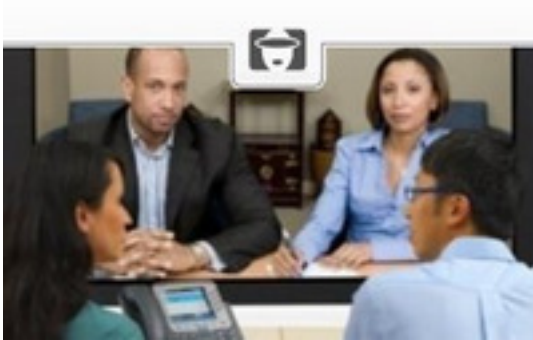


Talk & Vision and IVCi Grow Strategic Relationship

Written by Bob Snyder
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Talk & Vision, a provider of visual collaboration solutions and managed conferencing services throughout the EU, expands its strategic partnership with IVCi, LLC, a leading integrator of high definition video conferencing and telepresence solutions, audio visual systems, and managed conferencing services in USA.

This expansion will tightly integrate the joint Video Network Operation Centers as well as enhance service and support options for both IVCi and Talk & Vision's customers.

"Our US customers have been increasing their presence into Europe at a rapid pace. As a result, they see video conferencing and telepresence as a key strategic component to a successful expansion," says Chris Boettger, IVCi's Senior VP Managed Services.

"The expanded partnership with IVCi is the result of numerous successful joint activities that we have carried out in the past seven years," says Maarten van Heck, Talk & Vision's Professional Services Manager. "Our corporate values are well aligned; personal approach, flexibility and the importance of specialized skills are key parameters. We expect a sharp rise in demand for global videoconferencing applications. Backed by this partnership, we can respond faster and with greater expertise."

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