

LifeSize® Express 200™



LifeSize does it again - extending the capabilities of the award-winning LifeSize® Express™ system, LifeSize® Express 200™ is a feature-packed, True HD video communications system that supports dual display video and content in High Definition.

Ideal for small working groups, teams or individual knowledge workers who want to take communication over distance to the next level, Express 200 enables natural, effective interaction. With LifeSize Express 200, you not only get True HD 720p30 video, as well as 720p60 received video, at just 1Mbps, but also crisp, crystal clear data-sharing, at 1280x768. Supporting dual high definition displays and multiple camera and microphone options, LifeSize Express 200 offers the ultimate flexibility to suit any environment.



In today's fast-moving, global economy, project teams, partners and colleagues are distributed around the world. But the telephone and email are not enough. Frequent face to face meetings and meaningful dialog are vital for success, but travel is expensive and time consuming. With LifeSize Express 200, you get the best of both worlds - meaningful communication with the right people at the right time, all without ever leaving the office.

LifeSize® Express™ is the affordable, easy to use, high definition video communications system that makes video more accessible than ever providing unparalleled price / performance. Ideal for both users looking to expand their video communications install base and those new to any form of video conferencing services.



LifeSize Express combined with LifeSize® Focus™, was honored with a **2008 Excellence Award** from *Unified Communications Magazine*.

By delivering nearly ten times the quality of existing videoconferencing systems (limited to 352 x 288 pixels), users will experience a completely new paradigm in face-to-face video communications. High definition (1280 x 720 pixels at 30 frames per second) video resolution will make participants appear true-to-size. And with advanced processing capabilities, LifeSize Express provides better video at any bandwidth including high definition resolution at 1Mbps, DVD quality at 512Kbps and Cable TV quality at 384Kbps.

One look and you can see for yourself that the LifeSize® difference is the LifeSize experience - superior video experiences across cities, countries and continents.



<b>Name</b>	John Noble	<b>Quotation</b>  <b>Lifesize Video Conferencing: Entry level</b>	<b>Phone</b>	020 8549 5347
<b>Company</b>	AVSolution Limited		<b>Fax</b>	0870 712 0598
<b>Website</b>	<a href="http://www.avsolutionuk.com">www.avsolutionuk.com</a>		<b>Mobile</b>	07983 443570

Qty	Part Number	Description	Unit (RRP)	Unit	(NET)
<b>PROJECTION &amp; DISPLAY</b>					
1	LCD4215	<b>NEC 42" LCD</b> Black (1920 x 1080) S-Video,15 Pin D-Sub,DVI (HDCP)	£869	£710	<b>710.00</b>
1	LCD4215SPKS	Speakers for 42" NEC LCD	£191	£161	<b>161.00</b>
<b>STAND "UNICOL"</b>					
1	AVHT	<b>Unicol: Avecta</b> Hi-Level Trolley for up to 50inch screens	£671	£603	<b>603.00</b>
1	AVP1	<b>Unicol</b> Avecta Equipment Platform (40 x 50cm)	£62	£56	<b>56.00</b>
1	VCM	<b>Unicol</b> Axia Video Conferencing Mounts	£88	£79	<b>79.00</b>
<b>VIDEO CONFERENCING "LIFESIZE"</b>					
1	1000-0000-1121	<b>LifeSize Express 200</b> w/MicPod - High Definition Videoconferencing System, 2Mbps IP (H.323, H.450, SIP), AES Encryption, Dual Monitor Support (1xVideo, 1x Data), LifeSize PTZ Camera, LifeSize Micpod, LifeSize 200 Remote Control and H.239 <b>Data Sharing capability</b> - for sharing desktop PC content during a Video Conference. Lifesize Express 200 ONE YEAR warranty.	£4,349	£3,696	<b>3696.00</b>
1	1000-0000-1121	Covering software & firmware upgrades for two years.	£322	£289	<b>289.00</b>
<b>INSTALLATION &amp; COMMISSIONING</b>					
1	AVS-INST	Installation & Commissioning of all specified equipment into room inc: project management, all switching and interfacing hand-over Documentation and initial training.	N/A	£495	<b>495.00</b>
<b>MAINTENANCE COVER</b>					
<b>1-YEAR COVER 'GOLD'</b>					
1	1-YR-MAINT-AVS	<b>Engineer On-Site 8 Hour Cover Including Parts and Labour &amp; On-Site Swap-Out Facility.</b>	N/A	£525	<b>525.00</b>

**Prices shown are correct as of 01-02-10. All Service pricing (eg. Installation) is subject to a site survey. Please contact AVSolution for a tailored quotation - as we ensure that we provide a SOLUTION that is right for you & your requirements.**

**Total Excluding Delivery & VAT:**

**£6,614**

**All goods are supplied in accordance with our standard terms and conditions**

Prepared by:  
**John Noble**  
[john.n@avsolutionuk.com](mailto:john.n@avsolutionuk.com)

**07983 443570**

- ° This quotation is valid for 30 days
- ° These prices do not include VAT
- ° E & OE
- ° Standard Payment Terms



Lifesize

AVSolution can offer various payment plans for Lease purchase. Please contact us for a bespoke quotation. The details below are based on the previous quotation, on a 36 month Lease plan.

**Cash Versus Payment Plan Illustration**

Summary Of Costs

Financial Assumptions

	Lease	Cash		
Hardware Costs		£0	Customer Return On Capital	10%
Software/Other Costs		£6,614	Corporation Tax	28%
Annual Costs		£0	VAT	17.5%
Total Costs		£6,614	De-Pool Assets	no
Monthly Payment	£231		Writing Down Allowance (WDA)	20%
Term	36 months		(Calculated annually on reducing balance)	

Result

Net discounted cost of Leasing				£5,444
Net discounted cost of Purchase				£5,917
Recommended Financial Option	<b>LEASE</b>	with a net saving of	<b>7.98%</b>	<b>£472</b>

**Net Cashflow Comparison to Lease Tax End**

