

Mainstream Competitive Matrix

 <p>POLYCOM™</p>							
Manufacturer	Polycom	Polycom	Tandberg	Sony	Aethra	Huawei	Tandberg
Product Name	VSX 7000e	VSX 7000s	990 MXP	PCS-1P	Vega Star Silver E	8060	880 MXP
MSRP (NA) USD	\$8,999	\$6,999	\$8,990	\$4,995	\$5,900	\$7,800	\$7,990
Last Update	7/13/2005	7/13/2005	5/21/2005	5/21/2005	5/21/2005	5/21/2005	5/21/2005
Polycom Key Differentiators & Competitive Responses							
SoundStation VTX 1000 Integration - 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	YES	NO	NO	NO	NO	NO
Siren 14 Audio (14 kHz audio) - 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	YES	NO - only supports MPEG4	NO - only supports MPEG4	NO	NO	NO - only supports MPEG4
People+Content™ IP - Cable-Free content sharing - Eliminates VGA cable sharing hassles - Allows audio-only participants to also share content	YES	YES	NO	NO	NO	NO	NO

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Polycom StereoSurround™ - 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	YES	NO	NO		NO	NO
Digital Microphone Array - Broadest Room Coverage - Intelligent Microphone Steering - Purest Audio Signal - Less Ambient Noise From Around the Room	YES	YES	Unidirectional Mic	Omni directional	Omni directional	Omni directional	Unidirectional Mic
Displays	2 Displays	2 Displays additional with Visual Concert	2 monitors	2 monitors	2 monitors	2 monitors	2 monitors
Network Interfaces							
IP (H.323 and SIP) Interface	10/100 Ethernet (RJ45)	10/100 Ethernet (RJ45)	10/100 Ethernet (RJ45)	10/100 Ethernet (RJ45)	Dual 10/100 Ethernet Switch (RJ45)	10/100 Ethernet (RJ45)	10/100 Ethernet (RJ45)
IP (H.323 and SIP) Bandwidth	56 kbps-2 Mbps	56 kbps-2 Mbps	56-2Mbps	56-2 Mbps	64 Kbps - 2 Mbps	64-768 Kbps 2 Mbps optional	56-1.1Mbps
ISDN Interface(s)	QBRI/PRI (optional)	QBRI/PRI (optional)	4BRI	6BRI (optional)	1BRI/3BRI/6BRI (optional)	3BRI/PRI (optional)	3BRI
ISDN Bandwidth	56k - 2Mbps (optional)	56k - 2Mbps (optional)	56-512 kbps	64-768 Kbps	56-768 Kbps Optional	384Kbps / 2 Mbps	56-384 kbps
Serial Network Interfaces	V.35/RS449/RS530/ RS336	V.35/RS449/RS530/ RS336	V.35 / RS-449 with RS-366 dialing,	V.35/RS449/RS530	X.21 / V.35 RS336/RS449/RS530	N/A	V.35 / RS-449 with RS-366 dialing,
Cisco Call Manager Integration with ECS	yes	yes	separate model req'd	no	yes (Wireless LAN)	no	separate model req'd
IP Phone Add	yes	yes	yes	yes	no	no	yes
IP Phone Add with G.729	yes	yes	no	yes	no	no	no
ISDN Phone Add	yes	yes	with Optional MP	yes	no	no	with Optional MP
POTS	yes	with Optional VTX 1000	no	no	no	no	no
PCMCIA Slot	yes - inactive	N/A	yes (Wireless LAN)	no	no	no	yes (Wireless LAN)
USB			yes		no	no	yes

