



Utah Telehealth Network

Videoconferencing Products - Last updated 02/26/2010

This document is intended to give an approximate view of videoconferencing products and prices, to be used only as a starting point for information gathering. It does not list every product, feature or precise costs.

Information is subject to change at any time. The reader should verify the statements below.

UTN welcomes the opportunity to assist with specific product selection and the acquisition of detailed quotes.



Make & Model	Polycom HDX8002XL (All options enabled)	Tandberg C20	Lifesize Room 220	Lifesize Express 220	Polycom Practitioner Cart	Tandberg Intern II
Uses	<ul style="list-style-type: none"> Room System Mobile Cart 	<ul style="list-style-type: none"> Room System Mobile Cart Desktop 	<ul style="list-style-type: none"> Room System Mobile Cart Desktop 	<ul style="list-style-type: none"> Room System Mobile Cart Desktop 	<ul style="list-style-type: none"> Medical cart 	<ul style="list-style-type: none"> Medical cart
List Price with options	\$13,399 +\$1,029 for P+C	\$7,900	\$16,999	\$6,999	\$37,999	MXP \$10,400
Monitor	Separate	Separate	Separate	Separate	Included	Included
Cart	Separate	Separate	Separate	Separate	Included	Cart \$12,400
Approximate Utah State Discount						
Maintenance	10% of original price	10% of original price	10% of original price	10% of original price	10% of original price	10% of original price
Installation	\$1,500	\$1,000	N/A	N/A	\$1,500	\$1,000
Camera	PTZ, HD, 2	PTZ, HD, 2	PTZ, HD, 2	PTZ, HD	PTZ - HD	PTZ, HD, 2
Display	1080p	N/A	1080p30	1080p30	1080p	N/A
Bandwidth up to:	6 Mbps	6 Mbps	6 Mbps	4 Mbps	6 Mbps	2 Mbps
Resolution	1080p30	1080p	1080p30	1080p30	1080p	1080p
MCU/Sites in call	2	2	8	N/A	2	2
H.239 Dual Streaming for graphics	Yes	Yes	Yes	Yes	Yes	Yes
Security	AES	AES	AES	AES	AES	AES
H.460 NAT	Yes	Yes	Yes	Yes	Yes	Yes
Microphone	3.5" room mic	2 x Performance Mic 20	8"	3.5" room mic	3.5" room mic	2 x Performance Mic 20
Audio Inputs	<ul style="list-style-type: none"> 1 x Mic In 1 x RCA In 	2 x RCA/Phono	<ul style="list-style-type: none"> RCA 	<ul style="list-style-type: none"> 1 x Mic In – Two channel (3.5mm) 1 x Line In 	<ul style="list-style-type: none"> 1 x Mic In 1 x RCA In 	2 x RCA/Phono

Video Inputs	<ul style="list-style-type: none"> • HDMI • DVI • S video • Composite 	1 x HDMI 1 x DVI-I	<ul style="list-style-type: none"> • HDMI • Component • DVI-I • S video • Composite • Firewire 	<ul style="list-style-type: none"> • HDMI • DVI-I 	<ul style="list-style-type: none"> • PC • VGA for Laptop Input 	1 x HDMI 1 x DVI-I
Video Outputs	<ul style="list-style-type: none"> • HDMI • VGA 	2 x HDMI	<ul style="list-style-type: none"> • HDMI • DVI 	2 x HDMI	<ul style="list-style-type: none"> • HDMI • VGA 	2 x HDMI
Integration Control	Yes	Yes, basic control through SSH	Yes	N/A	Yes	Yes, basic control through SSH



