

**PRESS RELEASE****Corporate Contacts:**

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**RADVISION TO REPORT FOURTH QUARTER 2010 RESULTS ON FEBRUARY 10<sup>TH</sup>**

**TEL AVIV, January 3, 2011 – RADVISION (Nasdaq: RVSN)**, a leading technology and end-to-end solution provider for unified visual communications including video network infrastructure, developer tools and high definition (HD) room, desktop and mobile video conferencing systems, will report its financial results for the fourth quarter of 2010 on Thursday, February 10, 2011. The press release will be issued at approximately 8:00 a.m. (Eastern).

**Fourth Quarter 2010 Conference Call:**

Date: Thursday, February 10, 2011  
Time: 9:00 a.m. (Eastern)  
Dial-In: 1-877-601-3546  
+1-210-839-8500 (International dialers)  
Passcode: "RADVISION"

Boaz Raviv, Chief Executive Officer, and Adi Sfadia, Chief Financial Officer, will review the quarter's results, discuss the Company's outlook and take questions from analysts and institutional investors on the call.

**Webcast:**

A live webcast of the conference call will be available on the Company's website and archived on the site until the next quarter. Simply click on the following link or copy it onto your browser:

[www.radvision.com/Corporate/Investors/FinancialReports/](http://www.radvision.com/Corporate/Investors/FinancialReports/).

**Presentation:**

A PowerPoint presentation highlighting key financial metrics will be available in the Investor Relations section of the company's website, [www.radvision.com](http://www.radvision.com). The presentation will be available beginning at 8:00 a.m. (Eastern) on February 10<sup>th</sup> and remain on the site through the first quarter of 2011.

**Conference Call Replay:**

Date: February 10 to February 17, 2011 (Available approximately one hour after call conclusion)  
Dial-In: 1- 800-934-9965  
+1- 203-369-3856 (International dialers)

**About RADVISION**

RADVISION (Nasdaq: RVSN) is the industry's leading provider of market-proven products and technologies for unified visual communications over IP, 3G and IMS networks. With its complete set of standards-based video communications solutions and developer toolkits for voice, video, data and wireless communications, RADVISION is driving the unified communications evolution by combining the power of video, voice, data and wireless – for high definition video conferencing systems, innovative converged mobile services, and highly scalable video-enabled desktop platforms on IP, 3G and emerging next-generation IMS networks. To gain additional insights into our products, technology and opinions, visit [blog.radvision.com](http://blog.radvision.com). For more information about RADVISION, visit [www.radvision.com](http://www.radvision.com).

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**RADVISION DEMONSTRATES SCOPIA VIDEO GATEWAY FOR MICROSOFT LYNC  
CONNECTING LYNC TO TELEPRESENCE AND ANY STANDARDS-BASED VIDEO  
CONFERENCING SYSTEM**

*New SCOPIA Video Gateway Connects Microsoft Lync to Telepresence and Video Conferencing Systems*

**AMSTERDAM Integrated Systems Europe and TEL AVIV, January 31, 2011 – RADVISION® Ltd. (Nasdaq: RVSN)**, a leading technology and end-to-end solution provider for unified visual communications including video network infrastructure, developer tools and high definition (HD) room, desktop and mobile video conferencing systems, today announced that it is demonstrating the new SCOPIA Video Gateway for Microsoft® Lync™ at Integrated Systems Europe, Europe's leading trade show for professional AV and electronic systems integration.

The SCOPIA Video Gateway for Microsoft Lync allows people to use telepresence systems, such as those from Cisco/Tandberg, Logitech/LifeSize and Polycom, as well as any standards-based video conferencing system within the Lync unified communications environment. This approach provides users with flexibility and choice of which telepresence or video conferencing systems they use and does not compromise the Lync ease-of-use and experience at the desktop. The SCOPIA Video Gateway for Microsoft Lync provides a cost-effective and easily deployable solution as it does not require large-scale software or firmware upgrades on already deployed video conferencing systems when used with Microsoft Lync.

“Interoperability is a key concern to enterprises adopting unified communications on a large-scale basis,” said Jingyu Qiu, Director of UC Strategy for RADVISION and previous (UCIF) Unified Communications Interoperability Forum board member. “RADVISION has significant experience and makes strategic investments in bridging disparate communications networks through gateway technology. The SCOPIA Video Gateway provides a cost-effective, scalable, no-nonsense approach to interoperability for both existing and new video deployments integrated with Microsoft Lync.”

SCOPIA Video Gateway for Microsoft Lync Highlights:

- **Extends Microsoft Lync to Video Conferencing Systems** – The SCOPIA Video Gateway for Microsoft Lync provides Lync users the ability to seamlessly connect to telepresence systems, standards-based HD video conferencing systems, or infrastructure devices. Through the SCOPIA Video Gateway, users can merge their choice of conferencing systems with the simplicity of Lync at the desktop.

- **Enhanced Video Experiences with Lync’s Familiar Interface** – Lync users can enjoy exceptional high quality video, continuous presence to view multiple users simultaneously and telepresence connectivity without compromising their familiar Lync experience. Robust enterprise security is also maintained through TLS and SRTP, while also providing firewall traversal for seamless connectivity across corporate boundaries.
- **Universal Endpoint Presence** – Presence is displayed in the Lync contact list for any H.323 or H.320 system, not just Lync enabled devices, allowing users to make smart and efficient communication choices directly from Lync.
- **Investment Protection** – Users realize the benefits and simplicity of Lync at the desktop in conjunction with their current investments in video conferencing systems and infrastructure. IT managers can have confidence that their existing systems and new investments in video communications will interoperate within the Lync environment.
- **Scalable and Affordable Architecture** – The SCOPIA Video Gateway is based on a new architecture designed for cost effective and high-scale deployment. The Gateway is designed to grow with deployment requirements from a small workgroup to an entire enterprise with unlimited scalability and dynamic resource allocation.

