



Sony Intros New EVI Video Cameras

Sony recently unveiled its new line of PTZ cameras – units that are likely to turn up in many diverse videoconferencing and streaming applications in 2012. Based on a new CMOS sensor and motorized PTZ capabilities, the cameras provide systems integrators and OEMs some new choices. The cameras are available in black or white finishes and can be ceiling or desktop mounted. Availability is scheduled for December.

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Conferencing & Collaboration Upcoming Events

10-12 October [VCI-Group](#) Annual Conference
New Orleans

11-12 October [WR CSP Summit](#) Fall2011
Boston

Additional details can be viewed at www.sony.com/infocomm

	EVI-H100S	EVI-H100V	EVI-D80	EVI-D90
Resolution	1080p30	1080-p30	550 lines	550 lines
Sensor	1 /2.8-type Exmor CMOS	1 /2.8-type Exmor CMOS	1 /4-type EXview HAD CCD	1 /4-type CCD
Optical/ Digital Zoom	20x/12x	20x/12x	18x/12x	28x/12x
Minimum Illumination	0.5lx	0.5lx	0.4lx	0.65lx
Video Output	HD-SDI SD: VBS	HD-DVI	SD: VBS, Y/C	SD: VBS, Y/C

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Logitech/LifeSize on the Move



While some have reported to us that LifeSize has become invisible since the company's acquisition by Logitech, a lot of action has indeed been taking place behind the scenes. Three separate announcements last week highlight our case.

- LifeSize Connections** is a new cloud-based service for business-class video collaboration. The service includes 9-way bridging, pay-as-you-go pricing, a global directory for click-to-call functionality, and built-in firewall transversal based on Logitech's Paradiad acquisition of a year ago. Guest invitations will expand the reach. This service, which will compete with services such as Vidtel and Callway, sells for \$30/month for a named user with a software endpoint and \$100/month for a room system. Based on technology acquired when Logitech acquired SightSpeed (about 6 months before the company acquired LifeSize), Connections will support PC, Macintosh, and LifeSize-based customers while also providing "guest" invitation capabilities. Intended for business rather than consumer, Connections also features secure, web-based management and administration.
- LifeSize Passport Connect** is a 720p HD video system intended to be used with Connect or another presence-based SIP service (Aura, OCS, Lync). The codec is based on LifeSize technology, packaged in what looks like a small, slick Logitech design; the camera is a Logitech USB HD camera. List price for the system is under \$1500, but if bundled with LifeSize Connections, the system is \$999.
- Logitech acquired Milan Italy-based **Mirial**, a company that has been an innovator in the personal and mobile videoconferencing space and that has been providing video client-server infrastructure solutions to carriers for several years. Mirial will be integrated into Logitech's LifeSize division. The size and terms of the deal were not revealed in the press release.



Comments:

LifeSize now has a comprehensive portfolio of video collaboration solutions. In the personal space alone, you have (1) LifeSize Desktop, a windows-only client-client solution based on technology provided by videoconferencing software company Avistar; (2) a videoconferencing service with a software endpoint provided by the SightSpeed acquisition, and (3) a videoconferencing software solution as a result of the Mirial deal. Logic would suggest that some of this might be rationalized over the next few quarters. Mirial has been lauded for its cross-platform capabilities – including computers, tablets, pads, smartphones, but dinged in the blogosphere for video quality (how much quality do you need on a smartphone?). My guess is that LifeSize's focus on true HD will impact the Mirial product suite. Together with LifeSize room systems and infrastructure, a cloud services offering, and now a suite of personal systems, Logitech has a full line of competitive products to go up against Cisco, Polycom, Vidyo, and Radvision and, at least for the time being, a market leading position in the mobility space with the Mirial solution.