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Make & Model	Polycom V700 w/People + Content	Polycom HDX4002XL	Tandberg MXP 1700	Lifesize Passport	Polycom PVX	Tandberg Movi	Lifesize Desktop
Uses	• Desktop	• Desktop	• Desktop	• Room System • Mobile Cart • Desktop	• PC-based	• PC-based	• PC-based
Price	\$3,609	\$12,399	\$7,990	\$3,499	\$150	Sold in packs	\$199
Monitor	Included	Included	Included	Separate			
Cart	No	No	No	No			
Approximate State Discount	30%	30%	27-34%	20%	25%	N/A	N/A
Maintenance	10% of original price	10% of original price	10% of original price	10% of original price	N/A	N/A	N/A
Installation	\$1,500	\$1,500	\$1,000	N/A	N/A	N/A	N/A
Camera	Built in SD web cam	Built in HD web cam	Built in HD web cam	PTZ - HD	SD web cam	HD Web cam	Logitech Pro 9000
Display	N/A	720p	720p	720p	N/A	720p30	720p30
Bandwidth up to:	2 Mbps	2 Mbps	2 Mbps	6 Mbps	2 Mbps	2Mbps	1152 Kbps
Resolution	CIF, SIF	720p	400p	1080p30	CIF	720p	720p Receive, 480p Transmit
H.239 Dual Streaming for graphics	Yes	Yes	Yes	2	Yes	Yes	N/A
Security	AES	AES	AES	Receive, but not send	AES	AES	AES
H.460 NAT	Yes	Yes	Yes	AES	Yes	Yes	N/A
Microphone	Built in	Built in	Built in	Yes	Web cam	Web cam	Web cam
Audio Inputs	1 Built in mic	Built in mic	• 2 Built in mics • PC audio	Built in	Web cam mic	Web cam mic	Web cam mic
Video Inputs	Built in web cam	• Built in 720p web cam • DVI graphics	• HD Main Camera • 1 x DVI-I • 1 x Ethernet-VNC	• 1 x Mic In - Two channel (3.5mm) • 1 x HD Camera In (Focus)	Web cam	Web cam	Web cam
Video Outputs	VGA	VGA	N/A	• 1 x HD 720p30	N/A – depends on computer	N/A – depends on computer	N/A – depends on computer
Integration Control	No	Yes	Yes	1 x 720p30	No	No	No

AES-

The NIST approved standard for security encryption. AES meets HIPAA requirements.

Desktop System-

A videoconferencing unit that sits on a desk. It is generally used by one or two people in the room. It is usually the exact same operating system as a room unit, but has less inputs and outputs and actually fits on a desk.

H.239-

The ability to have the presenter on a monitor while posting all separate graphics in a second monitor

HD-

High definition, includes all standard definition formats plus 720p and 1080p. High definition requires a minimum of 1.1 Mbps of bandwidth. They will run at standard definition at less than 1.1 Mbps.

Medical Cart-

A videoconferencing system that is intended for medical professionals. It is highly moveable and wheels to the end of a patient's bed.

Mobile Cart-

A videoconferencing system that is mounted to a cart with wheels and functions in a clinical environment. Systems for clinical use are often placed at the foot of a bed, are safe for patient contact, and have a remotely controlled camera.

MCU-

Multipoint Control Unit (a.k.a. videoconferencing bridge that allows multiple sites in a call simultaneously). The call will either display one site at a time or else show all sites like "Hollywood Squares."

N/A-

Information is not available

P+C

Polycom calls H.239 dual streaming their "People and Content." It is the ability to show a presenter and their computer graphics on two different screens.

PC based-

A software passed videoconferencing application that exists within a computer. These are inexpensive, but have lower quality than dedicated room, mobile, or desktop systems. They also require the most maintenance.

PTZ-

Pan, tilt, zoom, a moveable camera

Room System-

A system intended for use by three or more people in the room.

SD-

Standard definition, up to 4CIF. Most systems use this because of bandwidth limitations.

Logitech 9000- A HD web camera

User should verify all statements in the document with the following representatives:

Polycom
John Mensik
john.mensik@polycom.com
303.317.4160

LifeSize
Carter Williamson
cwilliamson@lifesize.com
801-571-0766

Tandberg
Bob Gardner
Bob.gardner@tandberg.com
602-996-1339