



Contacts:

Tess Flohr  
York Telecom Corporation  
240-898-2400  
tflohr@yorktel.com

Kevin Young  
Polycom, Inc.  
925-924-5706  
kyoung@polycom.com

## **YORK TELECOM AWARDED POLYCOM TELEPRESENCE CERTIFIED PLUS STATUS**

*York Telecom, Polycom helping customers leverage telepresence to improve productivity, accelerate decision making, and reduce carbon emissions and costs associated with travel.*

EATONTOWN, NJ and PLEASANTON, Calif. – June 30, 2008 – [York Telecom](#), a leading provider of visual communication services and solutions for government and commercial customers, today announced that it has been awarded Polycom Telepresence Certified Plus Partner status from [Polycom](#), Inc. (NASDAQ: PLCM), the world's leading provider of unified collaborative communications solutions. York Telecom is delivering complete telepresence solutions along with managed telepresence services (Video Network Operation Center (VNOC)), and implementation and maintenance services for [Polycom RealPresence™ Experience](#) (RPX™) and [Polycom Telepresence Experience™](#) (TPX™) immersive telepresence solutions, and flexible Polycom HDX [room](#) and [personal](#) telepresence solutions, which together represent the broadest portfolio of fully interoperable, standards-based telepresence solutions available.

“Telepresence gives customers an edge in today’s global business environment through improved productivity, accelerated decision making, better collaboration among dispersed teams, customers and partners, and through its ability to lower carbon emissions and costs associated with travel,” said Ron Gaboury, president and chief operating officer at York Telecom. “Through our comprehensive offering of Polycom standards-based solutions and services, York Telecom can help customers of all sizes reap the benefits of telepresence, whether they are new to visual communications, or looking for a pragmatic migration path from traditional video conferencing.”

Polycom telepresence solutions enable people to collaborate more effectively across distances, working face to face with coworkers, customers and partners in different locations as effectively and productively as if they were in the same room. Polycom telepresence solutions deliver a superior visual communications experience through [UltimateHD™](#) – HD video, HD voice and simultaneous HD content-sharing capabilities that deliver clear, natural, life-like interaction. Based on open standards, Polycom telepresence solutions work seamlessly with the full range of Polycom visual communications solutions from the desktop to immersive telepresence suite, allowing organizations to connect their entire knowledge network. The solutions also integrate with the unified communication networks that customers have today, and interoperate at the highest possible quality (including HD) with standards-based video conferencing solutions from other manufactures, and the more than 1.5 million standards-based video conferencing systems in use today around the world.

“Telepresence addresses some of the significant economic, geographic and environmental factors that businesses face today and in the foreseeable future,” said Youssef Saleh, vice president and general manager, Telepresence and Vertical Solutions, Polycom. “York Telecom is able to deliver Polycom’s industry-leading telepresence solutions in conjunction with comprehensive VNOC services that help companies every step of the way, including network design planning, deployment, use and ongoing support and maintenance. The standards-based solutions offer greater business value and ROI over proprietary solutions in the market by providing a broader range of interoperable systems for different application, space and budget requirements and enabling easy connections between organizations with customers and partners.”

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As a Polycom Telepresence Certified Plus Partner, York Telecom has access to the entire Polycom telepresence demonstration network and sales, marketing and service support from Polycom. The program allows York Telecom to resell Polycom telepresence solutions ensuring the highest levels of customer satisfaction. By leveraging the York Telecom VNOC service, customers simply walk into meeting rooms to find their scheduled calls already up and running. The VNOC service manages all telepresence conferences which can include other video conferencing endpoints to provide the most effective, widely accessible and high-quality experience possible.

As part of this certification, York Telecom completed Polycom's Telepresence VNOC (Video Network Operations Center) Provider Program, which provides a comprehensive review of the extensive capabilities required to provide managed services on telepresence, above and beyond those required for traditional video conferencing.

### **About Polycom**

Polycom, Inc. is the worldwide leader in unified collaborative communications (UCC) that maximize the efficiency and productivity of people and organizations. Polycom delivers the broadest array of high definition telepresence video, wired and wireless voice, and content solutions so people can enjoy the best communications, whether from a real-time collaborative interaction or on-demand streamed video experience. Spanning from the desktop to the industry's only immersive telepresence suite, Polycom's high quality collaboration and communications solutions are easy to deploy and manage, as well as intuitive to use. Based on open standards, they integrate seamlessly with leading telephony and presence-based networks. With innovative market-driving technologies, a compelling vision for next generation visual communications, best-in-class products, alliance partnerships, and world-class service, Polycom is the smart choice for organizations to gain a competitive advantage with proven and trusted communication solutions. For additional information, call 800-POLYCOM or visit the Polycom web site at [www.polycom.com](http://www.polycom.com).

### **About York Telecom**

York Telecom is a leading provider of visual communication services and solutions for Government, Education, Medical and Global 5000 companies. Founded in 1985, the company is headquartered in Eatontown, New Jersey. The company offers total managed conferencing services, consulting, integration and operational services, professional video production and postproduction for visual communication solutions such as Videoconferencing, Streaming Media, Video on Demand, Custom Media Studio and Room Design and Multimedia Network Management. York Telecom has worldwide branch offices, a multi-lingual VNOC and help desk and a worldwide integration, production and support force. For more information, visit York Telecom online at [www.yorktel.com](http://www.yorktel.com) or email at [info@yorktel.com](mailto:info@yorktel.com).

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