

LifeSize® Conference™ Frequently Asked Questions

1. What is telepresence?

Telepresence is the experience of being present – an immersive video communications experience that allows you to meet with remote participants as if you're meeting in the same room.

Telepresence delivers

- Lifesize images in high definition
- Natural eye contact achieved with superior camera technology and camera placement
- Crystal clear, wide-band audio

2. What is LifeSize Conference?

With LifeSize Conference telepresence is no longer limited to the executive board room. LifeSize Conference is the first telepresence suite that can be tailored to the customer environment – providing just what's needed, where needed. LifeSize Conference delivers telepresence quality, unique flexibility and unmatched price performance.

- **Immersive telepresence quality** with high definition video, lifesize images, crystal clear, wideband audio and camera placement for natural eye contact.
- **Unique flexibility.** Unlike other fixed telepresence solutions. LifeSize Conference provides the high definition video communications platform and comprehensive design guide for flexibility to tailor the installation to the customer environment.
- **Unmatched price-performance.** LifeSize Conference brings telepresence within reach. LifeSize delivers price performance that enables telepresence to be deployed beyond the boardroom.

And like all LifeSize products, LifeSize Conference is standards based and interoperable to easily fit into existing environments.

In this initial phase, LifeSize Conference includes three high definition codecs, multiple HD cameras and LifeSize Phone. The comprehensive design guide details optimal camera, display and furniture placement. LifeSize Conference supports multiple displays, cameras and a distinct touchscreen panel that makes the overall solution simple to use. Most important is LifeSize Conference strengthens the LifeSize position that high definition video should be affordable and accessible to everyone.

3. What are the applications for LifeSize Conference?

Most videoconferencing applications can be applied to LifeSize Conference. A customer's need to communicate clearly using stunning high definition video combined with high quality audio, rich features and an easy to use interface do not diminish in either scenario. Initially, LifeSize Conference will be targeted at Enterprise business to business meetings where larger meeting rooms will be built to specific customer requirements.

Other vertical applications include:

- Education
- Healthcare
- Public Sector
- Manufacturing
- Environment

4. What are the benefits of LifeSize Conference?

Again, the benefits of LifeSize Conference are very similar to those communicated for high definition video conferencing:

- Work smarter and accelerate your business goals
- Reduce time to market with highly collaborative meetings
- By collaborating more effectively reduce confusion or delay
- Increase presence in meetings creating trust and stronger team building
- Connect immediately anywhere regardless of distance
- Travel less reducing wasted time in airports, taxis or hotels
- Embrace video communications as a cornerstone Green initiative

5. Who are the ideal customers for LifeSize Conference?

The ideal customers for LifeSize Conference are Fortune 1000 customers down to mid-size Enterprise organizations with global sites that require clear, high quality video communications.

6. How is LifeSize Conference different than LifeSize Room or other LifeSize videoconferencing solutions?

LifeSize Conference is very similar to all LifeSize video systems. It is a compilation of three LifeSize Room systems managed by a third party control panel. This panel manages the three LifeSize Room codecs as one system.

There is no difference in the video, audio or collaborative capabilities in LifeSize Conference. All LifeSize video solutions support high definition video communications.

7. What are the components of LifeSize Conference?

LifeSize conference consists of the following LifeSize components:

- 3 x LifeSize Room Codecs
- 4 x LifeSize Cameras*
- 1 x LifeSize Phone
- 1 x LifeSize Conference software**
- Power supplies
- Cables

* One LifeSize Camera reserved for future phase

** Software applicable to AMX control panel

8. What additional components are required by the LifeSize Partner?

LifeSize partners provide the remaining elements to build out the LifeSize Conference to specific customer requirements. LifeSize provides partners with a LifeSize Conference Integrators Guide that specifies key elements required to meet LifeSize Conference

specifications. These include:

- Monitors
- Control Panel
- Power usage
- Environmental specifications
- Acoustics
- Lighting
- Wall color
- Furniture arrangement

9. What are the bandwidth requirements for LifeSize Conference?

LifeSize recommends customers use no less than 1.0 Mbps per codec to ensure the high quality, high definition visual experience. For increased motion handling performance, customers can use up to 2.0 Mbps per codec. Overall, this utilizes between 3.0 Mbps to 6.0 Mbps per LifeSize Conference call.

This is far less than bandwidth recommendations from other Telepresence solution where up to 18 Mbps is required. Although each LifeSize Room codec is capable of generating up to 6.0 Mbps this bandwidth allocation is not required for LifeSize Conference to attain a high definition, immersive experience.

10. Is LifeSize Conference a standards-based solution?

Yes, LifeSize Conference was designed using LifeSize Room standards-based codecs. H.323 and SIP, including the multiple underlying video, audio and data protocols, are fully supported.

11. Is LifeSize Conference interoperable with other Telepresence or videoconferencing solutions?

Yes, a customer could program third party codecs into the LifeSize Conference software. The LifeSize Conference software was specifically designed for LifeSize Room only.

12. Does LifeSize Conference support document sharing?

Yes, LifeSize Conference supports the H.239 standards-based dual video. A fourth HD monitor is provisioned for this purpose. Users simply plug in their laptop computer and press the "Send Presentation" button on the Control Panel.

As with all LifeSize Room solutions, customers have other video inputs that can be activated for VCR, DVR and other sources.

13. Does LifeSize Conference support multi-site or video bridged meetings?

No, at this time LifeSize Conference is a point to point solution only connecting similar LifeSize Conference solutions.

14. What other video components or network infrastructure are required to operate LifeSize Conference?

LifeSize Conference is designed to provide all the key components through both LifeSize and its partners. No other video components are required. Partners can use alternative audio input or output devices as designed and supported with standard LifeSize Room

deployments. For example, a customer may prefer multiple individual microphones, an audio mixer and high quality speakers.

15. Why do I need an AMX control panel? Can I use a different model or manufacturer?

LifeSize will expand the various AMX models and other manufacturer's solutions in future releases.

16. Is there special software that is required to operate LifeSize Conference?

Yes, there are two versions of LifeSize software that are required for LifeSize Conference.

- LifeSize codec software: Minimum software requirement is version 3.5.2
 - Supports Telepresence Mode on LifeSize codecs
- LifeSize Conference software (for AMX panel): Version 1.0
 - Initial release of software

17. Will I require a network upgrade to deploy LifeSize Conference?

Treat LifeSize Conference as any other videoconferencing application when determining the IP network requirements and assessing current capabilities. A properly designed network is a critical element to maintaining high quality video communications.

18. What services can be purchased with LifeSize Conference?

LifeSize Conference can be purchased with the standard LifeSize Extended Warranty/Replacement and Advanced Replacement services.

19. Is LifeSize Conference available today?

Yes, LifeSize Conference is available today as a single SKU on the LifeSize Price List.

20. Is LifeSize Conference available worldwide?

Yes, LifeSize Conference can be sold and deployed in any approved country where LifeSize currently sells other LifeSize video systems.

21. How do I order LifeSize Conference?

All orders for LifeSize Conference should be processed through the normal channels.

22. If I order LifeSize Conference, what will I receive?

You will receive three boxes containing the components described earlier:

- Box 1 – LifeSize Room codec, LifeSize Camera, LifeSize Phone; power supply, cables
- Box 2 – LifeSize Room codec, LifeSize Camera, power supply, cables
- Box 3 – LifeSize Room codec, two LifeSize Cameras; power supply, cables