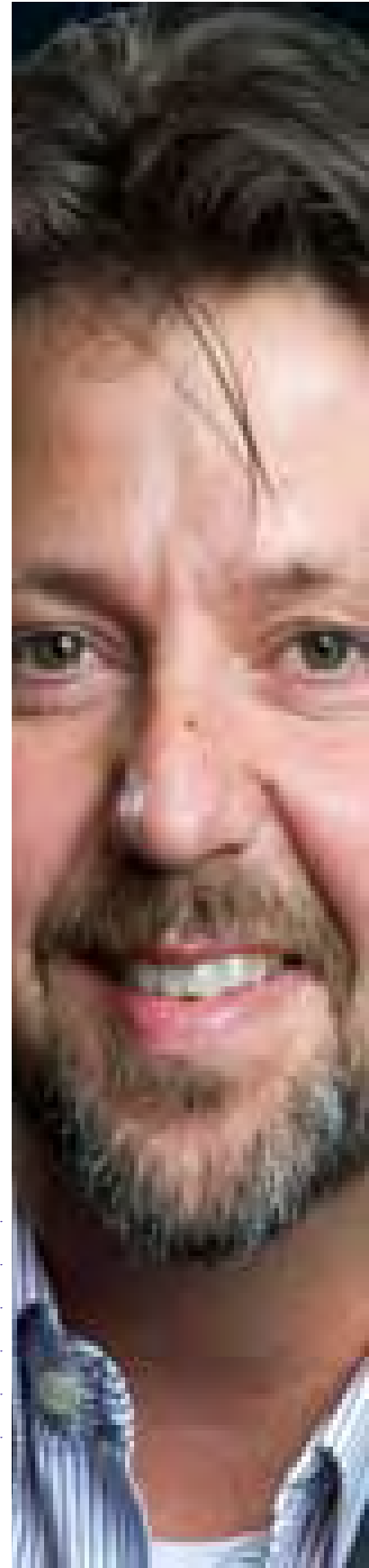
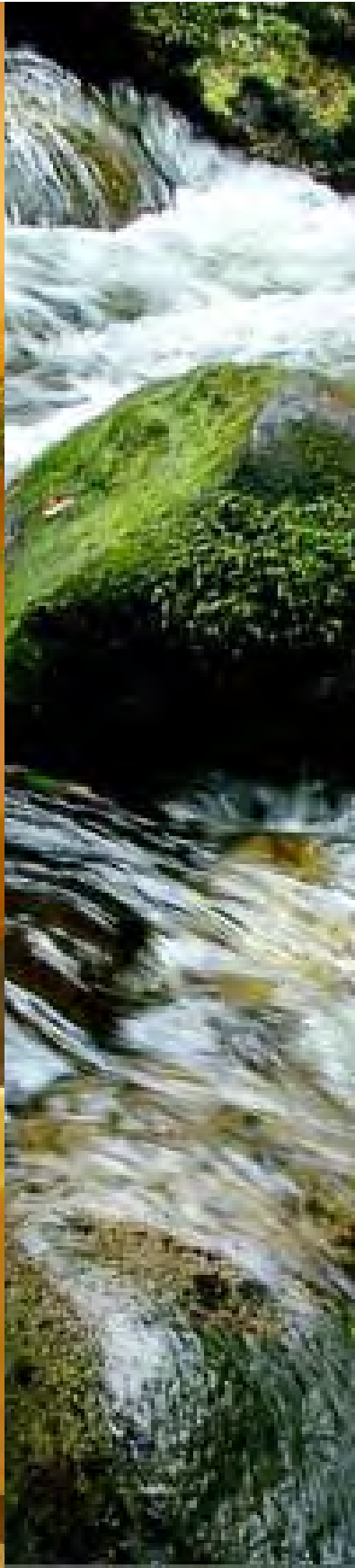


visionary

 TALK&VISION

Newsletter July 2008



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The growth of the market

It seems as though the whole world wants to say... use video communication!!!

It all began in 2001 with the attack on the World Trade Centre in New York. People began to reflect on whether we really have to fly or whether it was perhaps very dangerous. A large number of businesses then began to consider the alternatives to flying.

The airline industry played a good part in this by introducing so many security measures that almost nobody felt like flying anywhere. Photo's, fingerprints, taking off shoes, no bottles allowed.. really everything was done to take as much fun out of flying as possible.

