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Tely Labs Named a 2013 Emerging Vendor by CRN *Leader in Affordable Videoconferencing Recognized as a Hot Tech Startup*

REDWOOD CITY, CALIF. - August 12, 2013 –Tely Labs, the leader in affordable videoconferencing, today announced it has been named a 2013 Emerging Technology vendor by [UBM Tech Channel's CRN Magazine](#). The annual list highlights hot tech startups making an impact on the channel and impression on the tech industry as a whole. These up-and-coming technology vendors have recently introduced a new product or technology that is not only innovative, but also generates the profitable new sales opportunities that solution providers require in today's competitive marketplace.

[Tely Labs](#) provides simple, secure and affordable video communication and collaboration systems that allow more people in more businesses to gain the productivity and efficiency benefits of group videoconferencing. The company's flagship product is the recently introduced \$649 [telyHD Pro](#) system, enabling organizations to extend standards-based video collaboration beyond the boardroom to any meeting room. telyHD Pro also includes a one-year subscription to telyCloud, the service that enables organizations of all sizes to implement group videoconferencing without having to invest in expensive video infrastructure.

"Our technology has been designed from the ground up to do away with the challenges of expense, complexity and inability to share content that until now have prevented the wider use of room-based videoconferencing," said Sreekanth Ravi, founder and CEO at Tely Labs. "Our vision is to provide our channel partners with excellent products and subscription services that expand the market and contribute to their customers' productivity and efficiency. We are very pleased that our execution towards these goals has won us this recognition from CRN."

Available only through authorized resellers, Tely Labs's systems are designed to enable solution providers to expand their engagements with existing videoconferencing customers, create new opportunities with first-time users, and develop recurring revenue streams. Tely Labs offers a comprehensive channel partner program including certifications, deal registration and marketing development funds. Further information on the program is available at <http://www.tely.com/partners>.

"Any technology vendor can claim to offer innovative products and groundbreaking technology, but only a select group can truly impact the marketplace with their offerings," said Robert Faletta, CEO, UBM Tech Channel. "The companies named to the 2013 Emerging Vendor list offer solutions that deliver as promised while creating the high margins that solution providers demand. We congratulate all the vendors for their commitment to delivering technological innovations that map to the needs of the dynamic channel market."

The vendors that make up the CRN Emerging Technology Vendor list were founded in 2007 or later, and have revenue under \$1 billion. To view the list and read the editorial accompaniment visit www.CRN.com. The list will also be featured in the August issue of CRN magazine.

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 UBM Tech Channel

UBM Tech Channel, a UBM company is the premier provider of IT channel-focused events, media, research, consulting, and sales and marketing services. With more than 30 years of experience and engagement, UBM Tech Channel has the unmatched channel expertise to execute integrated solutions for technology executives, managing partner recruitment, enablement and go-to-market strategy in order to accelerate technology sales. To learn more about UBM Tech Channel, visit us at <http://www.ubmchannel.com>. Follow us on Twitter at <http://twitter.com/UBMTechChannel>.

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