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Video							
Video protocols	H.261,H.263+, H.263++,H.264	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, MPEG- 4 SP@L3	H.261,H.263++,H.264	H.261,H.263+	H.261, H.263, H.263+, H.263++, H.264
Video Inputs	2 x S video 1x S-video, DVD VCR 1 x VGA Content	Camera + 1 x S-video 1 x s-video VCR	Camera + 1x S-video Aux Cam 2 x RCA Doc, VCR 1 x DVI/SXGA	2 Cam1-SV, Cam2-comp	Camera + 4 Cam2-SV, Cam3-SV,Cam4- comp, VCR-comp	Camera + 3 Cam2-SV,Cam3- comp,VCR-comp	Camera + 1x S-video Aux Cam 2 x RCA Doc, VCR 1 x DVI/SXGA
XGA Inputs	yes, direct or via ImageShare II and/or People+Content IP	yes with Visual Concert Option and/or People+Content IP	yes with NPP	0 +2 XGA with DSB1 option	1	0	yes with NPP
Video Outputs	1 x S-Video Main display 1 x S-video 2nd display 1 x S-video VDV/VCR 1 x XGA 1st/2nd display	1 x S-Video Main display 1 x S-video 2nd display 1 x S-video DVD/VCR 1 x XGA 1st/2nd display	1 x S-video Mon, 2 x RCA Main, Dual 1 x DVI/SXGA	4 Mon1-SV, Mon2-SV, Mon2- comp, Mon3-XGA +1 XGA with DSB1 option	3 Mon1-SV, Mon1-comp Mon2-comp, VCR-comp	4 Mon1-SV, Mon 2-comp, VCR-comp, XGA	1 x S-video Mon, 2 x RCA Main, Dual 1 x DVI/SXGA
Single Monitor XGA support	yes	yes		yes			
Video Frame Rates	30 fps at 56 kbps-2 Mbps 60 fps up to 2 Mbps	30 fps at 56 kbps-2 Mbps 60 fps up to 2 Mbps	30 fps@above 168 60 fps@above 336 pt to pt	up to 30fps (Pt2Pt calls only)	30 fps@above 168 15 fps@up to 128	30 fps@above 256 15 fps@up to 192	30 fps@above 168 60 fps@above 336 pt to pt
Interlaced 60 Fields	ProMotion H.263	ProMotion H.263	Natural Video	Yes Only when Motion Priority selected	No	No	Natural Video
ProMotion Min Data Rate	512 kbps	512 kbps			CIF,QCIF		
People Video Resolutions	4SIF, 4CIF, SIF, CIF, QCIF, Pro-Motion H.263 interlaced video 60/50 fields	4SIF, 4CIF, SIF, CIF, QCIF, Pro-Motion H.263 interlaced video 60/50 fields	4SIF, SIF, 4CIF, CIF, QCIF, SQCIF	CIF,QCIF	Display: XGA Input: XGA	CIF,QCIF	4SIF, SIF, 4CIF, CIF, QCIF, SQCIF
Graphics Resolution	Display SVGA, XGA Input VGA, SVGA, XGA, SXGA	Display SVGA, XGA Input with Visual Concert: VGA, SVGA, XGA, SXGA	XGA, SVGA, VGA	Display: XGA With DSB1 Input: XGA	no	4CIF	XGA, SVGA, VGA
Video Error Concealment	yes	yes	IPLR	ARQ		no	IPLR
Audio							
Audio protocols	G.711, G.722, G.722.1,G.728,G.729, Siren14, StereoSurround™	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, G.723.1, G.729, MPEG-4 AAC	G.711,G.722, G.728, 723.1	G.711,G.722, G.728	G.711, G.722, G.722.1, G.728, MPEG4 AAC-LD
Highest audio quality Voice	14 kHz StereoSurround	14 kHz StereoSurround	20 kHz	7 kHz	7 kHz	7 kHz	20 kHz

