)

New TANDBERG Product Purchased (the following information is required)

Product Name and model: _____ Serial: _____ Rebate Amount: _____

Total Rebate: _____

Send completed Trade-In Form and a copy of the reseller invoice to:

tradein@tandberg.com

Subject line: TANDBERG Infrastructure Trade-In Program

Send trade-in equipment to:

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