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Polycom expands relationship with Microsoft

Signs long term unified communications deal

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Unified communications provider Polycom has expanded its deal with Microsoft to offer end-to-end UC to improve customers' business productivity.

Under the agreement, Polycom plans to develop and market standards-based UC offerings encompassing software, hardware, networking and services that span the enterprise, small-to-medium business, and government markets.

These will enable customers to improve business productivity and reduce travel, telecom and IT operating costs.

As part of the agreement, each company is investing in product development, sales, and marketing.

"Microsoft and Polycom are committed to a roadmap that will deliver interoperable UC solutions with choice and innovation in video conferencing and customer devices that will help transform enterprise communications," says Microsoft Unified Communication corporate vice president Gurdeep Singh Pall.