



NEWS ANNOUNCEMENT

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Contacts:

CEOcast, Inc. for Glowpoint

Cormac Glynn
212-732-4300
cglynn@ceoast.com

RADVISION

Peter Benedict
201-689-6311
pr@radvision.com

Glowpoint Announces SIP Support with Certification of RADVISION *via*IP 400 Multimedia Communications Platform

Protocol Used in Emerging Communications Solutions Including Microsoft's SIP Based Multi-media Applications

HILLSIDE, N.J. and Glen Rock, N.J., December 11, 2003 — **Glowpoint, Inc.**, (Nasdaq: [GLOW](#)), the nation's first and leading carrier-grade IP-based video communications service provider, and **RADVISION** (Nasdaq: [RVSN](#)), today announced that RADVISION has achieved Glowpoint Certified status for its advanced *via*IP™ 400 Multimedia Communications Platform, featuring its IP/ISDN gateway, ECS gatekeeper and call management tool, and new MCU v3.2 supporting SIP.

SIP (Session Initiation Protocol) is a new emerging communications protocol that joins the power of presence and Instant Messaging with integrated video, voice and data conferencing to enable desktop personal communications over IP.

The Glowpoint Certification Program performs the most comprehensive testing of video communications equipment in the industry. As such, customers can be assured that Glowpoint Certified products conform to the highest standards of VidIP (H.323) compliance as well as interoperability with other communications products. Leading equipment manufacturers, like RADVISION, look to Glowpoint as the industry leader to provide technical feedback and certification for their products as robust, feature-rich, fully interoperable, and carrier grade. A Glowpoint Certified status means their products meet the highest standards in delivering quality video communications over the industry's leading network.

"Glowpoint is 'technology insurance,'" explained David C. Trachtenberg, Chief Executive Officer and President of Glowpoint. "Our dedicated R&D resources and singular focus on video communications enables us to stay on top of the latest advancements in technology so our customers don't have to."

Leveraging the carrier-class functionality and full SIP support of the RADVISION *via*IP solution, Windows 2003 Server and XP desktops as well as other SIP devices will be able to

use the Glowpoint network for their multimedia communications. And, by virtue of the viaIP's full gateway and H.323 support, Glowpoint customers using SIP-based devices will be able to have multipoint and point-to-point calls with virtually any other video device - including those based on VidIP, ISDN (legacy H.320), and even new 3G wireless mobile video handsets (H.324M).

“Glowpoint has done an excellent job of driving the video industry away from the closed networks of legacy ISDN towards new innovative IP-based technologies,” said Gadi Tamari, CEO of RADVISION. “Glowpoint's support of SIP and the RADVISION solution highlights both the carrier-class functionality of the RADVISION platform and the commitment by Glowpoint to provide its customers with the most advanced communication solutions and architectures available.”

Trachtenberg concluded, “Although SIP-based products have only recently been introduced, as they penetrate the market, RADVISION and Glowpoint will be ready, ensuring next-generation services that are fully interoperable with existing video communication technologies.”

About Glowpoint

Glowpoint, Inc. (NASDAQ: GLOW) is the nation's first and leading enterprise-grade, IP-based video communications service provider. Glowpoint operates a video communications service featuring broadcast quality images with telephone-like reliability, features and ease-of-use. The Glowpoint network spans three continents. Our service carries over 8,000 video calls per month through the United States, Canada, Europe, South America and Asia. Since our network was built in 2000, Glowpoint has carried over 12.5 million video conferencing minutes in video calls. Glowpoint is headquartered in Hillside, New Jersey. To learn more about Glowpoint, visit us at www.glowpoint.com.

About RADVISION Conferencing Solutions

RADVISION offers one of the broadest and most complete sets of video, voice, and data conferencing network solutions for IP and ISDN-based networks, supporting the majority of end points in the market today. The RADVISION solution features powerful multipoint conferencing units (MCUs), scalable H.323, SIP, 3G and ISDN gateways and gatekeepers, and easy-to-use management and scheduling tools for the IT manager and end user. RADVISION also provides businesses and service providers with integrated solutions that deliver converged IP-based video telephony applications to employee computer desktops and residential broadband homes worldwide. And by virtue of the product's underlying IP architecture, the company's flagship viaIP 400 enables a robust distributed network architecture ideal for service provider networks.

About RADVISION

RADVISION LTD. (Nasdaq: RVSN) is the industry's leading provider of high quality, scalable and easy-to-use products and technologies for videoconferencing, video telephony, and the development of converged voice, video and data over IP and 3G networks. For more information please visit our website at www.radvision.com.

The statements contained herein, other than historical information, are or may be deemed to be forward-looking statements and involve factors, risks and uncertainties that may cause actual results in future periods to differ materially from such statements. These factors, risks and uncertainties include market acceptance and availability of new video communication products and services; the nonexclusive and terminable-at-will nature of sales agent agreements; rapid technological change affecting demand for the Company's services; competition from other video communications service providers or equipment vendors; and the availability of sufficient financial resources to enable Glowpoint to expand its operations, as well as other risks detailed from time to time in the two Companies' filings with the Securities and Exchange Commission.

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