And then came Al Gore... he told the world that we were standing on the edge of the abyss. We should all leave our cars and certainly never fly again to keep our ice caps intact.

The video conferencing industry became busier and busier and Talk & Vision grew and grew. And if all that wasn't enough... With the growth of economies such as the Chinese, there is a huge need for oil; oil which is becoming scarcer. This lead to transport and airline companies having to take action to 'compensate' for these extra high costs.

Let's now be very honest with each other; why are we still travelling so much? It is dangerous; it is very bad for the environment and it costs a lot of money. Therefore it is not very surprising that not only Talk & Vision but the entire video communications market is also expecting to grow about 60% this year...



Arend Jan Steenhuisen
Founder Talk & Vision



Talk & Vision sponsors the Regus Estate Agents hockey tournament

On 6 June last, over 25 teams of estate agents from all over the Netherlands met at the Laren Hockey Club. A competition was organised in benefit of the Enidga Foundation that supports educational projects in Uganda. The contestants were eager to show their best hockey skills and between matches, they had time to socialize. The day was made extra festive by the participation of some famous Dutch artists such as Do and Gordon. Talk & Vision sponsored this event and supplied the audience with hand clappers to extra motivate the teams.

Talk & Vision @ ICT Manager Contest 2008 Belgium

Belgian ICT's weekly Data News provides IT professionals with the latest news, analyses, case studies and product tests in a daily email newsletter and a weekly magazine. In addition, Data News and Business ICT have taken the initiative of rewarding companies, non-profit organisations and public institutions that have used information technology to undeniably benefit their activities. The annual Manager Contest does not reward any particular technology, but it rewards the use of this technology and its demonstrated utility in a specific case study of the company, non-profit organisation or public institution.

At a special ceremony during the evening of 27 November 2008, winners of the ICT Manager Contest will be announced in the following three categories:

- CIO of the Year
- ICT Innovator of the Year - Private
- ICT Innovator of the Year - Public

Talk & Vision is a proud sponsor of this event and encourages you to enter your candidate or project or to register yourself for this event at: www.ictmanagercontest.be



The sports and recreation sector chooses videoconferencing

Talk & Vision connects HealthCity offices through videoconferencing

HealthCity, an international chain of 100 sport, fitness and wellness centers, has chosen to use video communication as an alternative to the many trips made between the three Dutch offices to attend meetings.

Gerard van Medevoort, International Office Manager of HealthCity explains:

“We’ve had videoconferencing equipment in the offices in Hoofddorp, Tilburg and Almelo since June 2006. The management team meets a lot and because we’re geographically dispersed, the participants often spend more time getting to and from a meeting than at the meeting itself. Considering everyone’s busy schedules, traveling is not a good way to spend one’s work time, which is why we invested in video communication.”

Talk & Vision helped HealthCity choose their video communication

system. Talk & Vision coordinated the activities between the network providers, installed the systems and trained the users. HealthCity also signed a service and support contract with Talk & Vision to ensure the technology worked as desired and was serviced and maintained.

The quality, reliability and the user friendliness played a key role in the selection of the right videoconferencing equipment.

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Gerard van Medevoort

HealthCity selected a solution in Polycom's VSX 7000 series, which uses the plasma screens that were already installed in the conference rooms. Gerard van Medevoort continues: "It was also important for us to be able to meet with three offices at the same time, and soon even with five, since we will be installing videoconferencing systems in Germany and Belgium, too. I use the technology as much as possible to save unnecessary travel time and fuel. I also think that videoconferencing is more effective and increases the efficiency of the organization."

Within the next couple of months HealthCity's foreign offices will be equipped with videoconferencing systems, which will further increase the efficiency of the organization.

About HealthCity

HealthCity is an international chain of sport, fitness and wellness centers with a special combination of luxurious accommodation, social interaction and high-quality service.

HealthCity International currently has 100 centers, 47 of which are in the Netherlands, 30 in Belgium and 23 in Germany. HealthCity wants to expand in the coming years. This growth will be achieved by building new accommodations as well as by taking over existing sport and fitness centers.





TANDBERG E20

TANDBERG is reinventing the desk phone by merging voice, video and collaboration into one device.

A highly scalable solution for enterprise mass deployment, everyone in the organization will immediately see the benefits of increased productivity and daily collaboration.

