

# Press Release

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## **FOR IMMEDIATE RELEASE**

### **Compunetix and Hitachi High-Technologies Establish EVERGREEN™ Distribution Agreement**

Monroeville, Pa., June 1, 2010 – Compunetix, Inc., announced that they have signed an exclusive distribution agreement with Hitachi High-Technologies Corporation (HHT) in Japan for its new line of EVERGREEN™ video Multipoint Control Units (MCUs).

The EVERGREEN family of MCUs marks the reemergence of Compunetix into the videoconferencing collaboration market. "The EVERGREEN family of MCUs embodies the engineering and marketing knowledge base of our entire organization. This product family leverages the video experience of our Video Systems Division (VSD) and adds to it the broad knowledge of commercial collaboration platforms of our Communications Systems Division (CSD), along with the reliability, redundancy and security features built into the products of our Federal Systems Division (FSD)" said Jim Klueber, Division Manager of VSD.

Dr. Giorgio Coraluppi, Compunetix President and CEO, commented "Our relationship with HHT is key to the success of our product in Japan. In order to be successful there, we need an intimate connection with the culture of the Japanese market. HHT not only has the cultural connection that we have sought but also possesses the engineering and sales strengths that we expect from a like-minded, corporate partner."

When asked why HHT sought a new video MCU platform to add to its portfolio, Noriyuki Hioki, General Manager, IT Solutions Div. of HHT replied, "HHT was seeking an MCU manufacturer that had a technologically superior architecture and would allow us to offer features and performance beyond what is available from any other supplier. The EVERGREEN family of MCUs from Compunetix allows us to offer just such a solution to the Japanese market and at a very competitive price point. Furthermore, through the EVERGREEN API, we are able to apply our EZ Conference management software to deliver a custom solution to our largest and most significant clients in Japan."

#### **About Hitachi High-Technologies Corporation**

Hitachi High-Technologies Corporation is a global company that has engaged in a broad range of fields, including electronic device systems, fine technology systems, science & medical systems, Industrial & IT systems, advanced industrial products and provides state-of-the-art technologies and service with an emphasis on creativity and leading-edge applications and products. Hitachi High-Technologies Corporation is a subsidiary of Hitachi Ltd. Founded in 1947, the Headquarter is located in Tokyo and there are 24 offices in Japan and 56 offices in twenty seven countries. The company's consolidated sales are \$6.6 billion in FY2009. For more information, visit the Hitachi High-Technologies website at [www.hitachi-hitec.com/global/index.html](http://www.hitachi-hitec.com/global/index.html).

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### **About Compunetix, Inc.**

Compunetix is recognized as a leading manufacturer of multipoint collaboration equipment and is best known for its audio conferencing equipment and Web collaboration software. With over 500,000 ports installed in more than 28 countries, the company has the industry's largest worldwide deployment of digital conferencing systems. Compunetix is now expanding its breath of collaboration technology through the deployment of the EVERGREEN family of video MCUs. Dedicated to customer-focused and innovative technology, Compunetix engineers and manufactures all aspects of its conferencing equipment, ensuring its customers that their media processors are the highest quality, most reliable and most flexible solutions available on the market. For more information, call Mario Rimini at (412) 373-8110, or visit Compunetix at [www.compunetix.com](http://www.compunetix.com).

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