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### Wheeling & Dealing

- Pittsburgh, PA-based Compunetix announced a definitive agreement to acquire the assets of Sonexis, Inc. of Tewksbury, MA. The enterprise-targeted ConferenceManager platform (web and audio conferencing fully integrated) developed and marketed by Sonexis complements the larger scale, service provider-targeted offerings by Compunetix. This is an interesting deal for both companies, since the product lines are very complementary and could give existing Compunetix CSP customers a viable platform for a managed service. The question to ponder centers on sales force and channel partner issues. Compunetix has been extremely successful selling to CSPs and government agencies where direct sales make sense. How the Sonexis platform fits into this strategy, or whether CSPs will be successful selling managed services, are the interesting issues to follow.
- Cisco is buying PostPath, a maker of e-mail and calendaring software, for \$215 million and plans to add those capabilities to its on-demand WebEx Connect collaboration platform. PostPath makes PostPath Server, an e-mail and collaboration server the company touts as a replacement or supplement to Microsoft Exchange (can you say “coopetition?”). Cisco plans to put the server in the cloud and sell an e-mail and calendaring service to its customers. PostPath requires no middleware to interoperate with Outlook, Exchange, Active Directory, ActiveSynch and BlackBerry Enterprise Server. But it also promotes itself as a Linux-based replacement for Exchange that gets around some Exchange shortcomings, including larger data stores and higher performance and more efficient archiving.
- We recently learned that Widearea Systems recently acquired VC Wizard and substantial operating assets of Magicsoft.
- STMicroelectronics and Ericsson announced an agreement to merge Ericsson Mobile Platforms and ST-NXP Wireless into a joint venture offering semiconductors and platforms for mobile applications.

### News in Brief

- Mirial announced release 2.3 of its MCS platform, a videoconferencing network appliance (server) designed for service providers to deploy and manage a large Mirial Softphone user base. With the Mirial solution, users install a softphone on their PCs and log in to the server to enjoy 3-party videoconferencing in HD 720p, to share documents and presentations in full h239 mode, and to record live video calls and export them to a WMV file for playback.
- Most of us don’t need further evidence that video is going mainstream as a communications medium. But joining the bandwagon is Google – adding YouTube-like video features to its business application suite. Video sharing at the office could become as common on email and IM.

- Avistar has been granted an additional U.S. patent: 7,421,470, relating to dynamically changeable associations between users and endpoint devices - such as desktop computers, laptops, PDAs and cell phones.
- Plans are shaping up for the 2008 Polycom User Group (PUG) annual conference set to take place Oct 19-22 at Disney's Contemporary Resort in Florida. One of the featured presentations this year will be a daring look into what videoconferencing might be like in the year 2020, twelve years off into the future. This session, presented by WR's own Andrew W. Davis, will take a leap into the future and consider what technology shifts in the audio, video, networking, and semiconductor fields might be coming down the pike and how they would affect enterprise communications and work in general. Details at [pug.com](http://pug.com).
- Tandberg demonstrated a 720p videoconference using the company's PrecisionHD camera operating on an Intel Mobile Core 2 Quad laptop running Tandberg's Movi software.



## Point Nine User Forum – Tuesday September 9th

**Boston – New York – Washington DC**

*Unified Communications –  
A Brave New Dawn for Enterprise Collaboration?*



This one day meeting, hosted by Regus, will connect meeting facilities in Boston, New York and Washington DC over videoconferencing and will offer major enterprises the opportunity to share their thoughts, experiences and UC projects with their peers. In addition to keynote presentations provided by WR's own Brent Kelly and Jon Neville, this hard-hitting, interactive session will offer participants the opportunity to hear from three leading UC vendors; BT Conferencing, IBM and WebMessenger and make a quantitative evaluation of their solutions as each vendor responds to a UC questionnaire prepared by WR.

This meeting is open to end-user organizations so if you are responsible for UC in your enterprise or would simply like to gain a greater understanding from industry experts and your peers then visit [www.wainhouse.com/point9](http://www.wainhouse.com/point9) now for further details and registration. Please hurry as the strictly limited spaces are going fast!

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<b>Conferencing &amp; Collaboration <a href="#">Event Calendar</a></b>	
WHEN & WHERE	WHAT & WHO
9 September, Boston - NY - Washington DC	<a href="#">Point 9 User Forum: Unified Communications</a>
19-22 October, Orlando, FL	<a href="#">PUG Annual Conference</a> (Polycom User Group)
27 October, Boston, MA	<a href="#">Wainhouse Research CSP Summit</a>
18 November, Andover MA - Chicago - NY - Washington DC	<a href="#">Point 9 User Forum: Selecting a Conferencing Managed Service Provider</a>
5 November, Munich - Paris - Slough UK	<a href="#">Point 9 User Forum: Selecting a Conferencing Managed Service Provider</a>
22-23 April, 2009, Berlin, Germany	WR Collaboration Futures Summit

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