



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
BCF80575

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF
ROBERTA WAGNER
304-558-0067

VENDOR

RFQ COPY
 TYPE NAME/ADDRESS HERE

Omni Presence Inc
5 Mount Royal Ave
MARLBOROUGH MA 01752

SHIP TO

HEALTH AND HUMAN RESOURCES
VARIOUS LOCATIONS
AS INDICATED BELOW

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
12/13/2007				
BID OPENING DATE: 01/17/2008		BID OPENING TIME: 01:30PM		

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	38	EA		205-43 #2200-22650-001 - POLYCOM VSX 7000'S OR EQUAL (INCLUDES VSX-7000S, ONE MICROPHONE ARRAY, ENGLISH REMOTE). Polycom option A Lifesize option B	\$4821.53 \$3960.00	\$183,218.14 \$150,480.00
0002	38	EA		205-43 #4870-00001-106 - PREMIER EXTENDED SERVICE, ONE YEAR FOR VSX7000 SERIES OR EQUAL. (PARTS SHIPPED PRIORITY LEVEL SAME BUSINESS DAY, TELEPHONE TECH SUPPORT DURING BUSINESS HOURS, SOFTWARE UPDATES & UPGRADES.) Polycom option A Lifesize option B	\$795.00 \$595.00	\$30,210.00 \$22,610.00
0003	38	EA		205-43 SHIPPING AND HANDLING (INSIDE DELIVERY, SEE ATTACHED FOR SHIPPING LOCATIONS). Polycom option A Lifesize option B DELIVERY MUST BE WITHIN SIXTY (60) DAYS OF ISSUANCE OF PURCHASE ORDER BY THE SUCCESSFUL LOW BIDDER. SUCCESSFUL VENDOR MUST BE CERTIFIED BY POLYCOM AS A	\$29.00 \$25.00	\$1,102.00 \$950.00

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *Daniel J. Adley* TELEPHONE: *508-229-0040 ext 21* DATE: *1/14/08*
 TITLE: *VP of Sales* FEIN: *20-0536573* ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

**GENERAL TERMS & CONDITIONS
REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)**

1. Awards will be made in the best interest of the State of West Virginia
2. The State may accept or reject in part, or in whole, any bid
3. All quotations are governed by the *West Virginia Code* and the *Legislative Rules* of the Purchasing Division.
4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125.00 registration fee.
5. All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the term of the Purchase Order/Contract, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30
6. Payment may only be made after the delivery and acceptance of goods or services.
7. Interest may be paid for late payment in accordance with the *West Virginia Code*.
8. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
9. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes
10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller
11. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract
12. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, this contract is automatically null and void, and is terminated without further order
14. **HIPAA Business Associate Addendum** - The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (<http://www.state.wv.us/admin/purchase/vrc/hipaa.htm>) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Covered Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.109) to the vendor.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division.
2. **SPECIFICATIONS:** Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as EQUAL to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Complete all sections of the quotation form.
4. Unit prices shall prevail in cases of discrepancy.
5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
6. **BID SUBMISSION:** All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications.

SIGNED BID TO:

Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER:
BCF80575

PAGE:
2

ADDRESS CORRESPONDENCE TO ATTENTION OF:
**ROBERTA WAGNER
 304-558-0067**

VENDOR

RFQ COPY
 TYPE NAME/ADDRESS HERE

*Omnipresence Inc
 5 Mount Royal Ave
 Marlborough MA 01752*

SHIP TO

HEALTH AND HUMAN RESOURCES
 VARIOUS LOCATIONS
 AS INDICATED BELOW

DATE PRINTED 12/13/2007	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
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BID OPENING DATE: **01/17/2008** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>"CERTIFIED RESELLER", FOR THE LISTED PRODUCTS. "OR EQUAL" BIDS FOR EQUIPMENT OTHER THAN POLYCOM, MUST BE COMPATIBLE WITH EXISTING EQUIPMENT. VENDORS BIDDING ALTERNATE EQUIPMENT SHOULD PROVIDE DOCUMENTATION TO VERIFY COMPATIBILITY WITH EXISTING POLYCOM EQUIPMENT, SITE LOCATIONS OF INSTALLATION(S), AND CONTACT NAME & TELEPHONE NUMBER OF CLIENTS FOR WHOM IT WAS INSTALLED.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.</p> <p>INQUIRIES WRITTEN QUESTIONS SHALL BE ACCEPTED THROUGH CLOSE OF BUSINESS ON 1/2/2008. QUESTIONS MAY BE SENT VIA USPS, FAX, COURIER OR E-MAIL. IN ORDER TO ASSURE NO VENDOR RECEIVES AN UNFAIR ADVANTAGE, NO SUBSTANTIVE QUESTIONS WILL BE ANSWERED ORALLY. IF POSSIBLE, E-MAIL QUESTIONS ARE PREFERRED. ADDRESS INQUIRIES TO:</p> <p>ROBERTA WAGNER DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25311</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>David J. Haffner</i>	TELEPHONE <i>508-229-0040 ext 71</i>	DATE <i>1/14/08</i>
TITLE <i>VP of Sales</i>	FEIN <i>20-0586573</i>	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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ADDRESS CORRESPONDENCE TO ATTENTION OF
**ROBERTA WAGNER
 304-558-0067**

RFQ COPY

TYPE NAME/ADDRESS HERE

*OmniPresence Inc
 5 Mount Royal Ave
 Marlborough MA 01752*

SHIP TO

HEALTH AND HUMAN RESOURCES
 VARIOUS LOCATIONS
 AS INDICATED BELOW

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BID OPENING DATE: **01/17/2008** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>FAX: 304-558-4115 E-MAIL: RWAGNER@WVADMIN.GOV</p> <p>THE MODEL/BRAND/SPECIFICATIONS NAMED HEREIN ESTABLISH THE ACCEPTABLE LEVEL OF QUALITY ONLY AND ARE NOT INTENDED TO REFLECT A PREFERENCE OR FAVOR ANY PARTICULAR BRAND OR VENDOR. VENDORS WHO ARE BIDDING ALTERNATES SHOULD SO STATE AND INCLUDE PERTINENT LITERATURE AND SPECIFICATIONS. FAILURE TO PROVIDE INFORMATION FOR ANY ALTERNATES MAY BE GROUNDS FOR REJECTION OF THE BID. THE STATE RESERVES THE RIGHT TO WAIVE MINOR IRREGULARITIES IN BIDS OR SPECIFICATIONS IN ACCORDANCE WITH SECTION 148-1-4(F) OF THE WEST VIRGINIA LEGISLATIVE RULES AND REGULATIONS.</p> <p>VENDOR PREFERENCE CERTIFICATE</p> <p>CERTIFICATION AND APPLICATION* IS HEREBY MADE FOR PREFERENCE IN ACCORDANCE WITH WEST VIRGINIA CODE, 5A-3-37 (DOES NOT APPLY TO CONSTRUCTION CONTRACTS).</p> <p>A. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p> <p>() BIDDER IS AN INDIVIDUAL RESIDENT VENDOR AND HAS RESIDED CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR</p> <p>() BIDDER IS A PARTNERSHIP, ASSOCIATION OR CORPORA-</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>David A. Hylton</i>	TELEPHONE <i>304-229-0040 ext 21</i>	DATE <i>1/14/08</i>
TITLE <i>VP of SALES</i>	FEIN <i>20-0538573</i>	ADDRESS CHANGES TO BE NOTED ABOVE

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PAGE
4

ADDRESS CORRESPONDENCE TO ATTENTION OF
**ROBERTA WAGNER
 304-558-0067**

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*OmniPresence Inc
 5 Mount Royal Ave
 Marlborough MA 01752*

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<p>TION RESIDENT VENDOR AND HAS MAINTAINED ITS HEAD- QUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR 80% OF THE OWNERSHIP INTEREST OF BIDDER IS HELD BY ANOTHER INDIVIDUAL, PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDO WHO HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR</p> <p>() BIDDER IS A CORPORATION NONRESIDENT VENDOR WHICH HAS AN AFFILIATE OR SUBSIDIARY WHICH EMPLOYS A MINIMUM OF ONE HUNDRED STATE RESIDENTS AND WHICH HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA CONTINUOUSLY FOR THE FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION.</p> <p>B. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p> <p>() BIDDER IS A RESIDENT VENDOR WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES WORKING ON THE PROJECT BEING BID ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID; OR</p> <p>() BIDDER IS A NONRESIDENT VENDOR EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS OR IS A NONRESIDENT VENDOR WITH AN AFFILIATE OR SUBSIDIARY WHICH MAINTAINS ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE *Daniel Hill* TELEPHONE *508-271-0060 ext 1* DATE *1/14/08*
 TITLE *UP of SAs* FEIN *20-0538573* ADDRESS CHANGES TO BE NOTED ABOVE

