# RealPresence Immersive Studio™ Flex

RealPresence Immersive Studio Flex is an unrivaled immersive experience with unmatched interoperability that is surprisingly affordable. Please visit Polycom SalesConnect / PartnerConnect additional product details and sales tools.

**What is included when you purchase RealPresence Immersive Studio Flex?**
There are two primary ways the system can be purchased. The full system is recommended for most customers, which includes:
- Media wall (displays and all other system electronics on a stand)
- Media wall façade (finished wall that is behind the media wall)
- Table that accommodates 6 participants on video, or up to 13 for regular meetings

Customers can also purchase just the media wall, without the wall façade or table. This is intended for specific situations where the customer has furniture in place that they want to keep or they have a specialized application. Most customers should be purchasing the full system.

**What optional components are available?**
In addition to either the full system or the base system, customers can optionally purchase:
- Lighting optimized to deliver the best video quality for the environment (NA & EU only)
- Steelcase or Herman Miller chairs that were selected to match the design and spacing requirements of the system

**Is a rear wall available?**
An optional rear wall is expected to be available starting in Q2 2017. The rear wall offers design consistency for all participants, both in the local room and on the far end. It can also reduce the need for costly room remediation.

**Where can I get information on what components need to be included in an acceptable quote?**
Please see the RealPresence Immersive Studio Quote Guide, available on SalesConnect / PartnerConnect.

**What color options are available?**
There are two wood finish options available (Walnut and Apple) as well as white. Please see the customer presentation for visual examples.

**What are the differences compared to Immersive Studio?**
RealPresence Immersive Studio remains the flagship of our immersive telepresence portfolio, and it has additional capabilities compared to Immersive Studio Flex. Key differences include:
- Center-mounted cameras for the best eye contact
- The ability to stand and still be seen by the far end
- Larger 84" displays for life-like visuals and up-close content
- Capacity for up to 9 participants with a single row, or up to 21 participants with a second row

**What are the differences compared to OTX Studio?**
RealPresence Immersive Studio Flex essentially replaces OTX Studio for new customers. Key differences include:
- A redesigned look that is more consistent with Immersive Studio
- Must lower MSRP pricing
- Faster and less expensive installation, and lower maintenance costs

- More flexibility, with the ability to purchase just the media wall for specific applications
- A smaller footprint that can fit in more meeting spaces
- Thin-bezel 4k UltraHD displays
- No in-table content monitors. Instead there is a dedicated 55" content displays above the people displays, or users can move the content to any or all displays

## Has OTX Studio been discontinued?

We will continue making OTX Studio available for customers with existing orders or an installed base of systems, but new customers should move to Immersive Studio Flex. We are no longer actively marketing OTX Studio.

## Where can my customer see a demo?

The first two systems installed in Q1 2017 are New York and Paris. Check with the EEC team for an updated schedule of demo locations and availability.

## Which codecs are used?

The system uses one RealPresence Group 700 and two RealPresence Group 500s.

## What is the benefit of 4k Ultra HD displays? Can the system show native 4k content today?

Today, 1080p people and content is the maximum resolution that can be sent or received.  However, the displays upscale those images to 4k Ultra HD, which helps to smooth out the image and provide better quality than a native 1080p display of the same size could achieve. In addition, the use of 4k Ultra HD displays provides investment protection – as new technology is developed that can natively send or receive resolutions beyond 1080p, the customer will already have displays capable of showing up to 4k resolution without needing to upgrade them.

## Is there a trade-in or upgrade offer available for existing telepresence customers, whether Polycom or competitors?

We would be happy to work with customers on special incentives to trade in their existing systems, including the dismantle and removal of the existing system.

## How do users share content?

HDMI and VGA cables are provided with the system. In addition, Polycom applications such as RealPresence Desktop and People+Content IP can be used to wirelessly share content. Plus, SmartPairing and Concierge are supported for more advanced sharing, control and annotation.

## What is Polycom 3D Voice?

Several unique innovations combine together to create the Polycom 3D Voice audio experience, which is the most natural and accurate voice technology ever developed for conferencing applications.

The technology components include:
- Highly sensitive multi-element ceiling microphones
- High-performance strategically-placed speakers
- Advanced multi-channel audio processing with SoundStructure
- Environmental design to maximize audio quality

All of these combined together create breakthrough highly-accurate positional audio. The result is hearing each person's voice coming from exactly where they are located, dramatically increasing the realism of the experience.  Plus, the multi-channel separation enables users to distinguish between multiple simultaneous conversations.

## Are power and data connections available at the table?

RJ-45 pass-thru connectors are available to connect to the network. Plus, two power slots are available for customers to purchase a Kramer power module specific to their region, with installation and specific purchase instructions available.