Polycom and Titan partner to deliver industry-first video conferencing solutions for classified government applications

Polycom also announces first standards-compliant embedded AES encryption solution for non-classified government, business and healthcare applications

Polycom, Inc. (NASDAQ: PLCM), the world's leader in video and voice conferencing, conference bridges, and integrated web collaboration solutions, has announced that its entire line of multipoint control units (MCUs) and group video conferencing systems now offer enhanced security capabilities that integrate and comply with approved US Government encryption technologies for classified-level (Type-1) applications. Polycom is able to deliver this industry-first solution through its partnership with Titan Systems, Information Security Systems Division, a recognised leader in communications security (COMSEC). The Polycom/Titan partnership enables customers to secure video calls with the same simple user interface that is used for non-secure calls, as well as purchase all components, including the encryption devices, if required, from a single source. In addition, Polycom also announced that it is the first video conferencing manufacturer to receive validation for high-level AES 128-bit encryption with extended Diffie-Hellman key distribution recommended by the H.235 (version 3) standard, which is suitable for non-classified government and enterprise applications, and healthcare and medical privacy and information security requirements. "Polycom is extremely pleased to announce the delivery of this industry-first level of security across all of our video collaboration products," said Jean-Francois Poulain, Vice President and Managing Director, Polycom Asia Pacific. "Video conferencing offers tremendous productivity gains and cost savings for the government sector, but until now, the process of setting up a video call with the necessary level of security was cumbersome and time consuming. Through our partnership with Titan, we're now able to meet any government's security requirements with one complete, integrated and easy-to-use video solution." At Titan's secure facilities, Polycom products were independently verified to operate with approved US Government encryption technologies, such as KIV-7, KIV-19, OMNI, and commercial FIPS 140-2 AES devices. COMSEC-tested solutions that adhere to US Government guidelines for encryption security requirements are available for Polycom's entire line of group video communications systems, including the Polycom VSX(tm) 7000, ViewStation, iPower(tm) and MGC(tm) product line. These COMSEC-compliant solutions are guaranteed to work appropriately in secure settings meeting both technical and environmental requirements for the separation of classified and unclassified data. "Our goal was to establish a universal architecture that can be applied for all levels of security requirements, from DES/AES to full Type 1 encryption", said Doug Moser, senior video products engineer for Titan's Information Security Systems Division. "The coupling of Polycom's leadership in video conferencing technology with Titan's expertise in secure systems will finally offer governments a turn-key secure video conferencing solution based on non-proprietary, readily available technology." Pricing and AvailabilityPolycom and Titan solutions for classified (Type-1) government applications are currently available through Polycom channel partners. Embedded AES encryption for non-classified applications is a software option on Polycom group video conferencing systems and the MGC product line. AES encryption is currently available for the Polycom VSX 7000 for US$1,099. AES encryption is planned for availability on ViewStation EX, ViewStation FX, VS4000, iPower and MGC products in the first half of 2004.*About Titan SystemsHeadquartered in San Diego, The Titan Corporation is a leading provider of comprehensive information and communications systems solutions and services to the US Department of Defense, intelligence agencies, and other federal government customers. As a provider of national security solutions, the company has approximately 11,000 employees.About Polycom Polycom, Inc. is the world's technology leader of high-quality, easy-to-use video, voice, data and web conferencing and collaboration solutions. The Polycom Office is our continued commitment to make distance communications as natural and interactive as being there by providing best-in-class conferencing solutions that are interoperable, integrated and intuitive to the user. The Polycom Office is based on industry standards and supported by an open architecture that promotes interoperability in multi-vendor environments and complements leading network infrastructure platforms. The NASDAQ-listed company is based in Pleasanton, California, USA, and has Asia-Pacific offices in Beijing, Hong Kong, Seoul, Shanghai, Singapore, Sydney, Tokyo and India. For additional information call 1-800-355-355 or +61 (2) 9978-8000, or visit the Polycom website at www.polycom.com.au <http://www.polycom.com.au>