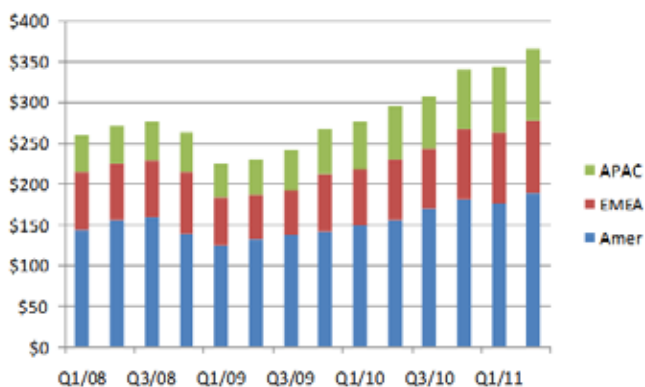
Polycom Kicks Tush: Q2-2011 Financials



Polycom turned in another record quarter in Q2 with total revenues reaching \$366M compared to \$295M in Y2010. The outstanding 24% year over year revenue growth was lead by strong performance in the “group” category, in which Polycom now lumps group video with group voice products; the infrastructure segment; and by Asia Pacific’s regional performance. While no details were provided, Andy Miller did also state that Polycom’s growth rate in the BRIC countries was 2x as high as the overall growth. Impressive. The company is clearly firing on all UC cylinders these days.

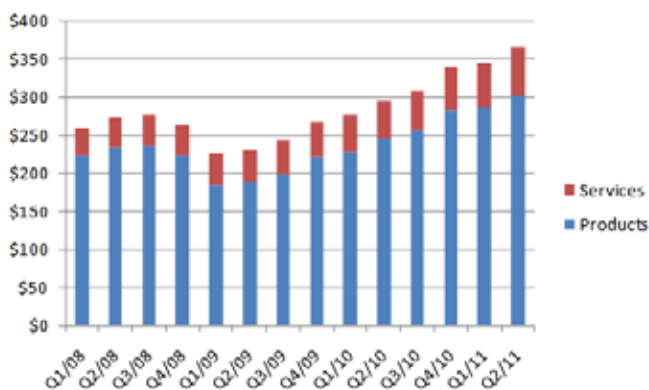
During the conference call, there was discussion about the announced acquisition of the HP Visual Communications Group – the people who brought you Halo in December 2005. The deal is expected to close over the summer, perhaps as early as July 29. Mike Kourey mentioned on the call that with HP being in the Q3 numbers for Polycom, revenues might hit \$10M for the quarter – all of it in services. For Q4, revenues could hit \$16-18M, with 2/3 of that in services. We’re not sure what products would actually ship in Q4 with the Halo name. It was also mentioned that with the acquisition, Polycom would be acquiring about 425 Halo sites (we assume that is then the installed base after five years). It will be most interesting to see how Polycom manages this product and services transition.

Polycom Revenues by Geography

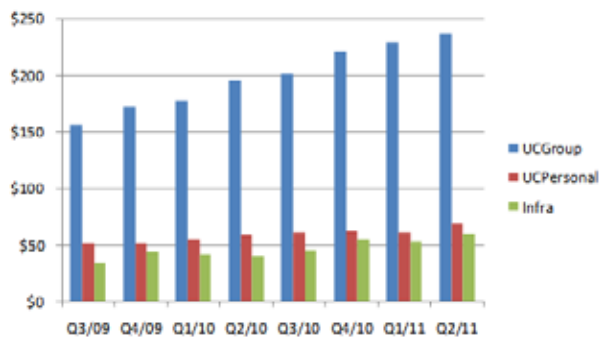


	Q2/10	Q1/11	Q2/11	Q/Q	Y/Y
<u>UCGroup</u>	\$196	\$229	\$237	3.5%	20.9%
<u>UCPersonal</u>	\$59	\$62	\$69	11.3%	16.9%
Infra	\$40	\$53	\$60	13.2%	50.0%
Total	\$295	\$344	\$366	6.4%	24.1%
AMER	\$156	\$176	\$189	7.5%	21.6%
EMEA	\$75	\$86	\$89	3.8%	19.9%
APAC	\$65	\$82	\$87	6.2%	34.4%

Polycom Revenues by Type (\$M)



Polycom Revenues (\$M)



Kansas City Here I Come

Andrew will be attending the **2011 SKC Technology Summit** August 3 at the Kansas City Convention Center, keynoting with Ken Kannappan of Plantronics, Marthin DeBeer of Cisco, Avaya’s Phil Edholm, and Polycom’s Brad Johnston. SKC has promised me that lots of crazy little women will be there to monitor the fireworks between the vendors. If you’re in the area, come introduce yourself to me. If you’d like to attend, contact Melea.mcrae@skccom.com.

Summit Archives Now Available

We had a great event last week in Philadelphia.

If you want to see the static presentation documents, they are available at www.wainhouse.com/philly2011presos.

