



MEDIA RELEASE

Energy company cuts wastage with new video conferencing *LifeSize signs new customer Stanwell*

Melbourne, Australia, 29 September 2009: LifeSize, with reseller partner eVideo Communications, have signed up a new major customer, energy company Stanwell Corporation Limited (Stanwell) who has rolled out a new high definition, enterprise video conferencing system.

Stanwell Corporation is a Queensland Government owned electricity generator, which trades more than 30 percent of Queensland's electricity and supplies to the National Electricity Market. The company invested in a LifeSize Team 200, high definition enterprise solution with the roll out managed by implementation partner and LifeSize reseller, eVideo. The solution is anticipated to reduce travel between 15 to 20 percent within six months of implementation.

Peter Dodd, ICT Infrastructure Refresh Project Manager at Stanwell said they were pleasantly surprised by the improved quality of experience that the LifeSize solution offered.

"Stanwell needed to update its old, out of warranty video conferencing system and put in place a new system that would easily connect five Stanwell offices and power stations whilst providing an easy to use and high quality experience," Dodd said.

"Trading up to a new system also gave us the option to integrate video conferencing into our phone system and other communication software such as Microsoft Exchange. We also needed something that was scaleable and offered the best value for money. The LifeSize product range and supporting eVideo network infrastructure was the best fit for our needs. It had all the functionality to help run our business more efficiently, without any additional costs.

"We're already seeing the benefits of reduced travel costs, which means we are helping the environment and our bottom line. In terms of quality it has exceeded expectations - when using the system we feel as though the other participants could be in the room; even though we might be separated by thousands of kilometers."

Tom Morgan, Director, eVideo Communications, a specialist video, voice and data communications integrator and Professional Partner of LifeSize, said it was a pleasure to be involved with Stanwell in the implementation of the upgrade to the high definition LifeSize videoconferencing equipment throughout Queensland.

"Our certified video engineers successfully managed the installation of the LifeSize equipment which included 10 video systems at various sites, a 24 port Multipoint Bridge, a Gateway, Gatekeeper, Transit Server and Control Software at the Brisbane office and Samsung LCDs with trolleys. Our team and Stanwell are very pleased with the outcome."

Patrick Micallef, LifeSize's Country Manager for Australia and New Zealand said LifeSize was seeing an increased demand for high definition video conferencing systems in the Energy and Utilities sector in our region. This industry in particular is seeking greener technologies that can deliver immediate and tangible results to the environment but also bolster their business performance.

“Stanwell joins a long list of Energy and Utility companies who have trusted LifeSize with their video communications solutions; companies that include BP Australia and Apache Energy.”

He added that LifeSize, which is headquartered in Austin, Texas had experienced record sales growth for the first half of 2009.

“Globally, LifeSize realized a 45 per cent increase in sales over the first half of 2008, with demand increasing across all areas of our business including high definition video systems, infrastructure solutions, and management products and services.

“LifeSize’s success lies in our ability to provide solutions which transform our customer’s ability to collaborate globally. Our customers look to us not only for superior HD video solutions today, but also for flexible and integrated collaboration technologies in the future.”

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About LifeSize Communications

[LifeSize](#) pioneered [high definition video communications](#). Founded in 2003 by industry veterans and named “Videoconferencing Company of the Year” in 2007 by Videoconferencing Insight. LifeSize’s award-winning solutions combine exceptional quality, user simplicity and administrator manageability to make video communications a productive, true-to-life experience. LifeSize is headquartered in Austin, TX with subsidiaries in Europe and Asia Pacific, and a network of channel partners reaching more than 80 countries.

For additional information or to request a live product demonstration, visit the LifeSize Web site at www.lifesize.com or call and +852 8239 3695 in APAC.

All trademarks acknowledged. These products are protected by one or more patents.

About eVideo Communications

eVideo (www.evideocomm.com), founded in 1998 eVideo are a certified LifeSize reseller and Australia’s premier distributor of video and audio conferencing technology providing complete sales, service and support to corporate, education & government throughout Australia. eVideo’s wide range of high-performance products include HD video communication & telepresence solutions, audio conference systems, network technology for ISDN and xDSL networks, Crestron boardroom integration technology combined with telepresence solutions, as well as consultancy, network design together with video room hire and video bridging services.

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