

# 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)	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	\$9,500	VIS-ST-QBRI-TRADE-V	\$10,500	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	\$8,000	VIS-VX-QBRI-TRADE-V	\$9,000	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	\$10,500	VIS-PRO-QBRI-TRADE-V	\$11,500	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.

Galaxy to Vista PRO Upgrade (for recent Galaxy systems)	SRP for Upgrade	Upgrade SKU
*Upgrade Galaxy (VAC2/VIO2 but pre-PC-4) to Vista PRO	\$1,950	VIS-UPG-PRO
Advance shipment option reduces lead time from 10 business days to 3 business days. Call factory to arrange time for upgrade (non-discountable).	\$500	VIS-ADVANCE

\*Upgrade includes PC4 Motherboard, 512 MB RAM, XGA Display Adapter, and Single Board Expansion Box. One-year standard warranty on system after upgrade. NOTE: Series II QBRI, PRI, or DDM network interface card (not included) required for Windows XP compatibility.



**Offer effective immediately.**

**20% Reseller discount.**

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