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PAGE
5

ADDRESS CORRESPONDENCE TO ATTENTION OF
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304-558-0067

RFQ COPY

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Omni Presence Inc
5 Mount Royal Ave
Marlborough MA 01752

SHIP TO

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12/13/2007				

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<p>75% OF THE EMPLOYEES OR BIDDERS' AFFILIATE'S OR SUBSIDIARY'S EMPLOYEES ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID.</p> <p>BIDDER UNDERSTANDS IF THE SECRETARY OF TAX & REVENUE DETERMINES THAT A BIDDER RECEIVING PREFERENCE HAS FAILED TO CONTINUE TO MEET THE REQUIREMENTS FOR SUCH PREFERENCE, THE SECRETARY MAY ORDER THE DIRECTOR OF PURCHASING TO: (A) RESCIND THE CONTRACT OR PURCHASE ORDER ISSUED; OR (B) ASSESS A PENALTY AGAINST SUCH BIDDER IN AN AMOUNT NOT TO EXCEED 5% OF THE BID AMOUNT AND THAT SUCH PENALTY WILL BE PAID TO THE CONTRACTING AGENCY OR DEDUCTED FROM ANY UNPAID BALANCE ON THE CONTRACT OR PURCHASE ORDER.</p> <p>BY SUBMISSION OF THIS CERTIFICATE, BIDDER AGREES TO DISCLOSE ANY REASONABLY REQUESTED INFORMATION TO THE PURCHASING DIVISION AND AUTHORIZES THE DEPARTMENT OF TAX AND REVENUE TO DISCLOSE TO THE DIRECTOR OF PURCHASING APPROPRIATE INFORMATION VERIFYING THAT BIDDER HAS PAID THE REQUIRED BUSINESS TAXES, PROVIDED THAT SUCH INFORMATION DOES NOT CONTAIN THE AMOUNTS OF TAXES PAID NOR ANY OTHER INFORMATION DEEMED BY THE TAX COMMISSIONER TO BE CONFIDENTIAL.</p> <p>UNDER PENALTY OF LAW FOR FALSE SWEARING (WEST VIRGINIA CODE 61-5-3), BIDDER HEREBY CERTIFIES THAT THIS CERTIFICATE IS TRUE AND ACCURATE IN ALL RESPECTS; AND THAT IF A CONTRACT IS ISSUED TO BIDDER AND IF ANYTHING CONTAINED WITHIN THIS CERTIFICATE CHANGES DURING THE TERM OF THE CONTRACT, BIDDER WILL NOTIFY THE PURCHASING DIVISION IN WRITING IMMEDIATELY.</p> <p>BIDDER: -----</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Paul J. Hill</i>	TELEPHONE 508-229-0040 ext 27	DATE 1/14/08
TITLE UP of SALES	FEIN 20-0536573	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia
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PAGE
6

ADDRESS CORRESPONDENCE TO ATTENTION OF
ROBERTA WAGNER
304-558-0067

RFQ COPY

TYPE NAME/ADDRESS HERE

Omai Presence Inc
5 Mount Royal Ave
Marlborough, MA 01752

SHIP TO

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BID OPENING DATE: **01/17/2008** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>DATE: <i>1/14/08</i></p> <p>SIGNED: <i>Daryl J. Hall</i></p> <p>TITLE: <i>VP of SALES</i></p> <p>* CHECK ANY COMBINATION OF PREFERENCE CONSIDERATION(S) IN EITHER "A" OR "B", OR BOTH "A" AND "B" WHICH YOU ARE ENTITLED TO RECEIVE. YOU MAY REQUEST UP TO THE MAXIMUM 5% PREFERENCE FOR BOTH "A" AND "B". (REV. 12/00)</p> <p>NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130</p> <p>PLEASE NOTE: A CONVENIENCE COPY WOULD BE APPRECIATED.</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: -----RW/FILE 22-----</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Daryl J. Hall</i>	TELEPHONE <i>306-271-0040</i>	DATE <i>1/14/08</i>
TITLE <i>VP of SALES</i>	FEN <i>20-0538573</i>	ADDRESS CHANGES TO BE NOTED ABOVE

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State of West Virginia
 Department of Administration
 Purchasing Division
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PAGE
7

ADDRESS CORRESPONDENCE TO ATTENTION OF
**ROBERTA WAGNER
 304-558-0067**

RFQ COPY

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*Omni Presence Inc
 Smart Regal Ave
 Marlborough MA 01752*

SHIP TO

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 VARIOUS LOCATIONS
 AS INDICATED BELOW

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BID OPENING DATE: 01/17/2008		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
RFQ. NO. : ----- BCF80575 -----						
BID OPENING DATE: ----- 1/17/2008 -----						
BID OPENING TIME: ----- 1:30 PM -----						
PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:						

CONTACT PERSON (PLEASE PRINT CLEARLY):						

***** THIS IS THE END OF RFQ BCF80575 ***** TOTAL:						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE *David J. Hillier* TELEPHONE **508-239-0040 ext 27** DATE **1/14/08**
 TITLE **VP of Sales** FEIN **20-0538573** ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

Mason County DHHR
Attn: John Grass
710 Viand Street,
Pt. Pleasant WV 25550
304-675-0880
1 Video Conference Unit

Mercer County DHHR
Attn: James Bradley
200 Davis Street,
Princeton WV 24740
304-425-8738
1 Video Conference Unit

Mingo County DHHR
Attn: Carolyn Sansom
203 East Third Avenue
Williamson WV 25661
304-235-3400
1 Video Conference Unit

Monongalia County DHHR
Attn: Paula Taylor, Interim
114 South High Street
Morgantown WV 26507
304-285-3175
1 Video Conference Unit

McDowell County DHHR
Attn: Linda Beach
840 Virginia Avenue,
Welch WV 24801
304-436-8302
1 Video Conference Unit

Nicholas County DHHR
Attn: William Adamy
1073 Arbuckle Road,
Summersville WV 26651
304-872-0803
1 Video Conference Unit

Ohio County DHHR
Attn: Micki Hall
407 Main Street
Wheeling WV 26003
304-232-4411
1 Video Conference Unit

Putnam County DHHR
Attn: Lance Whaley
3979 Teays Valley Road,
Hurricane WV 25526
304-757-7843
1 Video Conference Unit

Raleigh County DHHR
Attn: Nancy Forsberg
407 Neville Street,
Beckley WV 25801
304-256-6930
1 Video Conference Unit

Randolph County DHHR
Attn: Sharon Bedford
1027 N. Randolph Avenue,
Elkins WV 26241
304-637-0333
1 Video Conference Unit

Ritchie County DHHR
Attn: William Wince Jr.
220 W. Main Street,
Harrisville WV 26362
304-643-2934
1 Video Conference Unit

Roane County DHHR
Attn: John Grass
677 Ripley Road, Suite 3,
Spencer WV 25276
304-927-0956
1 Video Conference Unit

Taylor County DHHR
Attn: Nancy Exline
235 Barrett Street,
Grafton WV 26354
304-265-6103
1 Video Conference Unit

Wayne County DHHR
Attn: David Maynard
Route 2, Box 2532,
Wayne WV 25570
304-272-6311
1 Video Conference Unit

Wood County DHHR
Attn: Delbert Casto
400 5th Street
Parkersburg WV 26102
304-304-420-2560
1 Video Conference Unit

Wyoming County DHHR
Attn: Joe Bullington
Rt. 97
Pineville WV 24874
304-732-6900
1 Video Conference Unit

WV Children's Home
Attn: Carson Markley
230 Heavner Ave.
Elkins, WV 26241
304-637-0274
1 Video Conference Unit

WV DHHR BCF
Attn: George Montgomery
350 Capitol St., Rm 730
Charleston, WV 25301
304-558-4682
**3 Video Conference
Units**

STATE OF WEST VIRGINIA
Purchasing Division**PURCHASING AFFIDAVIT**

West Virginia Code §5A-3-10a states: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owned is an amount greater than one thousand dollars in the aggregate

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount

EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement

LICENSING: Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agencies or political subdivision Furthermore, the vendor must provide all necessary releases to obtain information to enable the Director or spending unit to verify that the vendor is licensed and in good standing with the above entities

CONFIDENTIALITY: The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures and rules. Vendors should visit www.state.wv.us/admin/purchase/privacy for the Notice of Agency Confidentiality Policies

Under penalty of law for false swearing (West Virginia Code, §61-5-3), it is hereby certified that the vendor acknowledges the information in this said affidavit and are in compliance with the requirements as stated.