“With the SCOPIA Video Gateway for Microsoft Lync, companies can easily leverage their existing telepresence and video systems within the Lync environment without any complicated upgrades to their systems or infrastructure,” said Roberto Giamagli, General Manager, Video Business Unit for RADVISION. “RADVISION’s gateway eliminates the communications barriers between the millions of Microsoft unified communications users and traditional video conferencing users.”

RADVISION will be showcasing the SCOPIA Video Gateway for Microsoft Lync along with other SCOPIA innovative video conferencing solutions at Integrated Systems Europe booth 10K141 in the Collaborative Conferencing Pavilion starting tomorrow.

All product and company names herein may be trademarks of their registered owners.

#### **About RADVISION**

RADVISION (Nasdaq: RVSN) is the industry’s leading provider of market-proven products and technologies for unified [Visual Communications](#) over IP, 3G and IMS networks. With its complete set of standards-based video communications solutions and developer toolkits for voice, video, data and wireless communications, RADVISION is driving the [Unified Communications](#) evolution by combining the power of video, voice, data and wireless – for high definition [Video Conferencing Systems](#), innovative converged mobile services, and highly scalable video-enabled desktop platforms on IP, 3G and emerging next-generation IMS networks. To gain additional insights into our products, technology and opinions, visit [blog.radvision.com](http://blog.radvision.com) . For more information about RADVISION, visit [www.radvision.com](http://www.radvision.com).

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**RADVISION CHOSEN AS VIDEO-ENABLED UNIFIED COMMUNICATIONS COMPANY OF THE YEAR BY TELEPRESENCE AND VIDEOCONFERENCING INSIGHT**

*RADVISION's SCOPIA Elite MCU with Telepresence Interoperability Noted as "an Exceptional Technical Achievement"*

**TEL AVIV, February 1, 2011 – RADVISION® Ltd. (Nasdaq: RVSN)**, a leading technology and end-to-end solution provider for unified visual communications including video network infrastructure, developer tools and high definition (HD) room, desktop and mobile video conferencing systems, today announced that it has been chosen as “The Video-enabled Unified Communications Company of the Year 2010” by Telepresence and Videoconferencing Insight Newsletter.

“The Newsletter is looking for innovation, products that disrupt the market, affordable prices and success in the market place,” said Richard Line, Editor of Telepresence and Videoconferencing Insight. “RADVISION is a unique Unified Communications company with a clear long-term vision, a breadth of Unified Communications products and a great depth of engineering skills. That is why RADVISION is chosen as The Video-enabled Unified Communications Company of the Year 2010.”

Telepresence and Videoconferencing Insight outlined several key factors that contributed to selecting RADVISION as The Video-enabled Unified Communications Company of the Year 2010:

- [\*\*SCOPIA Elite MCU with Telepresence Interoperability\*\*](#) – “an exceptional technical achievement,” as noted by Telepresence and Videoconferencing Insight; this capability enables interoperability between telepresence systems from Cisco/Tandberg, Logitech/LifeSize, Polycom as well as with all videoconferencing endpoints.
- [\*\*SCOPIA XT1000 HD Videoconferencing Room System\*\*](#) – RADVISION extended its range of visual communications solutions with the introduction of the SCOPIA XT1000 delivering the perfect blend of value and a high quality, high-end experience, making it stand out amongst the competition. The SCOPIA XT1000 product introduction was followed by SCOPIA Control, an Apple® iPad™ application to control this innovative room video conferencing system.
- [\*\*SCOPIA Mobile V2\*\*](#) – delivering connectivity to mobile platforms such as the Apple iPhone® and iPad to support H.239 data collaboration for connectivity with standards-based video conferencing and telepresence systems. SCOPIA Mobile is the first conferencing application that allows users to participate in video conferences with standards-based audio and H.239 data collaboration.
- [\*\*SCOPIA Video Gateway for Microsoft® Lync™\*\*](#) – extending the reach of Microsoft Lync providing connectivity and interoperability with standards-based videoconferencing and

telepresence systems. Customers can realize the benefits of Lync in conjunction with their existing deployments of room-based videoconferencing systems and new visual communication solutions such as telepresence and video on mobile devices.

- [IBM® Lotus® Sametime® Integration](#) – Sametime users can enjoy the HD multi-party conferencing and connectivity capabilities of the SCOPIA solution with the native Sametime client with no additional installation required. Connectivity to telepresence, videoconferencing room and desktop systems, along with mobile and standard phones is now available directly through Sametime.
- [RADVISION's Eye-To-Eye Partner Program](#) – The expansion of RADVISION's product portfolio delivering an end-to-end solution places a new focus on channel partners as an essential part of its overall strategy. RADVISION's Eye-To-Eye Partner Program offers a single source for partners to acquire and support all of their visual communications solutions.

“2010 was a strong year of innovation for RADVISION and we are proud of the recognition we received from Telepresence and Videoconferencing Insight with this award,” said Roberto Giamagli, General Manager, Video Business Unit for RADVISION. “This award is not just about products, but about the company; and customers choosing RADVISION can have the confidence that they are backed by its vision, its strategy and the skills of its people.”

#### **About RADVISION**

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#### **About Telepresence and Videoconferencing Insight Newsletter**

Telepresence and Videoconferencing Insight is a well established newsletter for the user of Telepresence, videoconferencing and video-enabled Unified Communication systems. It is published online on Wednesday of each week at [www.tpandvcinsight.com](#). It is read by thousands of readers worldwide. Publication began in 1996.

