

## NEWS AND VIEWS ON REAL-TIME UNIFIED COMMUNICATIONS

*Interesting developments while some of us were visiting China last week.*

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### News in Brief

- A new product from TANDBERG (ships next month) helps bridges the gap between SIP and H.323 while also adding some interesting “telephony” features to the video world. The Tandberg Video Communication Server (VCS) is a multi-application network device that includes FindMe, a new call forwarding application that personalizes and unifies business communications. The product also delivers call control and firewall traversal applications that now support Session Initiation Protocol (SIP) in addition to H.323. FindMe users can have their calls forwarded to multiple devices and choose where the call goes if there is no answer or they are busy. This allows callers to dial one number to find a person, not separate devices or separate numbers, bringing a higher level of personalization and usability to video communications.

US list prices for a VCS intended for use inside the firewall (gatekeeper, SIP call control, and H.323/SIP interworking functionality) starts at \$16,900 for 50 registrations and up to 10 simultaneous calls. MSRP for TVCS intended for use outside the firewall (for traversal and H.323/SIP interworking) starts at \$17,800 for 25 expressway registrations and 5 simultaneous calls. The TANDBERG FindMe option list price is \$8,900 for unlimited registrations.

Comments: VCS appears to be a jack-of-all trades, combining elements of Tandberg’s gatekeeper and border controller products as well as EntryPoint, while extending into the SIP (and Tandberg’s Movi) world. So, the main features are H.323 gatekeeper (Control) and SIP Proxy/Registrar functionality. Optional features include the firewall traversal server (ExpressWayborder controller) and FindMe.

- RADVISION announced SCOPIA PathFinder version 5.5, a firewall and NAT traversal solution that now includes H.460 support, thereby enabling H.460-compliant endpoints to connect without the need for any intermediate client. PathFinder includes both a near-end (enterprise network) and far-end (remote site) solution. H.460-compliant endpoints will connect directly to Pathfinder for connectivity through firewalls. For non-H.460 endpoints, the client software can be deployed at remote sites providing firewall traversal via Pathfinder. The product also supports AES encryption.
- Wainhouse Research has just posted on our [PLATINUM website](#) a brand new version of our [Comparison Matrix covering Group Videoconferencing Solutions](#). This matrix provides detailed information on more than 150 feature / functionality / capability comparison points for 68 Group Videoconferencing Solutions available from Aethra, Amity Systems, AVCON, BNI Solutions, Dvision, Emblaze-VCON, Huawei, inSors, LifeSize, Polycom, Sony, TANDBERG, VTEL, and ZTE. Like our other product / service comparison matrices that cover [Desktop Client / Server Conferencing Solutions](#), [Conferencing Scheduling / Management Solutions](#), [Telepresence Solutions](#), [Streaming Solutions](#), [Video Bridges \(MCUs\)](#), and [Collaboration](#)

[Managed Services](#), this matrix is available to PLATINUM PRO subscribers only. For more information or to subscribe, please contact [jweinstein@wainhouse.com](mailto:jweinstein@wainhouse.com).

- The latest acquisition news is that NEC is acquiring Sphere Communications for approximately \$42 million. The deal strengthens NEC's presence (pun intended) in the IP PBX arena. Sphere is well known for its software PBX and expertise in application development. Our observation: IP PBX is now pretty much a redundancy (like "collaborate together"); we can just start calling them PBXs. The coming redundancy is "software PBX;" just ask Microsoft. Your next PBX will in all likelihood be delivered on a few CDs!
- And speaking of PBXs.... Nortel's Government Solutions arm has won a \$300 million, 10-year contract to outfit the U.S. Social Security Administration with an IP-telephony system. The award is part of the SSA's Telephone Systems Replacement Project that calls for replacement of the SSA's existing worldwide telephone systems with VoIP to create a converged voice and data network. This network is designed to accommodate an anticipated influx of new users, including retiring, largely Internet-savvy baby boomers, according to Nortel.
- NTT-IT of Japan (a subsidiary of NTT) and US-based VRMeetings, Inc have partnered to introduce a localized version of NTT-IT's MeetingPlaza web-conferencing solution to the US market. MeetingPlaza, which includes data sharing, VoIP / desktop video, and instant messaging capabilities, will be marketed by VRMeetings as a subscription-based service for SMBs and smaller organizations. Larger enterprises can license the server software to run on a server behind their firewall or managed from a hosted facility.
- iLinc Communications, a developer of web conferencing software and audio conferencing services, announced results for the first quarter of the company's fiscal year 2008. For the three months ended June 30, 2007 revenues were \$4.1 million, up 14% annually and 18% sequentially. Revenues consisted of \$1.15M from software licenses, \$2.32M for subscription and audio services, and \$0.65M from maintenance and professional services.
- Telanetix reported revenues of \$2 million for Q2, up 343% over Q1.