Vendor's Name: Omni Presence Inc

Authorized Signature: David J. Miller Date: 1/14/08

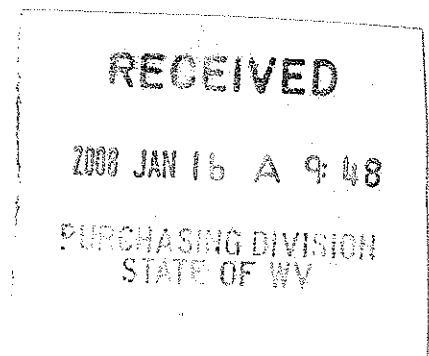
Omni Presence

don't go there, be there...

[RESPONSE TO REQUEST FOR QUOTATION BCF80575]



[January 14, 2008]



January 14, 2008

Proposal for State of West Virginia

January 14, 2008

State of West Virginia
Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

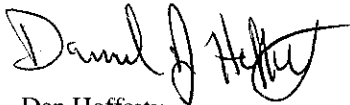
Ladies & Gentlemen,

On the behalf of OmniPresence is it my pleasure to present you with the following response to your request for quotation for Video Communications equipment.

Our response includes pricing for the Polycom Video Conferencing model you requested as well as an alternative from Lifesize Communications. The Lifesize Express unit delivers High Definition video conferencing at an affordable price.

We look forward to hearing back from you with any questions you have. Thank you for giving OmniPresence this opportunity.

Sincerely,



Dan Hofferty
VP of Sales

TABLE OF CONTENTS

I.	Cover Letter	2
II.	Table of Contents	3
III.	Proprietary Information Statement	4
IV.	Project Objectives	5
V.	Company Profile	6
VI.	Technical Proposal.....	7
	A. Polycom Option	
	B. Lifesize Option	
VII.	Maintenance and Service	8
VIII.	Project Management	9
IX.	Pricing Summary	10
X.	Appendices & Attachments.....	11
	A. OmniPresence Corporate Literature	
	B. OmniPresence References	
	C. Vendor Specific Literature	
	D. OmniPresence VideoOne endpoint monitoring and bridging services	

III. PROPRIETARY INFORMATION STATEMENT

OmniPresence respects and honors the confidential information entrusted to us by our clients. Over the years we have assisted many organizations with various aspects of their facilities. Often, this has required us to become very familiar with our clients' business operations and office procedures, as well as their performance and financial positions. We have earned a high level of mutual trust and respect with our clients and we are committed to the establishment and maintenance of high standards of professional ethics.

Because many of our corporate clients are in direct competition with one another, we truly understand the importance of discretion and confidentiality. We will not share information about one customer with any other customer.

Similarly, we often find ourselves in a position where we are one of many vendors in competition for a particular client. When this occurs, we typically submit a proposal that has been generated with considerable effort and at considerable expense. Some of the information may be sensitive, containing trade practice information, not intended for viewing by anyone except the employees of the prospective client and employees of our own organization.

With the understanding that your organization is a public agency and many aspects of your organization may be subject to the Freedom of Information Act (FOIA), we acknowledge that the contents of this document are subject to the FOIA following an award. As a courtesy, we ask that you respect our request for confidentiality to the extent it is allowed under FOIA, as much as we respect and commit to respecting yours.

Thank you,

OmniPresence

V. PROJECT OBJECTIVES

The primary objective of this project is to provide the State of West Virginia with a stable and reliable deployment video teleconferencing systems.

The systems, as presented, will connect via IP (H 323). OmniPresence engineers can of assistance in providing best practices for making video calls over your IP network. If the State of West Virginia requires more assistance with their network, OmniPresence can provide a proposal for Network Consultation services.

Finally, the project will include comprehensive training and maintenance of the new video conferencing systems.

VI. COMPANY PROFILE

OmniPresence, Inc was founded in 2002 by veterans of the videoconferencing industry. Our headquarters are conveniently located in historic Marlborough, Massachusetts, just minutes west of Boston.

OmniPresence is a leading global provider of affordable collaboration solutions that enable organizations to reduce travel costs while increasing productivity. We utilize our technological expertise to design leading-edge enterprise conferencing solutions for small to large businesses and educational, medical, and government institutions.

OmniPresence demystifies the complexities associated with the vast array of technology choices available on the market today. Every solution OmniPresence designs and implements meets the highest standards for Ease-of-Use, Reliability, and Overall Value.

Management Team

Tom Wing
Co-founder,
President and CEO



Tom has more than 25 years of new product development experience in the IP Telephony, Videoconferencing, Workstation, and Mini-Computer industries. Previously the Chief Technology Officer for Manhattan based SIP Communications Inc., Tom managed SIPCOMM's Advanced Technology and Product Development efforts in collaboration with PhD students at Columbia University's Internet Real-time Lab, delivering SIP endpoint and server applications. Prior to his efforts at SIPCOMM, Tom was Director of Engineering at PictureTel Corporation, and led development efforts to deliver Multipoint Conferencing Servers and Compact Room Systems. He previously held Engineering and Program Management positions with Hewlett-Packard, Apollo Computer, and Data General. Tom holds an M.S. in Applied Management and a B.S. in Electrical Engineering.

Tim Hill
Co-founder,
Chief Technology Officer



Tim has more than 10 years experience in the Videoconferencing industry. Previously, Tim spent several years at PictureTel Corporation in the Sales Engineering and Marketing organizations working as the technical liaison between Sales, Engineering, and Customers. Additionally, Tim was responsible for all technology aspects of trade shows and seminars throughout the Americas. Prior to his years at PictureTel, Tim, was a Systems Engineer at VideoServer Corporation (now known as eZenia) where he designed and maintained a converged network infrastructure used to emulate customer environments for the SQA and Engineering departments. He also performed comprehensive competitive analysis and interoperability testing of all videoconferencing products. Tim holds a B.S. in Management Information Systems.

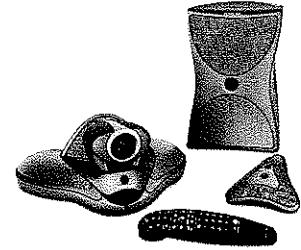
VII. TECHNICAL PROPOSAL

Comparison of Polycom VSX7000s and Lifesize Express

Polycom VSX7000s

The Polycom VSX7000s is a set top video conferencing system that standard definition video.

The VSX7000s includes the codec, microphone, subwoofer, and remote. You can also order an optional "Visual Concert" (not included in our pricing) that allows end users to display PC content locally and transmit it to the far end.

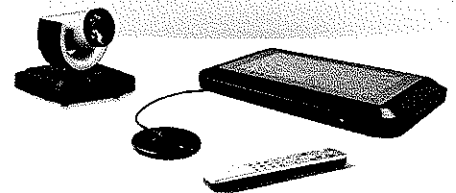


A multipoint key can also be added to this unit to allow you to call up to three additional sites in a video call.

This unit comes standard with IP connectivity. If users require ISDN then a BRI module is necessary.

Lifesize Express

The Lifesize Express delivers High Definition video communication (9X the quality of standard definition) in an affordable, easy to use, system. LifeSize became the first to market with a high-definition video conferencing solution in 2005 and has become a standard for organizations throughout the world because of their reliability and ease of use. The LifeSize Express is a feature rich system that delivers Telepresence quality high-definition video and audio.



The Lifesize Express includes a High Definition camera, Codec, and Remote.

This system also comes standard with the capability of sharing PC content with the far end without any additional equipment.

This unit is configured to be connected to one display so when using the content sharing feature, a PIP (picture in picture) would occur.

TECHNICAL PROPOSAL

Maintenance & Service

OmniCare™

OmniCare is our remote maintenance program for Video Conferencing Systems. It is well suited for organizations with their own internal technical personnel to draw on our experts for technical phone support and to expedite replacement of defective equipment. OmniCare offers highly responsive technical phone support, plus next business day parts replacement.

This also includes the following:

Unlimited Telephone Support Throughout Your Workday - Access to our technical support hotline during local business hours, Monday through Friday (excluding holidays).

Expedited Parts - Full replacement of all covered failed components shipped for next business day delivery.

Software Updates - Updates to correct any software errors that prevent your system from performing to published specifications, as required, plus regular software updates made available by the manufacturer.

24-Hour Video Test Facility - Access to our 24-hour Video Test Centers to verify installation or confirm operability prior to a videoconference. Continuous motion and sound sources enable quick, easy confidence checks any time of day or night. Face-to-face testing can also be scheduled during local business hours (except holidays).

On-line Access - Instant access via the World Wide Web to all manufacturers' product and service information, including technical bulletins, software patches and drivers, and training information.

Work Through to Completion - A continuous effort (and company commitment) to remain with your problem until it's resolved in a way you feel is satisfactory, even if it means we work after hours - at no extra cost.

