



Mira Connect™ vs. Traditional Control Systems

Mira Connect is an easy-to-use, and easy-to-set up control system and user interface for managing collaboration and audio-visual rooms and equipment. Unlike traditional control systems, no programming is necessary to set up the system, saving time and money during system design and installation. There are significant features and benefits of Mira Connect, as outlined in this document.

For more information, see the Mira Connect [product overview](#).

Mira Connect Reduces System Costs

As cost often drives many decisions, comparing the cost of Mira Connect to traditional control systems requires considering the entire cost of the solution.

While it is possible to buy inexpensive traditional control system touch panel and control processor hardware, that is the *beginning* of the cost and effort for a traditional system.

Programming a traditional control system for a conference room with an audio DSP/VoIP Card, video codec, video switcher, displays, customer background image and company logo can take a typical programmer 20 hours or more to complete. With Mira Connect, this would take less than 30 minutes, and could include Microsoft Office 365 Calendar integration and one-touch dialing to join meetings.

Key Features and Benefits

No Programming Required

- Non-specialists can easily configure Mira Connect with Mira Portal

User Interface Created Automatically

- Reduces time and costs to generate an intuitive and easy-to-use system

Manage remotely with Mira Portal

- Reduces set up time and number of site visits to get it right

Easy to Re-Use in New Rooms

- Simply pair Mira Connect to a new room and it is re-configured

Mira Connect is typically 40% to 70% less expensive than a traditional control system while offering many features not readily available with traditional control systems.

While total costs vary with the system and the type of the resources used, a common range of hours and programming costs is shown in the comparison table.

There are typically additional costs with a traditional system for system updates or equipment changes, such as adding a new display, changing the type of projector, migrating to Zoom Room video conferencing, etc.

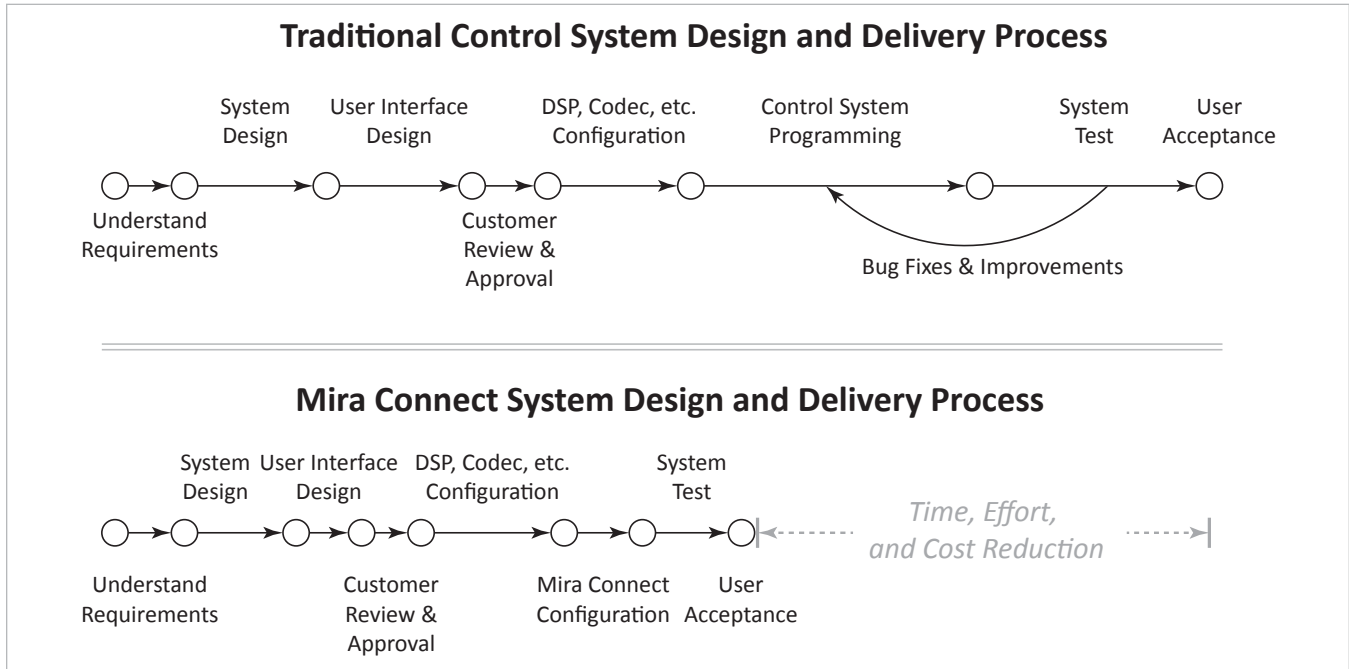
With Mira Connect, users have access to Mira Portal and can make changes any time - and make changes remotely to change equipment or change how Mira Connect operates.

	Traditional Control System	Mira Connect
Hardware costs (MSRP)	\$ 2,500 - \$ 5,000	\$ 2,995
User Interface Design (4 - 10 hours @ \$150/hr)	\$ 600 - \$ 1,500	\$ -
System Programming (10 - 20 hours @ \$150/hr)	\$ 1,500 - \$ 3,000	\$ -
Updates / Improvements (4 - 10 hours @ \$150/hr)	\$ 600 - \$ 1,500	\$ -
Mira Connect Configuration (0.5 - 1.5 hours @ \$150/hr)		\$ 75 - \$ 225
Total Cost	\$ 5,200 - \$ 11,000	\$ 3,070 - \$ 3,220
Configuration Time	18 - 40 hrs	0.5 - 1.5 hrs

Mira Connect Reduces the Design and Delivery Time and Effort

Mira Connect’s configuration innovations shorten the system design and delivery process. A typical design and delivery process starts with understanding the system requirements and ends with user acceptance.

Each step in the process takes time and effort, including scheduling and managing the required resources. Creating the traditional system also requires personnel with specific skill sets, including programmers, UI designers, and field engineers.



Mira Connect’s innovative configuration approach has significant advantages including:

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| <ul style="list-style-type: none"> • User interface development time is significantly reduced | <p>Mira Connect automatically creates the user interface. Even with traditional control systems that cut and paste from previous designs, traditional programming always takes more effort than expected.</p> |
| <ul style="list-style-type: none"> • System configuration time is reduced | <p>Using Mira Portal, the equipment is added to the room and the desired features are enabled. Control points can be automatically discovered for DSP devices - further reducing the configuration time.</p> |
| <ul style="list-style-type: none"> • Adjustments can be made remotely | <p>Using Mira Portal, changes instantly appear on Mira Connect.</p> |
| <ul style="list-style-type: none"> • Customer user interface review cycle is shortened | <p>Using the UI Preview feature, it’s easy to visualize and test how the system will operate, even before having a Mira Connect.</p> |
| <ul style="list-style-type: none"> • User training phase is shortened | <p>With Mira Connect’s intuitive user experience, the UI is clean and elegant. Mira Connect’s user interface guide is available.</p> |
| <ul style="list-style-type: none"> • User acceptance happens earlier | <p>Early user involvement with the user interface speeds the process.</p> |
| <ul style="list-style-type: none"> • The system test phase is shortened | <p>There are fewer items to test as the control system is pre-tested.</p> |
| <ul style="list-style-type: none"> • Fewer technical support issues and site visits | <p>Mira Connect’s UI is pre-tested and easy to use.</p> |

To see how Mira Connect can help your organization be more productive, please contact our Sales Department at sales@aveosystems.com.

About Aveo Systems

Aveo Systems is a leading provider of intuitive and easy-to-use solutions for audio, video, and collaboration, improving how systems are used and managed by customers world-wide.



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