



Comparison Checklist

Features	VU TelePresence®	Polycom (HDX 7000, 8000)	CISCO/Tandberg (Edge 95, C40, C60)	LifeSize (Team & Room)	Radvision (XT 1000)
720p + 1080p Camera Resolution	✓	✓	✓	✓	✓
Multipoint Capability (Ability to connect multiple conversations without additional costs or hardware upgrades)	✓ (1+4 units)	✓ (1+3 units)	✓ (1+3 units)	✓ (1+3, 1+7 units) Multipoint Capability Unavailable with Passport & Express	✓ (1+3 units)
H.264 High Profile (Industry standard for video compression)	✓	✓	✗	✗	✗
Included PC Client Connectivity (WebVU) (Browser-based connection through PC. Latest browser version required.)	✓ Included host license with VU system can set- up 9-way conference	✗ CMA-D Required (Upgrade starting at \$13,000**)	✗ Movi Client Required (\$10,000** upgrade)	✗ Softphone™ Client Required (\$5,000** upgrade)	✗
Recording Capability with Media Unit (2500 hours of storage available)	✓ Included in System	✗ External Module RSS Required (Upgrade starting at \$15,000**)	✗ External Module IP VCR Required (\$13,000** upgrade)	✗ External Module Video Center Required (\$8,000** upgrade)	✗ (\$8,500** upgrade)
Presence-Based Contact List (Ability to view contact availability)	✓	✗	✗	✗	✗
Data Collaboration (Ability to work via telepresence in shared document via system)	✓	✗ Sharing Capability Only	✗ Sharing Capability Only	✗ Sharing Capability Only	✗ Sharing Capability Only
Approx. Starting MSRP	\$1,999*	HDX 7000=\$13,000* HDX 8000=\$21,000*	Edge 95=\$13,500* C40=\$26,000* C60=\$44,000*	\$11,999*	\$14,886*