



KST DATA IMPROVES CLIENT COLLABORATION WITH POLY

CUSTOMER'S LOCATION

- Multiple offices across the US.

CUSTOMER'S INDUSTRY

- Broadcasting.

CUSTOMER'S CHALLENGE

- Selecting reliable collaboration technology certified for multiple platforms that supports working from anywhere, and works for a broad range of employees.

POLY SOLUTIONS

- Multiple headset and audio systems matched to employee needs.

POLY'S IMPACT

- Poly "vast array" of solutions, certified for use on multiple platforms allowed KST's client to select the right devices for every environment and application.

KST DATA PARTNERS WITH POLY TO MEET CLIENT'S NEED FOR REMOTE AND HYBRID COLLABORATION

KST Data's client — a large broadcasting network — was dealing with the impact of COVID-19 and needed solutions for their employees working at home while proactively preparing to return to the office. The client wanted state-of-the-art technology to ensure employees had the right setup to do their job and collaborate clearly whether they were working in offices, in open workspaces, in conference rooms, at home, or anywhere else. KST needed to ensure client teams could work together successfully regardless of where they were or which collaboration platform they used.

[Watch the video](#) to hear KST Data's VP of Sales, Mark Edson, describe how client employees speak and hear clearly on conference calls, from anywhere.

A WIDE RANGE OF SOLUTIONS OFFERS CHOICE AND CLARITY

KST selected Poly solutions to meet the client's needs. Poly has, in their words, "a vast array of solutions" that are certified to work on multiple platforms and offer the users a choice of wearing styles and features.

After using the Poly solutions, the feedback from the client's employees has been very positive. They report that these devices have made their lives easier, even when they're working in noisy environments like open workspaces or the airport.





“Working with the Poly team has really been a pleasure, a true partnership. We’ve been able to explain different challenges that the customer has seen through the process and the Poly team has jumped right in to help us whether that be explaining the technology in the Poly portfolio or making sure we had the product when we needed it to support this project throughout its lifecycle.”

- Mark Edson, Vice President of Sales at KST Data

DELIVERING THE RIGHT PRODUCTS THROUGH A TRUE PARTNERSHIP

Working with Poly represented a “true partnership” to KST, as the teams worked together to far exceed the client’s expectations and experiences. When it comes to partners, KST Vice President of Sales Mark Edson looks for a team that’s responsive, listens to the issues clients are trying to solve, and brings forward solutions that address the most important items on the client’s list with a focus on value.

HIGH-QUALITY COMMUNICATION FOR HYBRID WORK

Poly offers a full breadth of certified solutions designed and engineered to connect people with incredible clarity. They simplify mission-critical collaboration with a wide range of styles and features to meet employee preferences and business needs. Partnering with Poly enables your team or your client’s team to successfully communicate from anywhere and on any platform.

LEARN MORE

For more information, visit www.poly.com