



**SIP INITIATIVE REACHES NEXT INDUSTRY MILESTONE;
POLYCOM AND SYLANTRO FINALIZING TESTING AND NEARING RELEASE**

Multi-Vendor SIP Initiative to Bring Business-Class Capabilities to IP Phones

Spring VON, Santa Clara, Calif., March 29, 2004 – Polycom®, Inc. (NASDAQ: PLCM), and Sylantro Systems today announced that they have reached the next milestone in bringing advanced standards-based business phone features for SIP (Session Initiation Protocol) to the market. The initiative, led by Sylantro, Siemens, Polycom and others, will result in a wide range of IP endpoints with business-class capabilities, giving carriers and end-users alike new choices – with the assurance of interoperability now and in the future.

Working with Sylantro, Polycom has enabled SIP-based business-phone features in its SoundPoint® IP phones including bridged line appearances, call groups, multi-stage calling, billing codes, camp-on, whisper, distinctive ringing, ad-hoc centralized conferencing, intercom, last call return, ACD agent check-in/out message-waiting indication, intercom, last call return and call forward indication.

The multi-vendor SIP initiative has been well received by key industry players, and is serving as a catalyst for the process of further defining and implementing crucial business-class features for IP endpoints and other user agents using SIP. After the initiative was announced in September 2003, vendors began the process of implementing new SIP business phone features in their respective product lines. Now these participating companies are moving through interoperability testing and into finalizing the release of fully developed solutions. Release of the Polycom/Sylantro SIP for business capabilities is scheduled for the second quarter of 2004.

Sylantro spearheaded a larger industry team that authored, reviewed and submitted a series of documents to the appropriate standards bodies. These documents detail some of the key business communications requirements the respective companies have discerned in end-customer deployments. The documents define a standard SIP-based approach for implementing basic to enhanced features that have not been addressed by previous SIP efforts, yet are standard PBX-type features that business users require. The initiative makes a standards-based implementation for business phone features widely available to the vendor community.

“This initiative is a great move forward for the industry,” said Sunil Bhalla, senior vice president and

general manager of voice communications for Polycom. “We are pleased to support this initiative, and plan to continue our active role supporting standards to deliver key telephony features and rich media applications to customers.”

“As one of the earliest supporters of SIP, we are committed to open-standards approaches that foster growth and innovation throughout the industry,” said John Weald, vice president of engineering for Sylanro. “Working within existing SIP standards and draft proposals, the SIP initiative for business phones features will engender standardized advanced communications features and new applications, all through a set of standardized SIP methods and call flows.”

SIP has achieved wide adoption throughout the telecommunications and enterprise markets for its ability to streamline communication session control and provide cross-application interoperability. The participating companies have all been early contributors to the SIP movement by supporting various industry actions, such as funding research by Columbia University as early as July 1999, and sponsoring and participating in SIP-IT interoperability events.

Support of the SIP protocol by Polycom and Sylanro, and key development efforts such as this SIP initiative for business phone features, are driving standardization and accelerating adoption rates throughout the IP voice industry.

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™ 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-POLYCOM (765-9266) or +1-408-526-9000, or visit the Polycom website at www.polycom.com.

About Sylanro Systems Corp.

Sylanro Systems provides the premier software platform for advanced Hosted PBX and IP Centrex services. The company leads the market in deployments, with more than 30 incumbent carriers, PTTs and next-generation service providers using the Sylanro platform directly or through Sylanro’s indirect model. With a unique combination of advanced applications, a carrier-class platform, and proven go-to-market services, Sylanro allows service providers to rapidly deliver high-value, high-margin managed telephony services. These award-winning solutions offer end-users sophisticated business communications without the cost and complexity of today’s in-house PBX and key systems. Sylanro is a privately held company backed by premier investors. On the Web: www.sylanro.com

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