



iVision Recognised by Cisco as a Authorised Digital Media System Partner in Australia

Melbourne, VIC 9 December 2009 iVision announced today that it has achieved Authorised Digital Media System (DMS) Partner status from Cisco. This designation recognises iVision as having fulfilled the training requirements and program prerequisites to sell, deploy and support Cisco Digital Media System solutions in Australia.

The Cisco Digital Media System <<http://www.cisco.com/web/solutions/dms/index.html>> enables organisations to create, manage and access compelling digital media to easily connect customers, employees, partners, students and others anywhere, anytime. It is a flexible and comprehensive solution for publishing dynamic content to both on-premises digital signage displays (Cisco Digital Signage <http://www.cisco.com/web/solutions/dms/digital_signage.html>) and the desktop (Cisco Desktop Video <http://www.cisco.com/web/solutions/dms/desktop_video.html>). Using the network as the platform, the Cisco Digital Media System provides customers across a wide variety of industries with innovative tools for marketing, sales, education and training, communication, and collaboration.

iVision is focused on delivering a complete solution and views digital signage as an important element of unified communications. The companys extensive background in core networking and audiovisual integration positions it as Australias go to integrator and this will now be further enhanced with our Cisco Authorised Digital Media System Partner status, said Graham Williams, Managing Director, iVision.

Cisco Authorised Partners are instrumental in helping our customers successfully deploy some of the most sophisticated networking solutions in the market today, said Steve Benvenuto, director of business development for the Worldwide Channels Go-to-Market Group at Cisco. As a Cisco Authorised DMS partner, iVision has made an investment in the training necessary to fully sell, deploy and support Digital Media System solutions to customers.

To qualify for Cisco Authorised DMS Partner status, iVision had to meet a number of requirements, including sales and technical training, the deployment of the DMS Practice Accelerator Kit, and participation in services training designed to enhance and aid end customer satisfaction and experience.

The Cisco Authorised Partner Program <<http://www.cisco.com/go/app>> is part of Ciscos go-to-market strategy for emerging technologies. It is open to all partners, is free of product suite restrictions, and is designed to help define the knowledge, skills and services necessary to successfully sell, deploy and support a subject technology. As markets mature and technologies progress along the adoption curve, some Authorised partner programs may migrate to Cisco Specialisations.

About iVision iVision is the leading Australian systems integrator providing Unified Communications (UC) solutions. The company has unparalleled capability in visual communications and supports the audiovisual integration required for video conferencing solutions. The company also has strengths and experience in core networking and IP telephony.

Although product and technology are important for a UC solution, iVision leads with services designed to support organisations with their initial and ongoing UC requirements. iVisions range of services include consultation and design, implementation and integration, Managed Services, Hosted Services, and Usage and Adoption Services.

iVision customers include Ergon Energy, Google, iSOFT, Monash University, Pfizer, and Queensland Tafe.

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