






**Performance Competitive Matrix**

|                                                                                                                                                                                                                                                                                                                         |                                                                                   |                                                                                    |                                                                                     |                                                                                     |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
|  <p>POLYCOM™</p>                                                                                                                                                                                                                       |  |  |  |  |
| <b>Manufacturer</b>                                                                                                                                                                                                                                                                                                     | <b>Polycom</b>                                                                    | <b>Tandberg</b>                                                                    | <b>Sony</b>                                                                         | <b>Tandberg</b>                                                                     |
| <b>Product Name</b>                                                                                                                                                                                                                                                                                                     | <b>VSX 8000</b>                                                                   | <b>6000 MXP</b>                                                                    | <b>PCS-G70NP</b>                                                                    | <b>3000 MXP</b>                                                                     |
| <b>MSRP (NA) USD</b>                                                                                                                                                                                                                                                                                                    | <b>\$12,999</b>                                                                   | <b>\$18,990</b>                                                                    |                                                                                     | <b>\$13,990</b>                                                                     |
| <b>Last Update</b>                                                                                                                                                                                                                                                                                                      | <b>7/13/2005</b>                                                                  | <b>5/21/2005</b>                                                                   | <b>5/21/2005</b>                                                                    | <b>5/21/2005</b>                                                                    |
|                                                                                                                                                                                                                                                                                                                         |                                                                                   |                                                                                    |                                                                                     |                                                                                     |
| <b>Polycom Leadership and Key Differentiators</b>                                                                                                                                                                                                                                                                       |                                                                                   |                                                                                    |                                                                                     |                                                                                     |
| <b>SoundStation VTX 1000 Integration</b><br><ul style="list-style-type: none"> <li>- Dial any video calls directly from the conference phone</li> <li>- Eliminates tabletop clutter from microphone and wires</li> <li>- Increases audio pickup to 20 feet in any direction</li> </ul>                                  | <b>YES</b>                                                                        | NO                                                                                 | NO                                                                                  | NO                                                                                  |
| <b>Siren 14 Audio (14 kHz audio)</b><br><ul style="list-style-type: none"> <li>- Better audio performance than MPEG4 for clear speech, noisy/reverberant speech and with music or rich media (DVD...)</li> <li>- Consumes far less bandwidth than MPEG4</li> <li>- Needs only one tenth the compute of MPEG4</li> </ul> | <b>YES</b>                                                                        | NO - only supports MPEG4                                                           | NO - only supports MPEG4                                                            | NO - only supports MPEG4                                                            |
| <b>People+Content™ IP</b><br><ul style="list-style-type: none"> <li>- Cable-Free content sharing</li> <li>- Eliminates VGA cable sharing hassles</li> <li>- Allows audio-only participants to also share content</li> </ul>                                                                                             | <b>YES</b>                                                                        | NO                                                                                 | NO                                                                                  | NO                                                                                  |

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| Manufacturer                                                                                                                                                                                                                                                               | Polycom                | Tandberg                           | Sony                                 | Tandberg                           |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------|------------------------------------|--------------------------------------|------------------------------------|
| <b>Product Name</b>                                                                                                                                                                                                                                                        | <b>VSX 8000</b>        | <b>6000 MXP</b>                    | <b>PCS-G70NP</b>                     | <b>3000 MXP</b>                    |
| <b>MSRP (NA) USD</b>                                                                                                                                                                                                                                                       | <b>\$12,999</b>        | <b>\$18,990</b>                    |                                      | <b>\$13,990</b>                    |
| <b>Polycom StereoSurround™</b><br>- Reduces audio fatigue by distinctly separating voices - even when multiple people speak simultaneously<br>- Increases natural interaction and speeds eye contact with positional audio<br>- Enhances rich media sharing for DVD's, ... | YES                    | NO                                 | NO                                   | NO                                 |