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## 2007 Rich Media Metrics Survey Results

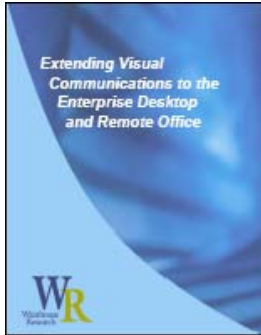
The results from the first of our 2007 surveys are now available. This particular survey focused on Unified Communications interests and plans; our next survey will center on videoconferencing. One of the 22 questions is shown to the right. Please contact Sara Fargo, [sfargo@wainhouse.com](mailto:sfargo@wainhouse.com), for details.

The ten randomly selected winners of \$50 gift certificates to Amazon.com are: Toni A, Pfizer; Edward M, BP Exploration and Production; Jens D, James Cook University; Gisela M, DFN-Verein; Darrin P, Wyeth; AB, Edgewater Networks; YS, Tandberg; Herve H, Dimension DATA; Charles W, TELUS; and Keith G, Lawrence Berkeley National Lab.



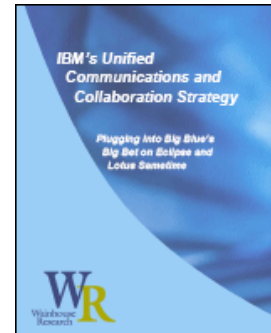
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## Two New White Papers Available from WR



[Extending Visual Communications to the Enterprise Desktop and Remote Office](#) Deployments of desktop videoconferencing and collaboration solutions have long been stymied by NAT-firewall issues, complexity, lack of manageability, and limited ability to combine video with PC data. This free white paper gives a brief overview of the situation and describes a new solution from Radvision that overcomes many of these obstacles and provides remote and local knowledge workers, mobile colleagues and partners, as well as participants in conference rooms the ability to communicate easily with full voice, video, and web capabilities.

[IBM's Unified Communications and Collaboration Strategy](#) This white paper summarizes the key elements in IBM's unified communications and collaboration (UC<sup>2</sup>) strategy. The strengths and weaknesses IBM Lotus has in the unified communications marketplace are identified and we voice our opinion on Lotus Sametime's product strengths and where it could be improved. We conclude with our assessment of IBM's chances for success in the unified communications market.



Click on the above links or visit [www.wainhouse.com/whitepapers](http://www.wainhouse.com/whitepapers) to download your copy.

<b>Conferencing &amp; Collaboration <u><a href="#">Event Calendar</a></u></b>	
<b>WHEN &amp; WHERE</b>	<b>WHAT &amp; WHO</b>
August 20-23, San Francisco, CA	<a href="#">VoiceCon</a> Fall
Sept 25-27, Hot Springs, AR (USA)	Arkansas <a href="#">Distance Learning Assoc.</a> Annual Conf
October 14-17, Anaheim, CA	<a href="#">2007 PUG Annual Conference</a>
October 29, Boston, MA USA	<a href="#">Wainhouse Research CSP Summit</a>
8-10 April, 2008, Berlin, Germany	<a href="#">Wainhouse Research Collaboration Summit</a>
July 16-18, 2008, Boston, MA	<a href="#">Wainhouse Research Collaboration Summit</a>

## People & Places

Simtrol, **Barry Saltzman**, Sr. VP of Channel Operations

VBrick Systems, **Vince Graziani**, CEO.

## Letters

Andrew: Thank you for publishing our story in the last newsletter, but there are two mistakes in your Volume 8 #26 bulletin regarding AudioCodes: 1. Company name is CTI<sup>2</sup> (CTI squared), CTI is a different company. 2. CTI<sup>2</sup> is not a voice application company but a VAS solutions vendor (including voice mail, unified messaging, auto attendant, voice and video conferencing, video mail, and more). Regards, [rudy.shainer@audiocodes.com](mailto:rudy.shainer@audiocodes.com)

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WR's on-line content subscription service that provides individualized in-depth information and analysis on conferencing and collaboration

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