

VisionsConnected launches first non-proprietary solution for Managed Video Services

VisionsConnected announces the first global non-proprietary solution for inter-company telepresence and videoconferencing. For the first time, Cisco CTS, TANDBERG Telepresence T3, and Polycom TPX/RPX users will be able to collaborate regardless of the platform or network. With the introduction of this managed solution, based on a monthly cost model, enterprises can start saving cost even quicker because they don't have to invest in dedicated IT infrastructure. This standards-based Managed Video Service allows enterprises to collaborate internally and externally across differing video and telepresence systems. This service offers interoperability from the desktop to the telepresence suite for calls between two systems as well as multiple systems at the same time.

Flexibility

This enterprise-wide and business-to-business collaboration is made possible by VisionsConnected managed services and independent MPLS networks. The VisionsConnected Video Exchange enables telepresence calls between different company networks. The combination of VisionsConnected managed concierge and network services with standards-based telepresence, room and personal video systems, gives customers easy to use, low cost, high performance reliability and high-definition video. With this solution, locations can be connected and up and running within 30 days. The return-on-investment depends on the actual travel expenditure, and varies from only months to one year.

Collaboration

Raymond Alves, CEO of VisionsConnected, said: "Telepresence is all about collaboration. We are helping companies maximize their investment in videoconferencing technology by allowing them to collaborate both within their own business and across networks with partners, suppliers, customers and others, around the globe. With this managed solution we offer enterprises an easy and cost effective way to use HD videoconferencing services without having to invest in expensive dedicated IT infrastructure."

Growth

Raymond Alves continues: "After displaying only modest growth in the past few years, videoconferencing and Telepresence is now rapidly gaining momentum. The customer perception of videoconferencing has also become much more positive, due to its increased capabilities delivered through far higher picture resolution, improved sound quality, ease of use and connectivity via the Internet. These enhancements to the technology have helped to shake off the old image of videoconferencing as a difficult to use – and sometimes unreliable – communications technology. The growth in telepresence has largely been driven by the introduction of higher quality products, reduced broadband prices and the need for senior executives to cut costs associated with business travel. Reducing CO2 emission is another contributing factor. "