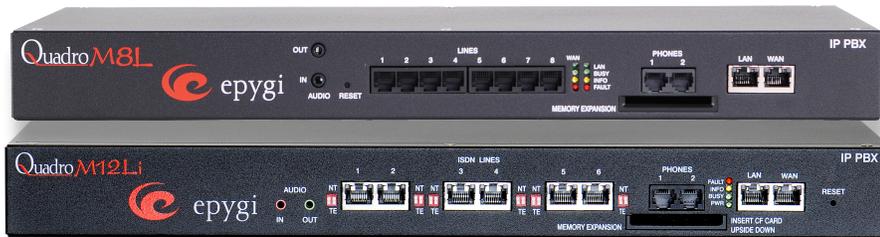




Manufactured in the USA

# Epygi QuadroM8L/12Li vs. Cisco UC540

Competitive Overview - November 7, 2011



Quadro<sup>®</sup>M8L

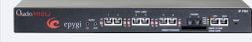
Quadro<sup>®</sup>M12Li



### Disclaimer:

Accuracy of information in this document is dependant upon publicly available sources of information available at the time the comparison was completed. Details should be confirmed with the manufacturers of represented products directly. This document was intended to be used as a convenient reference only.

	Quadro M12Li	Quadro M8L	UC540W-BRI-K9	UC540W-FXO-K9
<b>MSRP Price (without phones)</b>	\$2,495.00	\$2,395.00	\$3,095.00	\$3,095.00

				
<b>Physical Interfaces</b>				
<b>FXO ports</b>	0	8	0	4+4 with VIC2-4FXO
<b>ISDN BRI</b>	4	0	2+2 with VIC2-2BRI-NT/TE	0
<b>FXS ports</b>	2	2	4	4
<b>Ethernet RJ-45 ports (10/100)</b>	1 WAN /1 LAN	1 WAN /1 LAN	1 WAN/1 Ethernet expansion port/8 PoE	1 WAN/1 Ethernet expansion port/8 PoE
<b>Compact flash slot</b>	1	1	1	1
<b>Console port</b>	0	0	1	1
<b>Audio ports</b>	Audio-in/ Audio-out	Audio-in/ Audio-out	Audio-in	Audio-in

	Quadro M12Li	Quadro M8L	UC540W-BRI-K9	UC540W-FXO-K9
<b>Capacity</b>				
<b>SIP ports</b>	32 (up to 96)	32 (up to 96)	8 (up to 32)	8 (up to 32)
<b>SIP trunks (using G.729 codec)</b>	45	45	12	12
<b>Voicemail seats</b>	200	200	16 (up to 48)	16 (up to 48)
<b>AA session</b>	37	37	6	6
<b>VM sessions</b>	45	45	6	6

	Quadro M12Li	Quadro M8L	UC540W-BRI-K9	UC540W-FXO-K9
<b>PBX Features</b>				
<b>Lifeline POTS</b>	N/A	yes	N/A	yes
<b>Call waiting</b>	yes	yes	yes	yes
<b>Call hold</b>	yes	yes	yes	yes
<b>Call park</b>	yes	yes	yes	yes
<b>Call forward</b>	yes	yes	yes	yes
<b>Call transfer</b>	yes	yes	yes	yes
<b>Conferencing</b>	Conference server (audio/Video)	Conference server (audio/video)	Eight-party impromptu and Meet-Me Conferencing	Eight-party impromptu and Meet-Me Conferencing
<b>Call blocking</b>	yes	yes	yes	yes
<b>Call relay</b>	yes	yes	yes	yes
<b>Voicemail</b>	yes	yes	yes	yes
<b>Voicemail notification through email</b>	yes	yes	yes	yes
<b>Voicemail notification through SMS</b>	yes	yes	no	no
<b>Unified Messaging (Fax and Voicemail)</b>	yes	yes	no	no
<b>T.38 Fax relay</b>	yes	yes	no	no
<b>Pass through fax</b>	yes	yes	yes	yes
<b>Auto fax detection and routing</b>	yes	yes	no	no
<b>Hold music</b>	yes	yes	yes	yes
<b>Auto attendant</b>	yes	yes	yes	yes
<b>Custom AA</b>	yes	yes	yes	yes
<b>Multi-level IVR</b>	yes	yes	yes	yes
<b>Receptionist</b>	yes	yes	yes	yes
<b>Flexible numbering</b>	yes	yes	yes	yes
<b>DID numbers</b>	yes	yes	yes	yes
<b>Call queue</b>	yes	yes	yes	yes
<b>Multiple extension ring</b>	yes	yes	yes	yes
<b>Configurable call routing</b>	yes	yes	yes	yes
<b>Distinctive ring</b>	yes	yes	yes	yes
<b>Do not disturb</b>	yes	yes	yes	yes

PBX Features Continued				
Hunt group	yes	yes	yes	yes
Call pickup	yes	yes	yes	yes
Call statistics	yes	yes	yes	yes
Paging/Intercom	yes	yes	yes	yes
Caller ID	yes	yes	yes	yes
IP phones auto-provisioning	yes	yes	yes	yes
Find Me/ Follow Me	yes	yes	With Cisco single number reach (SNR) application	With Cisco single number reach (SNR) application
Multi-language support	yes	yes	yes	yes
Remote IP phone extension	yes	yes	yes	yes
CDR support	yes	yes	yes	yes
TLS/SRTP	yes	yes	no	no
ACD	yes	yes	Basic (BACD)	Basic (BACD)
Call recording	yes	yes	yes	yes
Barge in	yes	yes	no	no

