

POLY X30 VS LOGITECH RALLY BAR HUDDLE

Poly Studio X30 and Rally Bar Huddle are both appliance video bars aimed at huddle rooms or small meeting rooms of 2 to 4 people.

LOGITECH RALLY BAR HUDDLE



POLY X30



FEATURE COMPARISON

Feature	X30	Rally Bar Huddle	Comments
Camera	4K, 5x zoom Digital PTZ Camera	4K, 4x zoom Digital PTZ Camera	
DFoV	120°	120°	
Field replaceable speaker covers		•	This makes Rally Bar Huddle suitable for medical applications and allows for corporate branding of speaker covers (via 3rd parties)
Integrated Privacy Shutter		•	The X30's privacy cover is separate from the device itself and as such can easily be lost.
Cable management		•	Logitech Rally Bar Huddle has advanced cable management. Increasing uptime, lowering support calls, and costs overtime.
Remote management	Poly Lens	Logitech Sync	Logitech Sync gives large amounts of control and statistical analysis. Not being tied to any one Cloud platform it empowers users to easily move to a different platform when required
Warranty	12 months	24 months	
Touch panel	8 inch	10.1 inch	Logitech Tap IP has advanced cable management. Increasing uptime and ultimately lowering support calls and costs
Certification	Teams & Zoom	Teams & Zoom	
Booking panel	8 inch	10.1inch	Logitech Scheduler has advanced cable management

WHY CHOOSE LOGITECH

Price and TCO, cable management and replaceable speaker covers are Rally Bar Huddle's main selling points. Logitech's commitment to sustainability is also highly important.

COMPETITOR KEY TALKING POINTS

Poly may claim the X30 is the world's best selling Android video bar and for a long time was the best value Android video collaboration bar.

Not all video bars are created equal and the Poly X30 is the original Android video bar and is the oldest design on the market. Rally Bar Huddle will also surpass it to become the best value product on the market.

WHY CHOOSE COMPETITOR

The customer is likely to choose Poly if they are already an existing Poly customer.

Poly will also play on the reputation of HP. HP is a global leader in IT and offers a range of products (laptops etc) that Logitech doesn't.

FURTHER INFORMATION



Scan or Click [here](#) for more information

The bottom line:

The Logitech Rally Bar Huddle and Poly Studio X30 are very similar on paper, but the Rally Bar Huddle has the edge in a number of key areas: it has a lower purchase price and has a much lower TCO; it has better cable management, a longer warranty and more mounting options; it's futureproofed in terms of running Android and has interchangeable speaker covers. Logitech's commitment to build sustainable hardware with the user of post consumer recycled plastics makes this the most sustainable video bar on the market.

FOUR THINGS TO CONSIDER

How do you want to mount your video bar?

The inclusion of Rally Bar Huddle’s multi-mount allows users to mount their video bar how they want to straight out of the box

Personalisation can be really important

Many companies like the idea of featuring their own brand on meeting room devices. Rally Bar Huddle is the first video bar that allows this through the use of replaceable covers, customisable through a third party.

How often will products fail in their first year?

Not very often. This is why Logitech offers a two year warranty as standard on the Rally Bar Huddle.

Cable retention is not a “nice to have”

Cables becoming disconnected causes room downtime and incurs cost when a fix is needed. By securing the cabling rooms stay online for longer and reduce the companies support costs over all.

CONVERSATION STARTERS

Total Cost of Ownership

Not only is Rally Bar Huddle cheaper than the Poly X30, the total cost of ownership over 5 years is also around half of that of the Studio X30 (see below).

Sustainability is essential to a growing number of customers

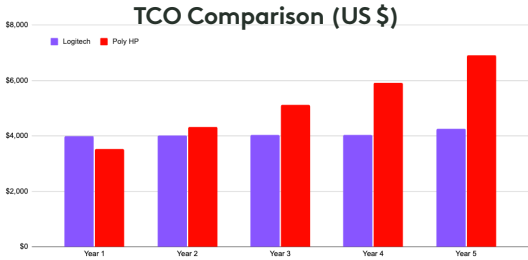
Logitech has been placed in the top 1% of sustainable companies (EcoVadis) and leads the other companies in this sector in terms of sustainability policies. 65% of the materials used to make the body of Rally Bar Huddle are post-consumer recycled.

The Poly X30 has been in market for many years now

What version of Android is Poly running on the X30 and can it be upgraded? What happens to it’s Microsoft Teams certifications? Does the chipset Poly use in this device even support more modern Android versions?

45%

Approx. lower TCO* for Rally Bar Huddle Over Poly Studio X30



*Incl. 5 year service plans as well as estimated installation and ongoing support costs

OBJECTION HANDLING

Poly’s Reputation

Previous performance is no indication of future returns, especially considering the HP acquisition. As with all major mergers it will take time to integrate the two companies and this can have an impact on new products, product updates and more while the companies restructure.

Rally Bar Huddle does not support external Microphones

Rally Bar Huddle is a product specifically designed for small meeting rooms and as such it does not need to cater for longer distances by having external micpods. For comparison the X30 also does not support external mics.

Voice Fence

Voice fence technology is used in open areas to limit the pickup of sound by the microphones. Meeting rooms have a great voice fence for free, they are called walls.