

The competitive overview of Matrix SARVAM UCS – Unified Communication Server for Modern Enterprises against Panasonic KX-NS300 PBX

Comparative Product Study



Matrix SARVAM UCS



KX-NS300

Panasonic PBX System

SYSTEM OVERVIEW:

Matrix SARVAM UCS System Architecture

- Ideal for Modern Enterprise, Hotels, Hospitals and Manufacturing requiring scalability on IP
- One variant with IP at core and network support to VOIP, GSM/3G, FXS, FXO, ISDN BRI, T1/E1 PRI, key phone ports, E&M and Radio (HF/VHF/UHF),
- Flexible user options-Analog SLTs, digital key phones, IP/SIP phones, mobile phones, Android/iPhone and Windows based UC Client

Panasonic PBX System Architecture

- Analog phone systems - expandable up to 128 users
- Optional cards – SLT8, CO2+SLT8, CO3+SLT8, Voice message card, caller ID card, DP card
- Connectivity to GSM/3G and ISDN BRI is not available
- Limited phone options – Analog SLTs, Analog proprietary phones , IP/SIP phones, no proprietary Android/iPhone based Mobile Softphone

Built-in System Resources - Matrix SARVAM UCS

CO ports and Analog Phone ports	Ports to connect Analog Trunk lines and Single Line Telephones
Key Phone, Operator Phone and IP Phone Ports	Ports to connect operator consoles, digital key phones
ISDN BRI, T1/E1 PRI	Built-in system support for BRI, PRI channels
New age networks like VOIP and GSM Connectivity	Built-in GSM and VOIP ports to offer mobility and IP telephony solutions for cost saving and future proof investments

Built-in System Resources - Panasonic System

CO ports and Analog Phone ports	Ports to connect Analog Trunk Lines, Single Line Telephones and Analog Proprietary Telephones
Key Phone and Operator Phone ports	Ports to connect operator consoles, digital key phones
VOIP	VOIP ports to offer IP telephony solutions
IP Phones Ports	Ports to connect SIP Phones
AIP/AOP	External music/paging system connectivity

Key Features of SARVAM UCS

- **Range of Phone connectivity options** – Analog Phones, Digital Key Phones, DSS Consoles for Digital and IP phones, IP/SIP Phones, Mobile Phones and Android/iPhone and Windows based UC Client, Radio Handsets and Magneto Phones.
- **Multiple trunk options** – Analog CO, VOIP, GSM/3G and ISDN BRI, T1/E1 PRI, E&M and Radio Trunk lines to reduce call costs and secured lines.
- **Advance telephony features** – Functionality of large enterprises such as Voice Mail, Unified Messaging, Auto-Attendant, Mobility, Trunks and Extensions, Scheduled Call Forward, CDR reports, Presence Sharing and IM, Multiparty Conference, 1000 DSS, 600 BLF and lot more.
- **Remote management** – The built-in web-browser based functionality enables configuration of SARVAM UCS from any remote location, using six most used languages such as English, Spanish, Portuguese, French, German and Italian.
- **Advance voice mail** – Voice mail with advance features such as multiple Auto-Attendants languages, personalized greetings, and broadcasting message to mailboxes, voice mail to email notification, mailboxes for all users and conversation recording of 2000+ hours.

Value Parameters	Matrix SARVAM UCS	Panasonic KX-NS300
System scalability	<ul style="list-style-type: none"> • Scalable up to 999 IP users and 240 Analog users along with the organization’s growth with single cabinet solution • Universal slot flexibility-any slots can be used for SLT, DKP, CO, ISDN BRI, T1/E1 PRI, GSM, E&M and Radio • Two different variants for required solutions makes it a cost-effective system 	<ul style="list-style-type: none"> • Panasonic KX-NS300 scalable up to 32 IP users and 128 Analog users with multiple chassis • Only few options of DKP and SLT cards making it very rigid for the users • Only one model available which is stackable for scalability makes it very costly
Mobility	<ul style="list-style-type: none"> • On-premise/Off-premise mobility with GSM/3G proprietary mobile softphone extensions • Windows based UC Client • HF/VHF/UHF Radio Support 	<ul style="list-style-type: none"> • Provides Mobility with third-party mobile softphone extensions with a license • UC Client for PC
Trunks and terminals connectivity options	<ul style="list-style-type: none"> • Converged platform with IP at core offering various network interfaces like POTS, ISDN BRI, T1/E1 PRI, GSM/UMTS, VOIP, E&M and Radio to provide tailor-made solutions and future-proof investments. No slot utilized for VOIP. • Flexibility of analog phones, digital key phones, DSS console for Digital and IP Phones, SIP/IP phones, Android/IOS based and Windows based UC Client, Radio Handsets and Magneto Phones as extension side connectivity 	<ul style="list-style-type: none"> • Offers network interfaces like POTS, T1/E1 PRI and VOIP with no support for ISDN BRI and GSM technology • Flexibility of analog phones, analog proprietary phones, digital key phones, IP Phones, IP proprietary phones, mobile softphones and DSS console as extension side connectivity

