

# Virtual Presence ViPr™

## Battle Card

### Key Selling Advantages of the ViPr Virtual Presence System

#### User Interface

- ✦ Support up to 200 users in a video conference. 15-way on-screen video participants with 16th to 99th users in full duplex audio-only mode.
- ✦ Side-by-side display of conference participants. Compare to others solutions that just show who is talking.
- ✦ Touchscreen system operation - remote control optional.
  - Single-touch video calling – make a video call by pressing one button.
  - Group dialing of conference participants – make a multi-party call by touching a single “group” button.
  - Dynamic Add/Drop of participants (no bridge required).
  - Multiple, simultaneous, independent video calls (conferences on hold while in an active conference).
- ✦ User Profile follows users (not devices) to any location.
- ✦ Presence indicators – Available, Busy, Do Not Call, etc.
- ✦ Broadcast Video use: Simultaneously display at least 2 video conference participants and at least one broadcast video channel.
- ✦ Ability to resize streaming content window for large or small image display.
- ✦ Best video and audio quality that Standard Definition H.264 can deliver. Support for display resolution of 1280 x 768.

#### Infrastructure

- ✦ VAS versus MCU - ViPr scales more efficiently.
  - ViPr uses a ViPr Application Server (VAS) which uses SIP signaling protocol rather than the standard MCUs.
  - VAS scales to 200 users in a single system. Licenses are ~ \$100/client (plus server).

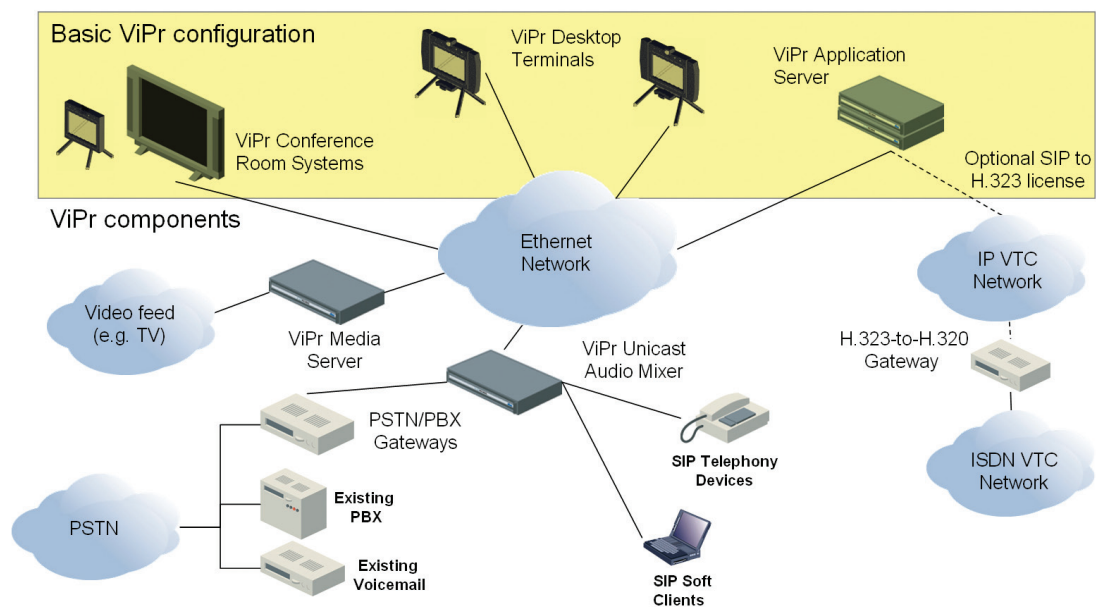


- No codec/de-codec operation is performed in the VAS in contrast with MCUs.
- VAS has redundancy capability at a very low cost; basically by adding an additional server with licenses.
- Compatibility with SIP IP phones (e.g. Aastra, etc.), soft-Phones and IP PBXs.

#### Performance

- ✦ Encoding and transmission delay lower than 150ms.
- ✦ End-to-end transmission include only 1 encode/decode cycle for a multi-point conference. Less processing time.
- ✦ Selectable video encoding rate from 128kbps to 3Mbps to maximize bandwidth usage. Dynamic bandwidth management.

Feature	Videoconferencing	Aastra ViPr
Packaging	Monitor + microphone + camera + speakers + remote control	Fully integrated desktop unit or conference room
Terminal Control	Hand-held remote	Touch screen
Interface metaphor	TV-like	Telephone-like
Network Control	Video MCU	SIP platform
Video quality	High Definition	Standard definition
Sound quality	Standard	64-kbps
Sound orientation	Standard	Stereo w/spatial differential
A/V Synchronization	Noticeable delay	No delay
Network Interface	Ethernet or ISDN	Ethernet or ATM
Video Participants	4-24 typical via MCU	Up to 200
Participant Display	N x N	Side by side
Follow-me	No	Yes
One touch dialing	No	Yes
Call history	Some	Yes
Dynamic Add/Drop	No	Yes
Call Hold	No	Yes
Call Transfer	No	Yes
Presence indicator	No	Yes
Voice only calls	Some	Yes
Broadcast video	No	Up to 3 stream
IP PBX or SIP compatible	No	Yes



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