



## **CODIAN EXPANDS EUROPEAN PRESENCE WITH NEW OFFICE IN GERMANY**

### **New Sales and Service Office Demonstrates the IP Video Conferencing Pioneer's Commitment to Growing International Customer Base**

**LONDON, UK – May 30, 2006 --** Codian, Ltd., a pioneer in developing video conferencing infrastructure products, announced today the official opening of its new sales and service office in Frankfurt, Germany to support the company's expanding European customer base.

Codian's international customer base is comprised of corporate, academic, professional and government installations. The company's video and audio conferencing solutions address the evolving and expanding communication needs of companies worldwide by providing conferencing systems where utmost reliability, quality, performance and value is required.

Using an innovative architecture and state-of-the-art hardware technology designed specifically for IP from the ground up, Codian manufactures the most advanced video conferencing infrastructure solutions available.

As part of the company's commitment to its international customers, Codian is providing translation of the MCU 4200 into German and other European and worldwide languages. Localization support includes the user and administrator web interface, online help and audio prompts.

"The European market has grown substantially as end-users have become increasingly aware of the high quality, ease-of-use and value of the Codian solution," said David Holloway, CEO of Codian "Establishing a German office not only benefits our customers in this region but also aids our continued global momentum."

According to Schwäbisch Hall, the largest savings and home financing institution in Europe, having Codian in Germany will be very beneficial for the company. "Codian's attentive in-country network enabled us to successfully implement, test and deploy quickly, saving us an inordinate amount of time and resources," said Matthias Kraft, Manager Videoconference Department from Schwäbisch Hall.

Schwäbisch Hall installed Codian's video conferencing solution to facilitate communications during sales meetings between the organization's major offices in Hamburg, Frankfurt, Stuttgart and Munich.

"Adopting the Codian system has allowed us to communicate much more effectively and securely, and with ease between our various European financial locations," added Mr. Kraft.

Charite Hospital, the largest school of medicine and university hospital system in Europe, and another Codian customer, acknowledged this local presence, noting that with the new office the company demonstrates its commitment to Germany and to the European market in general.

"Codian is known for powerful and flexible products with a concise user interface that is simple to install and stable in operation," said Dr. Stock for Charité Hospital. With the German office, Codian is showing European customers like Charité, that they want to form strong and successful partnerships with their customers long term.

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### **About Schwäbisch Hall**

Bausparkasse Schwäbisch Hall is the largest organisation of its type among Germany's 27 "Bausparkassen". And it is the most experienced bank for operating saving and home financing business in foreign countries. In Germany, it enjoys a great popularity among more than 90 percent of the citizens and a very high reputation, having been awarded the title of "the most customer-friendly savings and home financing institution." The market share is more than 25 percent. Over 6 million people – every 13<sup>th</sup> German citizen – are clients of the company.

### **About Charité**

Charité - Universitätsmedizin Berlin ([www.charite.de](http://www.charite.de)) is the unified medical schools and hospitals of the Freie Universität and Humboldt-Universität in Berlin. The Charité with its 300-year history has now nearly 15,000 employees and is the largest school of medicine and university hospital system in Europe.

### **About Codian**

Codian designs and manufactures the most advanced video conferencing infrastructure products available. Codian's product line includes, Multipoint Control Units, Video Conference Recorders, Streaming Servers and ISDN Video Gateways. Using a unique architecture and the latest hardware technology, Codian's products are both easy to use and powerful, supporting enterprise and service provider customers worldwide. Codian supports the European market from its R&D and manufacturing base in the United Kingdom. Codian has offices in San Jose California (US), Chicago Illinois (US), New York (US), London (UK), Hong Kong (China), and Frankfurt (Germany).

For a product demonstration or to learn more about Codian products, please visit the website at: [www.codian.com](http://www.codian.com).

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