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## TEAM UPDATE

### Video Guidance Makes List of 50 Fastest Growing Minnesota Companies

On October 22<sup>nd</sup>, Video Guidance was recognized by the Minneapolis/St. Paul Business Journal as one of the 50 Fastest Growing Privately Held Companies in the Twin Cities metro area, an honor they had received twice before in 2005 and 2006.

Video Guidance reported a 56.17% growth rate, putting their growth at number 40 of the top 50.

"Being recognized as one of the 50 fastest growing companies is a great honor and it is especially gratifying to have received this recognition three times," stated president and CEO Michael Werch. "Our commitment to managed growth and industry focus has paid off since our inception in 1999. Having supportive and long-standing customers, coupled with a professional sales and support team at Video Guidance has allowed us to achieve continued growth and success," continued Werch.

To be eligible for the Fast 50 list, companies had to be privately held and based in the nine-county Twin Cities metro area.

### Twin Cities' Company Prepares Businesses to Stay Connected if they Experience H1N1 Disruptions

EDEN PRAIRIE, Minn. (October 2009) – Eden Prairie-based Video Guidance, the leading video, voice, streaming and web conferencing services providers in the Upper Midwest, has instituted its own crisis plan should the impending H1N1 flu hit the company. Now, it is helping other businesses stay connected if they suffer disruptions.



"We are asking businesses, how will your company function at 100 percent if more than a third of your employees for example are out sick with the pandemic?" said Michael Werch, president and CEO of Video Guidance. "We are helping these companies plan now by creating a road map so their employees can work face to face from home offices or from remote locations."

Two of Video Guidance's recently launched services -- VG Connect Desktop Service and VG Connect Vmail -- can keep the office humming when it's operating normally or while it's experiencing disruptions. "Videoconferencing is no longer just a boardroom technology," said Michael Werch, president and CEO of Video Guidance. "VG Connect's services provide real time, face-to-face communication and increase productivity without leaving your chair."

**VG Connect Desktop Service** brings high-definition videoconferencing to the individual workspace. As more and more employees are working from remote locations, the Desktop Service helps them make calls in high quality, allowing users to stay visually connected to colleagues, customers or suppliers.

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VG Connect offers two desktop services which address the needs of the individual as well as the organization. *Desktop Advanced* is designed for the worker in a home office or the well-traveled business "road warrior" who spends a lot of time in airports and hotel rooms. With only an existing PC and USB camera, Desktop Advanced users can connect easily from public spaces or remote offices as well as to other standards-based video systems.

*Desktop Deluxe* is designed for businesses that want to expand personal videoconferencing usage to all levels of an organization at the desktop. While lowering the cost per user, the Desktop Deluxe is a highly scalable solution for mass deployment because everyone in the organization will immediately see the benefits of increased productivity and daily collaboration.

**VG Connect Vmail** is a video email service that has reinvented emails and voicemails, making them visual and more personal. Workers can quickly record a Vmail message from their desks using a web camera and email it to anyone. With the click of a mouse, Vmails can also upload PowerPoint slides, Stream flash video, Windows media video and MPEG formats so business professionals can easily incorporate video in their messages.



[Click here for 15-second Vmail demonstration from Video Guidance's Mike Werch](#)

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

### Video Guidance Draws Interest at Visual Communication Seminar in Milwaukee, Wisconsin

Video Guidance held a Visual Communication seminar on Thursday, October 8<sup>th</sup> at the Sheraton Brookfield hotel in

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Milwaukee, WI. This event was held specifically for local Wisconsin companies to experience the capabilities of video systems and to bring them up-to-date on the latest products available to enhance their meeting experiences.

Guests of this event were involved in several multipoint calls, involving up to 8 sites simultaneously. Breakout sessions were held covering topics from unified communications, desktop video to telepresence, and even a special session for those interested in how visual communications enhance work in a government, education or healthcare setting. The new VG Connect video email solution, Vmail™, was also featured.