<p>Easy Licensing Structure to save cost</p>	<ul style="list-style-type: none">•Web-based Management (From Local PC or Any Remote Location) •Built-in voicemail system with 64 channel support manages and enhance customer service with mailboxes for each user and 2000+ hours of conversation recording	<ul style="list-style-type: none">•Web-based Management (From Local PC or Any Remote Location) • Voice Mail is Licensed with 400 hours (max) of conversation recording depending upon the memory card and 503 user mail boxes
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Detailed Product Comparison:

System Capacity Comparison:

Specifications	Panasonic KX-NS300	Matrix SARVAM UCS	Matrix Advantage
VOIP extensions	32 (4 proprietary phones Pre-activated) 16 H.323 IP Phones 16 SIP IP Phones	Up to 999 (5 Pre-activated with VOIP Module)	Choose from variety of IP extension options – IP key phones, Standard SIP phones, Softphones and Smartphones as office extensions having 5 pre-activated licenses. All users can be registered on single VOIP module
VOIP trunks	32 16 H.323 Trunks 16 SIP IP Trunks	99 (128 VOIP Channels)	Multiple ITSPs allow making and receiving calls to different regions at cheapest call rates, multi-site networking over VOIP. Here H.323 is an old technology and SIP is new and globally accepted technology
Concurrent IP to IP calling	-	500	All users can talk to each other simultaneously, 100% non-blocking system
Analog Line ports	48	64	16 more analog ports are available to have more variety of service providers to save cost
Analog Phone ports	160 128 SLT 32 APT	240	Scalability up to 240 users, reliable and low cost local area calls, Higher Capacity of FXS ports for Growing Enterprises
Digital Key Phone ports	66	96	Advance Functionality Phones for users and operator
ISDN BRI	-	32	ISDN BRI is available to use existing infrastructure or to use dual channel for calling, ultimately saving cost
T1/E1 PRI lines	4	8	Multiple ITSPs allow making and receiving calls to different regions at cheapest call rates, multi-site networking via PRI/E1.
GSM/3G Mobile trunks	-	Up to 40 GSM /3G for Voice over 3G	Wirelessly connect to outside world for areas with no landline connectivity and reduce fixed-to-mobile call charges as well as mobile-to-mobile charges with CUG

Mobility	Yes No Proprietary Softphone available	Yes (Standard Mobile Phones as Extensions) SARVAM VARTA proprietary Softphone available- UC Client available for Android, iOS and Windows	Proprietary Softphone SARVAM VARTA easily available on Android and Apple Stores providing one touch access to all the PBX features from anywhere anytime
Voice Mail System	24 Channel VMS, 502 Mailboxes 2 Ports Auto-Attendant, Up to 400 Hours Recording	64 channel VMS via Onboard Voice Mail module, 9 Ports Auto-Attendant, 999 user Mailboxes, 2000+ Hours Recording	Give your business a professional image and enhance customer service
Ethernet Port	1 10/100 Mbps RJ45 Port	Gigabit Port	Web-based remote management and CDR reports generation
Power Supply	100-240 VAC, 50 Hz/60Hz	1. 100-240VAC, 47-63Hz 2. 48V DC	Universally adapted

Summary:

- **Easy Licensing Structure:**

- With the purchase of VOIP module in SARVAM UCS following facilities comes free of cost:-
 - I. 99 SIP Trunks free which is licensed in Panasonic KX-NS300 – **To make IP calls (domestic or international) for reduced telephony cost**
 - II. 5 SIP Extensions are free in SARVAM UCS which is licensed in Panasonic KX-NS300 – **More options of connectivity like Mobile Softphones, PC based Softphones, SIP-Dect phones, SIP hard phones etc.**
 - III. Proprietary Mobile Softphone SARVAM VARTA for Android, iOS and Windows is easily available on Play Store and App Store in SARVAM UCS whereas in Panasonic KX-NS300 a third-party Mobile Softphone is required and even for that there is a license – **Mobile or Teleworkers remains connected to office without any cost**

- **Extended connectivity:**

- Supports 999 IP users and 240 Analog users in SARVAM UCS compared to 32 IP users 128 Analog users in Panasonic KX-NS300 – **Flexible capacity and more users**
- Supports 40 GSM and UMTS (3G) Trunks in SARVAM UCS which is not available in Panasonic KX-NS300 – **Reduce fixed-to-mobile call charges and mobile-to-mobile charges with CUG**
- Supports 32 ISDN BRI Trunks in SARVAM UCS which is not available in Panasonic KX-NS300 – **Provides diversification to cater different markets like England, United States, Canada, India, Japan, France, Germany where ISDN BRI is commonly used**
- Supports 8 ISDN T1/E1/PRI Trunks in SARVAM UCS compared to 4 PRI Trunk of Panasonic KX-NS300 – **High density**
- Supports up to 16 Radio Ports – **Wireless Mobility in cases of no cabling infrastructure**
- Supports up to 4 Magneto Phones – **For Secured Communication in Defense and Paramilitary forces**

- **Enhanced Flexibility:**

- Matrix has Universal platform where user can plug-in any expansion card in any free expansion slot, no need of external devices to offer scalability as in case of Panasonic KX-NS300 where systems are stackable – **An additional investment for user.**
- Added flexibility through mixed configuration Expansion cards – **Saves on investment for smaller or changing requirements.**