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Blue Jeans Network and Tely Labs Partner to Provide Free 60-Day Cloud Conferencing Services
Videoconferencing innovators offer full version of conferencing service in special bundle offer for telyHD Pro users

REDWOOD CITY, CALIF. – December 11, 2013 –Blue Jeans Network, the global leader in interoperable video collaboration services, and Tely Labs, the leader in simple, secure and affordable videoconferencing systems, have joined forces to create a compelling appliance and services bundle. Now through February 28, buyers of the telyHD Pro videoconferencing appliance are eligible to receive 60 days of Blue Jeans Network conferencing service for free.

The exclusive offer provides the full benefits of Blue Jeans Network service, including scheduling, screen sharing and interoperable videoconferencing for room-based systems, tablets, smartphones and personal computers and telephones.

Blue Jeans and Tely Labs are changing the landscape of business communications: Blue Jeans has captured over 30% of the worldwide videoconferencing services market while Tely Labs has rocketed to over 18% of the US videoconferencing systems market in less than a year.¹

Together, Tely Labs and Blue Jeans are a powerful combination that addresses the emerging need for simple, cost-effective and interoperable videoconferencing. “There is a natural synergy between the goals of our two companies,” said Krish Ramakrishnan, co-founder and CEO of Blue Jeans Network. “Traditional conferencing has left many meeting participants in the dark, and we are eager to continue providing users with the opportunity to experience the benefits face-to-face collaboration provides – without being at the mercy of a physical location or device.”

The pairing of simple, affordable videoconferencing appliances and cost-effective, cloud-based services is especially welcome among small-and-medium-sized businesses, where cost and complexity have prevented widespread adoption of video collaboration technology.

¹ According to Wainhouse Research [Video Conferencing Industry Statistics \(SpotCheck\) – Q3 2013](#)

“More and more of our telyHD Pro users are finding Blue Jeans is the easiest, most cost-effective way to connect with smartphones, tablets, PCs and room-based systems from Avaya, Polycom or Cisco,” said Sreekanth Ravi, CEO and co-founder of Tely Labs. “We’re very happy to partner with Blue Jeans to accelerate this growing trend.”

About Tely Labs

Founded in 2010, Tely Labs is a pioneer in simple, secure and affordable video communication and collaboration systems that fundamentally change the way people communicate. Tely Labs is dedicated to bringing videoconferencing to every meeting room, remote office and healthcare facility – simply, securely and affordably. www.tely.com.

About Blue Jeans Network

At Blue Jeans Network, our mission is to make video communications as easy and pervasive as audio communications, enabling more effective collaboration at work, at home, and on the road. Our cloud-based conferencing service makes this possible by enabling customers to connect with each other seamlessly anytime, anywhere, and from practically any device. The Blue Jeans Network extends high quality video communications beyond the traditional boundaries of specialized conference rooms and into the mainstream, allowing individuals and employees throughout an enterprise to interact more effectively with each other, and with their customers, partners, suppliers, family, and friends. Blue Jeans Network is a private company headquartered in Mountain View, California. For more information go to: <http://bluejeans.com> or follow the company [@BlueJeansNet](https://twitter.com/BlueJeansNet)