

## FOR IMMEDIATE RELEASE

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## AVI-SPL launches Custom TelePresence Solution

*AVI-SPL's ATX 3-60 Provides Budget-Conscious TelePresence Package Powered by Polycom's ATX 300*

**TAMPA, Fla. Feb. 11, 2010** – AVI-SPL, a leading provider of video and audio communications solutions, today announced a new cost-effective TelePresence option, the ATX 3-60. Powered by Polycom's ATX 300 codec engine, AVI-SPL's exclusive ATX 3-60 is a fully-configured TelePresence system that is customizable for the unique demands of each meeting space.

“Channel partners and end-users have expressed a need for an affordable three-screen TelePresence offering that can be customized for challenging environments but still delivers the performance of a traditional TelePresence system,” said Donald Mastro, senior vice president of sales at AVI-SPL. He continued, “Our solution is the AVI-SPL ATX 3-60—a fully-immersive TelePresence system combined with full concierge VNOC support at a competitive price point.”

“The ATX 3-60 is the first in a series of turnkey TelePresence solutions from AVI-SPL that will provide solutions for customers taking the step into TelePresence while still giving them the flexibility to customize the design and function to fit their needs,” said John Vitale, director of product management, video and unified communications at AVI-SPL. He continued, “Combined with our ConferencePoint Managed Services and Customer Care Plus support programs, customers are given not only a fully-functional TelePresence room but all of the services and support necessary to operate a TelePresence deployment.”

AVI-SPL will leverage their engineering expertise to develop customized TelePresence offerings in partnership with industry-leading manufacturers including LifeSize, Cisco and Tandberg. The company expects to introduce additional models in the second quarter. “We still support and expect to sell the pre-packaged TelePresence Solutions from Polycom. The ATX 3-60 is designed in close cooperation with Polycom to complement existing TelePresence offerings by giving our customers the ability to choose a solution that fits their specific requirements,” added Mastro.

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## Supporting Links

- [TelePresence](#) from AVI-SPL
- AVI-SPL [Blog](#)
- Follow AVI-SPL on [Twitter](#)

## Recent Announcements

- [AVI-SPL adds Industry Veterans to the Video and UC team](#)
- [AVI-SPL Announces Cisco TelePresence and UC Initiative](#)

## 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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