Attendees of this event were encouraged to ask questions and discuss their conferencing hurdles.

In addition, each session presented one lucky winner with a 42-inch plasma HDTV!

Overall, this event was a very successful one. If you missed it and would like more information, please give us a call at (952) 831-7215.



### Video Guidance to Open Regional Office in Wisconsin

MILWAUKEE, Wis. (September 2009) – Twin Cities-based Video Guidance, the leading video, voice, streaming and web conferencing services providers in the Upper Midwest, today announced it is opening a regional Wisconsin office and demo facility in Milwaukee.

The company has named Christopher Jacobs as regional sales manager. He will be responsible for the day-to-day operations of the office.

"Wisconsin is an imminently important growth area for



our company,” said Michael Werch, president and CEO of Video Guidance, which is experiencing record sales fueled by the sour economy. The company recently announced the largest-ever second-quarter revenues and is on track to reach its annual goal of double digit growth of 21 percent. “Businesses have been searching for ways to reduce out-of-control travel expenses without jeopardizing critical communications. Video conferencing has become an essential alternative to flying and driving.”

While video conferencing has been around for years, new high-definition and Telepresence technology is changing the way businesses address communications.

“HD video conferencing aims to fundamentally reshape the way businesses communicate,” said Werch. “With meetings that today reach all corners of the globe as well as just across town, new technology can connect multiple offices in a number of geographic locations, making video conferencing a critical tactic in a company’s overall business strategies.”

In addition to the state-of-the-art Telepresence technology, Video Guidance is also benefiting from other new innovative services

launched this year, including VG Connect™, an industry-unique integration of video conferencing tools that combines HD video, voice, web, streaming, gateway and management programs into one simple solution.

Other products include technology that delivers the future of telecommunications to any desktop and laptop, at home, in the office or on the road. The company last month introduced VG Desktop Service, which brings videoconferencing to the individual workspace, providing real time, face-to-face communication without leaving your chair. Video Guidance this fall will be working with organizations to use this service to help prepare business from any disruptions resulting from the H1N1 flu.

And earlier this year, Video Guidance created VG Transport, a new portable video conferencing system that helps disaster response teams meet face to face in an ad-hoc and secure fashion to share information and to coordinate emergency response efforts. VG Transport is a two-way, interactive video system used in the field, allowing a response team to bring their office functionality to the scene of an emergency.

## Video Guidance Welcomes New Team Member

Please join us in welcoming Christopher Jacobs as our new Regional Sales Manager in the Milwaukee, WI office. Chris is a veteran in the telecommunications and conferencing and audio visual industries. Prior to joining Video Guidance, he held senior level sales and management positions for AT&T, Arch Wireless and InfoCor. Jacobs earned his B.S. degree in Education from the University of Wisconsin-Oshkosh.



## Video Guidance Joins the Technology Tailgate Party

In July, Video Guidance and TANDBERG partnered to bring a Technology Tailgate Party on the road. There were three stops on the “tour” – North Hennepin Community

College in Brooklyn Park, ECMECC in Braham, and South Central Service Cooperative in Mankato, MN.

Attendees came from K-12 environments as well as Higher Education. There was a mix of administrators and technology coordinators at each of these events. Discussions ranged from classroom capture and archival to distance learning and funding assistance. Video Guidance also demonstrated synergy between Moodle, podcasting and even the well-known 3D virtual World, 2<sup>nd</sup> Life.



Video Guidance and TANDBERG shared their expertise in assisting with grant evaluation and writing. Current grant opportunities and shared successes and challenges from all over the County were also discussed.

Video Guidance would like to thank ECMECC, North Hennepin Community College and South Central Service Cooperative for hosting this event.

