






Office Competitive Matrix

 <p>POLYCOM™</p>					
<b>Manufacturer</b>	<b>Polycom</b>	<b>Polycom</b>	<b>TANDBERG</b>	<b>Sony</b>	<b>TANDBERG</b>
<b>Product Name</b>	<b>VSX 3000</b>	<b>V500</b>	<b>1500 MXP</b>	<b>PCS-TL50P</b>	<b>1000 MXP</b>
<b>MSRP (NA) USD</b>	<b>\$4,999</b>	<b>\$2,999</b>	<b>\$6,490</b>		<b>\$4,990</b>
<b>Last Update</b>	<b>7/13/2005</b>	<b>7/13/2005</b>	<b>5/21/2005</b>	<b>5/21/2005</b>	<b>5/21/2005</b>
<b>Polycom Key Differentiators &amp; Competitive Responses</b>					
<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	<b>YES</b>	<b>YES</b> - receive only	<b>NO</b> - only supports MPEG4	<b>NO</b> - only supports MPEG4	<b>NO</b> - 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	<b>YES</b>	<b>YES</b>	<b>NO</b>	<b>NO</b>	<b>NO</b>
<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, ...	<b>YES</b>	<b>YES</b>	<b>NO</b>	<b>NO</b>	<b>NO</b>
<b>Displays</b>					

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MSRP (NA) USD	\$4,999	\$2,999	\$6,490		\$4,990
	17" dual use LCD	1 Display	17" LCD Monitor	20" LCD display	12.1" LCD Monitor
<b>Network Interfaces</b>					
IP (H.323 and SIP) Interface	10/100 Ethernet (RJ45)	10/100 Ethernet (RJ45)	10/100 Ethernet (RJ45)	10/100 Ethernet (RJ45)	10/100 Ethernet (RJ45)
IP (H.323 and SIP) Bandwidth	56kbps - 2 Mbps	56 - 512 kbps	56-2Mbps	64kbps - 2Mbps	56-2Mbps
ISDN Interface(s)	QBRI (alternate hardware)	BRI (alternate hardware)	4BRI	Optional QBRI Model	3BRI
ISDN Bandwidth	56k - 512kbps (optional)	56k -128kbps (optional)	56-512 kbps	56kbps - 512kbps	56-384 kbps
Serial Network Interfaces	NA	NA	N/A		N/A
Cisco Call Manager Integration with ECS	yes	yes	separate model req'd	no	separate model req'd
IP Phone Add	yes	yes	yes	yes	yes
IP Phone Add with G.729	yes	yes	no	yes	no
ISDN Phone Add	yes	yes	with Optional MP	yes	NA
POTS	NA	NA	no	no	no
PCMCIA Slot	N/A	N/A	yes (Wireless LAN)	no	yes (Wireless LAN)
USB			yes	no	yes
<b>Video</b>					
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.263+, H.264
Video Inputs	Camera + x RCA VCR/Doc 1	Integrated main camera	Camera + 1 x DVI/SXGA	Integrated Main camera, 1 x Composite RCA/Phono	Camera + 1 x DVI/SXGA
XGA Inputs	yes with People + Content IP	yes with People + Content IP	yes with NPP		yes with NPP
Video Outputs	17" LCD	Main display 1 x S-video 1 x RCA	17" LCD Monitor	20" LCD Monitor	12.1" LCD Monitor
Single Monitor XGA support	no	no			
Video Frame Rates	30 fps at 56 kbps-2 Mbps 60 fps up to 2 Mbps	30 fps at 56 kbps-512 kbps	30 fps@above 168 60 fps@above 336 pt to pt	up to 30fps (Pt2Pt calls only)	30 fps@above 168
Interlaced 60 Fields	ProMotion H.263	ProMotion H.263 (receive)	Natural Video	60/50 filed per sec for NTSC/PAL in Interlace	Natural Video
ProMotion Min Data Rate	512 kbps	512 kbps			

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People Video Resolutions	4SIF, 4CIF, SIF, CIF, QCIF, Pro-Motion H.263 interlaced video 60/50 fields	4SIF, 4CIF, SIF, CIF, QCIF	4SIF, SIF, 4CIF, CIF, QCIF, SQCIF		4SIF, SIF, 4CIF, CIF, QCIF, SQCIF
Graphics Resolution	Display: XGA	Display: XGA	XGA, SVGA, VGA		XGA, SVGA, VGA
Video Error Concealment	yes	yes	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, G.729, Siren14	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	14kHz	20 kHz	14 kHz Mono	20 kHz
Highest audio quality Line In	14 kHz StereoSurround	14kHz	20 kHz Stereo	14 kHz Mono	20 kHz
Audio Reproduction	Monitor Speakers Headset Optional Stereo Package Media center audio	Monitor Speakers, Headset	Monitor Speakers Optional Stereo Package (\$5,500)		Monitor Speakers Optional Stereo Package (\$5,500)
Microphone	2 x Built-in dual microphones	1 x Built-in dual microphones	Omni directional	Integrated microphone- no additional inputs needed	Omni directional
Microphone Inputs	2 x Built-in	1 x Built-in	2 XLR		Built in Microphone
Audio Inputs	2 x RCA for DVD/VCR or Line level	NA	2 x RCA	Integrated Dual microphones, 1xRCA (L+R)	Headset 2.5 mm
Audio Outputs	Built-in dual speakers, headset jack	2 x RCA Stereo Headphone jack (.5 MM stereo)	2 x RCA	Integrated Dual speakers, 3.5 mm stereo mini jack, Auxiliary line level	
Full duplex	yes	yes	yes	yes	yes
Echo & Audio Processing	AEC, AGC, NS	AEC, AGC, NS	AEC, AGC, NS	AEC, AGC, ANS	AEC, AGC, NS
Audio Error Concealment	yes	yes	no	no	no
<b>Network Features</b>					
One Dial intelligent call mgmt	yes	yes	yes	no	yes
Embedded Streaming	Quicktime	Quicktime	Cisco IP/TV, Apple QuickTime®, RealPlayer® v8 etc.		Cisco IP/TV, Apple QuickTime®, RealPlayer® v8 etc.

