

## **Press release**

### **Konetica telepresence partnership slashes travel costs and maximises billable time for legal sector**

#### ***Konetica and Teliris announce joint partnership***

**London, 2 December 2008** – Managed IT service provider to the legal sector, Konetica today announced a new partnership with Teliris, the leading provider of immersive telepresence solutions, to help law firms cut travel costs and increase efficiencies through the use of the most advanced telepresence technology available on the market today.

The partnership with Teliris underlines Konetica's commitment to delivering the most comprehensive and dynamic IT services to the legal sector. Through the partnership, Konetica customers will have access to Teliris Telepresence as well as Teliris' fully managed service that guarantees over 99 percent reliability and provides customers with enhanced business continuity.

Based on Teliris and Konetica's shared belief that telepresence acts as a differentiator for client service, the strategic partnership will change the way lawyers work with their clients through increasing efficiency, cutting travel costs and carbon emissions, as well as improving work-life balance for employees.

Malcolm Simms, Founder and director of Konetica, comments, *"Our partnership with Teliris will help legal firms drive profits by building client relationships and expanding the amount of time legal firms have for conducting business both locally and internationally."*

*"A typical Teliris Telepresence room is used on average for up to eight hours and over five meetings per day. This translates not only into savings on travel and accommodation but also into more billable hours available to the firm."*

Martyn Lewis, EU Chairman of Teliris, adds, *“We are excited to be working with Konetica because it understands the legal market and the value our technology brings. This is a solid partnership in that we both offer premium services that enhance our client’s reputations and deliver commercial and operational value as well as flexibility.”*

Teliris and Konetica are already working collaboratively on a number of joint pilots within the legal market and will be hosting a legal round table interest group early in 2009. For more information please visit [www.teliris.com](http://www.teliris.com) or [www.konetica.com](http://www.konetica.com).

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### **About Konetica**

Konetica is a managed IT service that provides a high-touch premium service to law firms. Konetica was founded by Richard Leonard and Malcolm Simms in 2008 and is the only company of its kind to offer end to end manage IT services specifically blended for the legal sector.

Konetica understands the unique dynamics of a partnership and as such manages IT infrastructures which work provide IT expertise round the clock and systems and processes which are tuned for the heavy demands of law firms.

With the anchorage to broker the best deals with vendors and the expertise and agility to flex its managed service to the needs of individual law firms, Konetica offers the best value managed IT service for the legal sector.

### **About Teliris:**

Founded in 2001, Teliris implements the world’s most widely deployed fully managed telepresence and remote collaboration 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, 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 [www.teliris.com](http://www.teliris.com) or email [info@teliris.com](mailto:info@teliris.com).

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## **Telepresence in Practice**

The following is a fictional example of how Teliris Telepresence solutions could be successfully applied in a legal setting:

Abel Joules & Cohen LLP is an international law firm with offices in 12 countries. Although its head office is based in central London, AJ&C also has offices in regional hubs, Manchester and Birmingham.

Birmingham property tycoon, Gail Fearney is looking to expand her portfolio buying up land owned by Dubai Securities for development. However, she needs to secure further funding through a partnership with a London property firm and a private individual from Singapore.

During the final stages of the sale, it is uncovered that a Dubai farmer owns part of the land, so additional rights and contracts must be drawn up to secure the piece of land.

Lead partners for the deal at AJ&C's London office use the Teliris's multi-touch surface computing solution, called the Teliris InterACT TouchTable, to instantaneously upload and share existing contracts and agreements. Parties in London, Birmingham and Dubai link up via the Teliris VirtualLive Telepresence system to hold a crisis meeting, drawing up amends to agreements in real-time through Teliris InterACT TouchTable. AJ&C then brings in Singaporean agents through Teliris VirtualLive Telepresence to talk through the amends and fully complete due diligence.

Although extra hours of the law firm's time are required to ensure the completion, AJ&C are instrumental in ensuring that this complex international issue is still completed within deadline.