## INDUSTRY NEWS

### Cisco Makes Recommended Offer to Acquire TANDBERG



SAN JOSE, Calif., NEW YORK, and, OSLO, Norway, October 1, 2009– Cisco (NASDAQ: CSCO) today announced a definitive agreement for Cisco to launch a recommended voluntary cash offer to acquire TANDBERG (OSLO: TAA.OL). TANDBERG, based in Oslo, Norway, and New York, is a global leader in video communications, including a broad range of world-class video endpoint and network infrastructure solutions with



intercompany and multi-vendor interoperability. With this proposed acquisition, Cisco will expand its collaboration portfolio to offer more solutions to a greater number of customers, further accelerating market adoption globally.

Under the terms of the agreement, Cisco will commence a cash tender offer to purchase all of the outstanding shares of TANDBERG for 153.5 Norwegian Kroner per share for an aggregate purchase price of approximately \$3.0 billion. This represents an 11.0% premium to the previous day closing price of TANDBERG's stock, and a 25.2% premium to the 3-month volume weighted average closing price for TANDBERG's stock. The proposal was recommended unanimously by TANDBERG's board of directors.

The acquisition is expected to close during the first half of calendar year 2010; however, the close date is subject to customary closing conditions, including regulatory review in the United States and elsewhere. Cisco expects the acquisition to be accretive to Cisco's non-GAAP earnings in fiscal year 2011.

### Highlights of the acquisition:

- Cisco's collaboration vision is to enable a sustainable, new level of enterprise productivity, agility and innovation by transforming the way people interact, share knowledge and deliver productive outcomes across organizations.
- TANDBERG's leading video endpoints and network infrastructure solution will be integrated into Cisco's world-class collaboration architecture.
- This will enable intercompany and multi-vendor interoperability, which will benefit Cisco's customers, but also competitors and partners by accelerating customer interest in video collaboration globally.
- TANDBERG's 1,500 employees globally, with innovation centers in Norway and the United Kingdom, will be extremely important as Cisco's team continues to drive video innovation and growth.
- Upon completion of the transaction, TANDBERG's CEO Fredrik Halvorsen will lead the new TelePresence Technology Group, reporting to Marthin DeBeer, senior vice president of Cisco's Emerging Technologies Group.
- Cisco will continue to drive global growth by positioning TANDBERG's Norway operations as a European center of video excellence alongside our Service Provider video team in Diegem, Belgium.

### LifeSize Resets the Bar for Mainstream Telepresence, Now Accessible to Anyone, Anywhere

AUSTIN, TX, October 19, 2009 – LifeSize Communications, Inc., the global leader in high definition video communications, today announced another series of industry firsts with the new LifeSize 220 Series products. Introducing the first embedded Full HD multipoint control unit supporting up to 8 sites, the first HD video system with embedded Full HD MCU for under \$12,000 and the first Full HD video communications system for under \$7000. With Full HD across the 220 series telepresence has never been more flexible or accessible to any company and any environment.

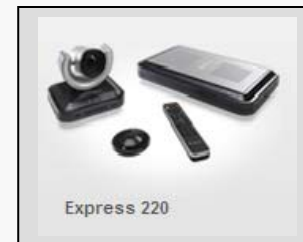
The LifeSize 220 series sets new price-performance levels for telepresence. The 220 series support 1080p30 for the highest resolution, as well as 720p60 video for ultimate motion handling. Dual display support, integrated content sharing and LifeSize Adaptive Motion Control™ are standard features on 220 series products, enabling distributed teams to collaborate in real time as effectively as if they're physically in the same room.

The 220 series is designed to enable companies to scale their telepresence networks. Priced for broad deployment and uniquely flexible, LifeSize 220 series systems deliver HD video at just 768kbps, extending the reach of telepresence communications to any office or any size business, such as to healthcare providers extending care to rural communities or to educational institutions enriching their curriculum through visual communication. Utilizing the proven LifeSize architecture, LifeSize systems uniquely adapt to any network environment and seamlessly integrate into the enterprise IT framework.

