






Entry-Level Competitive Matrix

 <p>POLYCOM</p>				
<b>Manufacturer</b>	Polycom	Tandberg	Tandberg	Tandberg
<b>Product Name</b>	VSX 5000	770 MXP	550 MXP	2000 MXP
<b>MSRP (NA) USD</b>	\$3,999	\$6,990	\$4,990	\$13,990
<b>Last Update</b>	7/13/2005	5/21/2005	5/21/2005	5/21/2005
<b>Polycom Key Differentiators &amp; Competitive Responses</b>				
<b>SoundStation VTX 1000 Integration</b> - Dial any video calls directly from the conference phone - Eliminates tabletop clutter from microphone and wires - Increases audio pickup to 20 feet in any direction	YES	NO	NO	NO
<b>Siren 14 Audio (14 kHz audio)</b> - Better audio performance than MPEG4 for clear speech, noisy/reverberant speech and with music or rich media (DVD...) - Consumes far less bandwidth than MPEG4 - Needs only one tenth the compute of MPEG4	YES	NO - only supports MPEG4	NO - only supports MPEG4	NO - only supports MPEG4
<b>People+Content™ IP</b> - Cable-Free content sharing - Eliminates VGA cable sharing hassles - Allows audio-only participants to also share content	YES	NO	NO	NO

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<b>Polycom StereoSurround™</b> - Reduces audio fatigue by distinctly separating voices - even when multiple people speak simultaneously - Increases natural interaction and speeds eye contact with positional audio - Enhances rich media sharing for DVD's, ...	YES	NO	NO	NO
<b>Digital Microphone Array</b> - Broadest Room Coverage - Intelligent Microphone Steering - Purest Audio Signal - Less Ambient Noise From Around the Room	YES	Unidirectional Mic	NO	NO
<b>Displays</b>	1 display Optional 2nd display additional with Visual Concert	2 monitors	1 monitor	23" LCD Monitor
<b>Network Interfaces</b>				
<b>IP (H.323 and SIP) Interface</b>	10/100 Ethernet (RJ45)	10/100 Ethernet (RJ45)	10/100 Ethernet (RJ45)	10/100 Ethernet (RJ45)
<b>IP (H.323 and SIP) Bandwidth</b>	56-768 kbps	56-768 Kbps	56-768 Kbps	56-2Mbps
<b>ISDN Interface(s)</b>	1BRI/QBRI (optional)	3BRI (optional)	3BRI	4BRI
<b>ISDN Bandwidth</b>	56k - 512kbps (optional)	64-384 Kbps	64-384 Kbps	56-512 kbps
<b>Serial Network Interfaces</b>	N/A	N/A	N/A	N/A
<b>Cisco Call Manager Integration with ECS</b>	yes	separate model req'd	separate model req'd	separate model req'd
<b>IP Phone Add</b>	yes	yes	yes	yes
<b>IP Phone Add with G.729</b>	yes	no	no	no
<b>ISDN Phone Add</b>	N/A	no	no	with Optional MP
<b>POTS</b>	with Optional VTX 1000	no	no	no
<b>PCMCIA Slot</b>	N/A	yes (Wireless LAN)	yes (Wireless LAN)	yes (Wireless LAN)
<b>USB</b>		yes	yes	yes

