

intermedia

Intermedia Consultancy Services

Tel: +44 1983 754609

Fax: +44 1983 756945



Tel: 512-821-7000

Fax: 512-821-7001

VTEL Products Corporation
9208 Waterford Centre Blvd.
Austin, TX 78758
www.vtel.com

FOR IMMEDIATE RELEASE

VTEL Names Intermedia Channel Management Partner in EMEIA

Austin, Texas (USA) and London, UK (September 19, 2002) - VTEL Products Corporation, a leading manufacturer of PC-integrated videoconferencing systems, and Intermedia Consultancy Services, a European videocommunications channel and sales development agency, have announced the formation of a channel marketing and sales partnership for Europe, the Middle East, India and Africa (EMEIA).

In-Time-Zone Support

Under the agreement, Intermedia will represent VTEL exclusively in the region providing channel management, development, and sales and marketing support to VTEL's EMEIA channel community of over 60 primary resellers and hundreds of dealers.

"In the modern world of high-speed business, it's so important to be able to provide your channel partners with in-time-zone support. I am delighted that VTEL have concluded that the best way for them to deliver that support in EMEIA is through Intermedia," said Intermedia's CEO, Doug Pidduck. "Intermedia's sales support desk for VTEL EMEIA is fully up and running and already assisting the VTEL channel partners to win business with VTEL products," he added.

more 2/...

New *Vista*™ Product Line Rolls Out

The agreement is timed to coincide with the shipping of VTEL's new *Vista*™ product line. VTEL was the first company to build videoconferencing and collaboration products based on an industry-standard PC and has in excess of 35,000 endpoints in use around the world. *Vista* media station is the latest iteration now delivering high-end performance in portable/set-top, rack-mount, and roll-about configurations at highly competitive pricing.

"VTEL is extremely pleased to be working with Intermedia, and it gives us great confidence for the future prospects of the new *Vista* product line knowing that we have such an experienced team looking after our valued channel partners and end users in the EMEIA region," commented Dan Nix, VTEL's Executive Vice President, Sales & Marketing. "We want our international customers to find VTEL to be easy to do business with. I am excited to be working again with Intermedia executives Doug Pidduck and Carole McFarlane who have both worked for VTEL in EMEIA in the past and who played a major part in building VTEL's channel partner network in that region," Nix added.

About VTEL Products Corporation

Based in Austin, Texas, VTEL Products Corporation is a leading manufacturer of PC-integrated videoconferencing systems. VTEL provides high-quality, easy-to-use and affordable videoconferencing network solutions to education, government, and corporate customers worldwide. Visit the VTEL website at www.vtel.com.

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

#####

For more information:
VTEL Products Corp.
James G. Rank
+1 (512) 821-7027 (U.S.A.)
jim_rank@vtel.com

Intermedia Consultancy Services
Doug Pidduck
+44 1983 754609 (U.K.)
dougp@intermedia-cs.co.uk

VTEL, the VTEL logo, and *Vista* are trademarks of VTEL Products Corporation.