The Newsletter content comprises: User application case studies of Telepresence and HD Videoconferencing, CEO interviews, Industry News, New Equipment Reviews, Annual Awards, Annual Surveys, Reducing GHG/Co2 emissions, News from the Channel and Systems Integrators, News from Managed Conferencing Service Providers, News about video on smart phones and tablets, etc. It is accessible on the Internet free of charge thanks to generous support from sponsoring companies listed on the website.

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**RADVISION RECEIVES INTERNET TELEPHONY® MAGAZINE'S 2010 PRODUCT OF THE YEAR AWARD**

*SCOPIA XT1000 Small and Medium Business (SMB) Video Conferencing Solution Recognized for Outstanding Innovation*

**TEL AVIV, February 8, 2011 – RADVISION® Ltd. (Nasdaq: RVSN)**, a leading technology and end-to-end solution provider for unified visual communications including video network infrastructure, developer tools and high definition (HD) room, desktop and mobile video conferencing systems, today announced that TMC, a global, integrated media company, has named RADVISION's SCOPIA XT1000 SMB solution as a recipient of the 2010 *INTERNET TELEPHONY* Product of the Year Award.

The [SCOPIA XT1000 SMB](#) solution is a unique video conferencing solution especially suited to the communication requirements of small and medium businesses. Built on the [SCOPIA XT1000](#) series HD video conferencing room system, with the highest capacity embedded MCU in the industry today, this solution combines HD room system capabilities, multi-party conferencing, [desktop conferencing](#) to Macs or PCs, and firewall traversal into the only integrated solution of its kind available.

The solution offers a very effective way for small and medium businesses to bring video conferencing to their entire organization. The deployment model does not require detailed technical skills to install or manage, making it ideal for those organizations with limited IT departments. Video conferencing with the solution extends the boundaries of organizations enabling business to be efficiently conducted with remote employees, customers, suppliers and partners, saving money in travel costs and increasing productivity.

“I am pleased to announce RADVISION as a Product of the Year Award winner. The SCOPIA XT1000 SMB solution delivers award-winning quality and innovation plus provides a solution to real needs in the marketplace,” stated Rich Tehrani, CEO, TMC. “I would like to congratulate RADVISION for its commitment to advancing IP communication technologies.”

“The SCOPIA XT1000 SMB solution provides access to a complete video conferencing solution that previously had been beyond many SMB budgets and levels of IT expertise,” said Teddy Flatau, Vice President of Products for RADVISION. “We are very proud of the innovation of our solution and to be recognized by this award.”

2010 Product of the Year winners are published in the February 2011 issue of *INTERNET TELEPHONY* magazine, ([www.itmag.com](http://www.itmag.com)).

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#### **About INTERNET TELEPHONY magazine**

*INTERNET TELEPHONY* has been the IP Communications Authority since 1998™. Beginning with the first issue in February of 1998, *INTERNET TELEPHONY* magazine has been providing unbiased views of the complicated converged communications space. *INTERNET TELEPHONY* offers rich content from solutions-focused editorial content to reviews on products and services from TMC Labs. *INTERNET TELEPHONY* magazine reaches more than 225,000 readers, including pass-along readers. For more information, please visit [www.itmag.com](http://www.itmag.com).

#### **About TMC:**

Technology Marketing Corporation (TMC) is a global, integrated media company helping clients build communities in print, in person, and online. TMC publishes *Customer Interaction Solutions*, *INTERNET TELEPHONY*, *Unified Communications*, *NGN* and *InfoTECH Spotlight* magazines. TMC is the producer of ITEXPO, the world's leading B2B communications event. [TMCnet.com](http://TMCnet.com), which is read by two million unique visitors each month, is the leading source of news and articles for the communications and technology industries. In addition, TMC runs multiple industry events: *4GWE*; *Smart Grid Summit*; *M2M Evolution*; *Cloud Communications Summit*; *Social CRM Expo*; *SIP Tutorial*; *VIPeering*; *Business Video Expo*; *CVx*; *Digium/Asterisk World*; *StartupCamp*; *MSPAlliance MSPWorld* and more! Visit [TMC Events](#) for a complete listing and further information.

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**RADVISION REPORTS BETTER THAN FORECASTED RESULTS  
FOR FOURTH QUARTER OF 2010**

- Revenues Reach Record \$26.6 Million -
- Operating Income is \$1.5 Million; Non-GAAP Operating Income is \$3.0 Million -
- GAAP EPS is \$0.07; Non-GAAP EPS is \$0.16 -

**TEL AVIV, February 10, 2011 – RADVISION® (Nasdaq: RVSN)** reported today that revenues for the fourth quarter of 2010 reached a record \$26.6 million, an increase of 17% from \$22.7 million in the fourth quarter of 2009 and above the Company's forecast.

For the fourth quarter of 2010, the Company had operating income of \$1.5 million on a GAAP basis and \$3.0 million on a non-GAAP basis. For the fourth quarter of 2009, operating income was \$2.5 million on a GAAP basis and \$4.1 million on a non-GAAP basis.

Net income for the fourth quarter of 2010 was \$1.4 million, or \$0.07 per diluted share, on a GAAP basis and \$2.9 million, or \$0.16 per diluted share, on a non-GAAP basis. This compares with a net loss of \$1.5 million, or \$0.08 per diluted share, on a GAAP basis, and net income of \$4.4 million, or \$0.23 per diluted share, on non-GAAP basis in the fourth quarter of 2009.

