

# SCOPIA Elite vs. Polycom RMX 4000

Go head-to-head against the RMX 4000 with SCOPIA Elite and RADVISION's patented "Virtual MCU".

## Key Selling Points



### H.264 SVC

H.264 SVC has been criticized by competitors stating that no room systems support it – therefore they say it's not relevant. They are missing several key points: (1) Connections between cascaded SCOPIA Elite MCUs creating a Virtual MCU will be via H.264 SVC providing excellent performance over compromised networks. (2) SCOPIA Desktop and the VC240 support H.264 SVC. And (3) H.264 SVC will be in more endpoints sooner rather than later! It's a standard and designed to interoperate.



### Designed to Scale

The SCOPIA Elite is designed to scale, but in a very different way than the RMX 4000. The Elite and the RMX are similar with both built utilizing ATCA architecture and including redundant hot-swap power supplies. Any video resolution on the RMX 4000 above CIF requires additional resources limiting its capacity. For example, 2CIF (576 x 352) limits the capacity of the RMX4000 to 120 ports. This is the same capacity as the Elite 5230 with the X4 Capacity Option including higher, near DVD resolution! NOW THAT'S A DIFFERENT WAY TO SCALE!



### Extensive Distributed Deployment Support

The RADVISION and Polycom philosophies are very different when providing a high scale multipoint solution. RADVISION'S Patented "Virtual MCU" (Patent 7,461,126) distributes endpoints in a single conference across multiple MCUs; whereas Polycom's DMA only distributes conferences to single MCUs and does not support cascading. With DMA, each conference is limited to a single MCU. RADVISION's "Virtual MCU" seamlessly delivers dynamic distributed multipoint conferencing across multiple MCUs.

While most enterprises have sufficient bandwidth in their LANs to support multiple video conference participants, bandwidth between sites over WANs is limited and expensive. Today's IP environment requires a distributed network of MCUs at each location where there are concentrations of endpoints, Not a large and expensive centralized MCU. RADVISION's solution connects users to their "local" MCU over inexpensive LAN connections and those MCUs connect to each other when multi-site conferencing is required. This significantly reduces bandwidth use across expensive WAN connections by creating a large, distributed Virtual MCU across the network. This capability is critical with the bandwidth demands of HD along with the increasing numbers of desktop systems.

When an endpoint first connects to a conference, RADVISION's iVIEW dynamically assigns the most appropriate MCU on the network to act as the endpoint's "local" MCU. It then automatically creates H.264 SVC connections between MCUs and manages the multipoint system topology. Bandwidth utilization is significantly enhanced using this technology. Video conferencing endpoints send and receive conference media from the automatically assigned local MCUs, which intelligently manage sending media to other conference participants on other MCUs. Noted benefits include: (1) a simplified approach for robust, redundant high scalability; (2) simple conference entry through a single access number; (3) dynamic conference creation across multiple MCUs transparently connecting users to the optimal MCU according to location, network topology and administration rules; (4) dynamic intelligent setup of connections between MCUs; (5) effective bandwidth management across the WAN. RADVISION has the Patent on this! The Polycom solution does not support the Virtual MCU concept and cannot cascade between MCUs! If in doubt, please see page 1-1 of the Polycom DMA Operations Guide.

**Pricing – note: there are indications that other countries list pricing will be 10% higher than North America**

	List Price	Capacity			
		CIF	4CIF/480p	720p	1080p
VRMX4040R: 10 HD/40 CIF (w/1 MPM+80 Media Processing Module PLUS (MPM+), 40 Licenses)	\$152,000	40	15	10	5
VRMX4080R: 20 HD/80 CIF (w/1 MPM+80, 80 Licenses)	\$190,000	80	30	20	10
VRMX4160R: 40 HD/160 CIF (w/2 MPM+80, 160 Licenses)	\$314,000	160	60	40	20
VRMX4240R: 60 HD/240 CIF (w/3 MPM+80, 240 Licenses)	\$438,000	240	90	60	30
VRMX4320R: 80 HD/320 CIF (w/4 MPM+80, 320 Licenses)	\$562,000	320	120	80	40

