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AVI-SPL adds Industry Veterans to the Video and UC team

Company set to capitalize on increased demand for video communications services

TAMPA, Fla. Feb. 10, 2010 – AVI-SPL, a leading provider of video and audio communications solutions, today announced the addition of two video industry veterans, Bob Zimmermann and Mitch Moore, to the Video and Unified Communications (UC) team. Zimmermann and Moore will serve as business development managers for the western and eastern territories, respectively.

Bob Zimmermann brings more than 20 years of experience in the videoconferencing and unified communications markets to his new role. Prior to joining AVI-SPL, Zimmermann worked as director of operations for the Voice division of Polycom. He has also held sales and management positions with SpectraLink, Wire One Technologies and PictureTel. Throughout his career, Zimmermann has built strong relationships between customers, technology partners and vendors. Based out of Boulder, Colo. he will lead business development for the western region.

Mitch Moore comes to AVI-SPL with more than 20 years of sales experience in the computer, telecommunications and data industries, focusing on TelePresence and videoconferencing systems, streaming technology and super-mini computers. Moore previously worked for Harris Corporation, where he sold real-time super mini-computers to aerospace firms for flight simulation. Later, he joined then-startup PictureTel Corporation, where he worked in various roles including national channel management, major and global account sales, and international business development. Most recently, Moore worked at Polycom managing their commercial accounts in the Southeast U.S. Based out of Atlanta, Ga. he will lead business development for the eastern region.

“We have seen a significant increase in demand for video solutions and realized more than a 30 percent growth in revenue related to video communications in 2009,” said Mike Brandofino, EVP Video and UC for AVI-SPL. He continued, “We are so pleased we have been able to attract individuals with such a long history of success in the video industry. Mitch and Bob bring a level of professionalism and experience to AVI-SPL that will help us continue our aggressive push towards becoming the dominant video communications service provider in the world.”

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Tags / Keywords

AVI-SPL, video communications, unified communications, UC, TelePresence, videoconferencing, video conferencing

About AVI-SPL

Headquartered in Tampa, Fla., AVI-SPL is the result of a merger between Audio Visual Innovations (AVI) and Signal Perfection, Ltd. (SPL). In aggregate the company has more than 40 years of experience providing innovative audio and video communications solutions with a strong tradition of high quality and exceptional customer service. As the largest global integrator for audio and video communications systems and services, AVI-SPL is uniquely positioned to deliver the most comprehensive line-up of presentation solutions, including: systems integration, sales and rentals, complete staging and production, managed conferencing, IP integration and event management. For more about AVI-SPL, visit [.avispl.com](http://avispl.com).

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