	QuadroM12Li	QuadroM8L	UC540W-BRI-K9	UC540W-FXO-K9
Call Signaling and Compression Standards				
IP call signaling	SIP	SIP	SIP, H323	SIP, H323
Voice coding	G.711, G.726, G.729, iLBC	G.711, G.726, G.729, iLBC	G.711, G.729	G.711, G.729
HD voice codecs (Pass Through)	G.722, G.722.1	G.722, G.722.1	G. 722, G.722.1	G. 722, G.722.1
Video codecs (pass through)	H.263, H.264	H.263, H.264	using Cisco Unified Video Advantage or Cisco Unified IP Phone 7985G endpoints	using Cisco Unified Video Advantage or Cisco Unified IP Phone 7985G endpoints
Fax codecs	T.38, G.711	T.38, G.711	G.711	G.711
Analog PSTN and phones	Loop Start	Loop Start	Loop Start, Ground Start	Loop Start, Ground Start
ISDN BRI	Q.920/921, Q.931 (DSS1), Q.951;	H.263, H.264	using Cisco Unified Video Advantage or Cisco Unified IP Phone 7985G endpoints	using Cisco Unified Video Advantage or Cisco Unified IP Phone 7985G endpoints

	QuadroM12Li	QuadroM8L	UC540W-BRI-K9	UC540W-FXO-K9
<b>Internet</b>				
<b>NAT</b>	yes	yes	yes	yes
<b>Firewall</b>	yes	yes	yes	yes
<b>QOS</b>	yes	yes	yes	yes
<b>STUN</b>	yes	yes	no	no
<b>VPN</b>	yes	yes	yes	yes
<b>IDS</b>	yes	yes	no	no
<b>LAN DHCP server</b>	yes	yes	yes	yes
<b>DNS server</b>	yes	yes	no	no
<b>SMTP</b>	yes	yes	no	no
<b>DIFFSERV/TOS</b>	yes	yes	yes	yes

## How the Epygi IP PBX differs from the Cisco UC500

- The Epygi solution gives the end user the choice of what SIP phone they would like to use. Whether they need a cost-saving phone or a top-of-the-line device, the choice is theirs. Epygi certifies with all major brands and regressively tests with every new software release.
- Epygi software upgrades are free, so there are no hidden costs that can arise after the sale and installation is complete. With Epygi, your customers have the peace of mind that their new phone system will grow with them and mature with the telephony market.
- Training and support from the manufacturer are other key factors to the overall success of a new IP PBX deployment. Epygi offers direct training to resellers and free unlimited support to our distributors. Depending on the level of complexity of the solution, there can be up to three engineering teams assisting with the installation.
- The QuadroM8L can scale well above the UC540 reaching 96 total IP phones. This solution also supports a number of advanced features like call recording, audio conferencing, video conferencing Automatic Call Distribution(ACD) for call centers, barge-in features and an outbound auto dialer.

### Assumptions

 Manufactured in the USA	MSRP
<b>Quadrom8L</b>	\$2,395.00
<b>Executive-class IP phone</b>	\$189.00
<b>Business-class IP phone</b>	\$145.00
<b>Basic-class IP phone</b>	\$120.00
<b>3 year extended warranty</b>	\$250.00

 CISCO	MSRP
<b>UC540W 4 FXO/4 FXS/24 IP</b>	\$3,095.00
<b>UC500 8 User License</b>	\$1,095.00
<b>SPA509G IP phone</b>	\$240.00
<b>SPA504G IP phone</b>	\$189.00
<b>SPA501G IP phone</b>	\$135.00
<b>3 year extended warranty</b>	\$499.00

### Twenty-four Users

 Manufactured in the USA	MSRP
<b>Quadrom8L</b>	\$2,395.00
<b>Executive-class IP phone (2)</b>	\$378.00
<b>Business-class IP phone (20)</b>	\$2,900.00
<b>Basic-class IP phone (2)</b>	\$240.00
<b>3 year extended warranty</b>	\$250.00
<b>Total</b>	<b>\$6,163.00</b>

 CISCO	MSRP
<b>UC540W 4 FXO/4 FXS/24 IP</b>	\$3,095.00
<b>SPA509G IP phone (2)</b>	\$480.00
<b>SPA504G IP phone (20)</b>	\$3,780.00
<b>SPA501G IP phone (2)</b>	\$270.00
<b>3 year extended warranty</b>	\$499.00
<b>Total</b>	<b>\$8,124.00</b>

### Thirty-two Users

 Manufactured in the USA	MSRP
<b>Quadrom8L</b>	\$2,395.00
<b>Executive-class IP phone (4)</b>	\$756.00
<b>Business-class IP phone (24)</b>	\$3,480.00
<b>Basic-class IP phone (4)</b>	\$480.00
<b>3 year extended warranty</b>	\$250.00
<b>Total</b>	<b>\$7,361.00</b>

 CISCO	MSRP
<b>UC540W 4 FXO/4 FXS/24 IP</b>	\$3,095.00
<b>UC500 8 User License</b>	\$1,095.00
<b>SPA509G IP phone (4)</b>	\$960.00
<b>SPA504G IP phone (24)</b>	\$4,536.00
<b>SPA501G IP phone (4)</b>	\$540.00
<b>3 year extended warranty</b>	\$499.00
<b>Total</b>	<b>\$10,725.00</b>