## Feature Table

Feature	RADVISION SCOPIA Elite	Polycom RMX 4000	Comments
<b>Video / Audio Connectivity Capabilities</b>			
Video & Audio	H.323 & SIP	H.323 & SIP	
3G Mobile Video	3G-324M via Gateway	No	
<b>Capacity / Port Count</b>			
Max. Bandwidth Per Connection	12 Mbps	6 Mbps	Elite: Supports over 2X higher bandwidth
Max. # Audio-only Calls	120	1,600	
Max. # Video Calls: CIF/4CIF/360p/720p/1080p	120/120/120/30/15	320/120/NA/80/40	
H.239 Data Collaboration Impact On Capacity?	None	None	
Encryption Impact On Capacity?	None	None	
Overall Capacity Framework	Flexible	Un-dynamic	RMX: No call re-negotiation when full
<b>Video / Audio Supported</b>			
Video – H.261, H.263, H.263+, H.264	✓	✓	
Video - H.264 SVC	✓	No	
Video - 60 fps	Roadmap	✓	
Audio (Narrow): G.711, G.722, G.722.1, G.729	✓	✓	
Audio (Wide): G.722.1C, Siren14, AAC	✓	Limited	RMX: No AAC
<b>Transcoded (Processed) Meeting Support</b>			
Max. Video Resolution & Frame Rate	1080p@30fps	1080p@30fps	
Connect Protocol & Speed Transcoding (SIP / H.323)	✓	✓	
General Video & Audio Protocol Transcoding	✓	✓	
H.264 / H.264 SVC Video Protocol Transcoding	✓	No	Elite: Only MCU available w/H.264 SVC
Video Resolution Transcoding	✓	✓	
Removal of Self-view on Receive	✓	✓	
Max. # Connection Profile Combinations Per Meeting	Not Limited	Not Limited	
Max. # Video Encodes Per Meeting	Not Limited	Not Limited	
Max. # Transcoded Conferences Per MCU	Not Limited	Not Limited	
User Selectable Layouts Per Site	✓	✓	
<b>Voice Switched Meeting Support</b>			
Max. Video Resolution & Frame Rate	1080p@30fps	1080p@30fps	
Max # Non-transcoded Conferences per MCU	Not Limited	Not Limited	
<b>Data Collaboration Capabilities</b>			
H.239	H.263 & H.264	H.263 & H.264	
People+Content	No	No	
DuoVideo	✓	No	
<b>Ad-Hoc Call Creation / Connection Methods</b>			
Dial-out Via MCU Management Interface	✓	✓	
Dial-in to Pre-defined Meeting Rooms	✓	✓	
Dial-in to New (Not Pre-defined) Meeting Rooms	✓	✓	
Dial-in to IVR & Select Conference	✓	✓	
Dial-in to IVR & Create New Conference	✓	✓	
Dial-in to Activate Blast Dial	✓	✓	
Launched by Endpoint	✓	✓	
Guarantee Resources for Ad-hoc Meetings	✓	No	
<b>Scheduled Call Creation / Call Launching</b>			
Integrated Scheduling System	Via iVIEW	Via CMA	
Outlook / Exchange Integration	Via iVIEW	Via CMA	
Lotus Notes / Domino Integration	Via iVIEW	Via CMA	
Guarantee Resources for Scheduled Meetings	✓	✓	
<b>Additional Features and Functionality</b>			
AES Encryption	✓	✓	
Gatekeeper Capability	Via iVIEW	No	
Password Protected Conferences	✓	✓	
FECC (H.281)	✓	✓	
Chair Control (H.243)	✓	✓	
Endpoint DTMF Conference Control	✓	✓	
Intelligent Cascading (Patented Virtual MCU)	✓	No	Elite: Patented Virtual MCU
Single Dial-in #, for Cascaded Meeting	✓	No	
Management Interface Supports Multiple MCUs?	✓	No	
Usage Reporting (CDRs, Canned Reports)	✓	✓	
Conference Recording	Via SCOPIA Desktop	Via RSS 4000	
Conference Streaming	Via SCOPIA Desktop	Via RSS 4000	
<b>Form Factor</b>			
Redundant Power Supplies	✓	✓	
Hot Swappable Components	✓	✓	
ATCA Chassis	✓	✓	

### About RADVISION

RADVISION (NASDAQ: RVSN) is the industry's leading provider of market-proven products and technologies for unified visual communications over IP and 3G networks. With its complete set of standards based video networking infrastructure and developer toolkits for voice, video, data and wireless communications, RADVISION is driving the unified communications evolution by combining the power of video, voice, data and wireless – for high definition video conferencing systems, innovative converged mobile services, and highly scalable video-enabled desktop platforms on IP, 3G and emerging next generation networks. For more information about RADVISION, visit [www.radvision.com](http://www.radvision.com)

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