

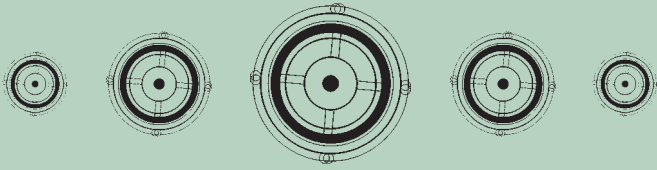
SONY[®]

Vide Conferencing System
Sales Handbook



PCS-1 / PCS-11





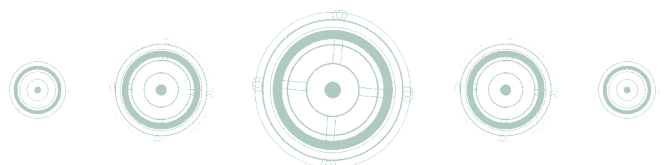
KEY FEATURES AND BENEFITS

The PCS-1 and PCS-11 Series of Videoconferencing Systems were designed to meet business needs. Built on the same powerful chassis, they share many common features and benefits, starting with the same excellent Sony cameras and microphones. Both systems can connect to either ISDN or IP-based networks, and both protect your business information with built-in 128-bit AES encryption.

The PCS-1 is the workhorse. It has the power and capacity to deliver high quality, full-motion audio and video that is incredibly TV-like. With the optional multi-point software, a single system can act as a host to connect up to 6 locations — and two systems can be cascaded to connect up to 10 locations. And there are special built-in connections that facilitate real-world collaboration, using whiteboards, PCs, and other content sources.

The PCS-11 delivers high-end functionality at an entry-level price. It delivers the same great connectivity, but it is not built to host multi-point conferences, so it costs less. This makes it perfect for basic users, education, or field office applications.

No other company could deliver the PCS-1 and PCS-11 systems. Sony put its expertise in cameras, professional audio, data transmission — and a good deal more — into these systems. Take a look — you will be impressed!



KEY FEATURES AND BENEFITS

FEATURES	PCS-1	PCS-11	BENEFITS
High Speed Network Connection	Up to 2Mbps IP or 768Kbps ISDN	Up to 1Mbps IP or 768Kbps ISDN	Works with your current infrastructure — your choice of ISDN or IP networks
Video Protocols	ITU-T standards, including H.264	ITU-T standards, including H.264	Excellent video quality, even at lower data rates.
Audio Protocols	14khz, MPEG-4 compliant	7khz	Superb audio quality for clear communications.
Built-in MCU	Yes, up to 6 sites; link two systems for 10 sites.	No	PCS-1 can host multi-point calls, meeting needs for many businesses without costly bridging equipment.
Built-in encryption	Yes, 128-bit AES	Yes, 128-bit AES	Protects privacy of your business — same encryption used by National Security Agency!
2nd Camera Control	Yes	Yes	Cover large meetings or specific needs more effectively.
Far-end Camera Control	Yes	Yes	Control your view of the room as if you were there.
Video Outputs	NTSC or RGB	NTSC	Use standard TVs as monitors, or with PCS-1, computer monitors, data projectors, and other devices.
Separate Codec and Camera	Yes	Yes	Flexible installation options to optimize your system.