The non-GAAP amount in the fourth quarter of 2010 excludes \$0.8 million for the effects of stock-based compensation expense in accordance with ASC 718 (previously SFAS 123R), \$0.5 million of expense for amortization of purchased intangibles and \$0.3 million of restructuring expenses both related to the acquisition of certain assets of Aethra group in February 2010, and a loss of \$0.03 million due to the other than temporary impairment of certain Auction Rate Securities, with the total of \$1.6 million, equivalent to \$0.09 per diluted share. For the fourth quarter of 2009, the non-GAAP amount excludes \$1.0 million of stock-based compensation expense, a deferred tax asset write-down of \$4.3 million and Aethra acquisition-related costs of \$0.6 million, with the total of \$6.0 million equivalent to \$0.31 per diluted share.

For the fourth quarter of 2010, total revenues consisted of \$22.6 million for the Video Business Unit (VBU) and \$4.0 million for the Technology Business Unit (TBU). This compares with \$18.4 million for the VBU and \$4.3 million for the TBU reported in the fourth quarter of 2009.

The Company's forecast for the fourth quarter of 2010, presented on October 28, 2010, was for revenues of \$26.0 million (consisting of VBU revenues of \$21.5 million and TBU revenues of \$4.5 million), non-GAAP operating income of \$2.5 million and non-GAAP net income of \$2.2 million or \$0.12 per diluted share.

For the full year 2010, revenues were a record \$95.2 million, the operating loss was \$2.8 million and the net loss was \$3.4 million, or \$0.18 per diluted share on a GAAP basis. This compares with revenues of \$81.0 million, operating income of \$3.0 million and a net loss of \$0.8 million, or \$0.04 per diluted share, for 2009.

For the full year 2010 on a non-GAAP basis, the Company had operating income of \$4.7 million and net income of \$4.4 million or \$0.23 per diluted share. This compares with non-GAAP operating income of \$7.9 million and net income of \$9.0 million or \$0.46 per diluted share for 2009.

Non-GAAP amounts for 2010 exclude \$2.6 million for the effects of stock-based compensation expense, \$1.8 million of expense for amortization of purchased intangibles as well as a total of \$3.1 million of expenses related to the Aethra acquisition, and a loss of \$0.3 million due to the other than temporary impairment of certain Auction Rate Securities. The total amount excluded for non-GAAP purposes in 2010 was \$7.8 million, equivalent to \$0.41 per diluted share. Non-GAAP amounts in 2009 exclude the effects of stock-based compensation expense of \$4.3 million, a deferred tax asset write-down of \$4.3 million, Aethra acquisition-related costs of \$0.6 million and other than temporary impairment of available for sale marketable securities of \$0.6 million, with the total of \$9.8 million equivalent to \$0.50 per diluted share.

The reconciliation between GAAP net income and Non-GAAP net income is provided in the tables at the end of this release.

The Company ended the fourth quarter of 2010 with approximately \$116.4 million in cash and liquid investments, equivalent to \$6.27 per basic share, an increase of \$0.9 million from September 30, 2010. The increase reflects \$1.7 million generated by operating activities and \$0.03 million received from the exercise of options offset by \$0.8 million used for capital expenditures.

Boaz Raviv, Chief Executive Officer, commented: "We achieved record fourth quarter revenues that were ahead of forecast due to the strong performance of our Video Business Unit as our transformation to an end-to-end video solutions provider continued. Our VBU revenues increased 23% from the 2009 fourth quarter due to the further ramp-up of our video endpoint sales, strong growth in the sales of our SCOPIA network infrastructure, and continued expansion of our reseller channel network.

"This growth was accomplished despite the continued and expected step-down in our OEM revenues, which we are replacing with the sales of RADVISION-branded solutions through our reseller channel partners. To further support our reseller channel and build recognition for our brand, we plan to make a strategic, measured investment in sales and marketing in 2011, to help accelerate our future growth."

Mr. Raviv concluded: "This is a time of substantial opportunity for RADVISION and we intend to capture it."

## **Guidance**

*The following statements are forward-looking, and actual results may differ materially.*

The Company expects to report revenues for the first quarter of 2011 of approximately \$24.0 million and a net loss of approximately \$0.9 million, or \$0.04 per diluted share, on a GAAP basis and net income of \$0.2 million or \$0.01 per diluted share on the non-GAAP basis. The non-GAAP amounts exclude stock-based compensation expense of \$0.6 million in accordance with ASC 718 and amortization of purchased intangible assets of \$0.5 million. That compares to revenues in the first quarter of 2010 of \$20.8 million and a net loss of \$4.4 million, or \$0.22 per diluted share, on a GAAP basis and net loss of \$0.6 million, or \$0.03 per diluted share on a non-GAAP basis. The non-GAAP amounts exclude stock-based compensation expense of \$0.7 million, a total of \$2.8 million of one-time expenses and \$0.2 million of amortization of purchased intangibles both related to the Aethra acquisition, and a loss of \$0.02 million due to the other than temporary impairment of certain Auction Rate Securities. (Full details of the Company's forecast are available on the Company's web site at [www.radvision.com](http://www.radvision.com).)

## **GAAP versus NON-GAAP Presentation**

To supplement the consolidated financial statements presented in accordance with generally accepted accounting principles in the United States ("GAAP"), the Company uses non-GAAP measures of operating results, net income and earnings per share, which are adjusted from results based on GAAP to exclude net profit and loss from other than temporary impairment of available-for-sale marketable securities, the expenses recorded for stock compensation in accordance with ASC 718, amortization of purchased intangibles, acquisition-related costs and acquisition-related restructuring expenses, net. These non-GAAP financial measures are provided to enhance overall understanding of the current financial performance and prospects for the future. Specifically, the Company believes the non-GAAP results provide useful information to both management, and investors as these non-GAAP results exclude other than temporary impairment of available-for-sale marketable securities, the expenses recorded for stock compensation in accordance with ASC 718, amortization of purchased intangibles, acquisition-related costs and acquisition-related restructuring expenses, net that the Company believes are not indicative of the core operating results. Further, these non-GAAP results are one of the primary indicators management uses for assessing the Company's performance,

allocating resources and planning and forecasting future periods. These measures should be considered in addition to results prepared in accordance with GAAP, but should not be considered a substitute for or superior to GAAP results. These non-GAAP measures may be different from the non-GAAP measures used by other companies.