Training

OmniPresence will provide free training over video to any of the 38 sites that request this. This training will review all the basic features and will give the end users a good comfort level with this technology.

VIII PROJECT MANAGEMENT

In order to ensure a smooth and successful Video Communications deployment for the State of West Virginia, OmniPresence will assign a project manager (PM) to oversee all aspects of the project timeline and relationships at no additional charge. The PM will coordinate the activities of all parties involved. Those parties include, but are not limited to the State of West Virginia staff, contractors, OmniPresence personnel, general and subcontractors engaged by OmniPresence, and any other vendors.

OmniPresence has been providing comprehensive and complex solutions for video conferencing for many years. It is a standard practice to assign a PM to each project. Our PMs are experienced in working in complex networking and communications environments and excel at providing ongoing feedback and status reports to our customers.

The PM will work closely with staff to coordinate an implementation schedule, timeline and milestones that take into account the various needs of the States Staff as well as the required lead times needed for preparation of facilities, procurement of products, assignments to appropriate personnel and obtaining any required permits as needed.

The PM will begin development of a punch list of various tasks that must be accomplished and will be responsible for providing reports to the principals throughout the project. In addition the PM will conduct conference calls and meetings with the parties involved to ensure the project remains in focus and on time. If requested a schedule for status calls and meetings will be created.

IX. PRICING SUMMARY

Option A – Polycom VSX7000s

Hardware

<u>Qty</u>	<u>Description</u>	<u>Unit price</u>	<u>Ext price</u>
38	VSX 7000s IP, NTSC, includes VSX 7000s settop, 1 microphone array, English Remote	\$4821.53	\$183,218.14

Support

<u>Qty</u>	<u>Description</u>	<u>Unit price</u>	<u>Ext price</u>
38	1 Year OmniCare Maintenance for VSX7000s	\$795.00	\$30,210.00

Sub-Total	\$213,428.14
Shipping	\$ 1,102.00
Total	\$214,530.14

Option B – Lifesize Express

Hardware

<u>Qty</u>	<u>Description</u>	<u>Unit price</u>	<u>Ext price</u>
38	Lifesize Express (HD System)	\$3960.00	\$150,480.00

Support

<u>Qty</u>	<u>Description</u>	<u>Unit price</u>	<u>Ext price</u>
38	1 Year Omnicare Maintenance for Lifesize Express	\$595	\$22,610.00

Sub-Total	\$181,744.50
Shipping	\$ 950.00
Total	\$182,694.50

Payment Terms:

Payment is due upon acceptance of goods and services.

REFERENCES

MFS Investments

500 Boylston Street
Boston MA, 02116
Contact: Mark English
617-954-5686
menglish@mfs.com

New Balance Athletic Shoe

20 Guest Street
Brighton, MA 02135
(Includes a location in Irvine, CA)
Contact: Kevin Hazzard
617-746-2428
kevin.hazzard@newbalance.com

Suffolk Construction

65 Allerton Street
Boston, MA 02119
(Includes a location in Irvine, CA)
Contract: Fred Mielbye
617-517-4250
fmielbye@suffolkconstruction.com

Partners Healthcare

25 New Chardon
Boston, MA
*(part of MA General Hospital and Brigham
and Womans Hospital/ A Teaching Affiliate
of Harvard Medical School)
(largest Healthcare provider in USA)*
Contact: Marco Sennelly
617-726-5740
Msennelly1@partners.org



Polycom® VSX™ 7000s



Benefits

Superior, natural sound – Polycom StereoSurround™ delivers crisp, natural voice clarity – even when multiples parties are speaking simultaneously – by using dual channel, Siren™ 14 technology

Outstanding video – Premium quality video at any bandwidth with smooth, natural motion and sharp, clear images. Employs standard-based H.264 compression and Pro-Motion™ video for optimal viewing.

Multimedia made easy – Show high-res images, movies or presentations in your meetings while also sharing video. And, you can share PC content cable-free using Polycom's unique People+Content™ IP technology.

Simplified dialing and enhanced performance – Integrate the SoundStation VTX 1000 to launch video calls, capture soft voices clearly from across the entire room in StereoSurround and eliminate the need for microphones and wires.

Complete solution packages – Combine the VSX 7000s with any of Polycom's attractive furniture display options to create a total meeting room solution.

The Polycom Solution – Everything you need to deploy and manage a complete video conferencing network with Polycom Global Management System™, Polycom PathNavigator™, Polycom Conference Suite™ and the Polycom MGC™.

The world's most powerful set-top video conferencing system for medium sized groups and special applications.

The Polycom VSX 7000s offers flexibility, reliability and a robust architecture for virtually any meeting room, classroom, or medium group environment. With a unique integrated sound system, the Polycom VSX 7000s raises the bar for quality audio with patent pending Polycom StereoSurround™ audio. During a video conference, voices from far-end participants project in stereo. With dual speakers and dual microphones you'll hear each speaker clearly, easily decipher multiple simultaneous conversations and experience pure, rich sound.

In addition, the VSX 7000s offers truly exceptional video with H.264 and television-like quality Pro-Motion™, an easy-to-use, customizable user interface, standard AES software encryption, touch panel integration capabilities and voice add-on capabilities. The VSX 7000s provides flexibility in any conferencing environment; you can choose between a VGA or TV monitor as your main display, choose your dialing method (IP (H.323 or SIP) and ISDN), and connect any second camera or VCR to display pictures, movies or presentations to all conference participants. Whenever content is displayed, whether it is coming from a PC, a document camera or from a DVD, the conference participants always see both the speaker and the content, for a seamless meeting experience. For a complete conferencing solution, consider combining the VSX 7000s with the Polycom Media Center solution with a choice of single or dual LCD displays or plasmas, a quality cart and the world's best selling video conferencing system.

There are many optional features and components that can be added to the VSX 7000s to further enhance any video conference. Tremendous value is added to the VSX 7000s when combined with the SoundStation VTX 1000® allowing the user to dial video calls right from their conference room as well as use the SoundStation VTX 1000 as the stereo microphone for the VSX 7000s. This combination saves conference table space (no mics or wires are needed) as well as provides double the range of microphone pickup so that all conference participants are clearly heard, even in large rooms.

Another option that can be added to the VSX 7000s is the presenter package, including Visual Concert™ and People+Content™ IP. Both of these allow users to display PC content during the meeting; Visual Concert is used to connect a laptop directly to the VSX 7000s while People+Content IP is used to share PC content wirelessly. PC content can include PowerPoint presentations, movie files, audio files, pictures or documents. More options include ISDN capability, speaker kits, additional microphones and more – all designed to allow you to create the perfect conferencing environment for your meeting room.

In today's Internet driven world, the ability to conduct real time communication and collaboration has become critical to an organization's survival. As the market leader in voice, video, data and Web solutions, our award-winning conference technology makes it easy for people to interact and maximize productivity – over any network, in just about any environment, anywhere around the globe. That's why more organizations worldwide use and prefer Polycom conferencing solutions. Because when people work together, great things happen. To learn more, please visit the Polycom Experience Center at www.polycom.com/experience.



Polycom VSX 7000s

- ITU H.323 and H.320 compliant
- VSX 7000s Bundled Solutions
- VSX 7400s Presenter: VSX 7000s Visual Concert VSX, People+Content IP
- VSX 7400s Presenter VTX: VSX 7400s with SoundStation VTX 1000 instead of microphone array
- VSX 7800s Presenter MP: VSX 7000s Visual Concert VSX, People+Content IP, 4-way MPPlus
- VSX 7800s Presenter MP VTX: VSX 7800s and SoundStation VTX 1000 instead of microphone array
- Bandwidth
 - Maximum Data Rate IP and Serial/V.35: Up to 2 Mbps
 - Maximum Data Rate ISDN: Up to 2 Mbps
- Video Standards & Protocols
 - H.261 Annex D
 - H.263+ Annexes: F, I, J, L, N, T
 - H.263+ Annexes: W
 - H.264
 - ITU 60-fps full screen – Pro-Motion
- Frame Rates (Point-to-Point)
 - Intelligently selects frame rate for best performance video
 - 30 fps at 56 kbps up to 2 Mbps
 - 60 fields per second up to 2 Mbps
- Video Inputs: Main Camera + 2 Connectors
 - Integrated main camera
 - 1 x S-Video; 4-pin mini DIN (document camera or second camera)
 - 1 x S-Video; 4-pin mini DIN (VCR)
 - Dedicated connections for VCR/DVD-R playing and recording
- RS-232 Data Port: 1 Connector
 - 1 x 8-pin mini DIN
 - Control port for custom integration with remote devices such as Crestion® and AMX® control systems
 - Connectivity for closed captioning teletype device or PTZ control for auxiliary PowerCam™
 - Communication port for transmission of serial data (i.e. medical devices) over ISDN calls
- Video Outputs: 4 Connectors
 - 1 x S-Video; 4-pin mini DIN (Main monitor)
 - 1 x S-Video (Second monitor)
 - 1 X VGA (main or second monitor display)
 - 1 x S-video (VCR)
- Video Formats
 - NTSC/PAL
 - Graphics: XGA, SVGA, VGA
- Integrated Main Camera
 - Ultra-quiet, ultra-fast action pan/tilt/zoom (PTZ)
 - 65° field of view
 - Tilt Range: +/- 25° (Up/Down)
 - Pan Range: +/- 100° (Left/Right)
 - Total Field of View: 265°
 - 12x Zoom, f:4.2 to 42mm
 - F=1.85 to 2.9 mm
 - Auto focus
 - Automatic white balance
 - Camera presets – local and far-end (up to 99)
 - Standards-based, far-end camera control (FECC)
- People Video Resolution
 - Pro-Motion interlaced video (60/50 fields full-screen video for NTSC/PAL)
 - 4SIF (704 x 480)
 - 4CIF (704 x 576)
 - SIF (352 x 240)
 - CIF (352 x 288)
 - Choice of 4:3 or 16:9 display aspect ratios
 - Display People on single XGA monitor or second XGA Monitor