Features

- Video and voice for every desk
- Scalable for enterprise mass deployment
- Richer collaboration than only phone calls can provide
- Superior quality IP telephone with advanced features
- Intuitive user interface and keypad for quick access to all IP phone and video services



TANDBERG T1

The instant telepresence experience designed for the executive office or high-end collaboration room - available anytime you need it. With optimal camera height, an enormous LCD screen and crystal-clear video, the TANDBERG T1 delivers an unparalleled user experience and enables executives to truly see eye-to-eye.

With T1, telepresence no longer limits who you can talk to and how. The boundaries of dissimilar networks, multi-vendor systems, inconsistent quality and functional complexity are eliminated so that colleagues, customers and partners can communicate with total ease. Standards-compliant technology makes it all happen.

Features

- Ultimate quality in video and audio - high definition up to 1080p with large 65" custom LCD screen
- Revolutionary user experience
- Excellent eye contact and ideal screen height
- Appealing, natural user interface
- Ideal for smaller telepresence studios, executive offices, high-end conference rooms and the showroom floor



See: awareness

See: accountability

See: responsibility

See: impact

Being socially and environmentally responsible is increasingly expected of organisations. We all must do our part to minimize global warming. Did you know that through video conferencing you can reduce carbon emissions while also helping your organisation operate more efficiently?

Discover **the benefits** of video conferencing.
Calculate your impact today!

TANDBERG video conferencing solutions let you meet face-to-face with colleagues anywhere, at anytime, without necessitating extensive travel, thus reducing carbon emissions.



1

See: green

Help reduce air pollution by **reducing business travel.**



2

See: balance

Reduce stress and let your team operate at **peak performance.**



3

See: productivity

Spend time **communicating, not travelling.**

How **green** are you?

Take five minutes to complete the TANDBERG Business advantage calculator. And discover the benefits of video conferencing
How green is your organisation?

TANDBERG

See: performance

www.tandberg.com/nl/seegreen/index.jsp



Natalia Vendel

In the series “Look Who’s Talking” we are pleased to introduce the people behind Talk & Vision. This time we talk to: Natalia Vendel (26)

Natalia was definitely not amused when the Dutch National soccer team recently dropped out of the European Championships. Soccer plays a very important role in her life. Not only will you find her playing this illustrious game on the Dutch fields at the weekend, but she is also coaching a ladies’ indoor soccer team, and setting out tactics and motivational triggers to push her players to their limits. And if that wasn’t sporty enough, she also finds time to do judo, a sport she’s already been practising for over 19 years. So don’t underestimate this lady at 1.38m tall, as she will have floored you before you can even blink an eye.

What’s your job at Talk & Vision?

“I work at the Customer Services Centre. This means that I am often the first point of contact for clients when they get in touch with Talk & Vision. My past experience in tourism, leisure management and general hotel business has proven to be a good base for interacting with clients. This interaction is also the part of my job I enjoy most.”

What is your biggest challenge?

“Talk & Vision is in a steep growing curve and our service has always been a very important part of what we have to offer. Keeping this high service standard to the level required nowadays is something that we focus on every day.”

What attracted you in Talk & Vision?

“The company is truly international so you ‘meet’ many cultures and different people. As well as that, it is a professional company with a very social character and this is also obvious amongst colleagues.”

Best advice ever?

“If things don’t go the way you want them to go, just deal with it.”

Can’t do without?

“Family and friends.”

In 1 year...

“I hope to be part of an expanding Talk & Vision, together with my colleagues.”



Don’t miss the next Visionary Newsletter coming out in September 2008.

Talk & Vision BV
Van Rietlaan 16
3461 HW Linschoten
The Netherlands
t +31 (0)348 46 00 06
f +31 (0)348 48 30 44
info@talkandvision.com
www.talkandvision.com

Talk & Vision Belgium
Interleuvenlaan 15E
3001 Heverlee (Haasrode)
Belgium
t +32 (0)16 74 54 05
f +32 (0)16 50 24 42
info@talkandvision.com
www.talkandvision.com

Talk & Vision Germany
Hanauer Landstrasse 291B
60314 Frankfurt
Germany
t +49 (0)69 710 47 51 12
f +49 (0)69 710 47 52 12
info@talkandvision.com
www.talkandvision.com

Talk & Vision United Kindom
3000 Hillswood Drive
Hillswood Business Park
Chertsey KT16 0RS UK
t +44 (0)1932 79 65 30
f +44 (0)1932 89 56 44
info@talkandvision.com
www.talkandvision.com