



LifeSize reseller wins Stanwell deal Video conferencing system contract worth \$400,000

LifeSize partner, eVideo Communications, has completed a \$400,000 deal with energy producer, Stanwell, for the rollout of an enterprise video conferencing system.

eVideo managing director, Tom Morgan, said the sale was initiated in early June when Stanwell sought out a LifeSize partner for due diligence.

“The organisation had an older, legacy Polycom standard definition video conferencing system that really wasn’t doing the job,” he said.

“The users at Stanwell wanted a much more user-friendly product, one that could be in an environment where they could utilise the pipe to be more flexible with higher bandwidth and better resolution.”

While eVideo has been a successful Polycom platinum partner for ten years, Morgan said the company [decided to add LifeSize as a vendor partner in June](#), and are happy with the results.

“LifeSize is in a growing phase, it’s not as big as Polycom or Tandberg, but Patrick Micallef [LifeSize country manager] has been looking for quality people,” he said.

“We have some significant deals coming up especially in the next 18 months with the global recession flattening out and a continuing reluctance for business travel.”

Morgan claimed the deal would provide positive word-of-mouth endorsements, which accounted for much of eVideo’s business.