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**InterCall and Tely Labs Partner to Bring Integrated Video Solutions to Asia Pacific Region**  
*World's Largest Conferencing and Collaboration Solutions Provider Will Offer Leading Value-Focused Video Conferencing System*

**SINGAPORE AND REDWOOD CITY, CALIF. – November 12, 2013** – InterCall, a subsidiary of West Corporation and the world's largest conferencing and collaboration services provider, and Tely Labs, the leader in simple, secure and affordable video conferencing, announced a partnership today in which InterCall will offer the telyHD Pro appliance to its customers throughout Asia Pacific. The new offering complements InterCall's leading portfolio of collaboration solutions by efficiently supporting the delivery of successful video meetings.

"InterCall, together with the cloud-based Blue Jeans platform, leverages the telyHD Pro to make video conferencing a more efficient and viable meeting choice than ever before," said Shaun Wormald, Senior Director, Unified Communications for InterCall in Asia Pacific. "The collaboration of these three offerings essentially eliminates the challenges of cost and complexity that have made it difficult to add enterprise-level video conferencing to secondary meeting rooms and remote offices."

"Partnering with InterCall extends Tely Labs' channel presence into key markets across Asia Pacific, which is now the fastest-growing region for video conferencing products and services," said Sreekanth Ravi, CEO of Tely Labs. "We believe the need for reasonably priced, easy-to-use video conferencing solutions in Asia Pacific is at least as strong as it is in North America, where Tely Labs has very quickly grown to a 14% market share, according to Wainhouse Research."

The telyHD Pro is a revolutionary HD video conferencing and collaboration appliance that features built-in Blue Jeans Network support and connects with SIP standard systems and infrastructure at a list price of US\$649, an unprecedented value.

telyHD Pro is equipped with built-in support for Blue Jeans, allowing for a truly unified and seamless enterprise communications experience. By leveraging the partnership with Blue Jeans Network, InterCall allows users to engage in easy-to-use, interoperable video collaboration using a variety of leading applications and devices such as the telyHD. "InterCall, Tely Labs and Blue Jeans are a powerful combination that addresses a key market need for a cost-effective, scalable solution", said Stu Aaron, Chief Commercial Officer of Blue Jeans. "InterCall's customers now have an affordable room-based video conferencing system that both enhances and simplifies their Blue Jeans video meeting experience."

InterCall will begin offering the telyHD Pro in Asia Pacific in November 2013. This partnership will bring with it a strategically integrated offering that adds customer value by enabling efficient and cost effective meetings.

For more information about InterCall's conferencing and collaboration services and video conferencing using the telyHD Pro appliance and Blue Jeans Network, visit [InterCall](#).

### **About InterCall**

InterCall, a subsidiary of West Corporation, is the largest conferencing and collaboration services provider in the world. Founded in 1991, InterCall offers telephony, messaging, webcasting, virtual environment, and conferencing and collaboration tools for businesses of all sizes, from large global enterprises to small or regional companies. With a global footprint and broad service capabilities, InterCall's flexible models for hosted, managed and on-premises communication services help companies get the most out of their business processes.

InterCall's strong U.S. presence, including four call centers and 26 sales offices, is bolstered by operations in Canada, Mexico, Latin America, the Caribbean, the United Kingdom, Ireland, France, Germany, Australia, New Zealand, China, India, Hong Kong, Singapore and Japan. For more information, please visit [InterCall](#).

### **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. For more information, please visit [www.tely.com](http://www.tely.com).