

NEWS AND VIEWS ON REAL-TIME UNIFIED COMMUNICATIONS

Summer time.... And the living is easy..... but we are heading into earnings-call season.

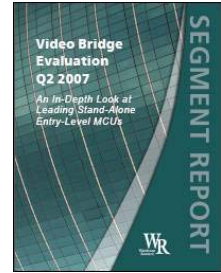
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News in Brief

- RADVISION has reported that Deutsche Telefon und Marketing-Services GmbH (DTMS), the leading provider of value added services in Germany, is using RADVISION solutions for interactive video services for 3G customers. The initial deployment with RADVISION's SCOPIA 3G Video Gateway, a device that bridges between IP video content and 3G handsets, is enabling the delivery of advanced video and voice services over hundreds of concurrent channels. As we've reported in the past and as the audience heard at our Berlin conference in April, the intersection of video, mobile, and 3G is going to be an interesting one to watch.
- Ortiva Wireless, specializing in delivery of mobile content, raised \$15M in its Series B funding.
- Jabber announced that the Defense Information Systems Agency (DISA) has selected the Jabber Extensible Communications Platform (Jabber XCP) for IM, low-bandwidth text chat, and persistent multi-user chat rooms for personnel across the DoD. The one year contract with two optional years was awarded to Carahsoft Technology Corp., a government IT solutions provider, and is valued at \$22M.
- Milan, Italy-based DyLogic has unveiled a new version of Mirial – the first IP desktop video softphone to offer HD 720p video encoding and decoding (H.264 and up to 2Mbps) as well as support for VoIP and SD video, H.263 and SIP. The product is compatible with Windows Vista; calls can also be recorded and exported as WMV files. In an unrelated announcement, EchoPhone, a French provider of multimedia solutions, chose DyLogic's 3G platform to implement a video surveillance system for a banking and insurance firm.
- SPL Integrated Solutions has created a Network Services Division to provide network design and consulting services to Fortune 1000 corporations, higher ed, and the Federal Government.
- Avistar and RADVISION have entered into an agreement to cross license their patent portfolios. Avistar has granted RADVISION a non-exclusive worldwide patent license to all of Avistar's patents for the field of videoconferencing. RADVISION, in turn, has granted Avistar a license to all of RADVISION's patents in the same field. As part of the agreement, RADVISION will make a one-time payment to Avistar UK of approximately \$4.0 million.
- SMART Technologies has signed up HP to resell the company's SMART board product portfolio to education customers in the United States.
- York Telecom has teamed up with LiveData to provide a new system known as the Visually Integrated Operating Room (VIOR). The VIOR consists of the LiveData dashboard, which presents all relevant information about the surgical patient and operation on a large display; additional displays for video and images; and associated audio-visual equipment and infrastructure. On-demand links with pathology, radiology, and other resources outside the OR further improve communication of critical information.

- MCU Evaluation Report now available - our comprehensive evaluation of five leading edge video MCU devices from Codian, Emblaze-VCON, Polycom, Radvision, and Tandberg. This 72 page report is based on hundreds of test calls made under a variety of conditions; the results and analysis could save anyone contemplating the purchase of an MCU at least 968 man-hours of grief. IT'S FREE; visit www.wrplatinum.com .
- iLinc Communications and Conference Plus announced a distribution agreement under which ConferencePlus will distribute iLinc's Web conferencing software through both its direct and indirect sales channels. The Web conferencing software will be offered on a "Powered by iLinc" basis, making iLinc's Web conferencing products the default Web conferencing service of ConferencePlus.
- WebDialogs released v8.0 of Unyte Meeting, which the company positions as its affordable and easy-to-use online conferencing service. V8.0 provides an enhanced UI; videocasting capabilities for conferencing hosts and presenters; an upgraded, low bandwidth audio-casting function; and an expanded presentation-recording capability that enables an entire presentation to be recorded and stored as a downloadable archive that can be e-mailed or placed in a Web page.
- RHUB Communications released its web conferencing / web seminar appliance dubbed TurboMeeting 3.1 with special features for remote support and remote PC access. TurboMeeting's "View Only" client enables anyone with a browser to join a meeting. The RHUB 200 appliance with TurboMeeting 3.1 starts at just \$995 with a perpetual license for 2 meeting rooms and 10 attendees.