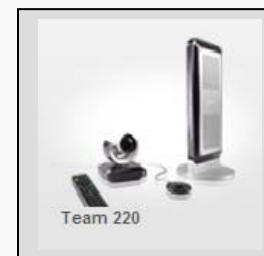
### Highlights of the LifeSize 220 Series:

**LifeSize Express 220** - Full HD communications priced for any budget.

- 1080p30 and 720p60 video
- Dual display video and content in high definition

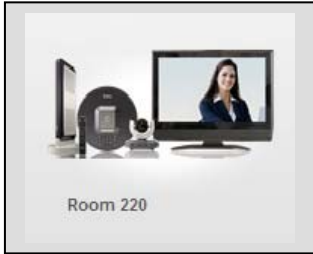


**LifeSize Team 220** - Full HD and superior multipoint conferencing now available at the midrange.



- 1080p30 and 720p60 video
- Connect up to 4 sites simultaneously in 1080p30 and 720p60 with continuous presence
- Flexible I/O ideal for distributed workgroup collaboration

**LifeSize Room 220** - delivers Full HD video communications, and an industry first 8-way embedded multipoint control unit.



- Full HD video communications
- Maximum supported bandwidth up to 8Mbps for the most authentic, immersive communications experience
- 8-way MCU with continuous presence and voice activated switching

The LifeSize 220 series products compliment the existing LifeSize 200 series systems and the recently announced LifeSize® Passport™ video communications systems and are supported by the LifeSize complete infrastructure and management solutions.

## Law Firm Lathrop & Gage Deploys Innovative Technologies from Polycom and Riverbed to Make Global Workforce More Efficient and Productive

KANSAS CITY, Mo., PLEASANTON, Calif. and

**LATHROP & GAGE<sup>LLP</sup>**

SAN FRANCISCO - Oct 22, 2009: With more than 300 attorneys in 11 offices throughout North America, full-service law firm Lathrop & Gage is continuously seeking ways to better serve its clients and improve collaboration among offices. As part of these efforts, the firm recently installed Polycom (NASDAQ: PLCM) high-definition telepresence systems and Riverbed Technology (NASDAQ: RVBD) wide area network (WAN) optimization solutions to improve inter-office collaboration, client meetings, and the conducting of remote depositions, resulting in dramatic improvement in the quality of client support and attorney productivity.

Lathrop & Gage is a prime example of the changes taking place in the workforce today. More and more companies are turning to visual communications (VC), including video conferencing and on-demand training videos. This shift to VC has resulted in increased bandwidth utilization. In lieu of expensive bandwidth upgrades, companies are turning to WAN optimization to reduce bandwidth utilization and accelerate traffic traveling between geographically dispersed offices. Firms such as Lathrop & Gage that are embracing new technologies are discovering opportunities to make targeted investments that produce a significant ROI and improve employee productivity.

"We're interested in serving our clients in the best manner possible, and telepresence is a phenomenal tool for extending our capabilities to do so," said Ben Weinberger, CIO at Lathrop & Gage. "Lathrop & Gage grew over the years through mergers and acquisitions, which has positioned us well to address the needs of our clients on a very local level, but at the same time, it has created communications challenges. We identified enhanced telepresence as one of the best ways to connect our geographically dispersed lawyers face-to-face and in real time. Also, adding WAN optimization has made collaboration more efficient and cost-effective."

Lathrop & Gage installed standards-based Polycom HDX 9000 Series and Polycom HDX 7000 Series telepresence

**VIDEO  
GUIDANCE**



systems at each of its offices. Weinberger views Polycom telepresence solutions as key to improving collaboration. In fact, Lathrop & Gage hosts more than 300 meetings each month in its Kansas City conference center. More than a quarter of those involve high-definition video conferencing, and widespread user adoption has resulted in over 900 hours of video conferencing annually.

