



Polycom®
Pano™
5x5

A guide to help understand
Polycom Pano



Top 5 Reasons

to choose Polycom Pano for sharing content

1

No need for one person to “run” the meeting.

Users can use their own device to share content

User can use their own device where they created their content to share to Polycom Pano and the room.

2

See multiple windows of content at once

Up to 4 simultaneous 1080p streams can be shared on one screen

4 full frame-rate video streams can be shared on screen at one time for a complete 4k video experience.

3

Users do not need to be tethered to Polycom Pano

No pucks or wires needed

Unlike the competition, Polycom Pano can be 100% wireless in operation allowing users to share through Airplay, Miracast and the Polycom Pano App. For users and organizations that prefer to have an HDMI cable in their workflow, they can with the HDMI input.

4

Content is shared securely

Secure and safe from the conference room throughout the network

Polycom Pano supports numerous network security protocols (Certificate Mgt., TLS Version Control, AES Encryption and more).

5

Use existing monitors or upgrade to touch screens

Powerful tool with existing monitors or touch screens

Polycom Pano is a power content sharing device on non-touch screens allowing for various content streams to be shared, but add a touch screen and it becomes a collaboration hub.



Top 5 Reasons

to add Polycom Pano to your
video conferencing system

1

Increase ROI

Conference rooms become collaboration rooms even when videoconferencing gear not being used

Video equipment in your conference room is not used for every meeting. However, add easy-to-use content collaboration and the other technology in the room will be utilized more often. Using the equipment more will speed-up ROI.

2

Enhance the content sharing experience

Add whiteboarding, ideation and sharing of full motion content from your own device

Sharing content with Group Series is possible in many ways, but when you introduce a Polycom Pano into the mix, sharing content becomes exponentially better.

3

Easy to manage and administer

Polycom Pano is manageable from Polycom RealPresence Resource Manager or built-in web portal

If Polycom management solution is installed in your network, Polycom Pano can also be managed through the same interface.

4

Start and show content to conference

Integration with Polycom Group Series allows for instant sharing

Polycom Pano can “pair” with a Group Series allowing for instant collaboration when a user begins to share. There are no remote control commands needed to initiate the sending of content.

5

Supercharge content sharing with all video systems

Compatible with other video systems through the use of HDMI port

The powerful features of Polycom Pano become a simple add-on for your competitive video equipment such as Cisco, LifeSize or Logitech.



5 Questions

for success—setting the picture

1

Q: When you are working on a big project, how many people might want to talk and present during a meeting, will there be more than one that will want to show their own ideas or contributions?

A: Almost all users in an organization have a need to share content in a shared meeting space. Each person in the room has control over their own content and can present directly to the group.

2

Q: How many meetings a day in this conference room might have multiple presenters with their contribution to the conversation? What happens if they need to go back and forth between content for reference?

A: It's important to draw the picture of how their meetings really work. Most will have multiple presenters and quite often users need to reference back to something that was shared earlier. Polycom Pano makes it easy to keep all content readily available.

3

Q: Do you see that in your organization, like others that we work with, there will be more devices that come into meetings? What kind of “bring your own devices” are your employees using today?

A: If Polycom management solution is installed in your network, Polycom Pano can also be managed through the same interface.

4

Q: When you have a project meeting, what groups will come together in the same room to bring their ideas?

A: Different teams have individual content to share. It is important to be able to have all teams see each other's content. In many cases users may need to compare and contrast the various pieces of data.

5

Q: If you think out two years, how integrated will video, audio and content sharing be inside of your meetings?

A: Some rooms in your organization may only need the ability to share content from users today locally. As your needs increase and you need to add video conferencing, Polycom Pano will integrate directly with any additional investments.



Top Objections

1

My end users are on many types of computers, tablets, and phones. I can't allocate a dedicated resource to that many devices for managing their ability to access Polycom Pano.

One of the best things about Polycom Pano is that it uses wireless presentation technology built into the top operating systems—Miracast and Airplay.

2

I have installed HDMI that my users are comfortable with and not willing to give up.

Polycom Pano has the ability to add HDMI in as a way to provide connectivity today and easy transition to wireless in the future.

3

My company uses a competitive system that has wireless sharing with a puck that's pretty easy to use. How can Pano compare?

Most users do like the ease of using a puck to connect. However, have you experienced the pucks being moved from room-to-room and losing connectivity or presenting in the wrong room? Have you experienced missing and often buying new ones?

4

It's too expensive compared to other personal WPS systems.

Many users find the ease-of-use, enterprise-grade security and the flexibility of having whiteboard capabilities in addition to the ability to send multiple streams of content quickly pay for themselves with less training time and support calls along with end-users wanting to use the equipment more.

5

We need a secure way to allow guest and BYOD users from our network.

Polycom Pano supports numerous security protocols and will allow devices to securely attach to the device and share content.



FAQs

1

What type of devices can be connected?

Windows PCs (7, 8.1 & 10), Apple PCs, Android phones, Apple phones and tablets

2

Do I need a touch screen to use Polycom Pano?

No. Polycom Pano is a powerful presentation tool with a non-touch display. All wireless methods of sharing content can be utilized as well as the Polycom Pano App.

3

What kind of displays are supported?

Virtually any HD display or projector that has an HDMI input. There are a number of touch displays supported as well and the approved vendors are listed on Polycom.com

4

What kind of content can be shown from the BYOD?

Anything from the device screen, including full motion video with audio, images, presentations, even the live camera feed.

5

What video systems are supported?

Any video system that accepts an HDMI input for showing content will work. There are additional benefits by connecting to a Polycom Group Series



About Polycom

Polycom helps organizations unleash the power of human collaboration. More than 400,000 companies and institutions worldwide defy distance with video, voice and content solutions from Polycom. Polycom and its global partner ecosystem provide flexible collaboration solutions for any environment that deliver the best user experience and unmatched investment protection.

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