



InfoVista and En Pointe Team Up to Deliver Enterprise-Class Hosted Unified Communications & Collaboration Solution

InfoVista (Euronext IFV-FR0004031649), a global leader of proactive service assurance solutions, and En Pointe Technologies, a national solutions provider of information technology products and services, today announced a partnership to deliver a next-generation Unified Communications & Collaboration (UC&C) offering that guarantees a high level of quality of service, performance monitoring and scalability.

InfoVista's UC Assurance Solution has been integrated with the En Pointe Collaboration Solution (ECS), based on Cisco's Hosted Collaboration Solution (HCS) and offered on a subscription basis, to combine traditional telephony services with instant messaging, telepresence, and audio, video and web conferencing in a seamless fully hosted offering. The solution is designed to serve the small to mid-size market (150 to 500 seats) as well as larger enterprises (1000+ seats). En Pointe Technologies will host a webinar that provides an overview of its next-generation solution for collaboration on October 19.

According to a recent Gartner report, the continued global economic outlook is putting further pressure on IT organizations to respond to business leaders' demands for greater visibility to show the real benefits of IT investments. The report noted that "the bar will continue to be raised for suppliers as IT departments demand the same demonstrable performance improvements they must show to users. With growing pressure for a direct line of sight between IT investment and business results, expectations have shifted toward innovation, the creation of new business models and better risk management."

"InfoVista will enable En Pointe to address some of the key concerns that we believe are preventing enterprises of all sizes from embracing the considerable efficiency and productivity benefits that UC&C solutions offer," said Michael Rapp, executive vice president, sales and services, En Pointe Technologies. "Offering our customers a full spectrum of customized services and effectively guaranteeing a high level of performance, while also providing the scalability and reliability they demand, gives En Pointe not only a unique proposition but a clear point of differentiation in the market."

"InfoVista's UC service performance assurance solution gives access to the information that cloud and managed service providers need in order to deliver, manage and maintain the best possible user experience," said Vikas Trehan, senior vice president, product strategy and alliances, InfoVista. "The solution delivers new levels of insight into UC&C service, application and infrastructure performance by bringing together proactive monitoring and real-time reporting and troubleshooting, enabling En Pointe to speed adoption amongst businesses."

Key Facts

- InfoVista's UC Assurance Solution is a carrier-class and multi-tenant architecture that includes multi-tiered customer and service modeling, scalability, hierarchical analysis and navigation, and security features to support the commercial requirements for the management of UC services in a managed, hosted or cloud environment.

- En Pointe's ECS unites voice communications, instant messaging, telepresence, and audio, video and web conferencing into an integrated solution that can transform interaction between colleagues, customers and partners in a seamless and secure fashion.

Resources

- RSVP for the 30-minute En Pointe webinar on October 19, 2011 at 1 p.m. PDT.
- Learn more about InfoVista's UC Assurance Solution, which ensures the delivery of high quality UCaaS and managed UC services with user experience indicators and a holistic, real-time cross-domain view of the entire UC&C service environment—from the data center physical and virtual servers and applications, to the compute and storage platforms, network resources, and across the WAN to customer devices.
- Learn about InfoVista's involvement in the Enhanced Cloud Service Management Catalyst that will be demonstrated at Management World Americas, taking place November 8-10, 2011 in Orlando, Florida.
- See how En Pointe's ECS solution works in a customer environment, and watch a video that provides an architectural overview of Cisco's HCS.
- Learn how effective performance assurance can help address the challenges of delivering and managing UC&C services.
- Additional information about InfoVista's unified platform for network, service and application performance management is available.
- Follow and engage with InfoVista on its blog, "ProActive Network News", and on LinkedIn, Twitter, YouTube and Facebook.
- Tweet this: InfoVista and En Pointe team up on UC&C solution <http://bit.ly/nFGSkd>

Tags

InfoVista, En Pointe, Unified Communications, En Pointe Collaboration Solution (ECS), Cisco Hosted Collaboration Solution (HCS), UC Assurance Solution, service assurance, performance, monitoring

About InfoVista

InfoVista enables managed service providers, mobile operators, broadband operators and enterprise IT organizations to ensure the availability and quality of the services they deliver at the lowest possible cost, empowering these organizations to successfully make the transformation from infrastructure providers to service providers. Our customers rely on InfoVista's proven solutions for service and infrastructure performance management to successfully launch new and high performance services, foresee potential service issues before they impact end users, reduce customer churn and invest appropriately. Sample customers Bell Canada, Bharti, BNP Paribas, Cable & Wireless, Colt, Citigroup, Deutsche Telekom, MTN, SFR, T-Mobile, Telefonica, Telstra and Wells Fargo. InfoVista is traded on the Euronext Paris (FR0004031649) and can be found online at www.InfoVista.com.

About En Pointe Technologies

En Pointe is a national solutions provider that serves the information technology marketplace, including mid-market and enterprise accounts, government agencies, and educational institutions, with information technology hardware, software licensing support, and IT services. Founded in 1993 and headquartered in Los Angeles, En Pointe is well represented in leading national markets throughout the United States. En Pointe has the experience and the technology to help organizations simplify the management of their information technology infrastructure. Learn more at www.enpointe.com/ecs

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