

## **FOR IMMEDIATE RELEASE**

### **CONTACT:**

Shanley Stern Gravel  
+1-917-515-4548  
[shanley.gravel@teliris.com](mailto:shanley.gravel@teliris.com)

Hana Jeddy  
+1-917-355-0026  
[hana.jeddy@teliris.com](mailto:hana.jeddy@teliris.com)

## **TELEPRESENCE LEADER TELIRIS RECEIVES \$11 MILLION IN NEW CAPITAL FROM FIDELITY VENTURES AND COLUMBIA CAPITAL**

### ***Investment Will Help Drive Telepresence Innovation and Market Leadership As Telepresence Deployments Continue to Grow***

**New York, N.Y. (February 9, 2009)** -- Teliris, the leading provider of telepresence solutions, announced today it has secured \$11 million in new equity capital from Fidelity Ventures, Columbia Capital and an additional strategic investor. This investment is in addition to the Fidelity Ventures and Columbia Capital initial \$40 million funding in 2007.

Teliris will use the additional funding to capitalize on increased demand for its current products and services, as well as fund research and development (R&D) projects.

"Teliris has secured the leading position in both innovation and deployments within the telepresence industry," said Anne Mitchell, Fidelity Ventures partner and Teliris board member. "Since our initial investment, Teliris has experienced record sales growth, hired key executives, significantly increased its marketing, sales and R&D teams, and expanded its footprint to over 30 countries."

"Even in today's challenging economic environment, Teliris customers are finding that strategic investments in technology solutions and services can save costs and spur growth through increased and more efficient collaboration," said Dr. S. Ann Earon, president of Telemanagement Resources International Inc.

"I believe Teliris continues to be extremely well-positioned to shape the future of the industry," said John Siegel, Columbia Capital partner and Teliris board member. "This investment is a testament to Teliris' consistently strong ability to deliver impactful and measurable ROI results to each and every customer."

"We welcome our newest investor aboard during this exciting time for Teliris," said Marc Trachtenberg, Teliris CEO and co-founder. "This new round of financing will help us continue to innovate and build upon our unique market-leading telepresence and collaboration platforms."

Since 1999, Teliris Telepresence has provided its diverse customers with the most flexible, reliable and cost-effective solution on the market. Its fifth generation portfolio is built on the core of Teliris VirtuaLive™ Telepresence technology. Leading the industry, Teliris' technology features the only available interoperability option to

connect between different telepresence solutions, a natural multipoint meeting experience and virtual vectoring for accurate eyelines.

**About Teliris:**

Teliris implements the world's most widely deployed fully managed telepresence solutions, realistically replicating the human dynamics of an in-person meeting. Teliris has deployments in over 30 countries with the largest installed base of Global 2000 companies, including Lazard, Pearson plc, GlaxoSmithKline, and Royal Bank of Scotland, XChanging and Merck, among others. Headquartered in New York and London, the company delivers the most immersive and natural virtual meeting experience with end-to-end integration and an unparalleled 99%+ availability guarantee. For further information regarding Teliris, visit the company's web site at [www.teliris.com](http://www.teliris.com) or email Teliris at [info@teliris.com](mailto:info@teliris.com).