

CODIAN MCU 4200 AND CODIAN MCU 4500 VERSUS – POLYCOM MCU RMX 2000



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Polycom RMX 2000 version 2.0 software enhancements (planned release date is early Q3 2007).

Polycom's Claims	RMX 2000 Disadvantage	Codian Advantage
HD Capabilities		
New HD Capability (version 2.0) Polycom plan to offer 720p HD Continuous Presence capability.	According to Analyst information the RMX will not receive 720p while transcoding - only sends it - so for some layouts there will be loss of resolution.	The Codian MCU 4200 Series already supports 720p HD CP at up to 15 fps. The Codian MCU 4500 Series already supports 720p HD CP at 30 fps and beyond.
New Capacity (version 2.0) A fully loaded RMX 2000 supports 80 ports (also called Media Processing Resources, MPR, by Polycom.)	HD CP requires 4 MPRs (= 4 ports) 4CIF/30 fps requires 4 MPRs (= 4 ports) 4CIF/15 fps requires 2 MPRs (=2 ports) Therefore, a fully loaded RMX supports 20 HD CP or 40 4CIF (15 fps) CP endpoints	The Codian MCU 4200 Series scales up to 40 CP ports with a constant port count. The Codian MCU 4500 Series scales up to 40 HD CP ports with a constant port count.
Future HD Capability	The RMX v2.0 is not 1080p ready. Polycom will need to do even more software development and probably upgrade hardware to get to 1080p.	The Codian MCU 4500 Series is 1080p ready.
Pricing		
List Price The North American list price is \$2,650 per port.	If the RMX 2000 is used in HD Continuous Presence mode, the cost per participant is \$10,600 because each participant consumes four ports (or what Polycom term 4 MPRs.)	Codian MCU 4200 Series price is considerably less per port. Codian MCU 4500 Series price is also considerably less per HD port, with all ports already capable of true HD CP.
Other Considerations		
Roadmap V2.0 is scheduled for GA in early Q3 2007	The new capabilities are roadmap items.	The Codian MCU 4200 Series has been available since 2004. The Codian MCU 4500 Series has been available since January 2007.
	No way to ease the transition path from SD to HD endpoints.	The Codian MCU 4500 Series supports Codian ClearVision™ that allows video from SD and ED endpoints to be viewed at up to 4x its native resolution.

How to reach us:

ViDOFON GmbH

Ahornallee 3 • 22529 Hamburg

Telefon +49(0)40/80 81 81-100 • Telefax +49(0)40/80 81 81-199

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Polycom RMX 2000 version 1.x software (released early 2007).



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Polycom's Claims	RMX 2000 Disadvantage	Codian Advantage
Advanced Open IP Platform		
AdvancedTCA platform* Use of an advanced open IP platform, the AdvancedTCA, offers reliability, availability and serviceability.	Whilst this is true to some extent, Polycom have chosen the smaller form factor chassis that does not meet some of the more stringent requirements of large organizations such as unrestricted airflow from front to back rather than from side to side.	When Codian set out to design the MSE 8000 chassis, Codian considered the AdvancedTCA platform but found that it was not particularly suitable for high performance video applications and will ultimately limit the overall system performance.
IMS** The RMX 2000 is IMS-ready to allow for mass scale deployment.		Designed from the ground up with IP as the principal media transport, all Codian products are IMS-ready and are ideally suited for large scale deployments.
Standards Based RMX 2000 based on XML API, SIP/H323, Linux OS, IPv6 ready		Codian products are the most endpoint agnostic in the market, supporting all the necessary standards to make this aspect one of Codian's biggest strengths.
Capacity Five models in the range from 20 ports up to 80 ports.	Each port can either deliver CIF CP or HD in voice switched mode. Polycom's documentation on the product clearly states that SD/4CIF continuous presence at 30 fps, will consume four ports, limiting the product to 20 ports. Polycom recently began using the term Media Processing Resource (MPR) to obscure the fact that they need to use multiple ports to deliver 4CIF or HD continuous presence (CP).	Codian has models of MCU from 6 ports all the way up to the 360 ports in a fully loaded MSE 8000 chassis supporting resolutions above CIF with no reduction in ports. The Codian MCU 4200 Series supports 480p CP at 30 fps. The Codian MCU 4500 Series supports true HD 720p CP at 30 fps across all ports.
PSU Resiliency The RMX 2000 has dual power supplies.	These are only load-sharing and not hot swappable for redundant operation. The RMX 2000 cannot be recommended by Polycom for customers that require redundancy, leaving customers with no other choice from Polycom except the MGC.	The Codian MSE 8000 has redundant power supplies, offering a fault tolerant solution.

