

Alliance Membership Invitation

► Overview

The Visual Communications Industry Group (VCI-Group) is the largest independent end-user association in the conferencing and collaboration industry. It is a nonprofit organization, run by and for the benefit of end-users. The group's goal is to bring together conferencing strategists and professionals from end-user enterprises to provide education and offer members an opportunity to share their experience in deploying and managing all rich media technologies. These include; voice, video and data conferencing, telepresence, unified communications, web streaming and other related technologies.

► End-User Membership – ‘Principal and Associate Members’

Formed in 2001, the VCI-Group currently has in excess of 500 End-User members and is growing each year. Please see the list of current End-User member organizations in Appendix A.

► Vendor Membership – ‘Alliance Members’

Providers of products and services in the conferencing and collaboration industry are warmly invited to become full and active Alliance members of the VCI-Group. In addition to the high-value peer networking between our End-User members, significant knowledge and education can be provided by our Alliance members. We actively encourage our Alliance members to fully participate in all our activities, including our Annual Conference.

► Alliance Membership Benefits

The full list of membership levels and their associated benefits can be found below but we would like to spotlight just some of the key activities and benefits that we feel are of particular interest to our Alliance members:

1. ANNUAL CONFERENCE

The VCI-Group Annual Conference is our flagship event and *is the largest conferencing industry in-person event in the world.*



VCI-Group Annual Conference Statistics

Average attendance (End-User + Alliance members)
for 2007-2009 conferences: **390**

Average number of End-User attendees
for 2007-2009 conferences: **166**

End-users (Principal members) travelled to the 2007-2009 conferences from:
Argentina, Belgium, Brazil, Canada, Chile, Denmark, Dominican Republic, Ecuador, France, Israel, Mexico, Netherlands, Peru, Switzerland, United Kingdom and United States.

Please see full list of End-User organizations that attended our 2007-2009 conferences in Appendix B

The three day event has a full and varied agenda, with leading industry figures providing presentations to our plenary/general sessions on all days. In addition, there are a number of highly educational workshops, facilitated by our End-User and Alliance members that cover a broad range of topics and technologies.

The Annual Conference also provides the perfect opportunity for our End-User members to see the very latest conferencing technologies in our extensive Exhibition Hall. We encourage our Alliance members to exhibit their products and services. Traffic is always VERY high and with extended hours you can be assured of significant lead generation.



► Alliance Membership – Costs and Benefits

The Alliance Membership annual subscription year is from July through June. Membership subscriptions of Alliance members that join now will be valid through June 2011. We have made it easier for those Alliance members who would like to be fully involved with the VCI-Group Annual Conference to include their conference participation with their membership. We hope that by linking Alliance Membership with participation at the Annual Conference we have made budgeting for your VCI-Group annual involvement easier! For those vendors who do not wish to be involved in the Annual Conference there are two levels of membership that do not include conference participation. We hope you find the following membership benefits attractive and warmly invite you to join our exciting organization!

CATEGORY		Diamond	Emerald	Sapphire	Ruby	Onyx	Turquoise
One year VCI-Group Alliance Membership (July 1 - June 30)		\$15,000	\$10,000	\$7,500	\$4,500	\$2,000	\$1,000
BENEFIT							
EVENTS	Complimentary registrations to Annual Conference	8	6	4	2		
	Complimentary exhibit space at Annual Conference	16'x20'	16'x20'	8'x20'	8'x10'		
	Opportunity to provide 30-minute presentation at a plenary/general session of Annual Conference	✓					
	Opportunity to present/facilitate concurrent session at Annual Conference	✓	✓	✓	✓		
	Opportunity to provide a 20-minute showcase theatre at Annual Conference	✓	✓	✓			
	Invitation to participate on the conference industry panel (plenary/general session) at Annual Conference	✓					
	Participation in all VCI-Group virtual events (Brown Bags, SIGs, etc.)	✓	✓	✓	✓	✓	✓
WEBSITE	Opportunity to submit educational resources for website	✓	✓	✓	✓	✓	✓
	Company listing in the online Alliance Directory	✓	✓	✓	✓	✓	✓
	Company logo included in the online Alliance Directory	✓	✓	✓			
	Company description in online Alliance Directory	✓	✓	✓			
	Company listing in the online Buyers Guide	✓	✓	✓	✓	✓	✓
GENERAL BENEFITS	Subscription to VCI-Group News bi-weekly industry update	✓	✓	✓	✓	✓	✓
	Press release dissemination in VCI-Group News & web posting	✓	✓	✓	✓	✓	✓
	Subscription to VCI-Group quarterly newsletter (including new Alliance section)	✓	✓	✓	✓	✓	✓
	Your company featured in one edition of VCI-Group quarterly newsletter	✓					
	Opportunity to submit questions for quarterly surveys of End-User members	4/year	4/year	2/year			
	Receive the results of quarterly surveys of End-User members	✓	✓	✓			
	Receive membership list in electronic format (4 times/year)	✓	✓	✓	✓	✓	
Electronic mailing list (2 individuals per company)	✓	✓	✓	✓	✓	✓	

