

VIDEO GUIDANCE, INC.

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VIDEO GUIDANCE CONTINUES TO GROW; NAMED TO “INC 5,000” AND TWIN CITIES’ “FAST 50” LISTS

EDEN PRAIRIE, Minn. (October 2009) – Despite the ongoing recession, Eden Prairie-based Video Guidance, the leading video, voice, streaming and web conferencing services providers in the Upper Midwest, has demonstrated consistent growth. As a result, the company has been rewarded with placements on two significant lists. The company has been named by The Business Journal as one of the “Fast 50,” a list of the fastest-growing privately held companies in the Twin Cities metro area. And for the third consecutive year, Video Guidance has joined the list of Inc 5,000, an exclusive ranking of the nation’s fastest-growing private companies.

“We are honored to have been included on both of these prestigious lists,” said Michael Werch, president and CEO of Video Guidance. “Whether it’s rising fuel costs, slashed travel budgets or staying connected during H1N1 disruptions, video conferencing is a critical tactic in a company’s overall business strategies.”



Video Guidance has enjoyed strong visual communications sales resulting from a weak economy that forced businesses to reduce out-of-control travel expenses without jeopardizing critical communications. The company, which is on track to reach its annual goal of double digit growth of 21 percent, this month reported second quarter revenues of over \$3.4 million, the company’s largest quarter since its inception in 1999.

The company this year has launched new innovative services that are bolstering its bottom line.

- VG Connect - an industry-unique integration of visual communications tools that combines HD video, voice, web, streaming, gateway and management programs into one simple, intuitive and cost-effective service.
- VG Transport - a new portable visual communications solution expressly created to help Minnesota disaster response teams meet face to face in an ad-hoc and secure fashion to share information and coordinate emergency response efforts.
- VG Connect Desktop Service - brings visual communications to the individual workspace
- VG Connect Vmail - a video email service that has reinvented e-mails and voicemails, making them visual and more personal.

Founded in 1999, privately held Video Guidance, Inc. (www.videoguidance.com) provides conferencing, telepresence and audio visual technologies and services that facilitate natural, visual communication. Video Guidance's 2008 year-end results grew an impressive 21 percent over 2007. Strategic alliances include Conference Plus, Tandberg (OSLO: TAA.OL), Polycom (NASDAQ: PLCM), LifeSize, On Stream Media Corporation, Radvision (NASDAQ: RVSN), VBrick, and Accordent.

Video Guidance this year received the "Grant Services Partner of the Year" honor from TANDBERG for helping organizations create teleconferencing solutions in telemedicine and distance learning in underserved rural areas.

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