

NEWS AND VIEWS ON REAL-TIME UNIFIED COMMUNICATIONS

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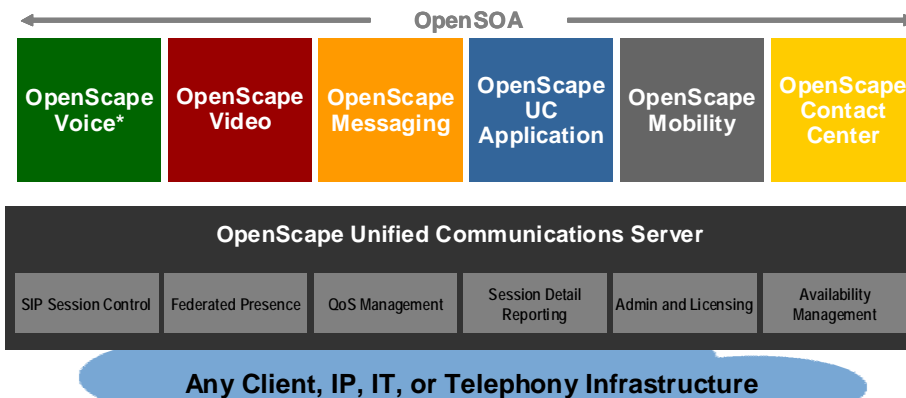
News in Brief

- A new article by our own E. Brent Kelly, entitled Choices in Unified Communications: [Comparing Microsoft OCS 2007 to IBM Lotus Sametime 8.0](#) has been published. This is the new website for the now-deceased hardcopy BCR Magazine.
- Dialogic has acquired the OpenMediaLabs (algorithm and transcoding specialist) business from its founders Joe Mele and Bob Logan. OpenMediaLabs develops software for next generation IP video applications.
- OmniPresence revealed that the company has deployed Zenoss Enterprise software to remotely monitor, detect and resolve potential issues associated with its on-premise video, audio and web conferencing solutions before customers are impacted. In an unrelated announcement, the company said it teamed with LifeSize to connect WAAF Boston Radio personalities Greg Hill and Lyndon Byers with the rest of their Hill-man Morning Show team during Super Bowl XLII.
- Siemens Enterprise Communications launched a new OpenScope Unified Communications Server with a suite of UC applications. This suite includes OpenScope Voice Application (HiPath 8000 V3.1 R2, enterprise grade voice and IP least cost routing), OpenScope Video (integrated HD, desktop and client video conferencing detailed in the last issue of this newsletter) and OpenScope UC Application V3 (role-based UC). OpenScope UC Server can operate in

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virtually any existing IT or telephony environment, including IP telephony or legacy PBX telephony environments from Siemens or any other vendor. The OpenScope UC Server enables presence, administration, session control and other shared services for the current and planned family of OpenScope UC applications.

- Our man in Japan reports that Otsuka Corporation, which sells conferencing gear from a variety of vendors (including Microsoft) and is one of Japan's largest systems integrators, has deployed 32 Polycom HDX solutions for its 28 sales locations. This deal reportedly accompanied a sharp reduction in travel budgets.
- UK-based Datacraft, specializing in the facilities management software business, has integrated its software solution with Tandberg's TMS management system.

End Users Speak Out at the Berlin Collaboration Summit: 8-10 April (not very far away)

This year's Berlin Summit feature end user customers speaking on a wide variety of topics, and telepresence systems. Besides Qimonda and Media Saturn, who will be speaking about their experiences with telepresence, two other presenters will be talking about different issues in the



conferencing and collaboration industry. Rolf Hansmann from the pharmaceutical company Sanofi-Aventis will be talking about Unified Communications and his company's experiences with Microsoft-based solutions. His particular interest is in security for communications while maintaining ease-of-use. Adrain Hall from Brandon Medical will be sharing his views on telemedicine and the issues, challenges, and opportunities that industry brings to the collaboration table.

The WR Collaboration Summit brings together the top enterprise conferencing and collaboration managers, videoconferencing professionals, meeting facilitators, and IT/network decision-makers with the industry's leading innovators, service providers, and experts. The event features a conference, workshops, a technology demo area, and extensive networking opportunities for all attendees.

Visit www.wainhouse.com/berlin08 for the complete story on this international conference. The [registration web page](#) is now live. Don't miss this opportunity to hear what's happening with presence and IM, telephony-based conferencing and collaboration, mobile solutions, and high-definition video and telepresence. Network with your peers and with industry experts. A limited number of sponsorship opportunities remain - contact Sara, sfargo@wainhouse.com. In addition to our conference, [the 2008 program](#) will feature EIGHT in-depth workshops plus several hours of exhibit hall demos.

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News from WR

- We have published our evaluation of [the TANDBERG Codian MCU 4500](#). Also available is our evaluation of [Polycom's RMX-2000 MCU](#). Click on the title(s) to download your free copy.
- Analyst Ira Weinstein will be speaking at a HearMe webinar on March 26th at 2 PM EST using the HearMe platform (voice, video, and data). Topic – Conferencing is here! So what are you waiting for? Register here: www.hearme.com/webinar.

- Do you use SMART, mimio, Promethean, or any other electronic whiteboards in your meeting rooms? If so, you may qualify to participate in a short interview with a WR analyst and receive a \$50 amazon.com gift certificate. End users should email kpriest@wainhouse.com for details.
- PLATINUM PRO will see that we continue to expand our coverage of [the telepresence market](#) on www.wrplatinum.com. Check it out below. We will also release a new market overview report and updated market size / forecast information in the next few weeks. For subscription information, please [visit PLATINUM PRO Subscription Pricing](#).

Availability	Date	DocumentTitle (click title to access content item)	Description
Subscription	03/08	Comparison Matrix - Telepresence Solutions	Matrix including detailed comparison information on Telepresence System offerings from leading vendors.
Subscription	03/08	Eye Contact and Visual Communications	This research note provides insight into the cause, impact, and ways of resolving eye contact problems during videoconference and telepresence sessions.
Subscription	02/08	Reflections on Telepresence (2) - What is Telepresence?	Research note providing WR's updated definition of telepresence and the four requirements of a telepresence solution.
Public	02/08	Telepresence vs. Videoconferencing: Resolving the Cost / Benefit Conundrum	White paper including data showing that the actual cost / hour for these two solutions may not be that different.
Subscription	10/07	Reflections on Telepresence (1) - Usage and Costs	Research note that takes a fresh view of the cost of videoconferencing vs. that of telepresence.
Subscription	05/07	Telepresence Market Size and Forecast	WR's estimate of the current size of the telepresence market (including unit sales, revenue, and product vs. service mix).
Subscription	03/07	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.

Hot Topics on the WR Forums

Join and participate – it's free!

- ⇒ [A Fully High Definition Telehealth Network](#)
- ⇒ [Recession killing growth in 2008](#)
- ⇒ [OCS installation/documentation](#)
- ⇒ [New: Mirial Softphone 6.0](#)
- ⇒ [Blocking H.239](#)

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Conferencing & Collaboration Event Calendar	
WHEN & WHERE	WHAT & WHO
8-10 April; Berlin, Germany	Wainhouse Research Collaboration Summit - Berlin
16-18 July; Boston, MA	Wainhouse Research Collaboration Summit – Boston
27 October, Boston, MA	Wainhouse Research CSP Summit

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