| <b>ProMotion H.264</b><br>- Enhances natural video interaction by delivering TV-Like motion handling (50/60 Fields) coupled with increased resolution (2SIF)                                                                                                               | YES                    | NO                                 | NO                                   | NO                                 |
|                                                                                                                                                                                                                                                                            |                        |                                    |                                      |                                    |
| <b>Displays</b>                                                                                                                                                                                                                                                            |                        |                                    |                                      |                                    |
|                                                                                                                                                                                                                                                                            | 2 Displays             | 2 monitors                         | 2 Displays main& sub, 5 Displays MCU | 2 monitors                         |
|                                                                                                                                                                                                                                                                            |                        |                                    |                                      |                                    |
| <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 kbps-2 Mbps         | 56-4Mbps                           | 56-4Mbps                             | 56-2Mbps                           |
| <b>ISDN Interface(s)</b>                                                                                                                                                                                                                                                   | QBRI/PRI (optional)    | 6BRI, 1PRI                         | 6BRI, 1PRI                           | 4BRI                               |
| <b>ISDN Bandwidth</b>                                                                                                                                                                                                                                                      | 56k - 2Mbps (optional) | 56-2 Mbps                          | 56-2 Mbps                            | 56-512 kbps                        |
| <b>Serial Network Interfaces</b>                                                                                                                                                                                                                                           | V.35/RS449/RS530/RS336 | V.35 / RS-449 with RS 366 dialing, | V.35/RS449/RS530                     | V.35 / RS-449 with RS-366 dialing, |
| <b>Cisco Call Manager Integration with ECS</b>                                                                                                                                                                                                                             | yes                    | separate model req'd               | no                                   | separate model req'd               |
| <b>IP Phone Add</b>                                                                                                                                                                                                                                                        | yes                    | yes                                | yes                                  | yes                                |
| <b>IP Phone Add with G.729</b>                                                                                                                                                                                                                                             | yes                    | no                                 | yes                                  | no                                 |
| <b>ISDN Phone Add</b>                                                                                                                                                                                                                                                      | yes                    | with Optional MP                   | yes                                  | with Optional MP                   |
| <b>POTS</b>                                                                                                                                                                                                                                                                | yes                    | no                                 |                                      | no                                 |
| <b>PCMCIA Slot</b>                                                                                                                                                                                                                                                         | yes - inactive         | no                                 |                                      | yes (Wireless LAN)                 |
| <b>USB</b>                                                                                                                                                                                                                                                                 |                        | yes                                |                                      | yes                                |
|                                                                                                                                                                                                                                                                            |                        |                                    |                                      |                                    |

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| <b>Manufacturer</b>               | <b>Polycom</b>                                                                                          | <b>Tandberg</b>                                                  | <b>Sony</b>                                                                                                                                 | <b>Tandberg</b>                                                  |
|-----------------------------------|---------------------------------------------------------------------------------------------------------|------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------|
| <b>Product Name</b>               | <b>VSX 8000</b>                                                                                         | <b>6000 MXP</b>                                                  | <b>PCS-G70NP</b>                                                                                                                            | <b>3000 MXP</b>                                                  |
| <b>MSRP (NA) USD</b>              | <b>\$12,999</b>                                                                                         | <b>\$18,990</b>                                                  |                                                                                                                                             | <b>\$13,990</b>                                                  |
| <b>Video</b>                      |                                                                                                         |                                                                  |                                                                                                                                             |                                                                  |
| <b>Video protocols</b>            | H.261,H.263+,<br>H.263++,H.264                                                                          | H.261, H.263, H.263+,<br>H.263++, H.264                          | H.261, H.263, H.263+<br>H.263++, H.264, MPEG-<br>4 SP@L3                                                                                    | H.261, H.263, H.263+,<br>H.263++, H.264                          |
