





# PCS-XG80 Visual Communications System: A Competitive Analysis










# Sony PCS-XG80 vs. Polycom HDX 7002 Lineup

				
Model	PCS-XG80	HDX 7002	HDX 7002 XL	HDX 7002 XLP
MSRP	\$8,999	\$9,799	\$11,899	\$14,499
Video Quality	1080i at 60 Fields Per Second or 720p at 30 or 60 Frames Per Second	720p at 30 FPS	720p at 30 FPS	720p at 30 FPS
Presentation Capability	H.239 Dual Stream Software Available SXGA input/output at 30 frames (\$1999 MSRP for PCSA-DSG80)	Dual Stream Software Available (\$1999 MSRP for H.239)	H.239 Dual Stream Included	H.239 Dual Stream Included
Video Annotation	YES	NO	NO	NO
Dual Network Interface	YES	NO	NO	NO
RF Remote Control	YES	NO	NO	NO
Built In Recording Capability	YES	NO	NO	NO
Built in Streaming Capability	YES	NO	NO	NO
Maximum Displays	2	2 (2nd Monitor Software Upgrade \$729)	2	2
HD Camera Capability	2	1	1	1
Highest Audio Frequency	22Khz	22Khz (Proprietary)	22Khz (Proprietary)	22Khz (Proprietary)
Multipoint Capability	6 site software available (\$2999 MSRP for PCSA-MCG80)	4 site software option (\$2999 MSRP)	4 site software option (\$2999 MSRP)	4 site included
Maximum IP Bandwidth	10Mbps	2.0Mbps Software Upgrade to 4.0Mbps (\$1999 MSRP)	2.0Mbps Software Upgrade to 4.0Mbps (\$1999 MSRP)	4.0Mbps






Product specifications from Manufacturer's product brochures posted to public websites as of September 2008.

# Sony PCS-XG80 vs. Polycom HDX 8002 Lineup

						
Model	PCS-XG80	HDX 8002	HDX 8004	HDX 8002 XL	HDX 8004 XL	HDX 8004 XLP
MSRP	\$8,999	\$11,399	\$14,499	\$13,399	\$16,499	\$19,099
Video Quality	1080i at 60 Fields Per Second or 720p at 30 or 60 Frames Per Second	720p at 30 FPS	720p at 30 FPS	720p at 30 FPS	720p at 30 FPS	720p at 30 FPS
Presentation Capability	H.239 Dual Stream Software Available SXGA input/output at 30 frames (\$1999 MSRP for PCSA-DSG80)	H.239 Dual Stream Included	H.239 Dual Stream Included	H.239 Dual Stream Included	H.239 Dual Stream Included	H.239 Dual Stream Included
Video Annotation	YES	NO	NO	NO	NO	NO
Dual Network Interface	YES	NO	NO	NO	NO	NO
RF Remote Control	YES	NO	NO	NO	NO	NO
Built In Recording Capability	YES	NO	NO	NO	NO	NO
Built in Streaming Capability	YES	NO	NO	NO	NO	NO
Maximum Displays	2	2 (2nd Monitor Software Upgrade \$2,059)	2	2 (2nd Monitor Software Upgrade \$2,059)	2	2
HD Camera Capability	2	1 included and 2nd camera upgrade \$1,029	2	1 included and 2nd camera upgrade \$1,029	2	2
Highest Audio Frequency	22Khz	22Khz (Proprietary)	22Khz (Proprietary)	22Khz (Proprietary)	22Khz (Proprietary)	22Khz (Proprietary)
Multipoint Capability	6 site software available (\$2999 MSRP for PCSA-MCG80)	4 site software option (\$2999 MSRP)	4 site software option (\$2999 MSRP)	4 site software option (\$2999 MSRP)	4 site software option (\$2999 MSRP)	4 site included
Maximum IP Bandwidth	10Mbps	2.0Mbps Software Upgrade to 4.0Mbps (\$1999 MSRP)	4.0Mbps	2.0Mbps Software Upgrade to 4.0Mbps (\$1999 MSRP)	4.0Mbps	4.0Mbps



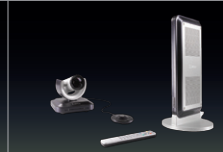


Product specifications from Manufacturer's product brochures posted to public websites as of September 2008.