#### **Fourth Quarter 2010 Earnings Conference Call/Webcast**

RADVISION will hold a conference call to discuss its fourth quarter 2010 results and first quarter 2011 outlook, today, Thursday, February 10, at 9:00 a.m. (Eastern). To access the conference call, please dial 1-877-601-3546 (International dialers may call +1-210-839-8500) by 8:45 a.m. (Eastern). The passcode "RADVISION" will be required to access the live conference call. A live webcast of the conference call also will be available on the Company's website and archived on the site until the next quarter. Simply click on the following link or copy it onto your browser: [www.radvision.com/Corporate/Investors/FinancialReports/](http://www.radvision.com/Corporate/Investors/FinancialReports/). A replay of the call will be available beginning approximately one hour after the conclusion of the call through 11:00 p.m. (Eastern) on February 17<sup>th</sup>. To access the replay, please dial 1-800-934-9965 (International dialers may call +1-203-369-3856).

The PowerPoint presentation highlighting key financial metrics as well as the first quarter 2011 estimate also will be available in the Investor Relations section of the company's website. The presentation will be available beginning at 8:00 a.m. (Eastern) on February 10<sup>th</sup> and will be archived on the website until the end of the first quarter.

#### **About RADVISION**

RADVISION (Nasdaq: RVSN) is the industry's leading provider of market-proven products and technologies for unified Visual Communications over IP, 3G and IMS networks. With its complete set of standards-based video communications solutions and developer toolkits for voice, video, data and wireless communications, RADVISION is driving the Unified Communications evolution by combining the power of video, voice, data and wireless – for high definition Video Conferencing Systems, innovative converged mobile services, and highly scalable video-enabled desktop platforms on IP, 3G and emerging next-generation IMS networks. To gain additional insights into our products, technology and opinions, visit [blog.radvision.com](http://blog.radvision.com). For more information about RADVISION, visit [www.radvision.com](http://www.radvision.com).

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- TABLES FOLLOW -

**RADVISION LTD. AND ITS SUBSIDIARIES**

**CONSOLIDATED STATEMENTS OF INCOME**

**U.S. dollars in thousands, except share and per share data**

	<b>Three months ended December 31,</b>		<b>Twelve months ended December 31,</b>	
	<b>2010</b>	<b>2009</b>	<b>2010</b>	<b>2009</b>
	<b>Unaudited</b>			
Revenues	\$ 26,617	\$ 22,688	\$ 95,239	\$ 80,998
Cost of revenues	7,240	4,732	25,338	17,371
Gross profit	19,377	17,956	69,901	63,627
Operating costs and expenses:				
Research and development	7,681	6,552	30,799	26,980
Marketing and selling	7,862	6,882	31,012	27,577
General and administrative	1,621	1,445	6,057	5,493
Amortization of purchased intangibles	479	-	1,785	-
Acquisition-related costs	-	580	364	580
Acquisition-related restructuring expenses , net	262	-	2,722	-
Total operating costs and expenses	17,905	15,459	72,739	60,630
Operating income (loss)	1,472	2,497	(2,838)	2,997
Financial income, net	173	593	1,000	1,719
Income (loss) before taxes on income	1,645	3,090	(1,838)	4,716
Taxes on income	(278)	(4,623)	(1,586)	(5,490)
Net income (loss)	<u>\$ 1,367</u>	<u>\$ (1,533)</u>	<u>\$ (3,424)</u>	<u>\$ (774)</u>
Basic net earnings (loss) per Ordinary share	<u>\$ 0.07</u>	<u>\$ (0.08)</u>	<u>\$ (0.18)</u>	<u>\$ (0.04)</u>
Weighted Average Number of Shares Outstanding During the Period – Basic	<u>18,563,574</u>	<u>19,471,380</u>	<u>19,221,050</u>	<u>19,474,165</u>
Diluted net earnings (loss) per Ordinary share	<u>\$ 0.07</u>	<u>\$ (0.08)</u>	<u>\$ (0.18)</u>	<u>\$ (0.04)</u>
Weighted Average Number of Shares Outstanding During the Period – Diluted	<u>18,734,337</u>	<u>19,471,380</u>	<u>19, 221,050</u>	<u>19,474,165</u>

**CONSOLIDATED STATEMENTS OF INCOME (Cont.)**

U.S. dollars in thousands, except per share data

**Reconciliation of GAAP to NON-GAAP Operating Results**

To supplement the consolidated financial statements presented in accordance with generally accepted accounting principles in the United States ("GAAP"), the Company uses non-GAAP measures of operating results, net income and earnings per share, which are adjusted from results based on GAAP to exclude net profit or loss from other than temporary impairment of available for sale marketable securities, the expenses recorded for stock compensation in accordance with ASC 718, deferred tax asset write-down, amortization of purchased intangibles, acquisition-related costs and acquisition-related restructuring expenses, net. These non-GAAP financial measures are provided to enhance overall understanding of the current financial performance and prospects for the future. Specifically, the Company believes the non-GAAP results provide useful information to both management, and investors as these non-GAAP results exclude other than temporary impairment of available for sale marketable securities, the expenses recorded for stock compensation in accordance with ASC 718, deferred tax asset write-down, amortization of purchased intangibles, acquisition-related costs and acquisition-related restructuring expenses, net that the Company believes are not indicative of the core operating results. Further, these non-GAAP results are one of the primary indicators management uses for assessing the Company's performance, allocating resources and planning and forecasting future periods. These measures should be considered in addition to results prepared in accordance with GAAP, but should not be considered a substitute for or superior to GAAP results. These non-GAAP measures may be different than the non-GAAP measures used by other companies.

