

New EMEIA Spring Trade-In Promotion

Vista Trade-in Programs

VTEL Product (Use trade-in for any competitor's system, CLI, MediaMax, ESA, Galaxy MT, or Galaxy that is pre-VAC2/VIO2) <i>New Promotional Pricing in Red</i>	Regular SRP (Full System, No trade-in)	Trade-in SRP for ESA	SKU for Trade-in for ESA System	Trade-in SRP for all other (incl. CLI, MediaMax, and compet.)	SKU for Trade-in for all other (incl. CLI, MediaMax, and compet.)
Vista MX (IP only)	\$11,500	\$7,500	VIS-ST-IP-TRADE-V	\$8,500	VIS-ST-IP-TRADE-C
Vista MX (IP + QBRI)	\$13,500	\$8,800	VIS-ST-QBRI-TRADE-V	\$9,975	VIS-ST-QBRI-TRADE-C
Vista VX (IP only) *	\$13,000	\$6,000	VIS-VX-IP-TRADE-V	\$7,000	VIS-VX-IP-TRADE-C
Vista VX (IP + QBRI) *	\$15,000	\$6,995	VIS-VX-QBRI-TRADE-V	\$8,075	VIS-VX-QBRI-TRADE-C
Vista VX (IP + DDM) *	\$15,000	\$8,000	VIS-VX-DDM-TRADE-V	\$9,000	VIS-VX-DDM-TRADE-C
Vista PRO (IP only) *	\$15,500	\$8,500	VIS-PRO-IP-TRADE-V	\$9,500	VIS-PRO-IP-TRADE-C
Vista PRO (IP + QBRI) *	\$17,500	\$9,595	VIS-PRO-QBRI-TRADE-V	\$10,725	VIS-PRO-QBRI-TRADE-C
Vista PRO (IP + DDM) *	\$17,500	\$10,500	VIS-PRO-DDM-TRADE-V	\$11,500	VIS-PRO-DDM-TRADE-C
**Authorization to Bill for Non-Return of Codec or Boards (60 day waiver)	N/A	\$5,000	TRADE-IN	\$5,000	TRADE-IN

*Platform only (includes RCU and 1 omni-mic). No camera. Includes standard 36-month VTEL hardware and software warranty.

**TRADE-IN code MUST be included as separate line item on PO in order to take advantage of this program.

Late Galaxy to Vista Upgrade Programme	SRP	SKU
Galaxy to Vista PRO Upgrade Kit (for recent Galaxy systems. VAC2/MO2 but pre-PC-4. Subject to serial number verification). Kit includes chassis, PC4 Motherboard (P3, 866MHz), 256 MB RAM, XGA Display Adapter and Single Board Expansion Box. 90-day-from-shipment warranty on kit components. NOTE: Series II QBRI, PRI, or DDM network interface card (not included) required for Windows XP compatibility.	\$1,950	VIS-FLDK-PROUPG-INTL
WinXP Compatible Series II QBRI Network Interface Card (when purchased on same PO as upgrade kit)	\$995	VTL-FLD-NIC-S2QBRI
Pre-Order VTEL VCS 4.0 upgrade including Windows XP available Q1, 2003	\$295	VCS-UPG-4.0

Promotion effective March 1st to May 31st 2003

20% Reseller discount.



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