An added benefit of the telepresence solution is reduced travel and associated costs. Weinberger estimates the annual savings in reduced travel expenses more than pays for the cost of the Polycom solution. For example, by using telepresence to conduct a meeting with a New York client, a Kansas City attorney saves an average of \$1,500 in travel expenses. Weinberger said that telepresence ultimately represents a savings of more than \$30,000 annually for a single attorney.

Hosting 900 hours of video conferencing each year requires planning with regard to the IP network.

**riverbed®**

Weinberger and his team turned to Riverbed to deploy its Steelhead appliances for WAN optimization. By dramatically reducing the amount of application traffic on the WAN with Steelhead appliances, the firm is provided more available bandwidth for video conferencing. The Steelhead appliance deployment has provided efficient bandwidth for video conferencing and has allowed the company to accelerate mission-critical applications while avoiding expensive bandwidth upgrades.

Weinberger noted that the Riverbed solution has also contributed significantly to both cost savings and efficiency savings for the firm. Not only has the firm saved money by reducing bandwidth requirements, but it has been able to reduce the number of servers required to run the network as well as save on software license and maintenance costs. According to Weinberger, the ROI on its Riverbed Steelhead deployment was 12 months.

"With our investments, Lathrop & Gage is able to further consolidate IT infrastructure, reduce costs, enhance productivity, and improve data protection and management," said Weinberger.

Riverbed WAN optimization solutions enable organizations of all sizes to overcome a wide range of IT infrastructure performance bottlenecks, including poor application performance, slow database backups and insufficient bandwidth at remote sites. By speeding the performance of applications between data centers, remote offices and mobile workers, in some cases by up to 100 times, the Riverbed award-winning Steelhead products allow companies to consolidate IT, improve backup and replication processes to ensure data integrity, and improve staff productivity and collaboration.

"A significant and growing aspect to our business is global, and telepresence provides a great way to serve our clients and their interests in other countries in a timely and cost-effective manner," said Weinberger. "Polycom and Riverbed continue to innovate in areas that directly help us to improve both our business productivity and our bottom line."

## PRODUCTS & SERVICES

### New Products

#### LifeSize Passport

Ideal for individual offices, teleworkers, and collaboration rooms, Passport enables you to stay connected, anywhere, anytime. Easy to set-up, easy to connect, and easy to use, with LifeSize Passport, you will be communicating face-to-face in minutes.

Features of the LifeSize Passport:

- True HD video quality - 720p30 - for natural, realistic interactions at only 1Mbps over any internet connection
- First HD video communication system that works with Skype™
- Portable telepresence-quality system that is small enough to fit in the palm of your hand
- H.235 (AES) Encryption



#### Polycom RSS 4000

The Polycom RSS™ 4000 recording and streaming server is a network-based video conferencing solution that gives companies the ability to record conference calls, produce archive files of the recordings, and simultaneously stream the conferences to thousands of employees world-wide.



Features of the Polycom RSS 4000:

- High capacity – Records up to 15 concurrent conferences
- Multiple options for quick and easy recording and streaming from the video conferencing systems, including bridges
- Up to 1080p high definition video recording and 720p HD live streaming
- Stereo Surround audio and full content recording for top quality media productions

## VIDEO GUIDANCE



#### LifeSize 220 Series

LifeSize introduced a new generation of video systems, the LifeSize Express 220, Team 220, and the Room 220. This series provides industry firsts, including the first embedded HD MCU supporting up to 8 sites; the first HD video system with embedded HD MCU for under \$12,000, and the first HD video communications system for under \$7000 supporting 1080p30 and 720p60. Dual display support, integrated content sharing and LifeSize Adaptive Motion Control are standard features on their 220 series products.



#### Polycom RMX 4000

A redundant and scalable conference platform that delivers more than a thousand audio calls, hundreds of desktop video deployments, and process-intensive immersive telepresence.

