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## Teliris

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### EMERGING TECHNOLOGIES DRIVE NEW WAVE OF ENHANCED VIDEOCONFERENCING SOLUTIONS

*New Report from Wainhouse Research Documents Advances in Replicating 'In-Person' Meeting Experience Teliris VirtuaLive™ Cited as Current Industry Leader*

New York, NY (September 12, 2005) – Emerging technologies are driving a new wave of videoconferencing solutions capable of enhancing the traditional visual collaboration experience, concludes a new report, “Emerging Technologies for Teleconferencing and Telepresence,” prepared by Ira M. Weinstein, a Senior Analyst at Wainhouse Research.

According to the report, technological innovations that foster eye contact, improve audio/video quality and enhance multi-location video meetings offer the potential to increase business productivity and overcome a weakness of traditional videoconferencing systems: that they often fail to provide a natural and comfortable meeting experience for the participants.

Teliris Ltd., which offers VirtuaLive™, a fully managed life-like videoconferencing service, currently leads the integrated telepresence solution industry in terms of systems installed and orders-in-hand, according to Wainhouse Research, which states: “With 50+ systems already installed and under management, and a \$15M backlog of pending orders and long-term contracts, Teliris appears to be the current commercial leader in this market space.”

The report explains that telepresence vendors attribute cost savings and productivity gains to an improved executive experience with visual collaboration systems and, consequently, an increased willingness to rely on these solutions. Supporting this rationale, the white paper notes that Teliris reports utilization of its VirtuaLive™ system at approximately 60 hours per month, whereas the comparable level for traditional videoconferencing solutions is just 10-15 hours per month. “Obviously, if the systems are used more often, additional travel saving occur and decisions are made faster,” explains Robert Warshaw, CEO, Teliris.

“Global competitive pressures are encouraging companies to operate with distributed work groups,” adds Warshaw. “We have found that using the VirtuaLive™ system becomes a vitally important, culturally ingrained behavior within an organization. It truly creates the ability to walk down the corridor and meet with anyone else in the company, no matter where he or she is located.”

A critical issue with traditional videoconferencing solutions, according to the report, is the ability to effectively link together more than two sites. Many systems employ a single video display per room. In these cases, screen space is subdivided into a matrix of small images, diminishing the life-like quality of the meeting. Some vendors have addressed the problem with a multi-screen configuration. The report notes that Teliris' innovative multi-screen, virtual vectoring approach distributes the images from remote locations over multiple displays and effectively orients eye sightlines in a way that makes each remote participant appear to be looking at the individual speaking. "The result is a multi-site meeting experience that more closely resembles an in-person experience," according to Wainhouse Research.

"We are pleased to see independent research that validates the uniqueness of our proprietary virtual vectoring technology," said Warshaw. "High quality systems that closely replicate an in-person experience can have an enormously positive impact on productivity."

Summing up the research, Wainhouse Research notes that "the emergence of centralized management systems and managed service provider offerings has given enterprises much-needed options for managing their global conferencing environments." The report concludes by saying, "there are many reasons to be optimistic about the future of visual collaboration in the enterprise."

#### About Teliris Ltd.:

Founded in 2001, Teliris Ltd. provides the most life-like videoconferencing environment available in the marketplace -- a fully managed system that virtually replicates the human dynamics of a live meeting. Headquartered in New York and London, the company combines a highly secure, reliable technology platform with a proprietary vectored room configuration, offering businesses a more effective way to communicate and collaborate worldwide. The company's clients include GlaxoSmithKline, Lazard, Pearson plc and Vodafone, among others. For further information regarding Teliris, visit the company's web site at [www.teliris.com](http://www.teliris.com).