- Content Video Resolution
 - XGA (1024 x 768), SVGA (800 x 600), VGA (640 x 480) for graphic displays
 - People video support for 4CIF and SIF on second VGA display
 - Up to 4CIF for NTSC/PAL displays
- Audio Standards & Protocols
 - Polycom StereoSurround ready
 - 14 kHz bandwidth (Polycom Siren 14)
 - 7 kHz bandwidth with G.722, G.722.1
 - 3.4 kHz bandwidth with G.711, G.728, G.729A
- Audio Features
 - Audio add-in over SoundStation VTX 1000 conference phone
 - Audio add-in over ISDN
 - Full-duplex digital audio
 - Instant Adaptation Echo Cancellation
 - Automatic Gain Control (AGC) – Voice activated
 - Automatic Noise Suppression (ANS)
 - Audio Mixer (Mic, VCR, line-in)
 - Built-in tonal speaker test
 - Real-time audio level meter for local and far-end microphones
 - Microphone and VCR input audio mixing
 - Ability to talk over VCR audio
 - Ability to turn off Echo Cancellation when external audio equipment is used
- Audio Inputs: 3 Connectors
 - 1 x Conference Link
 - Supports up to (3) microphones
 - Supports SoundStation VTX 1000 conference phone
 - 1 x RCA input for stereo or mono input from VCR
 - 1 x RCA input for stereo or mono input from external mixer
- Audio Outputs: 2 Connectors
 - 2 x RCA/Phono, Line Level output for VCR record
- Polycom Digital Tabletop Microphone
 - 360° voice pick up, 4.8 dB less reverberant than omni microphone
 - Three cardioid elements per microphone
 - Floating feet reduce transmission of tabletop noise
 - Integrated mute button
 - Optional Polycom Ceiling Microphone Array is available
- Integrated Speaker and Subwoofer
 - Frequency response: 80 Hz to 22 kHz
 - Crossover frequency to subwoofer: 216 Hz
 - Total Output Power: 20 Watts (RMS)
 - Customize audio for user environment
 - Master volume control
 - Midrange and subwoofer speakers On/Off
 - Subwoofer adjustable level
 - User-tuned treble and bass controls
- Other ITU Supported Standards
 - H.221 communications
 - H.224/H.281 far-end camera control
 - Annex Q standard for FECC in H.323 calls
 - H.225, H.245, H.241, H.331
 - H.239 People+Content
 - H.231 in multipoint calls
 - H.243 MCU password
 - H.233, H.234, H.235v3 encryption standards
 - Bonding, Mode 1
- Network Interfaces Supported
 - IP (LAN, DSL, cable modem)
 - Single 10/100 Ethernet port (10 Mbps/100Mbps/Auto)
 - Optional ISDN GBRI (Basic Rate Interface) Module
 - Optional ISDN PRI (Primary Rate Interface) Module T1/E1
 - Optional Serial Module (V.35/RS-530/RS-449 with RS-366 dialing)
 - Optional wireless LAN support via Ethernet port
- Network Features
 - SIP Support (Session Initiation Protocol)

- Integration with Cisco Systems® CallManager Version 4.0
- Down speeding over IP and ISDN
- Audio & Video Error Concealment over IP, ISDN and mixed calls
- IP address conflict warning
- Fast Connect IP for quick video connections
- Maximum call length digital timer
- Auto SPD detection and line number configuration
- MGC Click&View™ for individual screen layouts
- Polycom OneDial™ intelligent call management attempts call on preferred network (IP or ISDN) and automatically rolls over to secondary network if needed
- Polycom PathNavigator support for easy call placement and network cost optimization
- TCP/IP, UDP/IP, RTP, DNS, WINS, DHCP, ARP, HTTP, FTP, Telnet
- Chair control through API command or Integrated Web Interface
- Software Upgradeable Inverse Multiplex (MUX)
- Internal Multipoint Features (Optional)
 - Mixed protocol dialing connects a total of four endpoints (IP/ISDN/Serial) through the internal MCU
 - Dial-in/Dial-out Calling (IP/ISDN/Serial)
 - Password protection for incoming calls
 - Supports IP telephones
 - Automatic IP/ISDN down speeding
 - Supports People+Content™ from any endpoint (Not just the host site)
 - Voice Activated Switching – view current speaker
 - Continuous Presence – see all locations
 - Automatic Presentation – switch between presenter and continuous presence mode
 - MP key installation while in a call
 - Audio add-in over ISDN
 - Cascading for up to 10 conference participants (mix of IP/ISDN/Serial Video and ISDN Audio)
- Conference on Demand
 - Initiates unscheduled MGC calls from the endpoint
 - Utilizes The Polycom Office™ (Polycom PathNavigator and MGC)
 - Auto selects either the internal or external bridge
 - Dials all participants simultaneously
- Security
 - COMSEC tested by Titan Systems, Information Security Systems Division, and independently validated to operate with approved government encryption technologies
 - KG-194/KIV-7 encryptor support with on screen and address book dialing
 - Enhanced integration for independently certified classified encryption devices
 - Account validation number entry
 - SNMP trap notification of all failed login attempts from HTTP, FTP or Telnet
 - Secure password authentication
 - Unique factory default passwords
 - Administrator password
 - Dial-in meeting password
 - Encrypted password for VSX Web access
 - Ability to disable remote interfaces (FTP, Telnet, HTTP, SNMP)
 - Ability to disable mixed protocol multipoint calls
 - Auto-Answer (On/Off)
 - Allow access to user settings (On/Off)
- Embedded Encryption
 - Advanced Encryption Standard (AES)
 - FIPS validated by National Institute of Standards & Technology (NIST) certified agency
 - 128-bit key length
 - AES software encryption on ISDN IP and Serial/V.35 up to 2 Mbps
 - Standards-based H.235v3 (IP)
 - Standards-based H.233/H.234 (ISDN/Serial)

- Automatic key generation and exchange
- Supported in People+Content™
- Supported in Point-to-Point IP & ISDN & mixed multipoint calls
- User Interface
 - User-friendly graphical interface
 - Customizable home screen and color themes
 - Kiosk mode with scrolling marquee
 - User-selectable camera icons and ring tones
 - Speed Dial List on home page
 - Persistent Preview (Far-site PIP) on all screens
 - Picture In Picture (PIP) (On/Off Moveable)
 - Dual Monitor Emulation
 - Numerical menu navigation (Similar to mobile phone)
 - Date, Time Server accessibility
 - Calendar and Conference scheduling
 - Alert Signal on home page
 - Do Not Disturb (On/Off)
 - VSX Web for remote monitoring
- Directory Services
 - 4,000 number global directory
 - 1,000+ number local directory
 - Speed dial list displaying video buddy list
 - Limitless multipoint entries
 - Live address book with Polycom Global Directory Services automatically and quickly updates directory with address changes or new endpoints
 - Polycom Global Directory Services integrates with Active Directory/LDAP
 - Directory Server backup in the event Polycom Global Directory is not accessible
 - Automatic ISDN localization of calls
- System Management
 - Baseline mode setting for legacy system interoperability
 - SNMP for enterprise management
 - Diagnostics and software upgrades via PC, LAN
 - Integrated VSX Web management tool
 - Web Director: Remote administrator video monitoring and control from VSX Web (enabled/disabled from endpoint for security)
 - Out-of-box setup from VSX Web
 - Place a call from VSX Web
 - Language independence between set-top interface and VSX Web
 - System configuration from VSX Web
 - Recent Calls Log – Records last 99 incoming and outgoing calls
 - Call Detail Record (CDR) – Reports all incoming and outgoing calls along with call statistics
 - CDR Feature On/Off
 - Downloadable CDR data for processing requires no external management system
 - Account number validation at call initiation integrated with Polycom Global Management System for billing purposes
 - Administrator-configurable dialing speeds
 - Complete support for The Polycom Office including:
 - Polycom Global Management System
 - Polycom OneDial
 - Polycom PathNavigator
 - Polycom Conference Suite
 - Polycom MGC
 - Polycom SoundStation VTX 1000
 - Polycom Vortex®
- Quality of Service and Experience – iPriority™
 - Video Error Concealment
 - Audio Error Concealment
 - Universal Plug and Play (UPnP)
 - IP Precedence (ToS)
 - Configurable video/audio/FECC service value
 - DiffServ (DSCP) (COS)
 - RSVP
 - Dynamic Bandwidth Allocation