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<b>Video</b>				
Video protocols	H.261,H.263+, H.263++,H.264	H.261, H.263, H.263+, H.263++, H.264	H.261, H.263, H.263+, H.263++, H.264	H.261, H.263, H.263+, H.263++, H.264
Video Inputs	Camera + 1 x S-Video VCR/Doc	Camera + 1x S-video Aux Cam 2 x RCA Doc, VCR 1 x DVI/SXGA	Camera + 1x S-video Aux Cam 1 x RCA VCR 1 x DVI/SXGA	Camera + 1 x DVI/SXGA
XGA Inputs	yes with Visual Concert Option and/or People+Content IP	yes with NPP	0	yes with NPP
Video Outputs	1 x S-Video 1 x S-video 2nd display 1 x XGA 1st/2nd display	1 x S-video Mon, 2 x RCA Main, Dual 1 x DVI/SXGA	1 x S-video Mon, 1 x RCA Main, Dual 1 x DVI/SXGA	23" LCD Monitor
Single Monitor XGA support	yes			
Video Frame Rates	30 fps@ 56Kbps-768Kbps	30 fps@above 168 60 fps@above 336 pt to pt	15 fps@up to 128 30 fps@above 168	30 fps@above 168 60 fps@above 336 pt to pt
Interlaced 60 Fields	ProMotion H.263 (receive)	Natural Video	No	Natural Video
ProMotion Min Data Rate	512 kbps			
People Video Resolutions	4SIF, 4CIF, SIF, CIF, QCIF, Pro-Motion H.263 interlaced video 60/50 fields	4SIF, SIF, 4CIF, CIF, QCIF, SQCIF	4SIF, SIF, 4CIF, CIF, QCIF, SQCIF	4SIF, SIF, 4CIF, CIF, QCIF, SQCIF
Graphics Resolution	Display SVGA, XGA Input with Visual Concert: VGA, SVGA, XGA, SXGA	XGA, SVGA, VGA	XGA, SVGA, VGA with VNC	XGA, SVGA, VGA
Video Error Concealment	yes	IPLR	IPLR	IPLR
<b>Audio</b>				
Audio protocols	G.711, G.722, G.722.1,G.728,G.729, Siren14, StereoSurround™	G.711,G.722,G.722.1, G.728, MPEG4-AAC LD	G.711,G.722,G.722.1, G.728, MPEG4-AAC LD	G.711, G.722, G.722.1, G.728, MPEG4 AAC-LD
Highest audio quality Voice	14 kHz StereoSurround	20 kHz	20 kHz	20 kHz

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Highest audio quality Line In	14 kHz StereoSurround	20 kHz Stereo	20 kHz	20 kHz Stereo
Audio Reproduction	Monitor Speakers Optional Stereo Package Media Center audio	Monitor Speakers Optional Stereo Package (\$5,500)	Monitor Speakers	Monitor Speakers Optional Stereo Package (\$5,500)
Microphone	1 x Conference Link VTX 1000, 3 Mic Arrays with 3 cardioid elements for 360 degree pickup with directional performance	Omni directional	Omni directional	Omni directional
Microphone Inputs	1 VSX Mic Array	2 XLR	1 XLR	2 XLR
Audio Inputs	2 x RCA for DVD/VCR or Line level	2 x RCA	1x RCA	2 x RCA
Audio Outputs	2 x RCA line level	2 x RCA	1 x RCA	2 x RCA
Full duplex	yes	yes	yes	yes
Echo & Audio Processing	AEC, AGC, NS	AEC, AGC, NS	AEC, AGC, NS	AEC, AGC, NS
Audio Error Concealment	yes	no	no	no
<b>Network Features</b>				
One Dial intelligent call mgmt	yes	yes	yes	yes
Embedded Streaming	Quicktime	Cisco IP/TV, Apple QuickTime®, RealPlayer® v8 etc.	Cisco IP/TV, Apple QuickTime®, RealPlayer® v8 etc.	Cisco IP/TV, Apple QuickTime®, RealPlayer® v8 etc.
Launch external MCU calls	Conference on Demand	NA	NA	NA
H.323 Broadcast	no	yes	yes	yes
<b>Camera</b>				
	<b>Internal</b>			<b>W.A.V.E II</b>
Resolution	2/3" CMOS sensor	1/4" CCD	1/4" CCD	1/4" CCD
Pan	+/- 10 degrees, +/- 40 degrees manual	+/- 95 degrees	+/- 95 degrees	+/- 95 degrees
Tilt	+/- 24 degrees	+15 / -20 degrees	+15 / -20 degrees	+15 / -20 degrees
Zoom	2x	10x	10x	10x
Horizontal Field of View	65 degrees	267 degrees	267 degrees	267 degrees
Vertical Field of View	45 degrees	61 degrees	61 degrees	61 degrees
Camera presets	99 local/17 far	15 local/15 far	15 local/15 far	15 local/15 far
FECC H.320/H.281	yes	yes	yes	yes
FECC H.323	Proprietary/AnnexQ	Proprietary/AnnexQ	Proprietary/AnnexQ	Proprietary/AnnexQ