The following table reconciles the GAAP to non-GAAP operating results:

	Three months ended					
	December 31, 2010			December 31, 2009		
	(Unaudited)					
	GAAP results (as reported)	Non-GAAP Adjustment (*)	Non-GAAP results	GAAP results (as reported)	Non-GAAP Adjustment (*)	Non-GAAP results
Gross profit	\$ 19,377	\$ 21	\$ 19,398	\$ 17,956	\$ 71	\$ 18,027
Total operating costs and expenses	\$ 17,905	\$ (1,503)	\$ 16,402	\$ 15,459	\$ (1,543)	\$ 13,916
Operating income	\$ 1,472	\$ 1,524	\$ 2,996	\$ 2,497	\$ 1,614	\$ 4,111
Income before taxes on income	\$ 1,645	\$ 1,558	\$ 3,203	\$ 3,090	\$ 1,614	\$ 4,704
Net income (loss)	\$ 1,367	\$ 1,558	\$ 2,925	\$ (1,533)	\$ 5,954	\$ 4,421
Basic net earnings (loss) per Ordinary share	\$ 0.07	\$ 0.09	\$ 0.16	\$ (0.08)	\$ 0.31	\$ 0.23
Diluted net earnings (loss) per Ordinary share	\$ 0.07	\$ 0.09	\$ 0.16	\$ (0.08)	\$ 0.31	\$ 0.23

**(\*) Reconciliation of GAAP to Non-GAAP measures (Unaudited)**

	Three months ended	
	December 31,	
	2010	2009
	Unaudited	
GAAP net income (loss)	\$ 1,367	\$ (1,533)
Share-based compensation	783	1,034
Deferred tax asset write-down	-	4,340
Acquisition-related costs	-	580
Acquisition-related restructuring expenses, net	262	-
Amortization of purchased intangibles	479	-
Other than temporary impairment of available for sale marketable securities	34	-
Non-GAAP net income	\$ 2,925	\$ 4,421
Non-GAAP diluted net income per Ordinary share	\$ 0.16	\$ 0.23

**CONSOLIDATED STATEMENTS OF INCOME (Cont.)**

U.S. dollars in thousands, except per share data

	Twelve months ended					
	December 31, 2010			December 31, 2009		
	(Unaudited)					
	GAAP results (as reported)	Non-GAAP Adjustment (*)	Non-GAAP results	GAAP results (as reported)	Non-GAAP Adjustment (*)	Non-GAAP results
Gross profit	\$ 69,901	\$ 129	\$ 70,030	\$ 63,627	\$ 331	\$ 63,958
Total operating costs and expenses	\$ 72,739	\$ (7,367)	\$ 65,372	\$ 60,630	\$ (4,573)	\$ 56,057
Operating income (loss)	\$ (2,838)	\$ 7,496	\$ 4,658	\$ 2,997	\$ 4,904	\$ 7,901
Income (loss) before taxes on income	\$ (1,838)	\$ 7,801	\$ 5,963	\$ 4,716	\$ 5,459	\$ 10,175
Net income (loss)	\$ (3,424)	\$ 7,801	\$ 4,377	\$ (774)	\$ 9,799	\$ 9,025
Basic net earnings (loss) per Ordinary share	\$ (0.18)	\$ 0.41	\$ 0.23	\$ (0.04)	\$ 0.50	\$ 0.46
Diluted net earnings (loss) per Ordinary share	\$ (0.18)	\$ 0.41	\$ 0.23	\$ (0.04)	\$ 0.50	\$ 0.46

**(\*) Reconciliation of GAAP to Non-GAAP measures (Unaudited)**

	Twelve months ended	
	December 31,	
	2010	2009
	Unaudited	
GAAP net income (loss)	\$ (3,424)	\$ (774)
Share-based compensation	2,625	4,324
Deferred tax asset write-down	-	4,340
Amortization of purchased intangibles	1,785	-
Acquisition-related costs	364	580
Acquisition-related restructuring expenses, net	2,722	-
Other than temporary impairment of available for sale marketable securities	305	555
Non-GAAP net income	\$ 4,377	\$ 9,025
Non-GAAP diluted net income per Ordinary share	\$ 0.23	\$ 0.46

**CONSOLIDATED BALANCE SHEETS**

U.S. dollars in thousands, except per share data

	<b>December 31, 2010</b>	<b>December 31, 2009</b>
	<b>Unaudited</b>	<b>Audited</b>
<b>ASSETS</b>		
<b>CURRENT ASSETS:</b>		
Cash and cash equivalents *)	\$ 17,753	\$ 40,289
Short-term bank deposits *)	47,792	55,352
Short-term marketable securities *)	14,897	4,713
Trade receivables	15,137	11,712
Other accounts receivable and prepaid expenses	7,083	5,552
Inventories	2,556	980
Total current assets	<u>105,218</u>	<u>118,598</u>
<b>LONG-TERM INVESTMENTS AND RECEIVABLES:</b>		
Long-term marketable securities *)	35,943	25,699
Long-term prepaid expenses	1,055	2,310
Severance pay fund	7,662	6,242
Long-term deferred tax asset	1,488	1,533
Total long-term investments and receivables	<u>46,148</u>	<u>35,784</u>
Property and equipment, net	<u>4,573</u>	<u>4,649</u>
Goodwill	<u>4,747</u>	<u>2,966</u>
Other intangible assets, net	<u>4,925</u>	<u>-</u>
Total assets	<u><u>\$ 165,611</u></u>	<u><u>\$ 161,997</u></u>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
<b>CURRENT LIABILITIES:</b>		
Trade payables	\$ 3,499	\$ 1,475
Deferred revenues	7,938	8,064
Accrued expenses and other accounts payable	19,057	12,146
Total current liabilities	<u>30,494</u>	<u>21,685</u>
Accrued severance pay	<u>8,776</u>	<u>7,299</u>
Total liabilities	<u>39,270</u>	<u>28,984</u>
<b>SHAREHOLDERS' EQUITY:</b>		
Ordinary shares of NIS 0.1 par value	234	234
Additional paid-in capital	149,121	145,998
Treasury stock	(39,745)	(32,970)
Accumulated other comprehensive income	(276)	(842)
Retained earnings	17,007	20,593
Total shareholders' equity	<u>126,341</u>	<u>133,013</u>
Total liabilities and shareholders' equity	<u><u>\$ 165,611</u></u>	<u><u>\$ 161,997</u></u>
*) Total cash and liquid investments	<u><u>\$ 116,385</u></u>	<u><u>\$ 126,053</u></u>

