

## **Polycom announces new Polycom® KIRK® Butterfly Handset Series that brings stylish and affordable wireless phones to office environments**

**February 24, 2012** - Wavelink, distributors of Polycom's voice communications solutions, has announced the availability of the new Polycom® KIRK® Butterfly Handset Series of stylish and colourful wireless phones for office environments.

The affordable handsets add to the Polycom® KIRK® family of Digital Enhanced Cordless Telecommunications (DECT) handsets, which for years have been used in healthcare, manufacturing, retail and other demanding work environments.

The new Polycom KIRK Butterfly series features best-in-class voice quality and call reliability, and interoperability with major IP PBX systems and soon Microsoft® Lync™ (in the process of Microsoft qualification).

The handsets interoperate with all of the Polycom® KIRK® Wireless Servers, which can support small businesses to enterprise systems. The handsets feature a newly designed user interface, including a 4-way navigation key with icons, which makes the handsets easy for employees to operate, while also shortening response time and streamlining workflow.

The modular nature of the Polycom KIRK solution, which pairs Polycom KIRK handsets with one or more Polycom KIRK Wireless Servers, lets customers support their business needs by easily expanding coverage, voice traffic, and number of users. This makes it ideal for businesses of all sizes to improve employee productivity, mobility, reaction time, and personal safety.

Industry analysts report that mobility solutions, such as DECT phones, are becoming essential to the competitiveness of today's organisations. And, support for technologies such as Internet protocol (IP) and session initiation protocol (SIP), is aiding market growth of DECT phones worldwide. Frost and Sullivan anticipate DECT telephony among global enterprises will grow to \$575 million in 2017 with a CAGR of 11.6 per cent\*.

Sten Dyrmoose, general manager, wireless solutions, Polycom, said, "Polycom's KIRK Butterfly Handset Series is a dramatic new entrant to a market that wants great value, style and customisation without sacrificing the exceptional quality and reliability that they've come to expect

from the Polycom and KIRK brands.”

**New series delivers design at its best**

Packed with the most popular telephone features used in office environments, the attractive new butterfly-shaped handsets offer design at its best in several ways.

\* Each handset features a soft-to-the-touch casing available in five vibrant colours so customers can choose the colour that complements their logo or brand identity, or combine different colours to designate separate workgroups or departments. A matching accessory combines a desk stand and belt clip to maximise individual usage options.

\* The Polycom KIRK Butterfly series supports analog or Voice over IP environments (VoIP) – or a combination of both – while Polycom's growing list of Polycom VoIP Field Verified Partners ensures that the new handsets have been verified to work with a broad suite of leading PBX systems.

\* With support for open industry protocols, the new series can also be used with the full range of existing Polycom KIRK handsets and KIRK Wireless Server Solutions.

\* In conjunction with Polycom KIRK Wireless Servers, the handsets can scale from four to more than 4,000 users.

**Polycom KIRK Wireless Servers**

For Internet telephony service providers (ITSP), the new series from Polycom provides a unique competitive edge because it can be paired with the Polycom KIRK Wireless Server 300 to create a feature-rich yet cost-effective solution for SMB hosted environments. The Polycom KIRK Wireless Server 300 includes provisioning, maintenance, supervision and dedicated ITSP provisioning guides.

Using the Polycom KIRK Wireless Server 6000, the handsets will be able to be easily added to large enterprise installations that are using Microsoft Lync (pending Microsoft qualification), letting customers mix the Polycom KIRK Butterfly handsets with other Polycom KIRK products, such as the high-end professional handsets and vertical industry-specific handsets that were designed specifically for workers in manufacturing, healthcare and other rugged environments.

**Pricing and availability**

The Polycom KIRK Butterfly Handset Series will be available in North America, Europe, and Australia in 30 days.

-ENDS-

**About Polycom**

Polycom is the global leader in standards-based unified communications (UC) solutions for telepresence, video, and voice, powered by the Polycom® RealPresence™ Platform. The RealPresence Platform interoperates with the broadest range of business, mobile and social applications and devices. More than 400,000 organisations trust Polycom solutions to collaborate and meet face to face from any location for more productive and effective engagement with colleagues, partners, customers and prospects. Polycom, together with its broad partner ecosystem, provides customers with the best TCO, scalability, and security – on-premises, hosted or cloud delivered. Visit [www.polycom.com](http://www.polycom.com) or connect with Polycom on Twitter, Facebook, and LinkedIn.

\*Frost & Sullivan, "Global Enterprise VoWLAN Single-mode and DECT Phone Market,"  
September 2011

NOTE: The product plans, specifications, and descriptions herein are provided for information only and subject to change without notice, and are provided without warranty of any kind, express or implied. Polycom reserves the right to modify future product plans at any time. Products and related specifications referenced herein are not guaranteed and will be delivered on a when and if available basis.

© 2012 Polycom, Inc. All rights reserved. POLYCOM®, the Polycom "Triangles" logo, and the names and marks associated with Polycom's products are trademarks and/or service marks of Polycom, Inc. and are registered and/or common law marks in the United States and various other countries. All other trademarks are property of their respective owners.

**About Wavelink**

Wavelink ([www.wavelink.com.au](http://www.wavelink.com.au)) specialises in the supply, marketing and support of a range of leading edge business IP, wireless, communication and network security and access solutions. Wavelink distributes a range of products from Polycom, Meru Networks, Digium, Cisco, AirTight, Nomadix and Bradford Networks. For more information please contact Wavelink on 1300 147 000.