

The Polycom® MGC platform is still the best MCU on the market today – It's Official!!!

VeriTest®



Key Messages:

- The Polycom MGC product family offers the most secure multipoint conferencing solution available today
- Only the Polycom MGC family is suited for both service provider and enterprise deployment
- The Polycom MGC has the BEST transcoding capability in the industry – bar none
- The Polycom MGC has the most powerful management capabilities in the industry today

Sales Overview

Polycom commissioned VeriTest® to extend their independent comparative analysis of the leading Multipoint Conferencing Unit (MCU) products on the market today to include the Codian MCU. The products were analyzed using a series of tests designed to reflect real-life usage scenarios.

VeriTest is the World's largest independent testing organization specializing in the evaluation, quality, interoperability, usability and performance of clients' software and hardware solutions.

The products tested were as follows:-

- Polycom MGC-100
- Codian 4210 MCU

The situations tested were designed to examine the capabilities of the above products in three key areas:-

1. Security and Authentication
2. System Versatility
3. Operation and Control

In total 71 separate tests were performed to identify exactly how versatile each manufacturers product was in the above areas. Most tests were of a simple PASS/FAIL nature. However some were more quantitative and were designed to see just how far each system could be pushed in specific scenarios.

What were the results?

The Polycom MGC-100 MCU successfully completed all 63 of the PASS/FAIL tests - this compares with 17 passes for the Codian 4210 MCU. For the remaining tests that did not generate a simple pass/fail response, the Polycom MCU consistently demonstrated a significantly wider range of capabilities and more flexibility than the other manufacturer.

How to maximize the impact of this report

This report was produced by the worlds leading independent testing group. The tests performed were deliberately selected to reflect real world deployment issues rather than theoretical examples that could favor a particular manufacturer. The range of tests performed ensure that somewhere within the test plan are specific issues that any customer going through an MCU selection process will be trying to solve.

Work on identifying the specific issues of your customer or prospect using the testing categories in this report to help quantify them. Then present them with the Executive Overview document that highlights the success of the MGC family in this testing process. Finally work through the test plan with the customer to highlight the strength of the MGC solution in meeting their needs – The test results will speak for themselves!

Key Examples

Security

The Polycom MGC platform demonstrated the most complete set of security and authentication capabilities on any MCU under test - as well as the most powerful administration operation and control features of all MCU products in our review. An example of this is the consistently high pass rate of the Polycom MCU on security issues such as multiple administration levels and password protection, when compared to the the Codian 4210 MCU.

Versatility

The Polycom MGC was able to demonstrate its ability to support both on-demand and reserved conferences simultaneously. The Codian MCU is only able to support either a reserved mode, where all ports in a conference must be fully defined, or a reservationless mode, where no ports are guaranteed. It cannot mix these modes.

The Polycom MGC is also the only MCU in the industry today that can support multiple audio greeting services at the same time. This is a vitally important requirement for both enterprise users and service providers.

It enables enterprise organisations to deploy multi-lingual greeting services to their user base, and allows service providers to deploy both multi-lingual and customised services to their users. No other MCU on the market today provides such flexibility.

On-Demand Conferencing

Flexibility in deployment was a key area of the VeriTest analysis. Only the Polycom MGC product is capable of delivering on-demand conferencing with Meeting Rooms and Entry Queue access in both reservation and reservationless environments. Only the Polycom MGC product is capable of delivering these powerful on-demand capabilities whilst also providing full conference scheduling for the MCU as standard.

Further information

In addition to this overview document, an Executive Summary and Sales Q&A can be found within the NSD section of the Polycom Sales Portal at <http://extranet.polycom.com/>

Don't let any other manufacturer try and claim the 'high ground' on transcoding.

No-one comes close to touching the versatility of the Polycom MGC solution.



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