Thanks to York Telecom, the multimedia archives are available at www.yorkcast.com/wainhouse/webcast/2011/07/archive.html.

It's all free. Enjoy!



The Honorable Justice Seamus P. McCaffery from the PA Supreme Court wowed attendees with the impact IT is having on the courts combined with some fantastic storytelling.



Ismayeel Syed from Aviva turned heads with his tale of fast deployments to 50,000 desktops.



The exhibit hall is always an opportunity to see the latest products and services, and to network on an international scale.



The Summit always encourages interactive discussions

People & Places

- Polycom, **Tracey Newell**, EVP Global Sales
- Glowpoint, **Tolga Sakman**, VP Corporate Development and Strategy, **Darren Podrabsky**, VP Marketing
- Proofpoint, **David Knight** (ex-Cisco collaboration CTO), EVP product management
- Dekom, **Bjorn Heisterkamp**, Managing Director, Holland

News in Brief

Glowpoint signed an agreement with Polycom to provide cloud managed video services for Polycom's telepresence and video conferencing solutions. This is a partnership deal, and somewhat of a renewal or expansion of an existing "preferred" relationship. Under the agreement, Polycom partners are able to offer Polycom-branded managed video services that are actually delivered by Glowpoint. The services will include remote management capabilities including 24 x 7 proactive room and video infrastructure sweeps, helpdesk and concierge support, software upgrades, scheduling solutions, and call recording.

Hamburg-based **DEKOM AG**, formerly known as ViDOFON AG has opened a Dutch office in Breda to focus on the Dutch and Belgian markets. The company also launched a comprehensive room system integrating many audio and video subsystems into a slick package dubbed the Media Presence Environment.

Avistar reported revenues for Q2 of \$1.5M, up 50% from the year earlier quarter.

Haivision Network Video has acquired both KulaByte Corporation of San Marcos, Texas, and MontiVision Imaging Technologies based in Germany. The technologies of both companies, including advanced encoding, transcoding, cloud computing, and workflow solutions, will be combined

to form Haivision's new Internet Media Division. KulaByte provides software-based encoding and transcoding technologies as well as HyperStream, a platform to transcode source streams into multiple formats and bit rates needed for diverse media distribution. HyperStream is available as a cloud-based service, a managed server within the cloud, or a stand-alone server appliance. MontiVision is a development company and a KulaByte partner.

NEC has certified its UNIVERGE SV8000 Series Communications Servers with Skype Connect, a business solution that can enable companies to save on monthly communications costs and connect employees with the global Skype community. The Univerge system supports IP telephony and other unified communications features such as presence and messaging. With this solution, an enterprise can:

- Make outbound calls from UNIVERGE systems to landlines and mobiles billed at Skype's business calling rates
- Receive inbound calls from Skype-connected users worldwide by placing Skype's Click & Call buttons on their Web sites
- Receive calls in UNIVERGE systems from landlines or mobile phones that call Skype online numbers that a company has purchased separately
- Manage Skype calls using existing UNIVERGE features such as call routing, automatic call distribution, conferencing, auto-attendant, voicemail, call recording and logging

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- **Company Profiles:** BroadSoft, CallTower, Coroware, Deutsche Telekom, Dimension Data, Genband, PanTerra, Sonic Foundry, Telefonica, Telus
- **Enterprise Videoconferencing Endpoints & Infrastructure Products Forecast** (July 2011) (Reports). This document includes WR's estimate of the current market size and 5-year forecast for the enterprise videoconferencing endpoints & infrastructure market segment.
- **Enterprise Streaming Solutions - Market Size and Forecast** (Reports). This document includes WR's estimate of the current market size and 5-year forecast for the enterprise streaming solutions market segment.
- **Company Profile - NetPresence / VideoVisit** (Research Notes). Information, insight, and opinions into VideoVisit - a desktop conferencing service with a few interesting twists...
- **Avaya web.alive: A Collaborative Immersive 3D World for the Enterprise and Education**

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AGT's innovative, award-winning technologies and services include FATHOM HD for video testing and management, ENCORE for all-in-one H.323 bridging, desktop videoconferencing, streaming/recording, scheduling, and multi-network traversal, and ANALYTICS, a web-based reporting/analysis tool. PerfectMeetings is AGT's comprehensive managed video service available as either an on-premises or off-premises deployment with a "no cap-ex" option.

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