



Dialcom Positioned in the Visionaries Quadrant for 2008 Web Conferencing Magic Quadrant

Herndon, Va. – September 22, 2008– [Dialcom](#), an innovator in unified communications and collaboration, today announced it has been positioned by Gartner, Inc. in the visionaries' quadrant in the 2008 Magic Quadrant for Web Conferencing.

The Gartner Magic Quadrant positions a company based on its ability to execute and completeness of vision. According to Gartner, "Visionaries typically have an important, unique or well-developed technical capability and provide key elements of innovation that illustrate the future of the market. However, they have not yet developed sales and support capabilities to address or influence the complete market."

"We believe Gartner's positioning of Dialcom in the visionaries quadrant is confirmation that we have shown innovation in our product development," said Bob Johnson, president & COO of Dialcom. "Our expansion into North America will continue to provide us with new opportunities for growth within the market, especially as unified communication becomes an increasingly important technology for the enterprise."

According to Gartner's report, "As organizations develop their collaboration strategies from a technical and people perspective, Web conferencing penetration rates will increase because of the cost savings and productivity improvements Web conferencing brings."

Dialcom's flagship product, Spontania Unified Collaboration Suite, is far more than a Web conferencing tool, rather it is a complete collaborative platform for the enterprise. With Spontania, people can join video and web conferences, teleconference over the Internet, exchange IM and email to spontaneously set up conferences, share presentations and write on a shared white board.

About the Magic Quadrant

The Magic Quadrant is copyrighted 2008 by Gartner, Inc. and is reused with permission. The Magic Quadrant is a graphical representation of a marketplace at and for a specific time period. It depicts Gartner's analysis of how certain vendors measure against criteria for that marketplace, as defined by Gartner. Gartner does not endorse any vendor, product or service depicted in the Magic Quadrant, and does not advise technology users to select only those vendors placed in the "Leaders" quadrant. The Magic Quadrant is intended solely as a research tool, and is not meant to be a specific guide to action. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

About Dialcom

An innovator in unified collaboration, Dialcom delivers premise based, real-time video communication, collaboration and multimedia sharing capabilities over IP between any device, any network and any user—seamlessly and securely. The most complete, flexible and integrated system available, the Spontania collaboration software suite empowers users to spontaneously switch among collaboration methods, to suit the immediate circumstance within the session including IM, VoIP and/or teleconference, multi-party IP

videoconference, interactive file sharing and white-boarding. Dialcom's collaboration application automatically controls bandwidth and seamlessly integrates into the existing IT infrastructure — with a light footprint. More than 100 customers spanning a number of industries around the globe use the Spontania unified collaboration suite. Headquartered in Herndon, Virginia, Dialcom maintains offices in Madrid, Munich, Singapore and Sao Paulo and supported by a global network of partners in other regions. More information can be found at www.dialcom.com

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