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Innovative Audio Video Communications Made Simple.™

AVI-SPL Named 2010 Partner of the Year by Polycom®

Polycom Recognizes AVI-SPL for Industry-leading Performance during TEAM Polycom 2011

TAMPA, Fla. April 18, 2011 – AVI-SPL, a leading provider of audio video communications solutions, today announced it was named U.S. Partner of the Year by Polycom, Inc., the global leader in telepresence, video and voice communications solutions. The award was given in conjunction with TEAM Polycom 2011, the company's annual partner conference, and recognizes AVI-SPL for its outstanding sales performance and excellence in meeting customer solution, service and support needs.

"Over the last few years, AVI-SPL has invested heavily in expanding our capabilities to sell and deliver world class video and unified communications (UC) solutions. It is gratifying to see the amazing growth we experienced as a result and to be recognized by Polycom as a key partner for them." said Michael Brandofino EVP of Video and UC for AVI-SPL.

"This is an exciting time in the unified communications industry, and Polycom sits squarely in the middle of this ever-changing, rapidly growing market," said Ron Myers, Polycom Senior Vice President of Channels. "Our partners are absolutely critical to our success and we're proud to be represented by the best, top-performing partners in this industry. Polycom is honored to recognize AVI-SPL for their continued excellence in meeting customer needs."

The U.S. Partner of the Year was based on the following criteria: capability to succeed with the Polycom® UC Intelligent Core™, a solutions-focused sales team, successful deployment of complex UC solutions, ability to propose and sell the value proposition of services, and a high rate of repeat business – the ultimate measure of customer satisfaction. This category included a competitive field of contenders in which AVI-SPL was recognized as the best of the best. AVI-SPL demonstrated its commitment to being a true UC integrator, investing significantly in resources and training to expand its expertise, resulting in big multi-million dollar wins to be named U.S. Partner of the Year by Polycom.

Supporting Links

- [Polycom U.S. Partner of the Year 2010 Award Photo](#)
- AVI-SPL [Blog](#)
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About AVI-SPL

Headquartered in Tampa, Fla., AVI-SPL is the result of a merger between Audio Visual Innovations (AVI) and Signal Perfection, Ltd. (SPL). In aggregate, the company has more than 40 years of experience and has completed more than 30,000 installations globally, providing clients with innovative audio and video communications solutions backed by a strong tradition of high quality and exceptional customer service. As the largest global integrator for audio and video communications systems and services, AVI-SPL is uniquely positioned to deliver the most comprehensive line-up of collaborative solutions, including: managed conferencing, telepresence and video conferencing, systems integration, product sales and rental, complete staging and production services. For more about AVI-SPL, visit www.avispl.com.

About Polycom

Polycom, Inc. is a global leader in unified communications solutions with industry-leading telepresence, video, voice and infrastructure solutions built on open standards. Polycom powers smarter conversations, transforming lives and businesses worldwide. Please visit www.polycom.com for more information or connect with Polycom on [Twitter](#), [Facebook](#), and [LinkedIn](#).

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