- Proactive Network Monitoring
- Packet and jitter control
- Network Address Translation (NAT) support
 - Automatic NAT discovery
 - Asymmetric speed control
 - Alternate Gatekeeper Support
 - TCP/UDP fixed-port firewall support
 - Lip synchronization
 - Echo cancellation
 - Echo suppression
 - Auto gatekeeper discovery
 - Automatic gateway dialing profiles
 - Specify outbound call routing for gateway/ISDN
- Collaboration Solutions
 - People and Content (PC, VCR/DVD Doc cam) are always displayed simultaneously
 - Visual Concert VSX (Audio and video input from PC or Macintosh®) (Optional)
 - 1 x audio input for laptop
 - 1 x VGA output for projector
 - 3 x 10/100 Ethernet hub
 - Content Input: 1280 x 1024, 60 Hz
 - Content Output: Up to 1024 x 768
 - People+Content IP (Optional)
 - Show content from laptop/PC over IP network connection
 - No resolution adjustment required on presenter's laptop/PC
 - Supports CIF, SIF, 4CIF, 4SIF, VGA, SVGA, XGA display resolutions
 - Zoom control
 - Supports Windows® 2000 and Windows XP
 - Adjustable bandwidth for content
 - 10% Content 90% People
 - 50% Content 50% People
 - 90% Content, 10% People
 - Closed captioning support
 - Web Streaming in and out of a call, RTP based suitable with QuickTime® Players
- Furniture solutions
 - Media Center with audio system
 - Media Center
 - Media Cart
 - Video Cart
 - Wall Mount Solution
- Language Support (13 languages)
 - Chinese (Simplified), Chinese (Traditional), English (American), English (British), French, German, Italian, Japanese, Korean, Norwegian, Portuguese, Russian, Spanish
 - Documentation translations in all languages
 - User interface translations in all languages
 - Keypad audio dialing confirmation in all languages
 - VSX Web translations in all languages
 - Remote controls labeled in all languages
- Electrical
 - Auto sensing power supply
 - Operating voltage/power 90-260 VAC 47-63 Hz/80 watts
- Environmental Specifications
 - Operating Temperature: 0-40° C
 - Operating Humidity: 15-90%
 - Non-Operating Temperature: -40-70° C
 - Non-Operating Humidity (Non-condensing): 10-90%
- Physical Characteristics
 - Video Base Unit (W/H/D): 11.82"/5.93"/9.63"
 - 300.3mm/148mm/244.5mm
 - Video Base Unit Weight: 6.0 lbs/2.8 kg
 - Subwoofer (W/H/D): 6.9"/10.17"/9.61"
 - 175.2mm/272.4mm/220mm
 - Subwoofer Weight: 9.0 lbs/4.08 kg
- Warranty
 - One-year return to factory parts and labor
 - One-year software updates and upgrades

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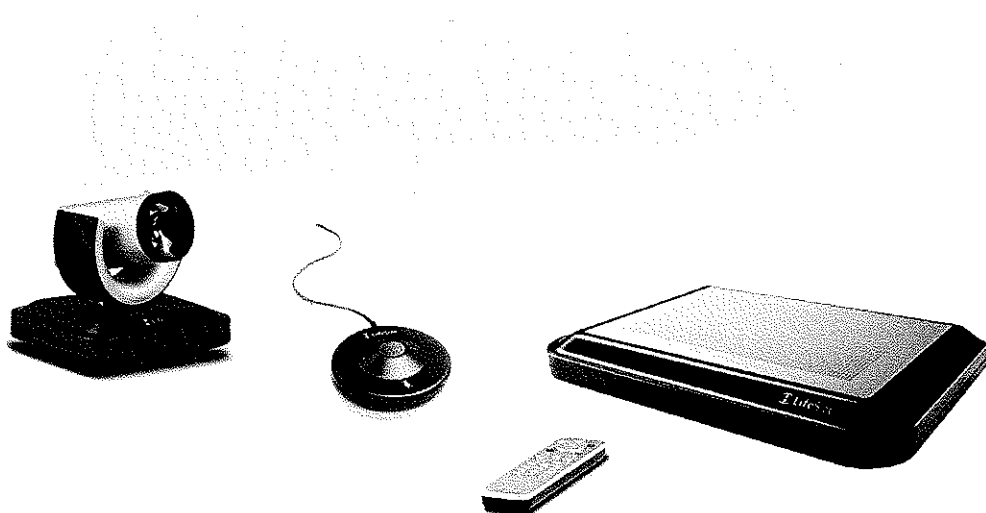
Polycom Asia Pacific: Polycom Hong Kong Ltd. Rm 1101 MassMutual Tower 38 Gloucester Road, Wanchai Hong Kong, (T) +852.2861.3113 (F) +852.2866.8028



Experience Communication in High Definition



LifeSize® Express™ delivers high definition video communication in an affordable, easy-to-use, system.



High Definition for Everyone

LifeSize® Express™ is the affordable, easy to use, high definition video communications system designed to bring people together, allowing you to do more, travel less and be present.

In today's fast-moving, global economy, project teams, partners and colleagues are distributed around the world. But the telephone and email are not enough. Frequent face to face meetings and meaningful dialog are vital for success, but travel is expensive and time consuming.

(Affordable telepresence quality video)

LifeSize Express brings people together by allowing them to interact successfully across distances. Seeing facial expressions, body language and gestures makes you feel truly connected and understood.

LifeSize designed video communications with absolute user simplicity in mind. Connect your PC to share multimedia or documents clearly.

High definition quality. Simplicity. Meaningful team connections. LifeSize Express is clearly how video communications is meant to be

LifeSize Express Key Features

- Video Quality: High Definition Telepresence Quality 1280x720 - 30 fps 16x9 format
- HD Monitor
- HD Camera Pan-Tilt-Zoom (PTZ)
- High Definition Audio
- External Audio & Video Input/Output: Audio: 2 in. 1 out Video: 2 in. 1 out
- Point-to-Point High Definition Videoconferencing



Product Specifications - LifeSize® Express™

System Components

LifeSize codec
High Definition PTZ camera
LifeSize MicPod
Wireless IR remote control
Power supply
Cables

Communications

128Kbps – 1.5Mbps
H.323 SIP
1 x RJ-45 Network LAN
1 x 3.5 mm Mic In for LifeSize MicPod
1 x RJ-45 for optional LifeSize Phone

Supports one HD Display

Any display supporting HDMI input
For additional information on displays visit:
www.lifesize.com/support

High Definition Camera

LifeSize-designed High Definition pan/tilt/zoom camera (patent pending)
Resolution: 1280 x 720 30fps
Wide-angle lens 4x optical zoom 70 degree field of view
Auto focus
Automatic gain control
10 camera presets
7.5 M / 25 ft cable Optional 15 M / 50 ft cable

Video Specifications / Video Resolution

Maximum Resolutions Widescreen 16:9 Modes
128 Kbps (400 x 244 pixels) Widescreen FCIF
384 Kbps (768 x 432 pixels) Cable TV
512 Kbps (848 x 480 pixels) DVD Resolution
768 Kbps (1088 x 608 pixels) 2x DVD Resolution
1 Mbps or higher (1280 x 720 pixels) High Definition
Actual resolution depends upon capability of remote end and is impacted by the quality of the communications channel

Video Standards

H.263 H.263+, H.264 and H.269
Supports Dual Streaming with Video Bandwidth Balance

Video Formats

High Definition 16x9 aspect ratio

Video Inputs (3 Inputs)

1x High Definition PTZ Camera
1x HD Digital Video In (720p30)
1x VGA In

Video Outputs (1 Output)

1x HD Digital Video Out (720p30)