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Highest audio quality Line In	14 kHz StereoSurround	14 kHz StereoSurround	20 kHz Stereo	14 kHz	7 kHz	7 kHz	20 kHz Stereo
Audio Reproduction	Monitor Speakers Optional Stereo Package Polycm Executive Collection or Media Center audio systems	Monitor Speakers Optional Stereo Package Polycm Executive Collection or Media Center audio systems	Monitor Speakers Optional Stereo Package (\$5,500)	Monitor Speakers	Monitor Speakers	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	1 x Conference Link VTX 1000, 3 Mic Arrays with 3 cardioid elements for 360 degree pickup with directional performance	Unidirectional	Embedded Microphone Optional Omni directional tabletop	Mic pod with 3 microphone elements	Omni directional	Omni directional
Microphone Inputs	3 VSX Mic Arrays (max)	3 VSX Mic Arrays (max)	2 XLR	1 embedded, 2 external +5 with DSB1 option	2 Mic Pods	2 XLR	2 XLR
Audio Inputs	2 x RCA 2 x RCA DVD/VCR or ImageShare II Audio 1 x RJ-11	2 x RCA line level 2 x RCA DVD/VCR	2 x RCA	Embedded Mic, 2xAux Mic, Line (1xRCA)	4 Aux Mic, Line, VCRx2	2 VCR, Line	2 x RCA
Audio Outputs	2 x RCA line outs 2 x RCA DVD/VCR	Speaker, Subwoofer + 2x RCA line level 2 x RCA DVD/VCR	2 x RCA	2 Mon,VCR+ 2 with DSB1 option: AUX, Line	4 Monx2, VCRx2	3 Monx2, VCR	2 x RCA
Full duplex	yes	yes	yes	yes	yes	yes	yes
Echo & Audio Processing	AEC, AGC, NS	AEC, AGC, NS	AEC, AGC, NS	AEC, AGC, NS	AEC, AGC, NS	AEC, AGC, NS	AEC, AGC, NS
Audio Error Concealment	yes	yes	no	no	no	no	no
Network Features							
One Dial intelligent call mgmt	yes	yes	yes		no	no	yes
Embedded Streaming	Quicktime	Quicktime	Cisco IP/TV, Apple QuickTime®, RealPlayer® v8 etc.		yes	no	Cisco IP/TV, Apple QuickTime®, RealPlayer® v8 etc.
Launch external MCU calls	Conference on Demand	Conference on Demand	NA		no	no	NA
H.331 Broadcast	Yes	Yes	yes		no	no	yes
					no	yes	
Camera	PowerCam Plus/PowerCam	Internal					
Resolution	1/4" Super HAD CCD	1/4" Super HAD CCD	1/4" CCD	1/4" CCD		1/4" CCD	1/4" CCD
Pan	+/- 100 degrees	+/- 100 degrees	+/- 95 degrees	+/- 100 degrees		+/- 100 degrees	+/- 95 degrees
Tilt	+/- 25 degrees	+/- 25 degrees	+15 / -20 degrees	+/- 25 degrees		+/- 25 degrees	+15 / -20 degrees
Zoom	12x	12x	10x	10x + 4x digital	10x + 4x digital	10x + 4x digital	10x + 4x digital
Horizontal Field of View	65 degrees	65 degrees	267 degrees	265 degrees	60 degrees	300 degrees	267 degrees

