

RADVISION Update



May 2011



Dear RADVISION Customers and Partners,

Microsoft's acquisition of Skype is considered by many to be the biggest news to ever hit the unified communications (UC) industry, and we've been watching the various write-ups on this topic with great interest. This acquisition has broad implications across the worlds of consumer and business collaboration, particularly in the area of visual communications. The general consensus has been that this is good for the UC industry and we at RADVISION agree with this. But I wanted to let you know more specifically how we feel this impacts RADVISION.

Microsoft and RADVISION are partnering to provide an interoperability solution between Microsoft Lync and traditional video conferencing systems. RADVISION's SCOPIA Video Gateway for Microsoft Lync will connect the video capabilities of Lync with the large install base of room-based video conferencing systems, extending the reach of Lync into the conference room and preserving customer investments in room-based systems.

The combination of Microsoft and Skype will enable greater connectivity to hundreds of millions of users by integrating Skype across a broader range of platforms and devices. The potential integration of Skype with Lync will allow those users to connect into Microsoft's enterprise UC platform further enhancing the value of Lync. This does not change the need for Lync to interoperate with conference room video conferencing systems, but rather increases it. Therefore, we expect our partnership with Microsoft to remain strong, and perhaps become even stronger going forward.

Interoperability has always been at RADVISION's core. We were first in the industry to deliver an IP ISDN gateway and have since been the market leader in delivering additional gateway solutions that bridge different networks and devices. Recently we have played an active role in merging consumer and business video communications through our mobile solutions for iOS and Android. In the wake of industry consolidation, RADVISION will continue to deliver standards-based, HD video solutions for the industry's leading UC platforms including Microsoft, Alcatel-Lucent, IBM and others. We very much look forward to working with you, our customers and partners, to propel this industry to a whole new level.

Sincerely,



Boaz Raviv
Chief Executive Officer
RADVISION

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