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NETSERVICES EXPANDS PARTNER NETWORK WITH AVISTAR

Netservices Plc, the specialist network solutions provider, has expanded its growing UK reseller network by signing an agreement with desktop videoconferencing expert, Avistar Communications Corporation (Nasdaq: AVSR.)

The deal, which comes into effect immediately, will see Avistar, a leading provider of unified visual communications solutions, offering its C3 desktop conferencing software as part of NetServices' wider integrated networking, voice and converged solutions packages.

With a growing trend of remote and home working, as well as a concern by businesses to reduce their carbon footprints, companies are increasingly looking for videoconferencing and virtual meetings solutions.

NetServices CEO, Mark Vickers, said, "Videoconferencing allows you to bring decision makers together, no matter the location, and provides a quality of audiovisuals as if people are in the room together.

"This latest partnership will ensure the demand for high quality services over IP can be found in one comprehensive, cost-effective package supplied jointly by ourselves and Avistar."

Suitable for large corporates and home workers alike, the affordable cutting edge system will provide MPLS QoS and privacy as well as offer protection to the LAN by checking bandwidth availability before each call.

Vickers continued, "This is the latest in a series of strategic partnerships that will see NetServices working together with a market leader and enhancing its product packages with a unified communications solution.

"Avistar boasts international clients and we look forward to working with them to develop an award-winning videoconferencing solution."

Darren Innes, General Manager, Worldwide Sales, Avistar said, "NetServices has a reputation for being an innovative and reliable service provider, with a dedication to meeting individual customer needs by developing networking and audiovisual packages.

"The business world is increasingly dynamic, and collaborative decisions need to be made quickly and efficiently to allow companies to take advantage of changing market conditions. With remote and home working becoming ever more popular, this creates a real business challenge as employees are rarely in the same location. Videoconferencing is therefore hugely valuable for today's businesses and we are proud to be able to team with NetServices going forward."

About Avistar

Avistar (Nasdaq: AVSR) creates technology that provides the missing critical element in unified communications: bringing people in organizations face-to-face, through enhanced communications, for true collaboration anytime, anyplace. Its latest product, Avistar C3, draws on more than a decade of market experience to deliver a single-click desktop videoconferencing and collaboration experience that moves business communications into a new era. Available as a stand-alone solution, or integrated with existing unified communications software from other vendors, Avistar C3 provides users instant messaging-style ability to initiate video communications across and outside the enterprise. Patent protected dynamic bandwidth management enables thousands of users to access desktop videoconferencing, VoIP and streaming media, without requiring substantial new network investment or impairing network performance.

Avistar's desktop videoconferencing and collaboration installations are among the world's largest, including more than 18,000 seats sold in more than 40 countries. Clients report as much as a 20 percent reduction in travel expense and carbon emissions, increases in productivity and immeasurably improved relationship building within their organizations, as well as with suppliers and customers. Avistar holds a portfolio of 83 patents for inventions in video and network technology and licenses IP to videoconferencing, rich-media services, public networking and related industries. Current licensees include IBM Corporation, Sony Corporation, Sony Computer Entertainment Inc. (SCEI), Polycom, Inc., Tandberg ASA, Radvision Ltd., LifeSize Communications, Inc. and Emblaze-VCON. For more information, visit www.avistar.com.

About NetServices

NetServices plc is a Manchester based network solutions provider, leading the way in bringing the benefits of converged networking (telephony, internet access, data and videoconferencing via a single service) to companies across the UK.

AIM listed, NetServices plc was founded in 1996 by CEO Mark Vickers. The company started out as a white label broadband services provider until the 'free broadband' revolution when it was decided to focus on offering converged services to business customers.

NetServices now holds a unique position in the UK network service provision market, owning its own network infrastructure whilst remaining carrier-independent for the provision of a variety of end user access circuits. NetServices also owns and manages its own data centre, which connects into its nationwide Quality of Service (QoS) enabled core network.

www.netservicesplc.com

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