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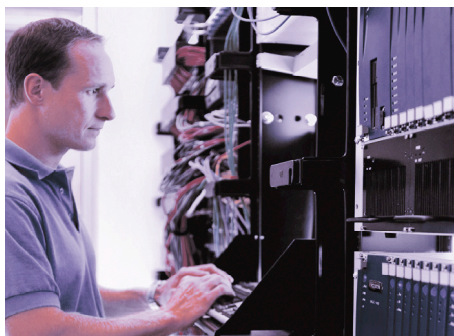
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Simple and Accessible Conferencing		
<p>On-demand conferencing The RMX 2000 is good for ad hoc conferences.</p>	<p>This is Polycom's first real attempt at delivering on-demand conferencing. Due to the fact that the RMX 2000 needs to be configured for the number of ports to use per resolution, ad-hoc conferences are not simple. You can't connect and let it choose the number of ports to use on the fly.</p>	<p>Codian has been refining support for on-demand or 'ad-hoc' conferencing for many years. Codian MCUs support ad-hoc conferences without pre-configuring resolutions per port.</p>
<p>Scheduled conferencing Supported on the RMX 2000</p>	<p>Users wishing to schedule conferences must purchase the ReadiManager® SE 200.</p>	<p>All Codian MCUs contain an easy-to-use, built-in scheduler to meet the needs of organizations, without the requirement to install and maintain another device. For large-scale scheduling, Codian Scheduler is now available, offering additional features such as integration with Outlook.</p>
<p>Simplified management and maintenance Supported on the RMX 2000</p>	<p>The Polycom RMX 2000 can only be used with Internet Explorer v7 English version; otherwise you lose the admin part on the web page.</p>	<p>Ease of use, management and maintenance has always been a priority for Codian and something designed into our entire product range. Codian now offers the Codian Management Platform to enhance the management of our platforms.</p>
Ultimate User Experience		
<p>High definition The current release of the RMX 2000 v1.1 is HD capable.</p>	<p>HD is only available in Voice switched mode. We believe that the RMX 2000 platform uses the same generation of digital signal processors (DSPs) as the Codian MCU 4200 Series and contains a similar amount of processing power. The Codian MCU 4200 Series was launched in mid-2004. Whilst this generation of technology is adequate to cope with CIF and SD/4CIF video conferencing environments, there are currently limitations when processing HD video in anything but voice switched mode (as voice switched mode actually requires no video processing).</p>	<p>In January 2007, Codian began shipping the MCU 4500 Series with 10 times the processing power of the MCU 4200 Series. Designed with the demands of the latest generation of endpoints in mind, the MCU 4500 Series delivers the highest quality HD Continuous Presence experience today.</p> <p>The Codian MCU 4500 Series supports full High Definition Continuous Presence with Universal Port™ technology to give optimal quality to all participants.</p>

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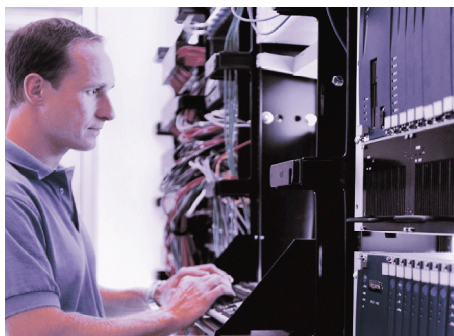
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<p>Continuous Presence Currently the RMX 2000 will support CIF and SD/4CIF Continuous Presence.</p>	<p>A participant viewing CIF Continuous Presence consumes one port. However, a participant viewing full frame rate SD Continuous Presence consumes 4 ports. That means that the 80 port RMX 2000 model can only support a total of 20 participants in this mode. In addition you can't mix and match CP and VA layouts in the same conference</p>	<p>The Codian MCU 4200 Series supports CIF and SD/4CIF resolution Continuous Presence and the Codian MCU 4500 Series supports Continuous Presence all the way up to HD resolution today, without reduction of port count. Users can either rely on the MCU to automatically select an optimized layout or they can select from over 50 different layout options and see up to 20 participants on screen at the same time.</p>
<p>Audio quality The RMX 2000 supports Polycom® Siren14™ / G.722.1 Annex C audio</p>	<p>No support for the other common high quality audio codecs MPEG-4 AAC-LC and MPEG-4 AAC-LD. This means that in an organization with a mix of endpoints from several manufacturers, it is likely that some users will only receive standard quality sound.</p>	<p>The Codian MCUs support Polycom® Siren14™ / G.722.1 Annex C, MPEG-4 AAC-LC and MPEG-4 AAC-LD within a single conference to take advantage of the best audio capabilities of a much broader range of endpoints.</p>
<p>Low latency Latency in the region of 80 to 100 ms.</p>	<p>We presume that this is true in voice switched mode only, although have not yet been able to confirm this. We expect the latency when using continuous presence to be significantly higher.</p>	<p>All Codian MCUs have latencies in the region of 80 ms in Continuous Presence mode. Wainhouse Research Video Bridge Evaluation Q2 2007 test results show MCU 4200 Series has latency in CP mode of 57ms. http://wrplatinum.com/Content.aspx?CID=7284</p>
<p>Pricing</p>		
<p>The North American list price is \$2,650 per port.</p>	<p>If the RMX 2000 is used in Continuous Presence mode with SD or higher resolutions, the cost per participant is \$10,600 because each participant consumes four ports/Media Processing Resources.</p>	<p>Codian offers superior pricing per CP port.</p>

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Other Considerations		
Support for older endpoints	The RMX 2000 appears not to support the H.261 video codec which is the only codec supported by many older videoconferencing endpoints. Users with endpoints in this class must deploy an MGC platform and cascade conferences between the MGC and RMX 2000.	Codian supports H.261.
Support for ISDN	Users with ISDN endpoints must deploy an MGC platform to act as a gateway out to the ISDN world as Polycom does not have a dedicated ISDN gateway solution.	Codian offers the ISDN GW 3200 Series.
Streaming	The RMX 2000 does not allow users to stream conferences to their desktops.	All of the Codian MCUs feature a built-in streaming server allowing many people to view and hear a conference without needing to leave their desks and without tying up valuable conferencing resources.
Firewall traversal		Codian MCUs have a built-in video firewall. This provides an easy and secure way of allowing users both inside and outside an organization's firewall to participate in or stream a conference.
Gatekeeper		The Codian MCUs all feature a simple built-in gatekeeper ranging from 25 all the way to 300 registered devices. This simple gatekeeper will meet the needs of many organizations without the need to install and maintain an external GK.

*AdvancedTCA is a series of industry standard specifications for the next generation of carrier grade communications equipment.

** IP Multimedia Subsystem (IMS) is an architecture that allows organizations to choose "best of breed" components and integrate them in a highly scalable manner. IMS uses internet protocol (IP) as the fundamental media transport protocol.

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