**CONSOLIDATED STATEMENTS OF CASH FLOWS**

U.S. dollars in thousands

	Twelve months ended December 31,	
	2010	2009
	<u>Unaudited</u>	<u>Audited</u>
<u>Cash flows from operating activities:</u>		
Net loss	\$ (3,424)	\$ (774)
Adjustments to reconcile net income (loss) to net cash provided by operating activities:		
Depreciation and amortization	4,724	3,153
Accrued interest, amortization of premium and accretion of discount on marketable securities and bank deposits, net	(365)	421
Amortization of deferred stock compensation	2,625	4,324
Tax benefit relating to loss carryforwards resulting from exercise of stock options	(497)	(567)
Gain on sale of property and equipment	-	(1)
Decrease (increase) in trade receivables, net	(3,425)	2,406
Increase in other accounts receivable and prepaid expenses	(1,033)	(1,000)
Decrease (increase) in inventories	(1,476)	205
Decrease (increase) in long-term prepaid expenses	1,255	(1,032)
Decrease (increase) in deferred tax asset	(136)	4,406
Increase (decrease) in trade payables	2,024	(577)
Decrease in deferred revenues	(126)	(245)
Increase (decrease) in accrued expenses and other accounts payable	5,800	(3,120)
Accrued severance pay, net	57	(343)
Net cash provided by operating activities	<u>6,003</u>	<u>7,256</u>
<u>Cash flows from investing activities:</u>		
Proceeds from redemption of marketable securities	23,490	32,495
Purchase of marketable securities	(43,285)	(31,490)
Proceeds from withdrawal of bank deposits	50,512	169,875
Purchase of bank deposits	(42,971)	(173,490)
Purchase of property and equipment	(2,862)	(2,103)
Payment for the acquisition of Aethra	(6,984)	-
Proceeds from sale of property and equipment	-	2
Net cash used in investing activities	<u>(22,100)</u>	<u>(4,711)</u>
<u>Cash flows from financing activities:</u>		
Purchase of treasury stock	(7,131)	(1,141)
Exercise of options by employees	195	446
Tax benefit related to exercise of stock options	497	567
Net cash used in financing activities	<u>(6,439)</u>	<u>(128)</u>
Increase (decrease) in cash and cash equivalents	(22,536)	2,417
Cash and cash equivalents at beginning of period	40,289	37,872
Cash and cash equivalents at end of period	<u>\$ 17,753</u>	<u>\$ 40,289</u>

installation required. Connectivity to telepresence, video conferencing room and desktop systems, along with mobile and standard phones is now available directly through Sametime.

**Unified Video Conferencing Address Book** – Many video conferencing deployments have a variety of endpoints from different vendors. This presents a significant challenge to administrators in managing their address books and updating them. With iVIEW SCOPIA Management Suite, administrators can update the address books for all their video conferencing systems with a single entry from either Microsoft Active Directory or IBM Lotus Domino. This capability is supported for the most popular endpoints available from RADVISION, Logitech/LifeSize, Polycom, Sony and Tandberg.

**Enhanced Network Error Handling** – Along with RADVISION's current implementation of H.264 SVC, which provides a dramatically high degree of error resiliency, SCOPIA V7.5 has added additional capabilities to further improve performance over Internet connections. NetSense adapts the bandwidth used to a lower rate before packet loss actually affects call quality through a sophisticated prediction technique. In the event that errors do occur, potentially affecting call quality, SCOPIA V7.5 implements superior error handling through sophisticated Reed-Solomon error correction. When network conditions improve, NetSense restores the call to the original bandwidth utilized. The sum of these capabilities is engineered to provide the best quality experience possible.

“SCOPIA V7.5 reflects RADVISION's ongoing drive to deliver the easiest to use solutions, providing the highest quality experience at the most affordable prices in the market,” said Roberto Giamagli, General Manager, Video Business Unit for RADVISION. “For those customers seeking to enhance their productivity and competitive edge, the end-to-end solutions offered by SCOPIA V7.5 along with the recently introduced SCOPIA XT1000 HD room and SCOPIA VC240 desktop systems are the right solutions at the right time.”

RADVISION will be demonstrating the new SCOPIA V7.5 solution at IP Convergence 2010 in Paris, October 19 – 21, Porte de Versailles, hall 4, booth F32.

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#### **About RADVISION**

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## PRESS RELEASE

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### **RADVISION EXPANDS VIDEO CONFERENCING DISTRIBUTION CHANNEL IN INDIA**

*Virtual Netcomm Pvt. Ltd. to Distribute SCOPIA Video Conferencing Product Line*

**TEL AVIV, February 14, 2011 – RADVISION® Ltd. (Nasdaq: RVSN)**, a leading technology and end-to-end solution provider for unified visual communications including video network infrastructure, developer tools and high definition (HD) room, desktop and mobile video conferencing systems, today announced that Virtual Netcomm Pvt. Ltd. will distribute RADVISION's SCOPIA line of innovative [video conferencing solutions](#) throughout India.

