



LifeSize 200 Series Competitive Facts



LifeSize 200 Series

LifeSize 200 Series is the best telepresence solution available today

- ✓ LifeSize is the only system capable of supporting all HD resolutions from True HD to Full HD, in both Room 200 (single codec) and Conference 200 (multi codec)
- ✓ LifeSize Room 200 and Conference 200 deliver the best quality of experience at any bandwidth
- ✓ LifeSize Room 200 includes, as standard feature, the *only* Full HD embedded MCU
- ✓ LifeSize Room 200 and Conference 200 continue the promise of best price/performance available

LifeSize 200 series, the best solution, no compromises.
Our claims are supported by fact.



Fact: LifeSize is the only system available supporting 4 video modes, in both single and multi codec systems

		<u>LifeSize Room 200</u>	<u>Polycom HDX 8006</u>
Full HD	1080p (native 1080p=1920x1080)	Supported	Not supported
	720p60	Supported	Supported
True HD	720p30 dual streams	Supported	Not supported
	720p30	Supported	Supported

All LifeSize supported resolutions are standards-based



Fact: LifeSize Room 200 delivers the highest quality of experience at any bandwidth

	<u>LifeSize Room 200</u>	<u>Polycom HDX 8006</u>
1080p under 2Mbps	Native 1080p at 1.7Mbps	Not supported
720p60 under 1.5Mbps	720p60 at 1.1Mbps	Not supported
720p30 dual streams	720p30 dual streams at 1.5Mbps	Not supported
720p30 under 1Mbps	720p30 at 768Kbps	Not supported



Fact: LifeSize has the only Full HD MCU with transcoding, and included as a standard feature

	<u>LifeSize Room 200</u>	<u>Polycom HDX 8006</u>
Full HD MCU	Supported	Not supported
Transcoding	Supported	Not supported
Virtual multiway	Supported	Not supported
Incremental Cost for Multipoint	None	\$3000



Fact: LifeSize Room 200 delivers the best performance, most features, for the price

	LifeSize Room 200	Polycom HDX 8006
Codec with camera	\$16,999	\$17,499
Multipoint	Included 6 way Full HD MCU with transcoding	+\$3,000 4 Way CP
Data sharing	Included 720p30 dual streams	+\$4,000 (P+C and PoC)
1 Yr HW/SW Support	Included	+\$1,000
Conference phone	Included	+\$1,000
XLP Package Discount	N/A	-\$2,000
Total system cost (US MSRP)	\$16,999	\$24,499

- Consistent price performance across the product line
- LifeSize delivers superior quality, flexibility and price performance vs. similarly-configured Polycom systems
 - ➔ **Multi codec Telepresence**
LifeSize 1/3 the price of similarly-configured Polycom TPX and RPX
 - ➔ **Single codec Full HD**
LifeSize Room 200 30% less than Polycom HDX 8006
 - ➔ **Single codec True HD**
LifeSize Team 200 45% less than Polycom HDX 8004
LifeSize Express 50% less than Polycom HDX 7001



Why listen to claims when you can have the real thing today?

LifeSize Room 200 and Conference 200

- ✓ Superior quality of experience
- ✓ Unique flexibility
- ✓ Unmatched price performance

The best solution, no compromises.