2010 Conference Exhibition Costs	Onyx or Turquoise Member	Non-Member
Cost of a single booth before 1st September (excludes registrations)	\$2,450	\$3,450
Cost of a single booth after 1st September (excludes registrations)	\$2,950	\$3,950
Conference Registration cost before 1st September	\$995	\$1,295
Conference Registration cost after 1st September	\$1,195	\$1,495

Alliance Membership Order Form

Membership Category:

Diamond (\$15,000) Emerald (\$10,000) Sapphire (\$7,500) Ruby (\$4,500) Onyx (\$2,000) Turquoise (\$1,000)

Company Name: _____

Payment Options:

Company P.O. #: _____ Credit Card: VISA MasterCard AMEX

Credit Card #: _____ Exp. Date: ____ / ____

Name on Card: _____ Verification Code: _____

Signature: _____

Marketing Contact:

Contact Name: _____

Contact Title: _____

Company: _____

Address Line 1: _____

Address Line 2: _____

City/State/Zip/Postal Code: _____

Contact Phone Number: _____

Contact Email: _____

Contact Signature: _____

Billing Address (if different):

Contact Name: _____

Contact Title: _____

Company: _____

Address Line 1: _____

Address Line 2: _____

City/State/Zip/Postal Code: _____

Contact Phone Number: _____

Contact Email: _____

A facsimile copy of a signature on this document shall have the same force and effect as an original document with signature.

If you would like further information please do not hesitate to contact the VCI-Group at info@vci-group.org or +1 952-928-4665

Please return to VCI-Group at +1-952-929-1318

► Current End-User Member Organizations

AAARNet	Codelco	Goodland Reg. Medical Center
AARP - IVM	College Board	Goodwin Procter, LLP
Aberdeen Drilling Consultants Ltd	College of the Sequoias	Grace
Academic Media Services	College of the Siskiyous	Grande Yellowhead Regional Div.
ACES Auburn University	Colorado Dept of Human Services	Greenline Emeritus Consulting
ADP	Community Public Broadcasting	Gundersen Lutheran Medical Ctr.
Aetna	Competex	Harris Corporation
Allina Hospitals & Clinics	ConferenceGlobal.com, Inc.	Hawaii Department of Education
Alston & Bird, LLP	Congregation of St. Joseph	Heineken International
American Family Insurance	ConocoPhillips	Hewlett Packard
American Honda Motor Co., Inc.	Conseil Scolaire Franco-nord	Hispanic Information and Telecommunication Network, Inc.
Ameriprise Financial, Inc.	Cook Childrens Health Care Sys	Honda R&D America Inc.
AMSA Antofagasta Minerals	CORFO	Hormel Foods Corporate Serv, LLC
AOL LLC	Cornell University	Hunton and Williams LLP
Aon Risk Services	Cornell University – Johnson School of Management	Husch Blackwell Sanders LLP
Atlantic Asset Management	Corp Banca	Iformata
Avera Health Systems	Correos Chile	Imperial County Office of Ed
Avera McKennan Hospital	CoStar Group	INACAP
Ball Corporation	Cushman & Wakefield @EBay, Inc.	Instituto Zaldivar
Banco Frances	Customs and Border Protection	Intermountain Health
Banco Patagonia	DeFlorio Custom Home Theater	Intermountain Healthcare
Banco Supervielle	Deloitte	Intl. Atomic Energy Agency
Bark Harbor Consulting	Dept for Intl Development	International Legal Network
Barton Malow	Dept of Forest & EcoSystem Science - Melbourne University	Intuit
BC Cancer Agency	Distance Education Council	IS&T Central & South America
Bingham and McCutchen LLP	Drexel University	IT
Bristol Bay Area Health Corp.	Dwain Fletcher Company	IT&T
Bristol Myers Squibb	Economical Insurance Group	ITD - State of North Dakota
Brookhaven National Lab	Education Service Center, Reg. 6	Janus Capital Group
BryanLGH Medical Center	Educational Service District 112	JC Penney
BT Latin America	Egyptian Universities Network	JCB
Bureau of Meteorology	The Everett Clinic	JT International
Cambridge Associates LLC	F. Hoffmann La Roche AG	KanREN
Canada Revenue Agency	Faegre & Benson LLP	Kansas Board of Regents
Cargill Inc.	FANO-UNO	Kansas Regents Network, KSU
Caribbean Development Bank	Federal Home Loan Bank of Cincinnati	Kansas Research and Ed Network
Catalina Marketing	Fermilab	Keio University DMC
CCHMC	Fidelis Care New York	Kellogg Company
Center for TeleHealth	Florida Hospital College of Health Sciences	Kern Community College District
Ctr for Medicare & Medicaid Serv	Fox Chase Cancer Center	L&M Technologies Inc.
Central Health	Franklin Templeton	LDS Church
Central Washington University	Fraser Health Authority	Lethbridge School District No. 51
Center for Addiction and Mental Health	Frost Bank	Linnaeus University
The Cerner Centre/LHSC	Galderma UK Ltd	Lockheed Martin EIS
Childrens Hospitals and Clinics of Minnesota	Gas Natural	Lorain County Community College
CHUBB & Son	Genworth Financial	LSU Health Sciences Center
The Church of Jesus Christ of Latter-Day Saints	Genzyme Corporation	Marin County Office of Education
Cincinnati Children's Hospital Medical Center	GIS	Marquette General Health System
Clinica Alemana	Goldbelt Falcon, LLC	Mars IS
CMU/SEI	Goldman, Sachs & Company	MasterCard Worldwide