High Definition Active Microphone

Single omni-directional microphone
100 Hz up to 16 kHz
Mute button
Powered by codec directly through cable

Audio Features

High Definition audio
Three-way audio add-on call capability
GIPS NetEQ packet loss concealment
Full duplex for natural conversations
Echo cancellation for echo-free calls
Automatic gain control
Automatic noise reduction

Audio Standards

G.711 G.722 G.722.1C (Polycom Siren14™) G.729
MPEG-4 AAC-LC

Audio Inputs (2)

1 x 3.5 mm Line In (L+R)
1 x 3.5 mm Mic In

Audio Outputs (1)

1 x Line Out / Headset (L+R)

User Interface & Features

Context sensitive user interface
Wireless IR remote
Graphical User Interface Call Manager
Virtual Multiway support
13 localized languages supported
Customizable background screens
Selectable camera icons & live preview

Security

Flash-based Web management tool
Administrator and User-level passwords
SNMP security alerts
Ability to disable HTTP, SSH and Telnet services
H.235 encryption support including strict compliance
Kensington Lock™ feature

Intelligent Networking Features

IPv4 and IPv6 support
Auto H.323 dialing
When used with LifeSize Networker:
H.320 dialing
Auto SPID detect
Downspeeding

Directory and Address Book

Up to 1000 local directory entries
Save Lock, Remove Redial List features
Missed call notification
Auto-Discovery directory lookup (patent pending)
LDAP (H.350) support
Meetings Directory support
Hierarchical address book

System Management

Out of box setup via web interface and web management tool
SNMP

Optional

LifeSize Phone for enhanced audio integration
Note: LifeSize Phone and LifeSize MicPod are mutually exclusive
LifeSize Networker for ISDN connectivity

Power

AC Voltage 100-240V 50-60 Hz 2.5 A

Environmental Data

Operating temperature:
0°C (32°F) to 40°C (104°F)
Operating humidity:
15% to 85% non-condensing
Storage temperature:
-20°C (-4°F) to 60°C (140°F)
Storage humidity: 10% to 90% non-condensing

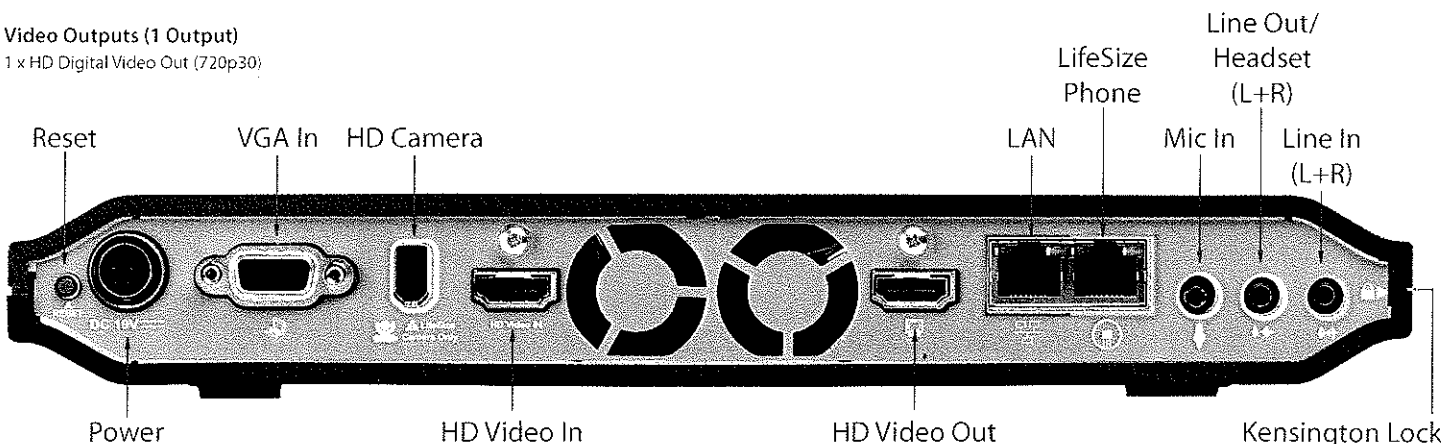
Codec Dimensions

Width: 288mm (11.34")
Depth: 187.5mm (7.38")
Height: 41.3mm (1.63")
Weight: 1.29Kg (2.84 lbs)

Regulatory Model Number
Model: LFZ-006

For additional information:
www.lifesize.com/support

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...don't go there, be there..

VideoOne Solutions

The experts in video, audio, and web conferencing.

- Gain a distinct advantage over your competition.
- Make meetings at a distance more effective than ever.
- It's as powerful as being there.

Today's business—your business—relies on communication. It's essential that your mission critical voice video and data applications are reliable and always available for users of all levels. When you let the experts at OmniPresence take care of your communications, your business benefits from cutting-edge technology, and highly skilled engineers normally available only to very large corporations.

Clients benefit from the ease-of-use, reliability and overall value of every solution we provide. Here's how we do it.

Multisite Conferencing Services:

Get Connected without the Investment! OmniPresence VideoOne lets you use our conferencing services, regardless of your network, hardware or location

Equipment Hosting Services:

Managed Hosting offers your business a secure, reliable off premise hosting environment for mission critical applications, leaving you free to concentrate on growing your business

Conference Room Rentals:

Access to our worldwide network of Over 50,000 video conference rooms

OmniView:

Intelligent Network Monitoring and Diagnostic tools for proactively managing devices that support your communications network.

Firewall and NAT traversal:

Simplify communication across networks with our low cost firewall/NAT traversal solution

Network Design and Consulting:

Prepare your enterprise network for real time collaboration solutions. Our experts will provide complete analysis and recommend the optimal design to ensure Quality of Service (QoS).



Anywhere
Anytime



Events

Video

Unified Collaborative Platform

Telecomuter
Remote Office



ISDN
Broadband
Dial-up

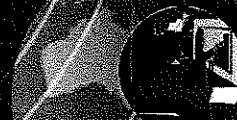
Audio

Partners
Suppliers
Customers



WiFi
Wireless

Web
Stream



Internet
Intranet

sily.

OmniPresence Designs
Leading Edge Collaborative
Solutions For:



Corporations



**Educational
Communities**



**Government
Agencies**



**Medical
Institutions**



**Legal
Entities**



**Small
Businesses**

Multisite Conferencing Services

- Multisite video bridging
 - Scheduled or On Demand
 - Unlimited or Pay as you go
- Gateway IP/ISDN
- Audio Conferencing
 - Reservationless
 - Scheduled
- Web conferencing
- Streaming
 - Record and archive
 - OnDemand retrieval

OmniView

- Monitor for packet loss Latency and jitter
- Monitor IP and ISDN connectivity
- User assist request
- Reports system Hardware issues
- Network Infrastructure monitoring
- Real time traffic analysis
- Network diagnostic tools

Maintenance & Installation

- OmniCare™
- OmniCare™ Plus
- OmniCare™ Premium
- Unlimited Telephone Support
Throughout your workday
- Expedited Parts Replacement
- Software Updates
- 24-Hour Video Test Facility
- Work through to completion

VideoOne Services:

Firewall/NAT traversal:

- Secure connectivity between enterprise networks and remote sites (AES encryption)
- Deploy video to the home office
- Seamless firewall traversal
- Provides Universal dialing plan
- Fully H.323 compliant

Equipment Hosting Services:

- Direct connectivity to major carrier backbones
- Secure Fault tolerant facility
- Reduce administrative costs
- Reduce Network expenses
- Outsourced Equipment management

Worldwide Video, Audio,

& Web Conference Room Rentals

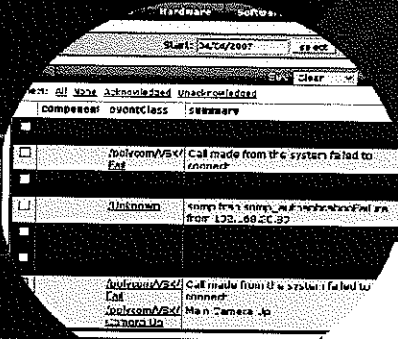
- Multi-site conferences
- Conduct off-site group meetings
- Interview prospective employees
- Save costs associated with travel
- Increase productivity

Network Design and Consulting

- Complete network diagnostics and troubleshooting.
- QoS network implementation
- Isolate problem spots on your network
- Network Pre-engineering

For More Information, contact
OmniPresence at:
Phone: 508-229-0040
Email: info@omnipresence.com
Web: www.omnipresence.com

...don't go there, be there..



