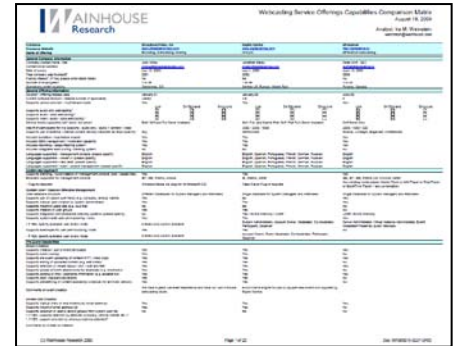


The VCP Subscription Service

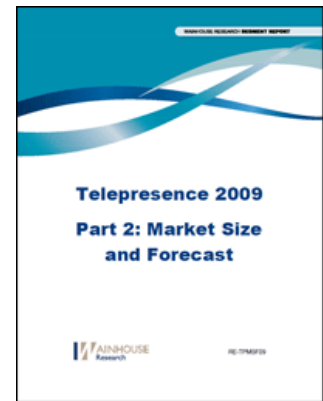
The Visual Communications Practice (VCP) at Wainhouse Research (WR) is pleased to announce the 2010 launch of a new subscription service called the VCP. The VCP Subscription provides comprehensive, yet cost-effective, 24x7 coverage of the following markets:

- Videoconferencing / telepresence products
- Videoconferencing managed services
- Streaming / webcasting products and services
- Audio-visual products and services - new for 2010!

Videoconferencing Coverage	Included in VCP Subscription?
Research Notes	Yes
Company Profiles	Yes
Product and service comparison matrices	Yes
Quarterly market statistics	Yes
Annual five-year industry forecast	Yes
End user survey reports	Yes
Channel partner survey reports	Yes
Telepresence coverage	Yes
Market segment reports	Yes
White papers	Yes
Streaming / Webcasting Coverage	
Research Notes	Yes
Company Profiles	Yes
Product and service comparison matrices	Yes
Annual market size statistics	Yes
Annual five-year industry forecast	Yes
Annual survey reports	Yes
Audio Visual Coverage	
Research Notes	Yes
Company Profiles	Yes
Product and service comparison matrices	Yes



Product / Service Matrices



Research Reports



Market Size Information

Who Should Subscribe

- Manufacturers
- Channel Partners (Resellers, Dealers, Integrators, Distributors)
- Service Providers (Network, Managed Services, CSPs)
- End-Users (Large and small, Government Agencies, EDUs, Non-Profits)
- Financial analysts, investment banking firms, hedge funds
- Consultants, system designers, trainers, etc.

Additional Benefits

VCP subscribers also gain access to hundreds of additional, previously released content items including market forecast documents, research notes, comparison matrices, and market segment reports.

If purchased separately, the VCP content would cost more than US \$80,000!

Five Reasons to Subscribe to the VCP

- **Stay Ahead of the Market** – The information in the VCP subscription service will help you make smarter decisions. Whether you're an end-user trying to determine which products or services to purchase, a reseller trying to improve your product / service portfolio, a service provider seeking to expand your service offering, or a manufacturer trying to stay "in the know" about conferencing, the VCP has the information and insight you need.
- **Separate Marketing Hype from Market Reality** – The conferencing and collaboration industry is full of buzz words, techie acronyms, and general hype. And your success depends upon your ability to filter out the fluff and understand the meaning behind press releases and announcements. VCP research notes help you sort fact from fiction, and VCP company profiles help you understand the companies making noise within our space.
- **Follow Market Trends and Growth** – VCP subscribers enjoy access to in-depth market performance data including market size, growth trends, forecasts, and market share leaders. This is the exact information needed by ...
 - a. Venture capitalists and investment bankers analyzing potential investments
 - b. Marketing professionals and business development managers charged with outlining their company's future growth and profitability.
- **Gain Immediate Access to Detailed Product and Service Information** – WR's product and service comparison matrices provide the most detailed and comprehensive coverage of products and services available today. For example, WR's recently released [Comparison Matrix of Videoconferencing Managed Service Providers](#) compares and contrasts ~ 200 features and functions of more than 50 managed service providers. VCP subscribers enjoy access to more than a dozen different matrices – each of which is updated regularly. There is no better way for an end-user to select the most appropriate solutions or vendors, or for a vendor to identify possible partners and learn about competitors.
- **Stay in Tune with Your Partners and Peers** – WR conducts periodic surveys of vendors, channel partners, and end-users. Topics range from customer demand to industry trends and likely challenges ahead. This information helps all industry participants benchmark their performance against peers.

The VCP subscription provides all of the above benefits via a single, pay-one-price, annual subscription model. VCP subscriptions are sold on a company-wide basis only, and all content is available to all subscribers via our content delivery website.

VCP subscription pricing is based on company size and type. To activate your VCP subscription, please complete the order form on the next page and fax back to Wainhouse Research.

There is no better way to stay up to date on the fast moving, ever-changing visual collaboration space than the Wainhouse Research VCP subscription.

VCP Subscription Order Form

Please activate our one-year subscription to WR's Visual Communications Practice (VCP) service at the company size and category level we have indicated in the table below.

- Companies that fall into multiple categories will be charged the highest applicable price.
- Wainhouse Research reserves the right to verify all category and size claims.
- Cancellations are only possible before the first piece of subscription content has been downloaded.

Company Size (includes all employees)	Conferencing Manufacturer	Channel Partners, Integrators, Network / Conferencing Service Providers, Consultants	End-User of Conferencing Solutions (incl. EDU)	Government Agencies, Consortiums	Financial analyst / investment banking firms, hedge funds, venture capital firms
1 – 9	[] US \$2,000	[] US \$1,500	[] US \$2,000	[] US \$4,000	[] US \$6,000
10 – 24	[] US \$2,000	[] US \$2,000			
25 – 49	[] US \$4,000	[] US \$3,000			
50 – 99	[] US \$7,000	[] US \$4,000			
100 – 249	[] US \$12,000	[] US \$7,000			
250 – 999	[] US \$22,000	[] US \$10,000			
1000+	[] US \$26,000	[] US \$15,000			

Referral / Special Code: _____

Payment Options

Company Purchase Order: PO# _____

Credit Card Order: () Visa () Master Card

Credit Card # _____ Expiration Date: ____/____

Name on Card: _____ Security Code: _____

Signature: _____

Wire Transfers:

If you would like to pay by wire transfer, please contact Wainhouse Research at +1 (508) 746-6405 for wire account details and further instructions.

Primary Contact/Authorized Representative

CONTACT NAME

TITLE

COMPANY

CONTACT PHONE NUMBER

EMAIL (REQUIRED)

Billing Address (vital for credit card orders)

CONTACT NAME

TITLE

COMPANY

ADDRESS LINE 1

ADDRESS LINE 2

CITY, STATE, ZIP OR POSTAL CODE, COUNTRY

CONTACT PHONE NUMBER

EMAIL (REQUIRED)

Ordering Questions?

Please contact Natasha Munson at:
nmunson@wainhouse.com or +1 (770) 408-0461

Please print, fill in, and FAX to Wainhouse Research at +1 (770) 783 8350

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