# Sound Masking Competitive Comparison

<table>
<thead>
<tr>
<th>Sound Masking Systems</th>
<th>CSM QtPro™</th>
<th>Lencore iNet</th>
<th>Dynasound Networked</th>
<th>Logison</th>
<th>Soft dB Smart SMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>System type</td>
<td>Direct Field</td>
<td>Plenum</td>
<td>Plenum</td>
<td>Plenum</td>
<td>Plenum</td>
</tr>
<tr>
<td>Number of system components</td>
<td>3</td>
<td>5 - 6</td>
<td>5</td>
<td>7</td>
<td>5</td>
</tr>
<tr>
<td>Cabling requirements</td>
<td>1 standard cable</td>
<td>Up to 4 different cables</td>
<td>Complex</td>
<td>2 different cables, both proprietary</td>
<td>2 different cables</td>
</tr>
<tr>
<td>Ease of installation</td>
<td>Simple &lt; 15 min per emitter - No plenum equipment</td>
<td>Complex &gt; 1 hour per speaker &amp; necessary plenum electronics</td>
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</tr>
<tr>
<td>System access and control</td>
<td>Networked + LCD front panel control</td>
<td>Network</td>
<td>Networked + Optional front panel control</td>
<td>Networked + LCD front panel control</td>
<td>Networked + USB based front panel control</td>
</tr>
<tr>
<td>System tuning post install</td>
<td>No system tuning required</td>
<td>Achieved only through specialized speaker placement, tuning, and acoustic treatments</td>
<td>Achieved only through specialized speaker placement, tuning, and acoustic treatments</td>
<td>Achieved only through specialized speaker placement, tuning, and acoustic treatments</td>
<td>Achieved only through specialized speaker placement, tuning, and acoustic treatments</td>
</tr>
<tr>
<td>Uniform sound dispersion</td>
<td>Achieved automatically</td>
<td>Achieved automatically</td>
<td>Achieved automatically</td>
<td>Achieved automatically</td>
<td>Achieved automatically</td>
</tr>
<tr>
<td>Retro fit existing space</td>
<td>✓+</td>
<td>✓+</td>
<td>✓+</td>
<td>✓+</td>
<td>✓+</td>
</tr>
<tr>
<td>Ability to reconfigure post install</td>
<td>Easy to rearrange the ceiling tiles with direct field emitters</td>
<td>Time consuming</td>
<td>Time consuming</td>
<td>Time consuming</td>
<td>Time consuming</td>
</tr>
<tr>
<td>Inputs for music and paging</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Masking level customization</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Energy efficient</td>
<td>✓+ GreenSpec Listed</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Technical customer support</td>
<td>Phone, online, or on-site</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Dealer marketing support</td>
<td>Demand generation</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Field engineers</td>
<td>On staff</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>CAD layout team</td>
<td>On staff</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Acoustical consultants</td>
<td>On staff</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Global distribution</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
</tbody>
</table>

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**Millions of square feet of QtPro sound masking is installed every month and trusted by companies like:**

- **Lights**
- **Bank of America**
- **Southwest.com**
- **Aetna**
- **Verizon**

**Standards & Certifications**

- **GreenSpec Listed**
- **Massachusetts Institute of Technology**
- **Aetna**
- **Verizon**

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*Sunrise Solutions*  
*Cambridge Sound Management*
1. Why is the installation time of the QtPro system less than competitor plenum systems?
QtPro is a "plug 'n play" sound masking system. With only 3 components, installation is very easy. Furthermore, the emitters are never installed above the ceiling, so installation is much less complex than for plenum based systems.

2. Are plenum systems less expensive because fewer speakers are required for install?
No. On average each QtPro emitter can be installed in less than 15 minutes versus 1 hour or more per plenum speaker making installation costs on plenum systems much higher.

3. Why are more QtPro emitters required than plenum speakers for the same size space?
QtPro systems install more emitters closer together to create the most uniform sound. Downward-facing, low directivity emitters ensure the maximum benefits of sound masking in the workplace with no noise spillover into other areas. Plenum speakers will cover a larger area, however with less uniformity and hot and cold coverage spots.

4. Can QtPro be easily installed in an existing space?
Yes. Any space can be retrofitted for QtPro sound masking.

5. Will visible emitters impact aesthetics?
No. QtPro emitters are small and barely visible. Emitters are the same size as sprinkler head covers and are placed apart at similar distances.

6. Does QtPro have a smaller range of frequencies than competitor systems?
QtPro systems provides the full range of masking over all frequencies that impact speech privacy, 200 Hz-5,300 Hz. The QtPro spectrum was optimized specifically to include all the frequencies of human speech.

7. Where are the QtPro systems manufactured?
All Qt100, Qt300, Qt600 control modules and cables are made in the US. Emitters are currently manufactured in China. However, CSM also provides US assembled emitters.

8. Why are QtPro systems only sold through dealers? Doesn’t that increase the cost?
No. The cost of a QtPro system is actually about 25% less per square foot than a competitor plenum system sold direct to the end user. In addition, a dealer network allows CSM to provide increased customer satisfaction by offering more support people for sales, service and installation all around the world.

9. What kind of support is offered during the sales and installation process?
CSM has a national team of field sales engineers, technical designers, and acoustical consultants on staff available to conduct site visits, develop layouts and make recommendations for system installations as well as post install support.

10. Why QtPro Sound Masking?
- The design process is easy and install is fast
- Uniform sound dispersion
- Cost efficient
- Can be installed in any ceiling type
- Easy to move and reconfigure for changing business needs
- No tuning required post installation
- Most energy efficient - competitor systems use 20x more energy than a QtPro system

Learn how 40% of the Fortune 100 use QtPro Sound Masking to increase speech privacy while improving employee productivity and satisfaction.
www.csmqt.com/learn/case-studies/