More from InfoComm

The following report from Ira Weinstein (iweinstein@wainhouse.com) complements Andrew's InfoComm report in the last issue of the newsletter ([WRB vol 8 #21](#)).

- The IMCCA hosted the Collaborative Conferencing Pavilion, a variety of seminars and training sessions, and a user group forum. We thank the IMCCA for inviting WR to attend the seminars and present at one of the sessions (which was well attended – despite the 8 AM start time on the first day of the expo).
- We bumped into a few folks from HSV. According to one of the partners in the firm, HSV now has a new management team, new funding, a newly enhanced network, and a new business model. For \$3,500 a month, customers receive a turnkey videoconferencing service including an IP videoconferencing system (codec, camera, display), a dedicated IP network, unlimited video calling and video bridging, a 24/7 concierge service (call launching, etc.), on-site installation, and full maintenance and support. WR was basically pleased with the demo we saw on the show floor, but we expect things will improve drastically once the company rolls the HD version of its product / service (no specific release date was provided).
- Sight126 gave WR a demo of its managed service application for A/V and IT. Designed to work in conjunction with an AV control system (AMX, Crestron, etc.), the solution adds a few interesting features to the meeting room environment including

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the ability to update the UI on the fly, open and manage trouble tickets, and even launch a video call to the support center with a single button press.

- Accordent has enhanced its well-known Accordent Capture Station to support HD (720p) resolution. The HD-enabled Capture Station allows HD signal capture / ingestion (in 16x9 format) and playback. Content creators can leverage the HD resolution in the video window at 30 fps or in the content window at 1fps. We saw a demo of Accordent Engage; an audio plus content webcasting solution designed to make it easy for companies to use webcasting instead of web conferencing to host online presentations. The Engage system captures the content directly from the user's PC and uses a regular telephone as the audio source (the system calls the presenter's phone at the scheduled event start time). Since Engage is a product and not a service, companies that adopt Engage may enjoy savings over pay-per-minute conferencing services.

Here's What Ira Thinks: It is vital to use the proper tool for the job. If a fully-interactive online meeting is required, web conferencing is probably the right choice. However, many "meetings" are actually one-way broadcasts / presentations with a limited Q&A. In that situation, webcasting may actually be a better choice. Engage makes it easy and very cost-effective to use webcasting in this situation. This is a clever, albeit simple solution to a real problem, although I expect Accordent will find it hard to push people away from the web conferencing tools they use every day.

- Streaming solution provider NCast gave WR a demo of its Telepresenter M3 Series 2 product with the ability to capture multiple signals at up to WUXGA (1920 x 1200) resolution simultaneously. In addition, the company was showing its integration with Google Calendar which allows users to schedule when to start and stop their globally deployed NCast encoders.
- Sonic Foundry gave an in-person demo of its Mediasite 4.1 release. Noteworthy items include 1) advanced scheduling (create recurring presentations in one step, automatic start and stop of recording based on scheduled times, presenter notifications and attendee invites); 2) optional Podcast support (ability to automatically convert any Mediasite presentation to podcast format, integrated hot-folders for podcast creation, and the ability to release RSS feed links from the system); and 3) the ability to export viewing reports to Excel or XML, one-click access to recently viewed presentations on the user portal, support for capture and playback of 16:9 video sources, and support for Q&A in portable "Publish-to-Go" presentations.

