

# SCOPIA Elite vs. Tandberg / Codian 4500

The Tandberg / Codian 4500 shows its rigid resources and other flaws when compared to the SCOPIA Elite – now go head to head against it!

## Key Selling Points



### Capacity

Most conferences will have a mixture of 1080p, 720p and lower SD resolutions. With the 4500, the same port resources are required whether the endpoint connects at CIF or HD. This severely limits the number of users supported in a typical environment of mixed endpoints. SCOPIA Elite's Enhanced Definition option with 4X system capacity affords excellent value for a typical conferencing deployment including telepresence, rooms and desktops.



### Flexible Resources

The 4500's rigid resource model has 3 fixed configuration modes affecting the entire MCU: (1) SD only - available on the 4501, (2) HD 720p, and (3) HD+ for 1080p. In each of these modes, endpoints use the same amount of resources whether they are connected with CIF or 1080p. The 4500 must also be re-booted and re-configured for mode changes. This severely limits the capacity available in a dynamic environment of endpoints. The 4500 resource model selected is for the entire MCU versus the SCOPIA Elite's per port resource model. With the SCOPIA Elite's dynamic port capacity and resource model, any combination of endpoint capabilities can be supported without complex configuration changes. Additional calls can be added even after maximum call capacity is reached by automatically re-negotiating the least relevant endpoint's connection to a lower resolution. This re-negotiation frees up additional port resources for the new endpoint to join the meeting with the least relevant endpoint determined through a sophisticated algorithm. With the 4500, the new endpoint would be rejected.



### H.264 SVC

H.264 SVC has been criticized by our competitors stating that no conferencing room systems support it – therefore they say it's not relevant. They are missing several key points: (1) Connections between cascaded SCOPIA Elite MCUs 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 start showing up in more endpoints sooner rather than later! It's a standard – the proprietary modes from endpoint vendors will not last because they don't interoperate.



### Extensive Distributed Deployment Support

RADVISION's SCOPIA provides a sophisticated management solution for a distributed deployment. A distributed deployment is particularly important for supporting the scale of a large organization – especially with the bandwidth demands of HD and the scalability implications of desktop conferencing. Notable advantages for supporting a distributed deployment are (1) bandwidth reservation and (2) automatic cascading of ad-hoc conferences providing a "Virtual MCU" across multiple distributed MCUs along with (3) virtual rooms for ease of use and (4) a unique auto-attendant (video IVR) solution for multiple distributed MCUs. The Tandberg solution does not provide an effective scalable solution with distributed MCUs as conferencing users move away from scheduling and over to ad-hoc, on-demand conferencing.

## Pricing

	List Price	1080p Capacity Option	Capacity			
			SD	720p	1080p	1080p w/Option
MCU-4501	\$51,900	+\$66,000	12	6	3	6
MCU-4501 with 2X Capacity option	\$51,900 + \$46,000	+\$66,000	24	12	6	12
MCU-4505	\$89,600	+\$66,000	12	12	6	12
MCU-4510	\$145,700	+\$110,000	20	20	10	20
MCU-4515	\$212,400	+\$165,000	30	30	15	30
MCU-4520	\$279,100	+\$220,000	40	40	20	40

## Feature Table

Feature	RADVISION SCOPIA Elite	Tandberg 4500	Comments
<b>Video / Audio Connectivity Capabilities</b>			
Video & Audio	H.323 & SIP	H.323 & SIP	
3G Mobile Video	H.324M via Gateway	No	
<b>Capacity / Port Count</b>			
Max. Bandwidth Per Connection	12 Mbps	4 Mbps	Elite: Supports over 2X higher bandwidth
Max. # Audio-only Calls	120	40	Elite: 120 audio ports standard
Max. # Video Calls: CIF/4CIF/360p/720p/1080p	120/120/120/30/15	40/40/40/40/40	4500: No flexibility for ports @ lower rates
H.239 Data Collaboration Impact On Capacity?	None	Problem	4500: In capacity mode, each conference needs 1 additional port for H.239 data
Encryption Impact On Capacity?	None	None	
Overall Capacity Framework	Flexible	Rigid!	4500: No capacity flexibility at all
<b>Video / Audio Supported</b>			
Video: H.261, H.263, H.263+, H.264	✓	✓	
Video: H.264 SVC	✓	No	Elite: Only MCU available w/H.264 SVC
Video: 60 fps	Roadmap	No	
Audio (Narrow): G.711, G.722, G.722.1, G.729	✓	✓	
Audio (Wide): G.722.1C, Siren14, 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	Not Applicable	4500: All calls always transcoded
Max # Non-transcoded Conferences per MCU	Not Limited	Not Applicable	4500: All calls always transcoded
<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 Management Interface	✓	Limited	4500: Only for single MCU conferences
Dial-in to Pre-defined Meeting Rooms	✓	Limited	4500: Only for single MCU conferences
Dial-in to New (Not Pre-defined) Meeting Rooms	✓	Limited	4500: Only for single MCU conferences
Dial-in to IVR & Select Conference	✓	Limited	4500: Only for single MCU conferences
Dial-in to IVR & Create New Conference	✓	Limited	4500: Only for single MCU conferences
Dial-in to Activate Blast Dial	✓	Limited	4500: Only for single MCU conferences
Launched by Endpoint	✓	Limited	4500: Only for single MCU conferences
Guarantee Resources for Ad-hoc Meetings	✓	✓	
<b>Scheduled Call Creation / Call Launching</b>			
Integrated Scheduling System	Via iVIEW	✓	
Outlook / Exchange Integration	Via iVIEW	Via TMS	
Lotus Notes / Domino Integration	Via iVIEW	Via TMS - Limited	4500: Does not support Notes/Domino 8.5
Guarantee Resources for Scheduled Meetings	✓	✓	
<b>Additional Features and Functionality</b>			
H.235 AES Encryption	✓	✓	
Gatekeeper Capability	Via iVIEW	Limited	4500: Only 25 devices can register
Password Protected Conferences	✓	Limited	4500: Only for single MCU conferences
FECC (H.281)	✓	✓	
Chair Control (H.243)	✓	✓	
Endpoint DTMF Conference Control	✓	✓	
Intelligent Cascading (Patented Virtual MCU)	✓	No	4500: Only for scheduled conferences
Single Dial-in #, for Cascaded Meeting	✓	No	Elite: Patented Virtual MCU
Management Interface Supports Multiple MCUs	✓	✓	
Usage Reporting (CDRs, Canned Reports)	✓	✓	
Conference Recording	Via SCOPIA Desktop	Via TCS	
Conference Streaming	Via SCOPIA Desktop	✓	
<b>Form Factor</b>			
Dual Redundant Power Supplies	✓	No	
Hot Swappable Components	✓	No	
ATCA Chassis	✓	No	

### 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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