



**FOR IMMEDIATE RELEASE**

**Intermedia to represent VCS training courses and services in EMEIA**

**Two New Voice and Video-over-IP Courses for June and August**

**LONDON, England (June 4th, 2003)** – Intermedia, a leading, sales and marketing agency in the European video communications industry announced today that they will represent the range of training courses and services from Video Conferencing Services Ltd.(VCS).

Video resellers and dealers that make up Intermedia’s channel throughout Europe, the Middle East, India and Africa will be able both to sell and attend VCS course through Intermedia.

“I am very pleased that Intermedia can now offer VCS training to our reseller partners”, said Doug Pidduck, Intermedia’s Executive Director, “I have attended VCS courses in the past and I have found them an invaluable use of my time. Channel and end-users alike can benefit significantly from VCS’s unrivalled experience and knowledge”

VCS has been delivering industry-leading training to both end-users and suppliers for the past 5 years. “Our experience shows that those end-user companies that have successfully implemented videoconferencing technologies, have invested in structured training and support services delivered to the right staff and at the right time“, said Liz Helyer, Director of VCS.

VCS courses include End-user training, System Administrator Training, Advanced User, Train the Teacher and Presentation Skills.

**Two New Courses Scheduled**

“Designing and Implementing Voice and Video over IP Networks” is aimed at both sales and technical staff involved in the more traditional ISDN videoconference world who need to offer complete videoconference support for IP. Recommended by manufacturers, the course provides detailed training on the standards and protocols used in IP networks and is suitable for staff with little or no network experience as well as the more experienced. This course is available on site and through open sessions across Europe.

**Open courses**

25th-26th June 2003

13th-14th August 2003

Luton, UK

Munich, Germany

648\* Euros

450\* GBP

\*VAT may apply

more/..

VCS concentrates on training and consultancy without selling hardware making them the perfect addition to a reseller's portfolio of services to customers.

For full details of any course please visit [www.intermedia-cs.co.uk](http://www.intermedia-cs.co.uk)

**About Intermedia**

*Based in London in the United Kingdom, Intermedia provide channel sales and marketing services in Europe, the Middle East, India and Africa (EMEIA) to overseas manufacturers. The company focuses on the video communications industry encompassing videoconferencing, video streaming and related products. Intermedia's web site can be found at [www.intermedia-cs.co.uk](http://www.intermedia-cs.co.uk)*

**About Video Conference Services Limited**

*Based in the UK with affiliates worldwide, VCS offer a complete consultancy and training solution for customers both large and small. VCS do not sell hardware or take commission so you can guarantee that advice is right for you and not related to a commission cheque. Video Conference Services Ltd web site can be found at <http://www.vcs-ltd.com/>*

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