

Contact:

Mary McEvoy Carroll
Sand Hill Communications for Tely Labs
mary@sandhillcomms.com
+ 1 (408) 691-4283

**PicturePhone to Distribute Tely Labs's Award-winning, Sub-\$1,000 Business
Videoconferencing Systems**

Nationwide Visual Communications Leader PicturePhone Offers Value-Added Services and Support to Tely Labs's Growing Reseller Network

REDWOOD CITY, CALIF. - July 23, 2013 - Tely Labs - maker of the award-winning telyHD™ videoconferencing system - today announced that its telyHD Pro business videoconferencing system has been selected by leading visual communications distributor PicturePhone, Inc. as the newest addition to its portfolio of advanced videoconferencing products and accessories.

One of the world's largest value-added distributors of videoconferencing and networking products to IT solutions providers, PicturePhone will help its reseller partners meet growing demand for Tely Labs's video collaboration systems by providing a range of services including training, technical support and design expertise.

"Tely Labs's telyHD platform offers unparalleled functionality, standards-based interoperability and cloud-based options at a price and performance point that is unmatched in the industry," said Dave Weber, Executive Vice President at PicturePhone. "The product dramatically expands the potential for videoconferencing adoption in the millions of smaller conference rooms where alternatives are too complex and cost-prohibitive. We are confident that our resellers and their customers will be excited about having Tely Labs in our portfolio."

Available only through authorized resellers, Tely Labs' business offerings include videoconferencing solutions for small and medium organizations, enterprises and healthcare facilities. The sub-\$1,000, standards-based telyHD Pro system integrates with the majority of videoconferencing infrastructures and provides a highly affordable way to extend video collaboration beyond the boardroom into secondary conference rooms. For businesses looking to implement videoconferencing without having to invest in expensive video infrastructure, Tely Labs offers the telyCloud service.

"PicturePhone has a stellar reputation for technical expertise, fast service and excellent support which will be invaluable for our resellers," said Sreekanth Ravi, founder and CEO of Tely Labs. "They focus solely on videoconferencing solutions, and therefore have a deep understanding of the industry, the technologies and the products available. They are an ideal distributor partner for Tely Labs and we look forward to a mutually beneficial relationship as we continue to grow our channels in this market."

About PicturePhone

PicturePhone Inc. of Rochester, NY is one of the world's largest Value Added Distributors of videoconferencing products & accessories. Our mission is to provide our resellers and

integrators with an appropriate and competitive visual communications solution that addresses the current and future visual communication needs of their customers. Our extensive array of leading edge videoconferencing products and accessories coupled with our highly trained technical staff allows us to configure the best combination of products. More information is at www.picturephone.com.

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. More information is at www.tely.com.