

APV200-IP Sales Overview

The APV200-IP has the same features of the APV200 with these exciting additions:

- Graphical User Interface. Use icons to maneuver around screen for dialing, speed dial, set up, etc. Advanced set up screens accessed through text menus.
- New remote control. Dedicated remote control for the APV200-IP. Clearly indicates dialing, camera control, etc. This remote will also control the AP400 when it is linked to the APV200-IP.
- Set up genie. Built-in tutoring device to help configure system. All settings are saved when system is powered down.
- Application Programmers Interface (API). Allows you to control everything on the APV200-IP without bringing up the on-screen menus.
- Ethernet connection. Allows you to utilize the web server. The APV200-IP is H.323-ready.
- Embedded web server. Used for remote setup, control, and diagnostics. May be controlled over LAN, Internet, or directly with network card.
- \$7,395 list price

APV200-IP compared to Polycom Viewstation

Polycom

- List price \$8,999
- Built in camera
- No RS-232 control
- Can not add additional microphones or external echo cancellers
Gentner Advantage: Cost, RS-232 control, API code, expandable— may be stand alone unit or integrated with AP400 or AP800 for larger rooms.

APV200-IP compared to Tandberg 2500

Tandberg

- List price \$15,999
- Additional inputs and outputs
Gentner Advantage Cost – APV200-IP Package Plus \$13,991 (includes APV200-IP, AP400, microphones, speaker, camera), flexibility, performance.

APV200-IP compared to Pictoretel or Vtel

Pictoretel, Vtel

- Systems start at \$20,000+ without enhanced audio
- Additional features, inputs and outputs
- Would require external echo canceller for medium to large rooms
Gentner Advantage: Cost, flexibility, performance

Gentner

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