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Polycom Strengthens IMS Story

Polycom has announced Proxias, an application server designed to support on-demand rich media conferencing services in an IMS environment. The SIP-compliant Proxias is targeted at carriers and, as an application server, will probably be most likely linked to a media processor engine (media server) in any deployment. The IMS architecture separates call flow and application handling from the media processing engine. From Polycom's angle, Proxias will be paired with the company's InnoVox 4000IP and RMX 2000 media servers to optimize audio and video conferencing as a core component of next-generation service architectures. The Proxias application server will initially support Polycom REDIvoice and a rack-and-stack capability to address scalability. However, the Proxias application server will become the platform for multiple collaboration applications, including a scalable, manageable, resilient on-demand videoconferencing application leveraging the RMX 2000. Applications will be built within the Proxias application server's Application Development Environment. Proxias pricing varies based on capacity.

Westcon Group Acquires Assets of ReView Video

Westcon Group, a specialty distributor in networking, convergence, security, and mobility, has acquired the assets of Chicago-based ReView Video, LLC, a distributor of audio, network, videoconferencing and VoIP solutions. Several months ago, as we reported, ReView made a decision to be a Polycom-only shop. Westcon is now one of Polycom's largest distributors through the acquisition of ReView's U.S. and U.K. rights in addition to Westcon's recent Polycom launch in Australia. The purchase of ReView marks Westcon Group's third acquisition so far this year. In April it acquired NOXS, the leading European security distributor, and in May it acquired Crane Telecommunications, making it Avaya's leading European distributor. ReView CEO Tim Gelman becomes VP and GM of Westcon Group North America. We always understood that ReView US and ReView UK were actually independent organizations that shared a common marketing name and website and little else, so we're not sure how the Westcon deal affects the UK operation. Neither Tim Gelman, nor his UK counterpart Barry Cross, nor the Westcon spokesperson Jeff Touzeau returned our phone calls. Color us disappointed.

News in Brief

- Genesys is the first company to bring full virtual meeting capabilities to participants with Apple's iPhone. The standards-based AJAX technology of Genesys Meeting Center 4.0 (GMC) allows users to join a voice and web meeting through the iPhone's Safari browser. Some interesting benefits: 1) Participants are able to view real-time online presentations, document, and application-sharing instantly. All features regularly viewable on a desktop during a web meeting are supported on the iPhone with zoom-in capabilities and portrait/landscape view.

Speed varies depending on Wi-Fi or EDGE connection speed. 2) With GMC's 'dial me' feature, participants don't need to locate the dial-in number or worry about connection charges. One click via the iPhone's Safari browser allows users to participate in the web meeting and at the same time the application automatically calls the participant.

- ShoreTel has introduced a new IP telephone. The ShorePhone IP 8000 has a familiar look to it.



- Siemens Enterprise Communications has been selected by Global Crossing to provide the open communications technology behind Europe's largest private managed IP communications network. Global Crossing is partnering with Siemens for a hosted IP telephony service delivering pan-governmental collaboration and messaging services. The services are based on a managed implementation of Siemens HiPath 8000 platform plus its OpenScape unified communications application. The deal involves services to 125,000 UK public servants across 600 locations until December 2011.

- Publicly-traded Premiere Global has acquired a "Web-based conferencing services provider" with a revenue run rate of approximately \$10 million for a \$19 million acquisition price. Weird::: Premiere won't say who they acquired. We all have our secrets!!

- News from Japan: NTT announced a new IP videophone with a 12.1 inch touch screen. The ~\$700 device supports Internet browsing, email, and SIP videocalls using MPEG video and G.711 audio. Compatible with IPv4 and IPv6. The device is being marketed as an Internet terminal and not a videophone, however. They must know something we don't know. With support for 2 Mbps calls, the Flet VP2000 works well on NTT's fiber-to-the-home network.



- Glowpoint has certified HaiVision's codecs for use on the Glowpoint network. The HaiVision products are aimed at the telepresence market.

- Radvision announced that 4com, a supplier of telecommunications technology (voice and video) to small businesses in the UK, is using the SCOPIA Interactive Video Platform and 3G Video Gateway to power video communication solutions.

- The Dutch Ministry of Agriculture reports that it has saved 100,000 Euros in less than a year by installing seven videoconferencing systems in its offices.

- This week marks the one year anniversary of the Innovative Communications Alliance (ICA) between Microsoft and Nortel. Both vendors claim that in the one year the ICA has resulted in 430,000 individual end-user licenses for joint offerings from over 100 customers worldwide.

- NetSimplicity Software, a division of Forgent Networks, announced that the Meeting Room Manager software product has been selected by Jenner & Block LLP, Forgent's 200th lawfirm customer.

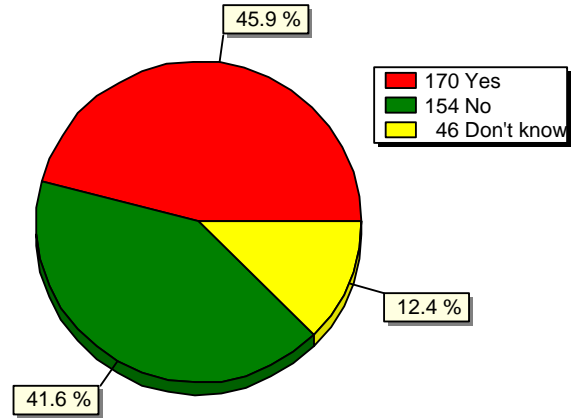
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2007 VideoMetrics Survey Results

The results from the first of our 2007 surveys are now available. This particular survey focused more on Unified Communications interests and plans; our next survey will center on video-conferencing. One of the 22 questions is shown to the right. Please contact Sara Fargo, sfargo@wainhouse.com, for details. (We hope to announce our ten randomly-chosen Amazon gift certificate winners in the next WRB, and will have some highlights to share with the survey respondents via email shortly.)



Has your company initiated a business travel reduction policy within the last 12 months?

| Conferencing & Collaboration <u>Event Calendar</u> | |
|---|---|
| WHEN & WHERE | WHAT & WHO |
| Sept 25-27, Hot Springs, AR (USA) | Arkansas Distance Learning Assoc. Annual Conf |
| October 14-17, Anaheim, CA | 2007 PUG Annual Conference |
| October 29, Boston, MA USA | Wainhouse Research CSP Summit |
| 8-10 April, 2008, Berlin, Germany | Wainhouse Research Collaboration Summit |
| July 16-18, 2008, Boston, MA | Wainhouse Research Collaboration Summit |

People and Places

Nu-Way Technologies, [Glenn Adamo](#), Florida Sales Manager

Layered Media, [Adi Regev](#), Director, product development (Adi was with Radvision for over 12 years, having joined the company just after electricity was discovered in Israel)

Aethra, [Benoit Fleury](#), VP Product Management

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