

Polycom Appoints New Sales Manager for Australia and New Zealand

Polycom, Inc. (NASDAQ: PLCM), the world's leader in video and voice conferencing, conference bridges, and integrated web collaboration solutions, today announced the appointment of James Anderson as Sales Manager for Australia and New Zealand. He will be based in the Sydney office. The appointment is a key part of Polycom's strategy to raise the visibility of conferencing in Australia. For the past 10 years, Polycom has been helping Australian businesses, hospitals, education facilities and government departments to operate more efficiently and productively through the use of conferencing and video conferencing solutions. "The sheer scale of Australia's geography means it can be highly valuable and efficient to deploy conferencing solutions. The only effective way to travel between the major cities in Australia is to fly, whereas in other parts of the world it is often still viable to drive or catch a train," said James Anderson. "Also, compared to other nations of its size, Australia's population is scattered around the coastline, making it challenging and expensive for people to get together in person. For these reasons, Australians are increasingly realising the benefits of conferencing." Anderson has close to 15 years experience working in conferencing and communications, joining Polycom Australia most recently from the company's EMEA operations. Previously he served as U.K. Channel Manager for Picturetel and Electronic Communications Officer at the Royal Air Force. "The professionalism and dedication James brings, along with his proven track record in this industry, made him the clear choice for Polycom Australia," said Dayana Poller, Polycom's Regional Vice President for Sales. Over the past ten years, Anderson has been a key contributor to Polycom's success in EMEA where he was most recently regional distribution manager. In this role, he was responsible for developing the audio business in the U.K. to become the company's largest market outside North America, as well as developing the first retail channel for Polycom in Europe. "The awareness of conferencing in the corporate and public sector in Australia is high and some very extensive videoconferencing networks have been established. My job now is to help reach new markets for Polycom," said Anderson. "My vision is that in the future, asking for a videoconferencing number will be as common as requesting a fax number or email address." Anderson has a higher national diploma in electrical and electronic engineering from the Royal Air Force (R.A.F.) College. In his spare time, he enjoys skeet shooting and kayaking, including competing in slalom events and canoeing in the mountains. About Polycom Polycom, Inc. is the world's technology leader of high-quality, easy-to-use video, voice, data and web conferencing and collaboration solutions. The Polycom Office (tm) is our continued commitment to make distance communications as natural and interactive as being there by providing best-in-class conferencing solutions that are interoperable, integrated and intuitive to the user. The Polycom Office is based on industry standards and supported by an open architecture that promotes interoperability in multi-vendor environments and complements leading network infrastructure platforms. For additional information, call 1-800-355-355 or +61 2 9978 8000, or visit the Polycom web site at www.polycom.com.au <http://www.polycom.com.au> # # # Polycom, the Polycom logo, and ViewStation are registered trademarks and Polycom Office, iPower, Polycom VSX, Siren14, ProMotion, VisualConcert, MPPlus and People+Content are trademarks of Polycom in the U.S. and various countries. All other trademarks are the property of their respective owners. 2003, Polycom, Inc. All rights reserved. This release contains forward-looking statements. These statements are subject to many risks and uncertainties, including the potential fluctuations in results and future growth rates, the market acceptance of Polycom's products, possible delays in the development, availability and shipment of new products, and risks associated with changes in general economic conditions. Further risks are detailed from time to time in Polycom's SEC reports, including the Form 10-K, for 2001, and subsequent Form 10-Q filings.