Benefits of the RMX 4000:

- Maximum scale – High capacity for audio, conference room, desktop video, and immersive telepresence calls
- Multi-network support – IP (H.323, SIP), PSTN, and ISDN on a single chassis
- Life-like performance – Resolutions up to 1080p; Polycom Video Clarity™ improves non-HD video streams
- Anytime, on demand conferencing – Always-on virtual meeting rooms
- High-touch management options – Operator assistance, reservation calendar, conference templates



## TANDBERG Profile Series Update

TANDBERG has made a few changes to their Profile Series, the company's sophisticated design systems intended to provide improved eye contact, leading-edge performance, and simplicity of installation.

**Profile 42 inch** – offers a quality experience for small huddle rooms, powered by the C Series Codec

**Profile 52 inch** – designed for medium sized meeting rooms, powered by the Codec C60

**Profile 65 inch** – Powered by the Codec C60, a high-end collaboration system for large meeting rooms, boardrooms and auditoriums



Profile 65 with dual displays shown

Dual screen options on the 52 inch and 65 inch Profiles are designed for highly collaborative meetings, allowing participants to see the full group and multiple presentation sources.

\* All Profiles now include TANDBERG's NPP presenter software.

## TECHNOLOGY APPLICATIONS

### Doctor, Can You See Me Now?

*More Hospitals Are Using Video to Connect Patients with Specialists Far Away, Speeding Treatment*

In August, Tim Buirge suffered a stroke, leaving him unable to speak or move the right side of his face. That's when he went on TV.

At the local hospital in McCandless, Pa., where Mr. Buirge sought treatment, the 58-year-old lay in bed as a stroke specialist at the University of Pittsburgh Medical Center, 15 miles away, watched him on a giant TV, courtesy of a video camera in Mr. Buirge's room. The diagnosis was critical, since for most stroke patients, a clot-dissolving drug received shortly after arriving at a hospital can reduce the effects of stroke and limit permanent disabilities. But the risk is that for some patients with a certain type of stroke, such a drug can actually increase bleeding in the brain and boost the chance of death.

After reviewing Mr. Buirge's vital signs and a CT scan, the stroke specialist used the remote camera to check such things as the patient's speech and eye movements and his ability to follow commands. The Pittsburgh-based doctor then recommended that the local hospital administer the drug, called tPA.

Mr. Buirge's wife, Dianne, says the video diagnosis likely saved her husband. Within 10 minutes of receiving the drug, Mr. Buirge's symptoms began to abate, and he's now almost fully recovered, she says. "To go from just being so afraid to having a diagnosis and treatment was just so reassuring," she says.

Experiences like Mr. Buirge's may become more common as hospitals increasingly install video technology to connect local and regional hospitals to large urban medical centers where most specialists practice. The video hookups, which usually include high-definition TVs, a camera, and Internet-connected medical equipment, provide a way for smaller hospitals to tap these specialists' expertise when necessary. That boosts the chances patients will receive timely treatment and lowers transfer rates.

Video medicine is useful for diagnosing a range of ailments that rely heavily on visual inspection, advocates

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say. In addition to strokes, the systems can be used by faraway dermatologists to determine the severity of burns and other skin conditions, and by trauma specialists to assess the severity of a wound.



Neonatal specialists are using video systems to figure out from afar whether a newborn needs intensive care. Health-care providers also expect that videos will help them identify patients with chronic conditions like diabetes at an

earlier stage by making medical advice available in traditionally underserved areas.

The technology has won fans among doctors, and earlier this year, the American Heart Association formally endorsed video-conferencing systems for diagnosing strokes. "The pictures are clear, and the audio is excellent," says Lawrence Wechsler, director of University of Pittsburgh Medical Center's Stroke Institute. "At this point it gives me an equally good evaluation" as a face-to-face consultation. Dr. Wechsler says he performs about 150 video consultations with stroke patients a year.

