

Touchline Video Ltd Brings First HD Video Conferencing Products to the UK

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Major Videoconferencing Provider, ZTE to enter UK Market

Reading UK, 25th May 2012, London, UK – – Touchline Video UK Ltd, a UK-wide value added distributor in the audio, video and web collaboration industries, has today launched the first of its Partner, ZTE's new high-definition video conferencing solutions into the UK market. The ZTE T700 4MX and T700 8MX video conferencing systems provide superior call quality and outstanding visual communication for small to medium business environments.

Creating a more natural meeting experience that can be deployed in any working environment; the ZTE T700 series delivers pin-sharp 1080p HD video resolution, crystal-clear high fidelity audio and an integrated, wide-angle PTZ camera which provides exceptional quality video and audio and high performance at a very competitive price.

The ZTE T700 is ideal for small and medium business users, remote office locations and home tele-workers requiring cost-effective videoconferencing solutions with true-to-life video quality and easy set up.

"ZTE is well known as one of the world's leading telecommunication equipment companies but they are also applying their expertise to creating superior technology for multimedia services," said Barry Cross, Managing Director, Touchline. "Countless enterprises are now opting to economise on business processes and travel, and video conferencing presents a logical and efficient means of B2B communication while reducing expenditure".

According to the Enterprise Business Video Forecast: 2011-2016 report from industry analyst Datamonitor, video conferencing is becoming one of the fastest growing IT markets in the world and by 2016 the industry will be worth £2.3bn.

"In recent years we have seen the demand for videoconferencing grow as a substitute for travel but also as a way of increasing efficiency in the workplace," said Paul Cobos, Sales Director at ZTE UK.

"Touchline Video are major players in the UK video conferencing sector so they are the ideal partner to bring our products to market in the UK."

The partnership with Touchline Video will also see ZTE bring its full series of video-related products, including telepresence, HD videoconferencing, video surveillance, digital home equipment and IPTV solutions, to the UK market for the first time.

About Touchline Video UK Ltd.

Touchline Video UK Ltd, headquartered near Reading, Berkshire is a UK-wide value-added distributor in the audio, video and web collaboration industries. Touchline Video has contracts with industry leading vendors to offer a comprehensive range of video conferencing and complementary products, from stock, to its reseller base. Touchline Video uses its industry-leading Touchline Support service to provide its

customers with product and technical support including both reseller and end-user training. For more information, please contact Touchline by phone at +44(0)118 970 1313 or visit www.touchlinevideo.co.uk

About ZTE

ZTE is a publicly-listed global provider of telecommunications equipment and network solutions with the most comprehensive product range covering virtually every telecommunications sector, including wireless, access & bearer, VAS, terminals and professional services. The company delivers innovative, custom-made products and services to over 500 operators in more than 140 countries, helping them to meet the changing needs of their customers while growing revenue. In 2011, ZTE's revenue increased by 29 per cent increase to USD13.7 billion. Its overseas operating revenue grew 30 per cent to USD 7.4 billion during the period, accounting for 54.2 per cent of overall operating revenue. ZTE commits 10 per cent of its annual revenue to research and development and has leadership roles in several international bodies devoted to developing telecommunications industry standards. ZTE is committed to corporate social responsibility and is a member of the UN Global Compact. The company is China's only listed telecom manufacturer that is publicly traded on both the Hong Kong and Shenzhen Stock Exchanges (H share stock code: 0763.HK / A share stock code: 000063.SZ). For more information, please visit www.zte.com.cn.

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