

## Cisco/IBM Quote Sheet

### **BERBEE**

"We are enthusiastic about the new relationship between Cisco and IBM, and as a strong partner of both companies, look forward to delivering the benefits of a fully integrated client environment for communications and collaboration to Berbee customers," said Ken Bywaters, Director, Voice Products, BerBee.

### **CITRIX SYSTEMS, INC.**

"As a leader in application delivery infrastructure, Citrix is committed to enhancing the way users interact with all of their applications, including voice. We are pleased to see Cisco and IBM collaborating in this way. The combined client strategy with open APIs to interact directly with Citrix client solutions holds the promise of a simplified user experience across voice and data applications," said Gordon Payne - VP & GM of Advanced Solutions Group, Citrix.

### **COCA COLA ENTERPRISES**

"The announced platform by Cisco and IBM will allow us to more fully integrate core applications as well as build additional applications to work with them via open APIs. We praise IBM and Cisco for working together to drive integration of these core capabilities and look forward to adoption of this important effort," said Ray Repic, Chief Technology Advisor, Coca Cola Enterprises.

### **NOKIA**

"The Unified Communications and Collaboration Client Platform, introduced by IBM and Cisco, will make development and innovation easier because it is an open platform. Nokia looks forward to exploring ways in which this ecosystem can benefit mobile users and help businesses take full advantage of the promise of mobility," said Tom Furlong, Vice President of Security and Mobile Connectivity for the Enterprise Solutions Division of Nokia.

### **OPTIMUS**

"Optimus is very excited about the UC<sup>2</sup> Client Platform and the positive impact it will have on our business. We are big supporters of open standards and open source technologies and have a large number of Eclipse developers internally. This platform will accelerate the rate that we bring new solutions to market and ensure that those solutions integrate across a wide variety of platforms," said Ted Chappell, Vice President Optimus Solutions.

## **PRESIDIO**

"Being able to offer our customers the ability to launch into a web conference session, check voicemail or obtain presence information via Sametime or send an instant message from a Cisco IP phone, will allow us to extend and transform business," said Dave Hart, Chief Technology Officer, Presidio Networked Solutions.

## **PSC GROUP**

"The announcement of the new UC<sup>2</sup> client platform is great. It provides a highly cost effective and efficient platform for PSC to deploy our Voice Application Integration (VAI) middleware solutions on. The access to industry leading APIs from IBM and Cisco, along with the expected support from the open source community makes this a great platform. PSC expects a sustainable faster time to market because of the open development license and plug-in approach," said Andrew Lauter, President, PSC Group, LLC.

## **RADVISION**

"RADVISION has been a long time partner of both Cisco and IBM and has developed visual collaboration solutions built for both companies' unified communications platforms. We believe that a joint development platform combining the best of breed unified communications capabilities from each company will allow RADVISION to deliver more comprehensive and integrated solutions to the market. RADVISION is fully committed to supporting this alliance and is excited about the enhanced opportunities it will bring," said Boaz Raviv, CEO of RADVISION.

## **RIM**

"Longstanding support for industry standard protocols and open APIs has been a key factor in establishing BlackBerry as the leading enterprise mobility solution. The Unified Communications Client Platform represents a major step forward in terms of a more open and comprehensive development environment that will allow RIM to further integrate and enhance voice, collaboration and other business applications for mobile workers," said David Yach, Senior Vice President, Software, Research In Motion