

Increased sales reach through established partner

Foroso Communications announces strategic OEM agreement with imc AG

Munich, February 4, 2003 – Foroso Communications, a German software developer of real-time collaboration products, announces that leading eLearning supplier imc AG has signed up as a new OEM partner. imc will integrate Foroso's technologies into its product portfolio and market the resulting complete solution.

Foroso Communications, a specialized vendor of real-time enterprise collaboration products announces, that an OEM agreement was signed up with imc AG, the market leader for process oriented learning management.

Based on this agreement, imc will integrate components of the Foroso Training Center into its learning platform CLIX and market it under imc's own brand.

Real-time collaboration gains importance for eLearning, as there is a growing understanding of the fact that eLearning doesn't substitute traditional learning, but adds value as an additional option. Physical seminars can be prepared in a virtual classroom and content can be reviewed afterwards, leading to substantially increased retention rates as relatively low cost.

Foroso's product includes a variety of relevant features, such as presentation sharing. Participants can jointly work with all types of learning content, while the trainer maintains complete control over the classroom. For communications, various interactive options can be used, such as text chat, voice over IP (Internet based speech transmission) and annotations.

Foroso's technology has some specific advantages. There is no need for participants or trainers to install any software. There are no problems with firewalls or private networks. An unusual large number of platforms is supported. The product is extremely fast and offers excellent voice quality. And very important are its very good usability and integration capabilities, facilitating OEM integration in an essential way.

"imc and Foroso complement each other with strong products", says Frank Milius, executive officer of imc AG. „The technology partnership with Foroso

enables us, to extend CLIX with additional features for collaboration and to make our learning platform even more flexible and scalable for all kinds of learning scenarios.”

„We are pleased that we have convinced imc as a first-class partner for eLearning”, states Franz Buchenberger, President and CEO of Foroso Communications. „We are specialized on technologies for real-time enterprise collaboration. Through strong partners such as imc AG, we can faster bring our technology advantage to customers.”

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Foroso Communication – 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 empower employees to collaborate faster and with higher quality.

imc AG

imc AG (Saarbrücken/Germany) covers all areas of learning management as a complete provider of products and services. This includes consulting, technical implementation (learning management system CLIX) and production of individual and enterprise specific web-based training content. Moreover, imc offers authoring tools (e.g. LECTURNITY®), standard content and courses in the imc university. imc has additional German offices in Berlin, Cologne and Freiburg. Subsidiaries are located in Switzerland (Zurich) and France (Paris). For more information see <http://www.im-c.de>