North American CSP Study Now Available

WR's latest study of the North American Collaboration Services Market forecasts that audio, video, and web collaboration services will grow from \$3 billion in 2006 to \$4.4 billion in 2011. Much of the increase for collaboration services will be fueled by a continued demand for unattended audio and web conferencing services. A key finding of the study is significant growth in Canada, which realized unattended audio minute volume growth of 40% over the last year. Data from this study provides service providers and technology vendors with the current state of the local North American markets, assesses current trends, identifies risks and opportunities, and provides assistance on market approaches, services, and prices. The study includes a review of 43 US and Canadian service providers- with rankings by service for each local market. The *North American Collaboration Services Market - 2007* study is available immediately. For the table of contents and executive summary, see www.wainhouse.com/csp or contact Sara Fargo, sfargo@wainhouse.com, +1 781 934 6165



WR PLATINUM Update

PLATINUM

WR's PLATINUM website, www.wrplatinum.com, grows each and every day. With more than 7,600 content items already posted, indexed, and searchable, there is no better source for information and insight into the conferencing, collaboration, and rich-media industry. Although many items (press releases, industry news items, etc.) posted on the PLATINUM website are available FREE to non-subscribers, the most valuable content items are available exclusively to PLATINUM subscribers. Recently posted subscription-only documents include:

<i>Date</i>	<i>Description</i>
30-Jun-07	Comparison Matrix - Desktop Client / Server Conferencing Solutions Comparison information about 33 desktop client / server conferencing solutions available from 29 vendors.
20-Jun-07	Videoconferencing and Collaboration Managed Services: New Thinking Required Research note provides a fresh look at managed services and implications for both customers and providers.
22-May-07	Telepresence Market Size and Forecast
22-May-07	Microsoft's SharedView: Much Much More Than NetMeeting Done Right Based on SharedView's beta release, this is WR's first look at Microsoft's latest entry web conferencing offering - and our assessment of its potential impact.
21-May-07	Web Conferencing is Becoming a Key Component of Blended Learning in Training Environments Quantitative and qualitative surveys and interviews with training professionals who use web conferencing.
3-May-07	Mitel's Acquisition of Inter-Tel Some behind the scenes maneuvering that may have influenced Inter-Tel's acquisition.
23-Apr-07	Google Buys Marratech Software Technology (and Engineering Talent) The potential impact of Google's acquisition on three groups: desktop collaboration vendors, Marratech's customers, and knowledge workers.
20-Apr-07	Comparison Matrix - Conference Scheduling / Management Solutions Matrix including detailed comparison information on Conferencing Scheduling / Management Solutions.
12-Apr-07	Videoconferencing Usage Benchmarks Videoconferencing usage statistics within one specific industry based on data collected from five firms.
30-Mar-07	Telepresence 2007 - Taking Videoconferencing to the Next Frontier This ~60 page report reviews the current state of the telepresence market and discusses the technologies that separate telepresence from videoconferencing.
30-Mar-07	Comparison Matrix - Telepresence Solutions

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People and Places

HaiVision, **Mark Fletcher**, VP US Sales & Strategic Alliances

Point Nine User Forum, 19 July, NYC

'Video streaming and casting: Applications and challenges facing multi-national organizations'



These meetings are open to all end-users of conferencing solutions and will provide an excellent opportunity to discuss all aspects of streaming and casting with your peers and with Wainhouse Research analysts. The agenda and registration information are at www.wainhouse.com/point9 or contact Richard Norris: richard@wainhouse.com

Vendors: If you are a vendor of streaming or casting technologies or services and would like to be involved in this meeting we have a very limited number of sponsorships available. For further information, please contact Sara Fargo: sfargo@wainhouse.com

Conferencing & Collaboration <u>Event Calendar</u>	
WHEN & WHERE	WHAT & WHO
July 19, New York City USA	Point Nine User Forum - North America: Video streaming and casting
October 14-17, Anaheim, CA USA	2007 PUG Annual Conference
October 29, Boston, MA USA	Wainhouse Research CSP Summit

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