Advantages of APV-200 IP over the Polycom Viewstation

- _The APV-200 IP easier to install_ because of the built-in IMUX and NT-1 terminators. The Polycom Viewstation requires both external IMUX and terminators. Plugging in these external items is time consuming and requires multiple electric outlets.

- _The APV-200 IP is much more user friendly_. GUI is far more intuitive and far less convoluted than Polycom Viewstation.

- _Camera pre-sets are much easier to use_ on the AP-200 IP because you simply hold the number down on the keypad to establish a camera pre-set, (1 key stroke). The Polycom Viewstation requires 3 key strokes in the menu's for one camera pre-set.

- _With the APV-200 IP, secondary camera source in also 1 key stroke_ on the remote. The Polycom Viewstation requires the end-user to serpentine through 3 – 4 keystrokes through a menu on the screen. Also, with the Viewstation, the camera-input menu disappears after several seconds, causing some frustration because the secondary source must be accessed again with the same 3-4 keystrokes. This is very annoying during a video conference requiring ready access to secondary camera sources.

- _The APV –200 IP works seamlessly with the external mic mixers_ like the AP400 in a boardroom type environment. In the Polycom Viewstation, you can't disable its internal echo cancellation, allowing an external mic mixer with echo cancellation to work properly.

- _The APV- 200 IP does not totally loose a connection_ when there is partial disruption on the ISDN lines. Frames may freeze, but audio connection will still be maintained. The Polycom Viewstation tends to totally disconnect.

- _The APV-200 IP is a better value_. The list price is considerably lower – $7,395.00 vs. Polycom Viewstation 512 - $ 8,999.000. Plus the value of the terminators, $ 600.00 included in the APV-200 IP.

- _On the APV-200 IP the camera is a separate item allowing much more flexibility_ in room configuration over the set-top design of the Polycom Viewstation

- _The APV-200 IP accommodates RS.232 for room integration_ You need to upgrade to the ViewStation FX at $ 15,000 to get RS.232 control.

- _The APV-200 IP comes with manufacturer technical support and service_. Polycom depends on dealers only for technical support and service. They avoid helping the

end-users directly.   The end result is varying degrees of support for the end-user and no support for the dealers themselves.