Sound Masking Competitive Comparison

Sound Masking Systems	CSM QtPro™	Lencore iNet	Dynasound Networked	Logison	Soft dB Smart SMS
System type	Direct Field	Plenum	Plenum	Plenum	Plenum
Number of system components	3	5 - 6	5	7	5
Cabling requirements	1 standard cable	Up to 4 different cables	2 different cables	2 different cables, both proprietary	2 different cables
Ease of installation	✔ + Simple < 15 min per emitter - No plenum equipment	Complex > 1 hour per speaker & necessary plenum electronics	Complex > 1 hour per speaker & necessary plenum electronics	Complex > 1 hour per speaker & necessary plenum electronics	Complex > 1 hour per speaker & necessary plenum electronics
System access and control	Networked + LCD front panel control	Network	Network	Networked + Optional front panel control	Networked + USB based front panel control
System tuning post install	No system tuning required	System tuning required	System tuning required	System tuning required	System tuning required
Uniform sound dispersion	✔ + Achieved automatically	Achieved only through specialized speaker placement, tuning, and acoustic treatments	Achieved only through specialized speaker placement, tuning, and acoustic treatments	Achieved only through specialized speaker placement, tuning, and acoustic treatments	Achieved only through specialized speaker placement, tuning, and acoustic treatments
Retro fit existing space	✔ +	Very time consuming	Very time consuming	Very time consuming	Very time consuming
Ability to reconfigure post install	✔ Easy to rearrange the ceiling tiles with direct field emitters	✔ Time consuming and expensive	✔ Time consuming and expensive	✔ Time consuming and expensive	✔ Time consuming and expensive
Inputs for music and paging	✔	Additional components required	✔	Additional components required	✔
Masking level customization	✔	✔	✔	✔	✔
Energy efficient	✔ + GreenSpec Listed	Plenum systems use about 20x more power than QtPro	Plenum systems use about 20x more power than QtPro	Plenum systems use about 20x more power than QtPro	Plenum systems use about 20x more power than QtPro
Technical customer support	✔ Phone, online, or on-site				
Dealer marketing support	✔ Demand generation				
Field engineers	✔ On staff				
CAD layout team	✔ On staff				
Acoustical consultants	✔ On staff				
Global distribution	✔				

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

TUFTS Health Plan
Bank of America
SOUTHWEST.COM
THE HOME DEPOT
citibank
NIKE
pepsi
MIT Massachusetts Institute of Technology
aetna
verizon

Standards & Certifications

GreenSpec LISTED GreenSpec.com
ASTM INTERNATIONAL

cambridge SOUND MANAGEMENT

QtPro™ Sound Masking FAQs

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 spill over 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. 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

Dealer Resources

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/