► Current End-User Member Organizations (continued)

Mayer Brown	Pfizer Inc	TJ Imaging Services LLC
McMaster University Media Production Services	Philip Morris Intl Global Services	TÜV NORD Service GmbH & Co. KG
MCNC North Carolina Research Education Network	Pleimec Solution	UMDNJ - Univ Behav Healthcare
MedAvante Inc.	PPG Industries	UNHCE
Memorial Health System	Presidencia De La Rep Del Ecuador	University of Alabama System
Memorial Sloan-Kettering Can. Ctr	Project Socrates	University of Central Florida
The MeriHealth Mercy Fam of Cos	Provera Health	University of Colorado At Denver
MetroTel Communication,LLC	Providence Care Centre	University of Florida
Miami Valley Hospital	Providence Health & Srvs Alaska	University of Illinois
MidFirst Bank	Pulte Homes	University of Iowa
Midwestern University	Queen's School of Business	University of Kansas Medical Ctr
Mine Safety Appliances	Queen's University	University of Nebraska - Lincoln
Ministerio De Minas Y Petroleos	Quinenco	University of Northern Iowa
Mississippi State Hospital	Raytheon	University of Oklahoma
Missouri National Guard	Red Bull Australia	University of Oregon
MIT AMPS	Reed Smith, LLP	University of Pittsburgh
MITE Network	Region VI Education Service Ctr	University of Southern Mississippi
The MITRE Corporation	REMEC Telehealth Network	University of Western ON-Schulich
Monmouth County Vocational School District	Ricoh Corporation	University of Wisconsin
Montclair State University	SAIC	University of Wisconsin Eau Claire
MS State Hospital	Saint Leo University	University System of Maryland
MSNBC Interactive News	SASCO	URS Corporation
NARBHA	Schulich School of Med & Dent	US Bank
National Radio Astronomy Observatory	SCKLS	US General Services Administration
Nationwide	SEARHC	UT M.D. Anderson Cancer Center
NATO	Selt	Vanderbilt University - ITS
NC State University - Video Communication Services	Servicios Internet Ltda.	Veritas DGC Inc
New Mexico Junior College	Sisters of St. Francis Health, Inc.	Vermont Interactive Television
New Orleans Baptist Seminary	SOCRATES ISD 6036	VHA Inc.
New York Life Insurance	Southern IL Univ School of Med	Virtua Health
Newfoundland Hydro	St. Joseph	W. L. Gore and Associates. Inc.
North Carolina State University	St. Louis Community College	Washington State University Spokane
Northeast Community College	St. Vincent Healthcare	Washington Twp. Public Schools
Northern Trust	State of Delaware	WellPoint/EBCBS
Northwest MO State University	State of Montana	Wells Fargo
Nova Scotia Telehealth Network	Stihl Inc.	West Bank Community College
Novartis Pharmaceuticals	Student, DeVry University	Western Kentucky University
The Ohio State University	Subdere	Williams Mullen
O-I, Inc.	Supreme Court of Virginia	Wittenberg University
Oklahoma Army National Guard	Tacoma Public Schools	Wolters Klunger Health
Omnicom Media Group	Talbots	WorldVision
OR State University-Network Srv	Tasmanian Department of Health & Human Services	Wright State University
Orlando Health	TDIndustries	WV Supreme Court of Appeals
Orlando Regional Healthcare Sys.	Telecare Online Services	Wyeth
Otsuka America Pharm., Inc	Texas A&M University	Yale-New Haven Health Services
OXARC	Texas Assoc of School Boards Texas Children	Yale-New Haven Hospital
Pacific Northwest National Lab	Texas Instruments	Zimmer, Inc.
Penn State University	Texas Tech University Health Sciences Center	Zions Management Serv Company
Petrobras - Petróleo Brasileiro SA	Three Rivers Community College	ZVRS – CSDVRS, LLC