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PTZ Camera Control	Main & 2nd	Main	Main	Main
<b>Presentation</b>				
Multimedia data package	optional package incl. People+Content w/ Visual Concert, People+Content IP	Natural Presenter (NPP)	PC Softpresenter	Natural Presenter (NPP)
Content in second stream	PC, 2nd video source, VCR/DVD, People+Content IP	PC, Video Source	LAN input	PC, Video Source
AnnexD Still Image	Receive	Capture, Send, Receive	Capture, Send, Receive	Capture, Send, Receive
Maximum Content resolution display	XGA	XGA	XGA	XGA
Maximum PC Content input resolution	SXGA	WXGA, XGA, SVGA, VGA	n/a	WXGA, XGA, SVGA, VGA
Adjustable bandwidth for Content	yes			
Content Statistics	Yes			
T.120/NetMeeting	no	T.140 Chat	T.140 Chat	T.140 Chat
Streaming	yes	yes	yes	yes
<b>User Interface</b>				
IR remote control	yes	yes	yes	yes
Configurable Home Screen	yes	no	no	no
Date/Time Display	yes	no	no	no
Customizable camera icons	yes	no	no	no
Recent Calls log	yes	no	no	yes
Configurable Screen Saver	yes	no	no	no
Serial Port API	Yes	no	no	no
Languages supported	13	11	13	13
<b>Directory Services</b>				
Local entries	1000+	100	100	100
Global Entries	10,000+	400	400	400
Auto update of global directory	yes	no	no	no

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Local replication of global directory	yes	yes	yes	yes
Multi-site entries	no	16	0	16
<b>Quality of Service/Experience</b>				
IP Error Recovery	Audio and Video	Intelligent Packet Loss Recovery (IPLR)	Intelligent Packet Loss Recovery (IPLR)	Intelligent Packet Loss Recovery (IPLR)
Dynamic Bandwidth Allocation	yes	yes	yes	yes
QoS: Diffserv	yes	yes	yes	yes
QoS: IP Precedence	yes	yes	yes	yes
QoS: RSVP	yes	yes	yes	yes
Camera Voice Tracking	no	no	no	no
Camera Tracking to presets	no	yes	yes	yes
Keypad audio confirmation	voice (local language)	tone	tone only	tone
Auto NAT	yes	yes	yes	yes
Encryption	AES	DES,AES	DES,AES	DES,AES
<b>System Management</b>				
Remote web mgmt	yes	yes	yes	yes
Centralized mgmt	GMS	TMS	TMS	TMS
Auto/user driven sw update	IP	IP/ISDN	IP/ISDN	IP/ISDN
SNMP	yes	yes	yes	yes
Call Detail Report	yes	yes	yes	yes
Set Max call time	yes	no	no	yes
<b>Multipoint Capabilities</b>				
3-way line rate (max)	NA	NA	NA	
4-way line rate (max)	NA	NA	NA	768 kbps
6-way line rate (max)	NA			
Max sites	NA	NA	NA	NA
Mixed IP/H.320	NA	NA	NA	yes
H.264 in MP calls	NA			
Continuous Presence View	NA	NA	NA	yes
Chair control via Web UI	NA	NA	NA	yes
Cascading	NA	NA	NA	yes

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<b>Dimensions</b>				
- Width	11.83"	380	380	61.8"
- Depth	10.02"	200	200	39.1"
-Height	5.25"	130	130	131.2"
<b>Weight</b>	4.4 lbs	2.3	2.3	24.5 Kg
<b>Subwoofer (W/D/H/Wght)</b>				