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### **Ultra Electronics Criticom Recognized by Cisco as TelePresence Authorized Technology Provider in the United States**

**Lanham, MD – January 19, 2011** ó Ultra Electronics Criticom announced today that it has achieved TelePresence Authorized Technology Provider (ATP) status from Cisco. This designation recognizes Ultra Electronics Criticom as having fulfilled the training requirements and program prerequisites to sell, deploy and support Cisco TelePresence.

Cisco TelePresence Meeting solution is a revolutionary new category of products that create live, "face-to-face" meeting experiences over an Internet Protocol (IP) network. It combines the reach, intelligence and reliability of the network with the simplicity of a telephone interface to deliver an entirely new way for people to meet and collaborate. Cisco TelePresence Meeting is the first application of Cisco TelePresence technology.

“Cisco’s acquisition of Tandberg has transformed the videoconferencing market faster than analysts previously projected and Ultra Electronics Criticom was invited to participate in the Cisco Jump Start program to accelerate our transition from a Tandberg partner to Cisco,” said William Sapp, president of Criticom. “We have the entire organization “energized” as we complete multiple levels of Sales and Engineering certification courses to secure an Advanced Technology Partner status.” Historically, Criticom excelled as a Tandberg Platinum Reseller in support the Department of Defense & Federal agencies and quickly became one of their “go to” partners chosen to close the technically challenging deals. “We look forward to representing Cisco with the same focus and dedication we provided Tandberg in the past,” said Sapp.

"Cisco TelePresence changes the entire realm of communications and collaboration," said Richard McLeod, director of unified communications for worldwide channels at Cisco. "As a Cisco TelePresence ATP partner, Ultra Electronics Criticom has made an investment in the sales, technical, and lifecycle services capabilities that our customers need to help customers successfully deploy complete solutions."

The Cisco Authorized Technology Provider (ATP) Program is part of Cisco's go-to-market strategy for emerging technologies. The program helps Cisco define the knowledge, skills and services that channel partners need to successfully sell, deploy and support an emerging technology. As the market changes, an ATP may be discontinued or evolve into a Cisco specialization.

### **About Cisco TelePresence**

The Cisco TelePresence Meeting solution combines the industry's first ultra-high-definition 1080p video with high-quality, wideband spatial audio, imperceptible latency, and comprehensive environmental design. Meeting participants feel as if they are in the same room, even though they may be on separate continents. With the ability to see and hear others in ultra-high-definition video and wideband spatial audio, users truly experience the subtleties and nuances delivered by body language, eye contact and facial gestures that make up more than 60 percent of communications. With Cisco TelePresence, participants focus on the meeting and not the technology.

### **About Ultra Electronics Criticom**

From complex command centers communicating with secure/non-secure videoconferencing facilities, to secure video in the battlefield, Criticom is the secure video communications expert and the secure system of choice across DoD. Criticom's ISEC switching technology is the leading DISA/NIAP/TEMPEST-approved secure video product that delivers across both ISDN and IP networks. It is available in a full spectrum of custom solutions that can incorporate H.320, H.323 and dual H.323/H.320 configurations.

In 2007 Criticom was acquired by [Ultra Electronics](#), a group of specialist businesses that design, manufacture and support electronic and electromechanical systems, subsystems, and products for international defense and aerospace markets. This new depth of experience and broad understanding of military requirements, coupled with Criticom's unique expertise and innovative approach, enables Criticom to consistently deliver superior solutions to their customers. For more information, please visit [www.ultra-criticom.com](http://www.ultra-criticom.com).

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