The video-conferencing systems, from companies like Polycom Inc., LifeSize Communications Inc. and Cisco Systems Inc., typically cost \$30,000 to \$50,000. About 3,500 hospitals and other medical facilities in the U.S. now have such systems, up from about 2,500 in 2007, and that's growing about 15% a year, according to the American Telemedicine Association.

Patients may find the experience of talking through a television odd, but there's always a doctor or nurse present to check blood pressure or carry out the specialist's instructions. While the camera typically is stationary, like an eye, the specialist can use the device to zoom in and out, look left or right, and choose what to focus on. A screen at the other end allows the patient to see the doctors doing the examination.

- Taken from the Wall Street Journal, October 20, 2009

## Our Mission

Video Guidance is committed to continually evaluating the latest in video, web, streaming, and voice conferencing technologies. We provide the products, services, and solutions that will give your organization the ability to enhance internal and external communications. Video Guidance also provides unsurpassed network services; training and outsourcing resources; sales, leasing, rental options; MeetMe™ audio conferencing, web collaboration, video bridging and video streaming services; domestic and international public room rentals; and 24/7 technical assistance. Strategic alliances include: TANDBERG (OSLO: TAA.OL), Polycom (NASDAQ: PLCM), LifeSize, On Stream Media Corporation, Conference Plus, Radvision (NASDAQ: RVSN), VBrick, and Accordent.

Check out our website, [www.videoguidance.com](http://www.videoguidance.com) & [on-line store](#) or call us toll free at 1.877.314.1024

## TECHNOTE

### VoIP (Voice Over Internet Protocol or IP)

A protocol for transmitting the human voice in digital form over the internet or other networks as an audio stream, instead of using traditional telephone lines (PSTN or POTS). VoIP uses the Internet Protocol, but is not limited to communication by computer – even phone-to-phone communication can be conducted using this technology.

## VG CONNECT™ CONFERENCING SERVICES

### VG Connect HD Bridging Service Hosts Multi-faceted Video Bridge Call

This month Video Guidance partnered with the Minnesota K12 Public Libraries Regional Coordinators to host their video conference. This video conference was made up of the group's 10 regional sites along with three additional sites representing the three leading video conferencing vendors, TANDBERG, Polycom and LifeSize.

The interesting facet of this video bridge call was the wide variety of connections needed to bridge this whole group together. Besides the three different vendor's endpoints involved, the 10 K12 Regional sites were made up of a combination of 2 different desktop systems and 8 other sites coming from different IP and ISDN networks using a variety of manufacturer's endpoints. In addition to the video sites, there were also audio only phone participants.

All sites connected effortlessly without any equipment or network interruptions for the duration of the three hour meeting. This was a great example of the power of Video Guidance's VG Connect HD Bridging Service. No matter what your endpoint is or what type of network you are on, VG Connect can bring your meeting together for you so you only have to worry about showing up on time and conducting your business.

Contact VG Connect for a demonstration of our High Definition Bridging Service.



## DID YOU KNOW...?

### TANDBERG's New C and E-Series Codecs

Did you know that TANDBERG has fully launched its new line of Video Conferencing Endpoints, the C-Series and E-Series codecs? The E20 is essentially a video phone that can double as your regular desktop phone. It incorporates high resolution video as well as high quality audio into each call. The C-Series codecs (C20, C60, and C90) are the new line of full 1080p capable endpoints that can use HDMI signaling for outputs to displays as well as inputs from High Definition sources.

The C and E-Series lines are definitely an exciting advancement in the Video Conferencing industry!

### Video Tells the Whole Story

Did you know that we lose out on 55% of our communication cues when we make audio-only calls? Adding video to our interactions allows us to pick up on those otherwise lost non-verbal cues.

During business hours, click one of the buttons below to instant chat with the Sales Team or Help Desk

Sales

Online Now!

Powered by: Revation

Help Desk

Online Now!

Powered by: Revation

## Video Guidance

Main: 952.831.7215 Toll Free: 877.314.1024

[www.videoguidance.com](http://www.videoguidance.com)