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Launch external MCU calls	Conference on Demand	Conference on Demand	NA		NA
H.331 Broadcast	no	no	yes		yes
<b>Camera</b>	<b>Internal</b>	<b>Internal</b>			
Resolution	1/5" IT CCD	1/5" IT CCD	1/4" CCD	1/3 CCD	1/4" CCD
Pan	+/- 20 degrees	+/- 20 degrees	+30 / -30 degrees	+/- 35 °	
Tilt	+/- 20 degrees	+/- 20 degrees	+15 / -20 degrees	+/- 26 °	
Zoom				x2 and above (in digital form)	
Horizontal Field of View	60 degrees	60 degrees	64 degrees		64 degrees
Vertical Field of View	45 degrees	45 degrees	49 degrees		49 degrees
Camera presets	NA	NA	Natural Video		Natural Video
FECC H.320/H.281	yes	yes	yes	yes	yes
FECC H.323	Proprietary/AnnexQ	Proprietary/AnnexQ	Proprietary/AnnexQ	no	Proprietary/AnnexQ
PTZ Camera Control	NA	NA	NA	Digital PTZ	NA
<b>Presentation</b>					
Multimedia data package	People+Content IP (optional)	People+Content IP (optional)	Natural Presenter (NPP)	yes	Natural Presenter (NPP)
Content in second stream	PC, 2nd video source, VCR/DVD, People+Content IP	People+Content IP	PC, Video Source	PC	PC, Video Source
AnnexD Still Image	Receive	Receive	Capture, Send, Receive	yes via Memory Stick	Capture, Send, Receive
Maximum Content resolution display	17" LCD	NTSC / PAL Display	XGA	XGA	XGA
Maximum PC Content input resolution	People+Content IP	People+Content IP	WXGA, XGA, SVGA, VGA		WXGA, XGA, SVGA, VGA
Adjustable bandwidth for Content	yes	yes			
Content Statistics	Yes	Yes			
T.120/NetMeeting Streaming	no	no	T.140 Chat	yes	T.140 Chat
	yes	yes	yes		yes
<b>User Interface</b>					
IR remote control	yes	yes	yes	yes	yes
Configurable Home Screen	yes	yes	no	no	no
Date/Time Display	yes	yes	no	no	no

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Customizable camera icons	yes	yes	no	no	no
Recent Calls log	yes	yes	yes	no	yes
Configurable Screen Saver	yes	yes	no	no	no
Serial Port API	no	no	no	no	no
Languages supported	13	13	13	7	13
<b>Directory Services</b>					
Local entries	1000+	1000+	100	Memory Stick directory	200
Global Entries	10,000+	4000	400	Memory Stick directory	400
Auto update of global directory	yes	yes	no	no	no
Local replication of global directory	yes	yes	yes	no	yes
Multi-site entries	yes	yes	16	yes	NA
<b>Quality of Service/Experience</b>					
IP Error Recovery	Audio and Video	Audio and Video	Intelligent Packet Loss Recovery (IPLR)	Adaptive Repeat reQuest (ARQ)	Intelligent Packet Loss Recovery (IPLR)
Dynamic Bandwidth Allocation	yes	yes	yes	Adaptive Rate Control (ARC)	yes
QoS: Diffserv	yes	yes	yes	no	yes
QoS: IP Precedence	yes	yes	yes	no	yes
QoS: RSVP	yes	yes	yes	no	yes
Camera Voice Tracking	no	no	no	no	no
Camera Tracking to presets	no	no	yes	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	DES,AES
<b>System Management</b>					
Remote web mgmt	yes	yes	yes	yes	yes
Centralized mgmt	GMS	GMS	TMS	no	TMS
Auto/user driven sw update	IP	IP	IP/ISDN	no	IP/ISDN
SNMP	yes	yes	yes	yes	yes
Call Detail Report	yes	yes	yes	yes	yes
Set Max call time	yes	yes	yes	no	yes

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<b>Multipoint Capabilities</b>					
3-way line rate (max)	512 kbps	NA		384kbps	
4-way line rate (max)	384 kbps	NA	768 kbps	256kbps	NA
6-way line rate (max)	NA	NA		128kbps	
Max sites	4	NA	NA	6	NA
Mixed IP/H.320	yes	NA	yes	yes	NA
H.264 in MP calls	NA	NA			
Continuous Presence View	yes	NA	yes	yes	NA
Chair control via Web UI	yes	NA	yes		NA
Cascading	yes	NA	yes	yes	NA
<b>Dimensions</b>					
- Width	17.01"	11.42"	54.4"	528 mm	11.8"
- Depth	7.0"	6.5"	19.9"	110 mm	2.6"
-Height	20.25"	2.67"	44.4"	445 mm	17.7"
Weight	19.2 lbs	2.5	8.35 kgs	10 Kg	9 lbs
Subwoofer (W/D/H/Wght)					