| <b>Video Inputs</b>               | 1 x Y/C BNC<br>1 x S-video<br>1x S-video, DVD VCR<br>1 x VGA Content                                    | 2x S-video Main, Aux Cam<br>2 x RCA Doc, VCR<br>1 x DVI/SXGA     | 2 x D-Sub 15-pin Dedicated<br>Camera I/F 2 x S-video<br>or Composite input                                                                  | 2x S-video Main, Aux Cam<br>2 x RCA Doc, VCR<br>1 x DVI/SXGA     |
| <b>XGA Inputs</b>                 | yes, direct or via<br>ImageShare II and/or<br>People+Content IP                                         | yes with NPP                                                     | 0 +2<br>XGA with DSB1 option                                                                                                                | yes with NPP                                                     |
| <b>Video Outputs</b>              | 1 x Y/C BNC<br>1 x S-video 2nd display<br>1 x S-video DVD/VCR<br>1 x XGA 1st/2nd display                | 1 x S-video Mon, 1<br>x S-video Dual, 2 x<br>RCA 2<br>x DVI/SXGA | 2 x S-video output (for<br>main/sub monitor) 5<br>x S-video output (for<br>individual sites in MCU)<br>Composite output (AUX)<br>RGB output | 1 x S-video Mon, 1<br>x S-video Dual, 2 x<br>RCA 2<br>x DVI/SXGA |
| <b>Single Monitor XGA support</b> | yes                                                                                                     |                                                                  | yes                                                                                                                                         |                                                                  |
| <b>Video Frame Rates</b>          | 30 fps at 56 kbps-2 Mbps<br>2SIF / 2CIF to 2 Mbps                                                       | 30 fps@above 168 60<br>fps@above 336 pt to pt                    | Max. 30 frames/s (H.261,<br>H.263, H.263+,<br>H.263++, H.264, and<br>MPEG-4 SP@L3)                                                          | 30 fps@above 168 60<br>fps@above 336 pt to pt                    |
| <b>Interlaced 60 Fields</b>       | ProMotion H.264                                                                                         | Natural Video                                                    | Interlaced SIF Mode (50<br>fields/s)                                                                                                        | Natural Video                                                    |
| <b>ProMotion Min Data Rate</b>    | 256 kbps                                                                                                |                                                                  |                                                                                                                                             |                                                                  |
| <b>People Video Resolutions</b>   | QCIF, 4SIF, 4CIF, SIF,<br>CIF, Pro-Motion H.264, Pro-<br>Motion H.263, interlaced<br>video 60/50 fields | 4SIF, SIF, 4CIF, CIF,<br>QCIF, SQCIF                             | SQCIF , QCIF,CIF, 4CIF,<br>SIF                                                                                                              | 4SIF, SIF, 4CIF, CIF,<br>QCIF, SQCIF                             |
| <b>Graphics Resolution</b>        | Display SVGA, XGA<br>Input VGA, SVGA, XGA,<br>SXGA                                                      | XGA, SVGA, VGA                                                   | XGA                                                                                                                                         | XGA, SVGA, VGA                                                   |
| <b>Video Error Concealment</b>    | yes                                                                                                     | IPLR                                                             | ARQ                                                                                                                                         | IPLR                                                             |
| <b>Audio</b>                      |                                                                                                         |                                                                  |                                                                                                                                             |                                                                  |

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| Manufacturer                   | Polycom                                                                                                                | Tandberg                                                 | Sony                                                                                                     | Tandberg                                                 |
|--------------------------------|------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------|----------------------------------------------------------------------------------------------------------|----------------------------------------------------------|
| Product Name                   | VSX 8000                                                                                                               | 6000 MXP                                                 | PCS-G70NP                                                                                                | 3000 MXP                                                 |
| MSRP (NA) USD                  | \$12,999                                                                                                               | \$18,990                                                 |                                                                                                          | \$13,990                                                 |
| 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, G.723.1, G.729, MPEG-4 AAC                                                 | G.711, G.722, G.722.1, G.728, MPEG4 AAC-LD               |
| Highest audio quality Voice    | 14 kHz StereoSurround                                                                                                  | 20KHz                                                    | 14 kHz Mono                                                                                              | 20 kHz                                                   |
| Highest audio quality Line In  | 14 kHz StereoSurround                                                                                                  | 20KHz                                                    | 14 kHz Mono                                                                                              | 20 kHz Stereo                                            |
| Audio Reproduction             | Monitor Speakers<br>Optional Stereo Package                                                                            | Monitor Speakers<br>Optional Stereo Package<br>(\$5,500) | Monitor Speakers                                                                                         | Monitor Speakers<br>Optional Stereo Package<br>(\$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                                         | External analog microphone input, Mini-jack x2                                                           | Omni directional                                         |
| Microphone Inputs              | 3 VSX Mic Arrays (max)                                                                                                 | 3 XLR                                                    | 2x                                                                                                       | 2 XLR                                                    |
| Audio Inputs                   | 2 x Phoenix for line level or with phantom power for mics<br>2 x RCA DVD/VCR or ImageShare II Audio<br>1 x RJ-11       | 3 x RCA                                                  | AUX input RCA,<br>External analog microphone input, Mini-jack x2<br>External digital microphone input x2 | 3 x RCA                                                  |
| Audio Outputs                  | 2 x Phoenix<br>2 x RCA line outs<br>2 x RCA DVD/VCR                                                                    | 3 x RCA                                                  | Line output RCA x2 (one mixed output)                                                                    | 3 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                                                      |
