



**PARTNER INTERNAL USE  
NOT FOR DISTRIBUTION**

*Quick tips and product highlights to review prior to talking to a customer or prospect*



## Elevator Pitch

Designed for ultimate flexibility and scale, LifeSize UVC Multipoint is a standards-based multiparty solution for on-demand or scheduled video meetings.

## Overview

- » Flexible licensing option lets you grow one flex port at a time
- » Flexible port capacity (flex port)—Administrator can selectively control the quality and capacity of each port, ranging from 360p to 1080p
- » Easy try-before-you-buy option
- » Unmatched price/performance
- » Integrated with LifeSize® ClearSea™ for continuous-presence conferencing with click-to-call simplicity\*
- » Supports SIP and H.323 video-enabled devices from LifeSize and other vendors, and Microsoft® Lync®
- » Up to 60 participants on a call, 49 on screen
- » Available on the LifeSize® UVC Platform™ as virtual machine software (to deploy on the server of your choice) or on LifeSize UVC hardware appliance

\* LifeSize ClearSea version 3.1 or later. Sold separately.

## Questions & Answers

**Q: What are the key benefits of flexible port capacity?**

A: Flexible port capacity lets administrators selectively control the quality and capacity of the MCU to deliver high-capacity, lower-resolution ports for laptops, tables and smartphones, or high resolution ports when needed for room-based video systems

Unmatched price/performance enables anytime, anywhere usage throughout an organization and easy scaling.

**Q: How does LifeSize UVC Multipoint make deploying and scaling faster and easier?**

A: With a software-based MCU, administrators can scale simply by purchasing one flex port at a time.

Virtualized appliances are very simple to deploy, manage and support, with the ability to trial.

## Deployment Options



LifeSize UVC Virtual Machine Software

— OR —



LifeSize UVC Hardware Appliance

## Focal Markets

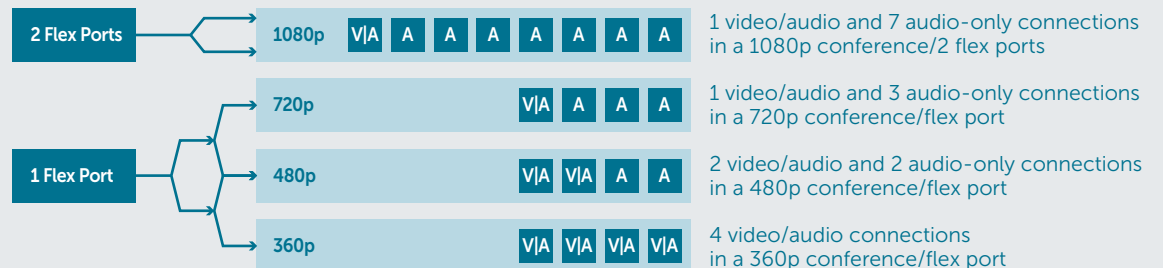
**Large work groups:** Companies that want to extend multiparty video calling across their workforce—easily and affordably

**Mobile/BYOD environments:** Companies that have a large number of mobile users

**LifeSize ClearSea users:** Enables seamless escalation from a point-to-point video call to a continuous-presence multiparty call\*

**Microsoft Lync environments:** Lets Lync clients join video meetings with any standards-based video system

## Flex Ports: How to Use



## Key Differences: LifeSize UVC Multipoint and LifeSize® Bridge™

LifeSize UVC Multipoint Standard Edition	LifeSize UVC Multipoint Enterprise Edition	LifeSize Bridge
<b>Flexible port capacity</b> Number of ports scales based on resolution of the participants	<b>Flexible port capacity</b> Number of ports scales based on resolution of the participants	<b>Fixed port capacity</b> Number of ports is fixed at the highest quality for each participant
<b>Shared encoder</b> <ul style="list-style-type: none"> <li>No self-view elimination</li> <li>Fixed layout</li> </ul>	<b>Shared encoder or dedicated encoder</b> <ul style="list-style-type: none"> <li>Option to eliminate self-view</li> <li>Option to select your own layout</li> </ul>	<b>Dedicated encoder per participant</b> <ul style="list-style-type: none"> <li>Eliminate self-view</li> <li>Select your own layout</li> </ul>
<b>On-demand only</b>	<b>Scheduled or on-demand</b>	<b>Scheduled or on-demand</b>
<b>Scales incrementally one port at a time</b> (+1 port at a time)	<b>Scales incrementally one port at a time</b> (+1 port at a time)	<b>Scales with 8, 12 or 16 port options</b> (+4 ports at a time)
<b>Not Available</b>	<b>Future support for clustering</b>	<b>High availability clustering</b>
<b>Not Available</b>	<b>Native support for Microsoft Lync</b>	<b>Not Available</b>
Available as UVC virtual machine software or LifeSize UVC hardware	Available as UVC virtual machine software or LifeSize UVC hardware	Available as hardware only

## LifeSize UVC Multipoint: Feature Summary

Feature	Standard Edition	Enterprise Edition
Shared encoder calling (high and low quality)	✓	✓
720p through 360p resolution	✓	✓
Flex ports: Capacity increases as conference resolution decreases	✓	✓
Spare audio capacity built in to flex ports	✓	✓
APIs exposed for third-party integration	✓	✓
Dedicated encoder per participant (quality for each participant will not affect others)	✗	✓
Microsoft Lync support	✗	✓
1080p30 resolution	✗	✓
Built-in meeting scheduler	✗	✓

\*See LifeSize price list for confirmed regional pricing.

## How to Trial

If not already in place, install a virtualization solution on your server, such as VMware vSphere® Hypervisor (ESXi) or Microsoft® Hyper-V®. Then ...

### Step 1.

Download and install the LifeSize UVC virtual machine platform from the [LifeSize website](#).

### Step 2.

Activate the LifeSize UVC applications you'd like to try. Refer to the LifeSize UVC Platform deployment guide, available on the [LifeSize website Support page](#).

### Step 3.

Try any LifeSize UVC application free for 30 days.

## Sales Tools Available

Please visit the Partner Portal for all sales and marketing tools available.

## Marketing & Sales Contacts

### Virtualization Support

Microsoft®  
Hyper-V®

vmware®  
READY



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Delivering the Ultimate Communication Experience

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