► End-User Member organizations that attended 2007 – 2009 VCI-Group Annual Conferences

(Representatives from the majority of the companies listed below attended all three years)

AARP	CiA Hering	Goodyear Tire and Rubber
Adis International Ltd	CIDDE, University of Pittsburgh	Grupo Jereisatti
ADP	Cincinnati Children's Hospital	Guglielmo Advisors
Aetna	Claro	Gundersen Lutheran Medical Ctr
AFRL/SNOE	Clinica Alemana	H. Lundbeck A/S
Allina Hospitals & Clinics	CliniTech Information Resources	Harris Corporation
Altec S.A.	Colbun	HCSC/Blue Cross Blue Shield of TX
Alter - Grupo Santander	College Board	Health Care Service Corporation
Altus	CO Department of Human Serv	Hewlett Packard
Alverno Information Services	Cook Children's Healthcare Sys	Hoffmann-LaRoche
Ambev	Cornell University - Johnson	Honda R&D Americas, Inc.
American Family Insurance	School of Management	Hormel Foods Corp
American Honda Motor Co., Inc.	CORPBANCA	Hormel Foods Corporate Srvc, LLC
Ameriprise Financial, Inc.	Correos Chile	IAE
AML Associates	CoStar Group	Imperial County Office of Ed
AMSA Antofagasta Minerals	Customs and Border Protection	INACAP
Andrés Bello University	Deere & Company	Instituto Zaldivar
Anixter Do Brasil Ltda	Defensoria Penal Publica	Intel
ANSES	DELL	Intermountain Healthcare
AOL LLC	Deloitte	Intuit
Aon Risk Services	Department for International Dev.	IS&T Central & South America (CESAM)
Apogen Technologies	Dept of National Defence Canada	IT&T
Armada De Chile	Direccion Del Trabajo	ITESM
Avera Health Systems	Distance Education Council	JC Penney
Ball Corporation	DND Canada	Jet Propulsion Laboratory
Banco Estado	Drexel University	Joint Special Operations University
Banco Frances	Dreyfous & Associates	KanREN, Inc.
Banco Patagonia	Duke University - Fuqua School of Business	Kansas Board of Regents
Banco Supervielle	Dwain Fletcher Company	Kansas Regents Network, KSU
Barton Malow	Education Service Ctr, Region 6	Kansas Research and Ed Network
Bear Stearns	Ejercito De Chile	Kellogg Company
Bio-Rad Laboratories	Endesa	Kern Community College District
Blake, Cassels & Graydon LLP	Express Scripts	L&M Technologies Inc.
Bristol Bay Area Health Corp	F. Hoffmann La Roche AG	La Polar
Bristol Myers Squibb	Faegre & Benson LLP	Lan Airlines S.A.
Brookhaven National Lab	FBI	LDS Church
BT Latin America	Fermi Lab	Lexis Nexis
CAJA DE COMPENSACION LOS ANDES	Fidelity Investment	Lockheed Martin
CA Telemedicine & EHealth Ctr	Florida Hospital College of Health Sciences	Louisiana Dept. of Health and Hospitals
Canada Revenue Agency	Fortuo LLC	LSUHSC - Shreveport
Carabineros De Chile	Fox Chase Cancer Center	Lubrizol
Cargill Inc	Fraser Health Authority	M&M/mars
Carnegie Mellon University	GCI	Manhattan Associates
Celulosa Arauco	General Dynamics	Manhattan School of Music
CGGVeritas	Genworth	MasterCard Worldwide
Chicago Mercantile Exchange	Goldbelt Falcon, LLC	McKinsey & Company, Inc.
Children's Healthcare of Atlanta	Goldman, Sachs & Company	McMaster University
Chubb & Son	Goodwin Procter, LLP	MedAvante Inc.