| Embedded Streaming             | Quicktime                                                                                                              | 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                                                       |
| H.331 Broadcast                | yes                                                                                                                    | yes                                                      |                                                                                                          | yes                                                      |

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| Manufacturer                        | Polycom                                                                    | Tandberg                          | Sony                                  | Tandberg                          |
|-------------------------------------|----------------------------------------------------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|
| Product Name                        | VSX 8000                                                                   | 6000 MXP                          | PCS-G70NP                             | 3000 MXP                          |
| MSRP (NA) USD                       | \$12,999                                                                   | \$18,990                          |                                       | \$13,990                          |
|                                     |                                                                            |                                   |                                       |                                   |
| <b>Camera</b>                       | <b>PowerCam Plus/PowerCam</b>                                              | <b>W.A.V.E II</b>                 |                                       | <b>W.A.V.E II</b>                 |
| Resolution                          | 1/4" Super HAD CCD                                                         | 1/4" CCD                          | 1/4" CCD                              | 1/4" CCD                          |
| Pan                                 | +/- 100 degrees                                                            | +/- 95 degrees                    | -100° to +100°                        | +/- 95 degrees                    |
| Tilt                                | +/- 25 degrees                                                             | +15 / -20 degrees                 | -25° to +25°                          | +15 / -20 degrees                 |
| Zoom                                | 12x                                                                        | 10x                               | 10x                                   | 10x                               |
| Horizontal Field of View            | 65 degrees                                                                 | 267 degrees                       | 460 TV lines                          | 267 degrees                       |
| Vertical Field of View              | 45 degrees                                                                 | 61 degrees                        |                                       | 61 degrees                        |
| Camera presets                      | 99 local/17 far                                                            | 15 local/15 far                   | 6                                     | 15 local/15 far                   |
| FECC H.320/H.281                    | yes                                                                        | yes                               | yes                                   | yes                               |
| FECC H.323                          | Proprietary/AnnexQ                                                         | Proprietary/AnnexQ                | no                                    | Proprietary/AnnexQ                |
| PTZ Camera Control                  | Main & 2nd                                                                 | Main, daisy chain up to 4 cameras | Main                                  | Main, daisy chain up to 4 cameras |
|                                     |                                                                            |                                   |                                       |                                   |
| <b>Presentation</b>                 |                                                                            |                                   |                                       |                                   |
| Multimedia data package             | People+Content IP, People+Content VGA direct or via optional ImageShare II | Natural Presenter (NPP)           | Optional PCSA-DSB1S Data Solution Box | Natural Presenter (NPP)           |
| Content in second stream            | PC, 2nd video source, VCR/DVD, People+Content IP                           | PC, Video Source                  | PC, Video Source                      | PC, Video Source                  |
| AnnexD Still Image                  | Receive                                                                    | Capture, Send, Receive            | Capture, Send, Receive                | Capture, Send, Receive            |
| Maximum Content resolution display  | XGA                                                                        | XGA, SVGA, VGA                    |                                       | XGA                               |
| Maximum PC Content input resolution | SXGA                                                                       | XGA, SVGA, VGA                    | XGA                                   | WXGA, XGA, SVGA, VGA              |
| Adjustable bandwidth for Content    | yes                                                                        |                                   |                                       |                                   |
| Content Statistics                  | yes                                                                        |                                   |                                       |                                   |
| T.120/NetMeeting                    | no                                                                         | T.140 Chat                        | yes                                   | T.140 Chat                        |
| Streaming                           | yes                                                                        | yes                               |                                       | yes                               |
|                                     |                                                                            |                                   |                                       |                                   |
| <b>User Interface</b>               |                                                                            |                                   |                                       |                                   |
| IR remote control                   | yes                                                                        | yes                               | yes                                   | yes                               |
| Configurable Home Screen            | yes                                                                        | no                                | yes                                   | no                                |

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| Manufacturer                          | Polycom                | Tandberg                                | Sony                          | Tandberg                                |
|---------------------------------------|------------------------|-----------------------------------------|-------------------------------|-----------------------------------------|
| Product Name                          | VSX 8000               | 6000 MXP                                | PCS-G70NP                     | 3000 MXP                                |
| MSRP (NA) USD                         | \$12,999               | \$18,990                                |                               | \$13,990                                |
| Date/Time Display                     | yes                    | no                                      | no                            | no                                      |