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Vertical Field of View	45 degrees	45 degrees	61 degrees	65 degrees	61 degrees	125 degrees	61 degrees
Camera presets	99 local/17 far	99 local/17 far	15 local/15 far	6	122		15 local/15 far
FECC H.320/H.281	yes	yes	yes	yes	yes	yes	yes
FECC H.323	Proprietary/AnnexQ	Proprietary/AnnexQ	Proprietary/AnnexQ	no	Proprietary/AnnexQ		Proprietary/AnnexQ
PTZ Camera Control	Main & 2nd	Main & 2nd	Main	Main	Main + 1	Main + 1	Main
Presentation							
Multimedia data package	optional package incl. People+Content IP, People+Content VGA direct or via ImageShare II,	optional package incl. People+Content w/ Visual Concert, People+Content IP	Natural Presenter (NPP)	Optional PCSA-DSB1S Data Solution Box	yes	yes	Natural Presenter (NPP)
Content in second stream	PC, 2nd video source, VCR/DVD, People+Content IP	PC, 2nd video source, VCR/DVD, People+Content IP	PC, Video Source	PC	PC	Camera	PC, Video Source
AnnexD Still Image	Receive	Receive	Capture, Send, Receive	yes via Memory Stick	Capture, Send, Receive	Capture, Send, Receive	Capture, Send, Receive
Maximum Content resolution display	XGA	XGA	XGA	XGA	XGA	4CIF	XGA
Maximum PC Content input resolution	SXGA	SXGA	WXGA, XGA, SVGA, VGA	XGA	XGA		WXGA, XGA, SVGA, VGA
Adjustable bandwidth for Content	yes	yes			yes		
Content Statistics	yes	Yes			yes		
T.120/NetMeeting Streaming	no	no	T.140 Chat	yes		yes	T.140 Chat
	yes	yes	yes	no		no	yes
User Interface							
IR remote control	yes	yes	yes	yes	yes	yes	yes
Configurable Home Screen	yes	yes	no	no	no	no	no
Date/Time Display	yes	yes	no	no	no	no	no
Customizable camera icons	yes	yes	no	no (names only)	no	no	no
Recent Calls log	yes	yes	yes	no	no	no	yes
Configurable Screen Saver	yes	yes	no	no	no	no	no
Serial Port API	yes	yes	no	no	no	no	no
Languages supported	13	13	13	7	yes	no	13
					9	2	
Directory Services							
Local entries	1000+	1000+	100	Memory Stick directory			100
Global Entries	10,000+	10,000+	400	Memory Stick directory			400

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Auto update of global directory	yes	yes	no	no		no	no
Local replication of global directory	yes	yes	yes	no		no	yes
Multi-site entries	unlimited	unlimited	16	yes		yes	16
Quality of Service/Experience							
IP Error Recovery	Audio and Video	Audio and Video	Intelligent Packet Loss Recovery (IPLR)	Adaptive Repeat reQuest (ARQ)	no	no	Intelligent Packet Loss Recovery (IPLR)
Dynamic Bandwidth Allocation	yes	yes	yes	Adaptive Rate Control (ARC)	no	no	yes
QoS: Diffserv	yes	yes	yes	no			yes
QoS: IP Precedence	yes	yes	yes	no			yes
QoS: RSVP	yes	yes	yes	no	no	no	yes
Camera Voice Tracking	yes with PowerCam +	no	no	no	yes	no	no
Camera Tracking to presets	yes with PowerCam +	no	yes	no	no	no	yes
Keypad audio confirmation	voice (local language)	voice (local language)	tone	yes			tone
Auto NAT	yes	yes	yes	yes			yes
Encryption	AES	AES	DES,AES	AES	AES (Optional)	No	DES,AES
System Management							
Remote web mgmt	yes	yes	yes	yes	yes	yes	yes
Centralized mgmt	GMS	GMS	TMS	no	no	yes	TMS
Auto/user driven sw update	IP	IP	IP/ISDN	no	no	IP	IP/ISDN
SNMP	yes	yes	yes	yes	yes	yes	yes
Call Detail Report	yes	yes	yes	yes	no	yes	yes
Set Max call time	yes	yes	yes	no	no	no	yes
Multipoint Capabilities							
3-way line rate (max)	512 kbps	512 kbps		Option 384 kbps	Option 512 kbps	NA	
4-way line rate (max)	384 kbps	384 kbps	768 kbps	384 kbps	384 kbps	NA	384 kbps
6-way line rate (max)	NA	NA				NA	
Max sites	4	4	6 sites @ 768 (+telephone calls)	6	5	NA	6 sites @ 768 (+telephone calls)
Mixed IP/H.320	yes	yes	yes	yes	yes	NA	yes
H.264 in MP calls	NA	NA			no	NA	
Continuous Presence View	yes	yes	yes	no	yes	NA	yes
Chair control via Web UI	yes	yes	yes		yes		yes
Cascading	yes	yes	yes	yes	no		

