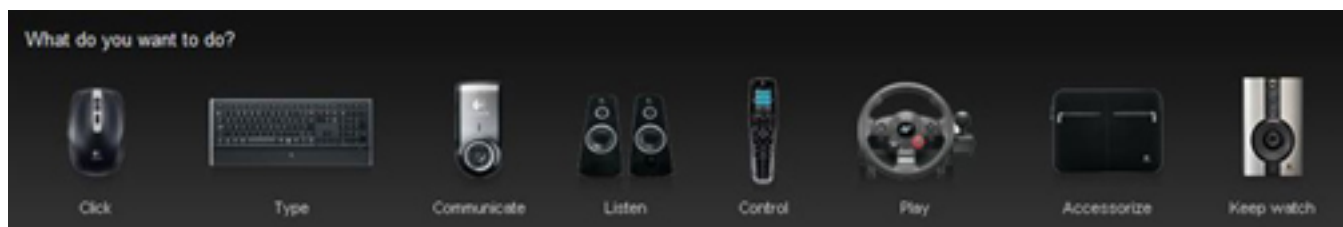


Logitech to Buy LifeSize

Written by Bob Snyder
14 November 2009

For \$405 million, LifeSize will become part of Logitech (yes, the mouse company, Logitech).

Why? Well, over the past three years, the giant computer peripherals maker Logitech has quietly become one of the largest HomeAV remote control providers in the world. And, they also have a media server, too. So, they've been in Home AV. Now, they make a foray in ProAV – or, what is more likely their vision: a convergence of HomeAV and ProAV via videoconferencing.



In November 2008, Logitech acquired SightSpeed for \$30 million in cash, providing Logitech with video calling technology and a SW development team that hoped to create an enthusiastic video calling experience in the home.

Logitech's current product range encompasses a wide variety of personal peripherals (both cordless and corded), with special emphasis on products for PC navigation, gaming, Internet communications, digital music and home-entertainment control.

Here's a letter co-written by both company presidents:

We're delighted to announce that LifeSize will soon be joining Logitech.

Our two companies share a vision for the role of video in business and professional communication, believing that anywhere there is voice there should be video. That means

Logitech to Buy LifeSize

Written by Bob Snyder
14 November 2009

offering a life-like, HD-video communication experience that is as seamless and mainstream as a telephone call – not just in the board room for a select few, but in any meeting room in the enterprise, as well as at one's office desk or while telecommuting from home.

LifeSize started this journey with many of you more than five years ago. And together we have changed the landscape of workplace collaboration and built relationships with more than 9000 customers around the world.

It's time to go farther. Logitech, the world leader in webcams and a pioneer in the development of PC-based video calling, is a natural fit for LifeSize – from a business, innovation and cultural perspective.

With Logitech's backing, LifeSize will be able to scale more effectively to deliver technology solutions to more customers and partners around the world. And by closely collaborating on innovation, we believe that we can accelerate the realization of our vision.

Voice-only communication knows almost no boundaries. We believe Logitech and LifeSize – in partnership with other leading technology companies – can drive innovation, price/performance and open standards so that the experience of visual communication is just as common and natural.

Together with our partners, we will continue to deliver standards-based, high-quality, flexible video-communication solutions that are scalable, secure and accessible to anyone, anywhere.

We are in the early stages of an important communication revolution and we will continue to set the pace of innovation for our customers and our partners. We look forward to making this journey together with you.

Sincerely,

Logitech to Buy LifeSize

Written by Bob Snyder
14 November 2009

*Craig Malloy,
Founder and CEO of LifeSize Communications*

*Gerald P. Quindlen,
President and CEO of Logitech*

Go [Logitech Buys LifeSize](#)