| Customizable camera icons             | yes                    | no                                      | no                            | no                                      |
| Recent Calls log                      | yes                    | yes                                     | yes                           | yes                                     |
| Configurable Screen Saver             | yes                    | no                                      | no                            | no                                      |
| Serial Port API                       | yes                    | yes                                     |                               | yes                                     |
| Languages supported                   | 13                     | 13                                      |                               | 13                                      |
|                                       |                        |                                         |                               |                                         |
| <b>Directory Services</b>             |                        |                                         |                               |                                         |
| Local entries                         | 1000+                  | 100                                     | Memory Stick directory        | 100                                     |
| Global Entries                        | 10,000+                | 400                                     | Memory Stick directory        | 400                                     |
| Auto update of global directory       | yes                    | no                                      | no                            | no                                      |
| Local replication of global directory | yes                    | yes                                     | no                            | yes                                     |
| Multi-site entries                    | unlimited              | 16                                      | yes                           | 16                                      |
|                                       |                        |                                         |                               |                                         |
| <b>Quality of Service/Experience</b>  |                        |                                         |                               |                                         |
| IP Error Recovery                     | Audio and Video        | Intelligent Packet Loss Recovery (IPLR) | Adaptive Repeat reQuest (ARQ) | Intelligent Packet Loss Recovery (IPLR) |
| Dynamic Bandwidth Allocation          | yes                    | yes                                     | Adaptive Rate Control (ARC)   | yes                                     |
| QoS: Diffserv                         | yes                    | yes                                     | no                            | yes                                     |
| QoS: IP Precedence                    | yes                    | yes                                     | no                            | yes                                     |
| QoS: RSVP                             | yes                    | yes                                     | no                            | yes                                     |
| Camera Voice Tracking                 | yes with PowerCam +    | no                                      | no                            | no                                      |
| Camera Tracking to presets            | yes with PowerCam +    | yes                                     | no                            | yes                                     |
| Keypad audio confirmation             | voice (local language) | tone                                    | tone only                     | tone                                    |
| Auto NAT                              | yes                    | yes                                     | yes                           | yes                                     |
| Encryption                            | AES                    | DES,AES                                 |                               | DES,AES                                 |
|                                       |                        |                                         |                               |                                         |
| <b>System Management</b>              |                        |                                         |                               |                                         |
| Remote web mgmt                       | yes                    | yes                                     | yes                           | yes                                     |
| Centralized mgmt                      | GMS                    | TMS                                     | no                            | TMS                                     |
| Auto/user driven sw update            | IP                     | IP/ISDN                                 | no                            | IP/ISDN                                 |
| SNMP                                  | yes                    | yes                                     | yes                           | yes                                     |
| Call Detail Report                    | yes                    | yes                                     | yes                           | yes                                     |
| Set Max call time                     | yes                    | yes                                     | no                            | yes                                     |

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|--------------------------------|-------------------|----------------------------------|--------------|----------------------------------|
| Product Name                   | VSX 8000          | 6000 MXP                         | PCS-G70NP    | 3000 MXP                         |
| MSRP (NA) USD                  | \$12,999          | \$18,990                         |              | \$13,990                         |
| <b>Multipoint Capabilities</b> |                   |                                  |              |                                  |
| 3-way line rate (max)          | 512 kbps          | 2Mbps                            | 2Mbps        |                                  |
| 4-way line rate (max)          | 384 kbps          | 2Mbps                            | 2Mbps        | 384 kbps                         |
| 6-way line rate (max)          | 384 kbps          |                                  |              |                                  |
| Max sites                      | 6                 | 6 sites @ 768 (+telephone calls) | 6            | 6 sites @ 768 (+telephone calls) |
| Mixed IP/H.320                 | yes               | yes                              |              | yes                              |
| H.264 in MP calls              | yes (max 4 sites) |                                  |              |                                  |
| Continuous Presence View       | yes               | yes                              | yes          | yes                              |
| Chair control via Web UI       | yes               | yes                              |              | yes                              |
| Cascading                      | yes               | yes                              | yes          | yes                              |
| <b>Dimensions</b>              |                   |                                  |              |                                  |
| - Width                        | 17.25"            | 41.3"                            | 16.625 in    | 33.9"                            |
| - Depth                        | 9.68"             | 24.6"                            | 10.125 in    | 29.1"                            |
| -Height                        | 1.73"             |                                  | 2.875 in     |                                  |
| Weight                         | 8.4 lbs           |                                  | 11 lbs 11 oz |                                  |
| Subwoofer (W/D/H/Wght)         |                   |                                  |              |                                  |
|                                |                   |                                  |              |                                  |
|                                |                   |                                  |              |                                  |
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