[Virtual Netcomm Pvt. Ltd.](#) is one of the companies of Virtual Group – a premier value-added distribution house offering best-in-class solutions focused on IT security, WAN optimization and networking. Headquartered in Ahmedabad, India, Virtual Group has a network of sales and support offices in Bangalore, Chennai, Delhi, Hyderabad and Mumbai with overseas operations in Bangladesh, Indonesia, Malaysia, Sri Lanka, Singapore and Dubai. Virtual Group offers systems integrators, solution providers and channel partners a carefully chosen suite of complementary solutions from world-class vendors.

“We are very excited with this tie up with RADVISION,” said Mr. Rajendra Shah, Director and Group CEO of Virtual Group. “Video conferencing solutions are definitely the next big wave of change. With RADVISION offering the broadest and most complete set of video conferencing solutions, we are confident that our customers will benefit from the increased range of products and solutions we offer while creating increased market opportunities for our channel partners.”

RADVISION's latest innovations including [high performance room systems](#), unmatched [telepresence](#) and [desktop communications](#), and [mobile conferencing solutions](#) are key examples of RADVISION's transformation from an infrastructure provider to delivering a full portfolio of video conferencing products. This expansion of RADVISION's product portfolio places a new focus on channel partners as an essential part of its overall end-to-end solution strategy.

“We are very pleased that Virtual Netcomm has joined forces with us in offering the SCOPIA line of video conferencing solutions,” said Eitan Livne, General Manager, RADVISION Asia Pacific. “This distribution agreement further broadens our channel footprint in India as Virtual Netcomm reaches out to our SMB and enterprise customers in this region.”

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**RADVISION SHOWCASES INTEROPERABILITY WITH MICROSOFT LYNC PLATFORM AT ENTERPRISE CONNECT**

*RADVISION SCOPIA Video Gateway for Microsoft Lync Will be Available in March 2011*

**ORLANDO Enterprise Connect and TEL AVIV, February 28, 2011 – RADVISION® Ltd. (Nasdaq: RVSN)**, a leading technology and end-to-end solution provider for unified visual communications, today announced that it is demonstrating video conferencing and telepresence interoperability with Microsoft Lync 2010 through the new RADVISION [SCOPIA Video Gateway](#) for Microsoft Lync at Enterprise Connect in Orlando. General availability is planned for March 2011.

“The SCOPIA Video Gateway provides a flexible connectivity solution for Lync users who want to incorporate their room video conferencing systems into the Lync environment,” said Roberto Giamagli, General Manager, Video Business Unit for RADVISION. “In effect, the Gateway allows any standards-based video conferencing room or telepresence solution to be compatible with Lync, expanding users’ choice and flexibility of which video systems they can use within their Lync UC environment.”

With the SCOPIA Video Gateway, Lync desktop users can now conference with standards-based [video conferencing systems](#) in HD quality video without compromising their familiar Lync experience. The SCOPIA Video Gateway offers investment protection for organizations deploying Microsoft Corp.’s UC solution as companies can easily utilize their existing deployments of [telepresence](#) and [conference room video systems](#) within the Lync environment without the need to upgrade them.

The SCOPIA Video Gateway is designed with a new architecture to meet the ease of use, scalability and affordability requirements of the broad UC market. Presence reflection is displayed in the Lync contact list for any H.323 system, allowing users to make efficient communications choices directly from Lync. Enterprise security is maintained through TLS and SRTP, while also providing firewall traversal for seamless connectivity across corporate boundaries. SCOPIA Video Gateway deployments can grow from a small workgroup to an entire enterprise with unlimited scalability and dynamic resource allocation.

“RADVISION’s SCOPIA Video Gateway provides a valuable solution for Lync customers who want to incorporate their existing video conferencing deployments,” said Yancey Smith, Director of Product Management, Microsoft Lync. “With the Lync and SCOPIA solutions, customers can harness the ease-of-use, flexibility and familiarity of Lync while leveraging their existing deployments of telepresence and conference room video systems.”

“With RADVISION’s new SCOPIA Video Gateway, we will be able to deliver to our users more flexibility by combining Microsoft Lync at the desktop and video conferencing room systems for a fully integrated UC solution,” said Nathan Gardiner, Director of Advanced Video Collaboration Centre. “Deploying RADVISION’s Gateway means our users don’t have to compromise either their Lync or their conference room video experience.” Advanced Video Collaboration Centre is a national non-profit center dedicated to facilitating, enhancing and encouraging the use of popular video collaboration technologies in all aspects across New Zealand’s Universities and Crown Research Institutes.

“Many Microsoft UC customers want to integrate Lync’s desktop video with their existing video room systems and infrastructure,” said Andrew W. Davis, Senior Analyst & Partner at Wainhouse Research. “RADVISION’s SCOPIA Video Gateway allows the existing installed base of video conferencing systems to work with Lync as-is, without requiring modifications or upgrades. The gateway method can save an organization a considerable amount of time and money by easily connecting the systems and infrastructure already deployed to the new Lync environment.”

To view a demonstration of the SCOPIA Video Gateway for Microsoft Lync, visit Microsoft’s booth #808 or RADVISION’s booth #311 at Enterprise Connect starting today. RADVISION will also be exhibiting additional innovative SCOPIA video conferencing solutions in the RADVISION booth. Orders for the SCOPIA Video Gateway for Microsoft Lync are being accepted immediately with expected customer deliveries in March.

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