Component	Event Class	Summary
holcom/VB/	Call	Call made from the system failed to connect
Unknown	System Test	System test script failed to run from 133.68.20.37
holcom/VB/	Call	Call made from the system failed to connect
holcom/VB/	Call	Call made from the system failed to connect

OmniView Network Monitoring

OmniView empowers organizations with the resources necessary to ensure that your equipment is ready when you need it. With 24x7 active monitoring you can rest assured that any issue will be discovered before it impacts an important conference. System alerts are sent directly to our Network Operations Center via email and sms message and displayed on our operations console, a trouble ticket is opened and the engineer begins to troubleshoot the problem within minutes. Scheduled testing plans ensure that network quality is maintained by analyzing captured data and pinpointing any potential issues that may impact future conference quality.

Availability Monitoring:

OmniView provides a complete suite of availability monitors testing that network devices are available. Through OmniView we are able to provide a real-time view of the availability of your devices. Enabling the quick diagnosis and resolution of problems.

Performance Monitoring:

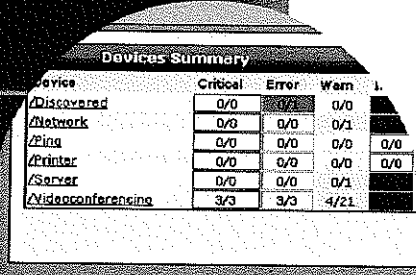
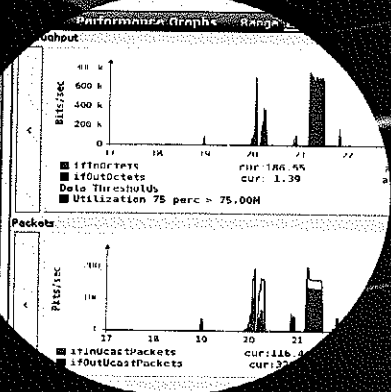
Provides an up to the minute picture of what is currently happening on the network. Providing real-time statistics including current bandwidth utilization, packet loss and jitter measurements.

Event Monitoring and Management :

Device events are collected using SNMP, Telnet, SSH and syslog and then processed to determine severity. Engineers are notified of these events via the system console, email and sms txt message.

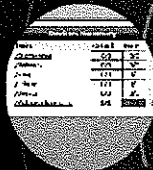
Pro-active Network analysis and testing:

A comprehensive suite of automated diagnostic tools can be scheduled to run during off hours or ad-hoc to ensure that Quality of Service (QoS) is maintained. Any degradation in quality will result in an alert being generated.



Device	Critical	Error	Warn	Info
/Discovered	0/0	0/2	0/0	
/Network	0/0	0/0	0/1	
/Zing	0/0	0/0	0/0	0/0
/Printer	0/0	0/0	0/0	0/0
/Server	0/0	0/0	0/1	
/Videoconferencing	3/3	3/3	4/21	

Availability
Monitoring



Events

Reporting

Network
Utilization



Custom
Event
Creation

Complete Network Monitoring

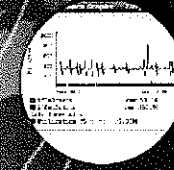
Trend Graphing

Performance
Monitoring



Event
Management

Syslog
Monitoring



Dependency
Tracking

OmniPresence Designs
Leading Edge Collaborative
Solutions For:



Hosting



Equipment
Monitoring



Government
Agencies



Medical
Institutions



Legal
Entities



Small
Businesses

OmniView Services:

Availability Monitoring

- Ping response testing (System up Down)
- SNMP trap collection and processing
- Testing of standard TCP/IP services
- Testing of specified TCP/IP ports
- Windows service availability testing
- Critical system components (Camera and Microphone)
- URL availability testing

Performance Monitoring

- Active monitoring of video calls for latency and packet loss
- Current system call status
- System current bandwidth utilization
- Scheduled collection and storage of system events
- Ability to set several threshold levels for monitoring network quality
- Graphing of Trend over time: hourly, weekly, monthly, yearly

Reporting

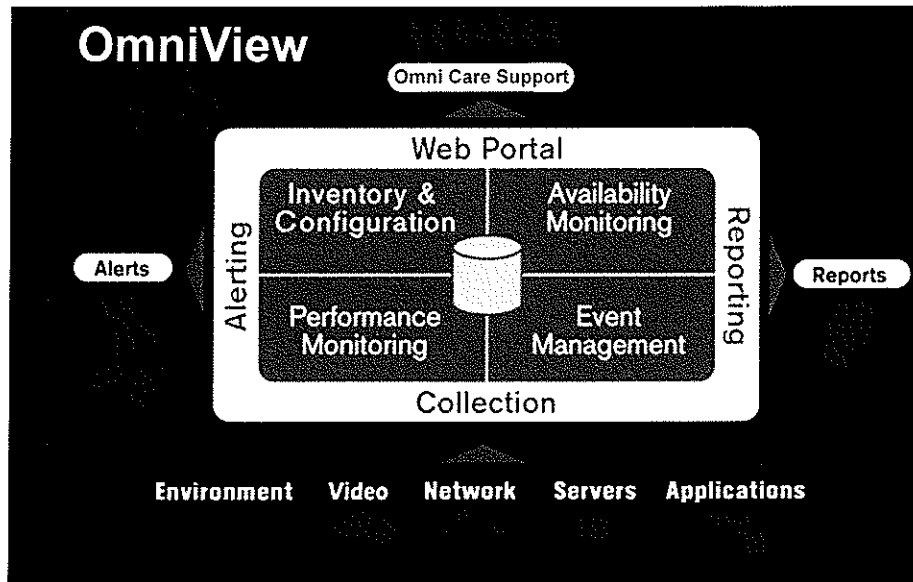
- System availability issues
- Packet loss, jitter and latency
- Network interface bandwidth utilization
- Real Time bandwidth and error statistics
- SLA Reporting

Event Monitoring and Management

- Aggregation of events from various sources: availability monitoring, performance monitoring, syslog sources, SNMP trap sources
- Custom event creation and processing rules
- Parsing of custom log files
- Testing of specified TCP/IP ports
- Windows service availability testing
- Windows process availability testing
- URL availability testing

For More Information, contact
OmniPresence at:
Phone: 508-229-0040
Email: info@omnipresence.com
Web: www.omnipresence.com

OmniPresence OmniView --Systems Monitoring and Management Tool



OmniPresence OmniView is an enterprise-grade network and systems monitoring product that delivers the functionality organizations need to effectively manage the health and performance of their entire network

Features:

OmniView integrates a complete set of features required to effectively monitor and manage your entire network infrastructure.

These features include:

Availability Monitoring

OmniView provides 24x7 active monitoring of devices and infrastructure.

Availability Tests

- Ping response testing (System up, down)
- SNMP response testing
- Testing of standard TCP/IP services (HTTP, etc..)
- Testing of specified TCP/IP ports with regular expression matching
- Windows service availability testing
- Windows process availability testing
- URL availability testing

Dependency Tracking

- Intelligently suppress tests and alerts based on layer 3 network dependencies

Event Generation

- Generate events based on availability issues

Reporting

- Ping Issues
- Packet loss and Latency
- SNMP Issues
- SLA Reporting

Performance Monitoring

OmniView can be used to monitor overall health of network devices, servers, and operating systems.

Real Time

- Active monitoring of video calls for latency and packet loss
- Current system Call Status
- Systems Current bandwidth utilization

Collection & Thresholds

- Scheduled collection and storage of system events
- Pre-loaded MIBs and new local MIBs
- Ability to set several threshold levels for monitoring network quality

Event Generation

- Generate events with specific severity based on threshold settings

Graphing & Reporting

- Graphing of Trend over time: hourly, weekly, monthly, yearly
- Other Performance Reports

Event Monitoring and Management

Collect information through common event collection protocols.

Event Collection

- Aggregation of events from various sources: availability monitoring, performance monitoring, syslog sources, SNMP trap sources, Windows Event log
- Custom event creation through XML-RPC interface
- Parsing of custom log files

Event Processing

- Ability to build event processing rules through GUI interface
- Automatic event classification
- Automatic event prioritization
- Automatic de-duplication
- Automatic begin/end correlation
- Operator acknowledgment
- Automatic and Manual Archiving

INVENTORY & CONFIGURATION

- Grouping, Organization, Association, Classification
- Organize devices by system type
- Associate devices with locations
- Associate devices with technical contacts
- Hierarchical configuration of device properties with inheritance
- Ability to put devices into various "production levels" (e.g. maintenance, decommission, etc....)

Alerting

- Paging and Email alerts
- Ability to delay alerting based on customize and personalized rules
- Basic escalation rules
- Advanced escalation rules
- System is aware of level three topology to avoid "alarm fatigue"

Reporting

- Ability to view current events and event history
- Inventory of events and event classifications
- Additional Event Reports