

## Virtue Communications Acquires Foroso Communications

London, UK – 6 May 2004

Virtue Communications (“Virtue”), a leading provider of online corporate communications solutions today announced that it has acquired Foroso Communications, a German Web conferencing provider based in Munich. Virtue is now well positioned to become the European and Asia Pacific leader in the IP-based corporate communications industry.

With this acquisition, Virtue expands its solutions offering for IP-based corporate communications to include Web conferencing, e-learning and online meetings, creating the only European offering from a local provider to cover the full range of business communication needs. The expanded offering is in line with industry (analysts’) expectations, as well as Virtue’s own customers, as to the convergence of audio/video conferencing, webcasting and web conferencing.

“Our clients have been experiencing an emerging demand for few-to-few online communications for some time, and are clearly looking for a single provider to meet all their IP-based communication needs. With this acquisition we are taking another step in this direction, and one we believe will greatly benefit our clients”, said Klaus Ackerstaff, CEO Virtue Communications.

“Large corporations worldwide are realizing the benefits of IP-based communications, with their ability to reduce costs and increase the speed at which business is conducted. To achieve these benefits, they need solutions which can be easily integrated and simple to use to enable fast uptake in corporate environments, delivered by a provider capable of understanding their local need for global communications. With this acquisition, Virtue provides the most complete IP-based customer offering on the European market. We believe that with our combined businesses we will quickly become the leading European corporate communications provider.”

Foroso’s state-of-the-art technology gives Virtue a complete Web conferencing platform for real-time enterprise collaboration with an integrated suite of application sharing, multimedia content, breakout rooms, and whiteboard capabilities among others. Foroso’s technology offers functionality that can be readily configured and extended to evolve with future business needs.

The greatest benefit of the Foroso solution is its simplicity, removing many of the often quoted issues of today’s Web conferencing solutions. With this technology users are not required to install any software, its architecture ensures there are no firewall issues, and integration with 3<sup>rd</sup> party products is simple and straightforward. “We know that real-time collaboration will greatly help our customers to save cost and to increase efficiency”, says Franz Buchenberger, CEO and President of Foroso. “But in order to achieve this, we need to make it easy for users to adopt new technologies and processes. Thus, simplicity is our key priority”.

“With Virtue’s leadership in the market, enhanced by Foroso technology, corporations will now be able to serve all their online communication needs through one provider”. “Together, Virtue and Foroso will be the first provider to offer an innovative and unique solution for real-time enterprise collaboration across Europe”.

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### Virtue Communications

Virtue Communications, part of Virtue Broadcasting Plc, is a leading corporate communications solutions provider in Europe and Asia Pacific enabling corporations to communicate both internally and externally, to support their business goals, cost effectively. Virtue provides organisations with the technology infrastructure and software solutions that empower them to



create and deliver communication messages, complementing their global communications strategies. It is headquartered in London, and has offices in Zurich, Frankfurt, Stockholm, Madrid and Sydney.

**Foroso Communications – Real-Time Enterprise Collaboration Technologies**

Foroso Communications is a leading vendor of Real-Time Enterprise Collaboration Technologies. Foroso supports customers to be more efficient and cost effective by conducting many business activities with digital processes. This includes training, meetings and various communication tasks. Foroso's products help to reduce travel and communication cost and empowers employees to collaborate faster and with higher quality.