► **End-User Member organizations that attended
2007 – 2009 VCI-Group Annual Conferences (continued)**

(Representatives from the majority of the companies listed below attended all three years)

Medical Missions for Children	Queen's School of Business	University of Missouri/MOREnet
Medtronic, Inc.	Quinenco	University of Nebraska - Lincoln
Memorial Sloan-Kettering Cancer Center	Raytheon	University of Nebraska Med Ctr
Meritcare Health System	Region VI Education Service Ctr	University of Northern Iowa
Midwestern University	REMEC TeleHealth Network	University of Oklahoma Health Sciences Center
Ministerio De Minas Y Petroleos, Ecuador	Repsol YPF	University of Oregon
Ministerio De Salud	SAIC	University of Pittsburgh
Mississippi State Hospital	Saint Leo University	University of Wisconsin - Dept of Family Medicine
MITE Network	SAS Institute	University of Wisconsin Eau Claire
MITRE Corporation	Secretaria Ciencia Tecnologia MG	UNMC
Mo Public Service Commission	Secretaria Educacao Cultura Tecnologia MG	URS Corporation
MS State Hospital	SERNATUR	US Army Corps of Engineers
NARBHA	Servicios Internet Ltda.	US Nuclear Regulatory Comm.
National Autonomous University of Mexico (UNAM)	Sony Pictures Entertainment	US Patent & Trademark Office
National Radio Astronomy Observatory	St. Louis Community College	Veritas DGC. Inc.
National Reconnaissance Office	St. Vincent Healthcare	VHA Inc.
NC State University - Video Communication Services	State Farm Insurance	VTR Global Communications
Nebraska Military Department	State of Delaware	W. L. Gore and Associates. Inc.
Newfoundland Hydro	SUBDERE	Wahoo Public Schools
Newport News Public Schools	Subdere	Wakefield Public Schools
North Carolina State University	SUPERVALU	Walthill Public Schools
North Idaho College	Supreme Court of Virginia	Washington State University Academic Media Services
Northern Arizona Regional Behavioral Health Authority	Target	Washington Twp. Public Schools
Northern Trust	TEDT-WSD-IV	Wells Fargo Bank
Northrup Grumman	Telefonica Chile S.A.	Wichita State University
Northwest Missouri State University	Telefonica De Argentina	Wisner-Pilger Public Schools
Novartis Pharmaceuticals	TENARIS	World Vision
Odebrecht	Texas A&M University	Wright State University
Oklahoma Army National Guard	The College Board	Wyeth Pharmaceuticals
Oregon State University	The Everett Clinic	Wyeth Research
Orlando Regional Healthcare Sys	The MITRE Corporation	Yale New Haven Health Services
OSRHE - OneNet	The Ohio State University	YPF S.A.
Otsuka America Pharmaceutical, Inc	The Walt Disney Company	YPP
OXARC	Toyota Motor Sales	Zimmer, Inc.
Penn State University	UNIFOR	
Petrobras - Petróleo Brasileiro SA	Univeristy of Colorado HSC	
Pfizer Inc	Universidad Andres Bello	
Planned Parenthood of Santa Barbara	Universidad Catolica Del Ecuador	
Pleimec Solution	UNIVERSIDAD DE LOS LAGOS	
Presidencia De La Republica Del Ecuador	Universidad De La Americas	
Prive	Universidad De Los Lagos	
Product Evaluation Team	Universidad De Puerto Rico Recinto Ciencias Medica	
Projesa	University at Buffalo	
Providence Continuing Care Ctr	University of Florida	
Purdue University - Ag Communications	University of Illinois	
	University of Kansas Medical Ctr	
	University of Miami	