# Sony PCS-XG80 vs. Polycom HDX 9002 & 9004

					
Model	PCS-XG80	HDX 9002 Codec	HDX 9002 XL Bundle	HDX 9002 XLP Bundle	HDX 9004 Codec
MSRP	\$8,999	\$16,499	\$22,699	\$27,899	\$20,599
Video Quality	1080i at 60 Fields Per Second or 720p at 30 or 60 Frames Per Second	720p at 30 FPS	720p at 30 FPS	720p at 30 FPS	720p at 30 FPS
Presentation Capability	H.239 Dual Stream Software Available SXGA input/output at 30 frames (\$1999 MSRP for PCSA-DSG80)	H.239 Dual Stream Included	H.239 Dual Stream Included	H.239 Dual Stream Included	H.239 Dual Stream Included
Video Annotation	YES	NO	NO	NO	NO
Dual Network Interface	YES	NO	NO	NO	NO
RF Remote Control	YES	NO	NO	NO	NO
Built In Recording Capability	YES	NO	NO	NO	NO
Built in Streaming Capability	YES	NO	NO	NO	NO
Maximum Displays	2	3	3	3	4
HD Camera Capability	2	2	2	2	2
Highest Audio Frequency	22Khz	22Khz (Proprietary)	22Khz (Proprietary)	22Khz (Proprietary)	22Khz (Proprietary)
Multipoint Capability	6 site software available (\$2999 MSRP for PCSA-MCG80)	4 site software option (\$2999 MSRP)	4 site software option (\$2999 MSRP)	4 site included	4 site software option (\$2999 MSRP)
Maximum IP Bandwidth	10Mbps	2.0Mbps Software Upgrade to 4.0Mbps (\$1999 MSRP)	2.0Mbps Software Upgrade to 4.0Mbps (\$1999 MSRP)	4.0Mbps	4.0Mbps

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# Sony PCS-XG80 vs. LifeSize Lineup

					
Model	PCS-XG80	Express	Team	Team MP	Room
MSRP	\$8,999	\$5,999	\$7,999	\$9,999	\$12,999
Video Quality	1080i at 60 Fields Per Second or 720p at 30 or 60 Frames Per Second	720p at 30 FPS	720p at 30 FPS	720p at 30 FPS	720p at 30 FPS
Presentation Capability	H.239 Dual Stream Software Available SXGA input/output at 30 frames (\$1999 MSRP for PCSA-DSG80)	H.239 Dual Stream Included	H.239 Dual Stream Included	H.239 Dual Stream Included	H.239 Dual Stream Included
Video Annotation	YES	NO	NO	NO	NO
Dual Network Interface	YES	NO	NO	NO	NO
RF Remote Control	YES	NO	NO	NO	NO
Built In Recording Capability	YES	NO	NO	NO	NO
Built in Streaming Capability	YES	NO	NO	NO	NO
Maximum Displays	2	1	1	1	2
HD Camera Capability	2	1	1	1	2
Highest Audio Frequency	22Khz	16Khz	16Khz	16Khz	16Khz
Multipoint Capability	6 site software available (\$2999 MSRP for PCSA-MCG80)	No Multipoint	No Multipoint	4 site included	6 site included
Maximum IP Bandwidth	10Mbps	1.5Mbps	2.5Mbps	2.5Mbps	5Mbps

Product specifications from Manufacturer's product brochures posted to public websites as of September 2008.

**SONY**

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# Additional Features and Advantages of PCS-XG80



# Additional Features and Advantages of PCS-XG80

1. Dual network interfaces: Easily switch between LAN and WAN connections.
2. Memory Stick™ recording: Video, audio and data can be recorded for later review on any PC or laptop.
3. BrightFace™ technology: Optimizes image quality even in less than ideal lighting conditions.
4. ITU-T H.239 support (video and presentation data): Presentation transferred at up to 30fps.
5. Video annotation: Either from main camera, AUX video input, or RGB PC (Wacom Bamboo pen tablet).
6. RF Remote: Longer battery life and no need to aim it at the system.
7. Translucent menu: Enables to see video image anytime while navigating through the menu.
8. Backward compatibility with SD systems: Seamless integration with existing equipment.
9. Built-in streaming function: For broadcasting to large audiences.
10. Multipoint software: Continuous Presence, Voice Activated Switching & Broadcast capability.