Japan Conferencing News Updates
By CNA Report Japan

Conferencing News & Analysis for Japan market since 1997

Conferencing News focused on Japan reported for overseas readers   **April, 2006 Edition**

April Edition covers January to March 2006

>Japan Conferencing News Summary covering January to March 2006

IP電話会議装置「MB-1000」

NTT sells "MB-1000", a new audio conferencing endpoint starting last January for Japan market. This endpoint product supports both PSTN and VoIP along with embedded MCU connecting up to five inclusive of the meeting host. MB-1000 is priced at 148,000JPY and is a successor to EC-13 PSTN based audio endpoint. NTT plans to sell 2000 units nationwide for the next one year.

R-net Communications launches H.323 based videoconferencing services using Visual Nexus developed by Tomen CyberBusiness Japan. The videoconferencing services will be based on Visual Nexus MCU and other network components such as NAT/FW traversal products. Initial cost is 300,000JPY for up to 20 licenses with 5 concurrent user licenses costs 230,000JPY on a monthly basis.

Tekuno Keikaku delivers inexpensive 6 port type and 48 port type audio MCUs in Japan. The company has sold audio MCUs since 2000 with sales to companies, training schools nationwide and now plans to develop 12 port audio MCUs. The company thinks that new applications for audio MCUs will be ones related to contingency management.

Software developer **Logosware** has developed version 2 of its web conferencing software "LOGOSWARE POWER-LIVE". The web conferencing software is developed based on Flash and it gives user converged audio, video and web communications. With version 2, the software supports APIs allowing itself works with external scheduling software and database software. Logosware sells web conferencing services leveraging LOGOSWARE POWER-LIVE, which started last August.

V-Cube Broad Communications now supports 200 participants for webniar version of "nice to meet you" its web conferencing software. The company now plans to expand it to 600. VB Communications started ASP services in July 2003 and now have more than 200 corporate customers. The software is developed based on Flash and supports H.323 and

H.324M to participate in web conferencing sessions.

The company also strengthens IP connections between Japan and China for better bandwidth usages for users of their web conferencing ASP services.

Chori Joho System starts marketing their first webconferencing SDK "IC3" for system integrators to develop webconferencing software.

System K released its "Web SDK", webconferencing SDK..

The company sells its "agoraZone", web conferencing ASP services in Japan.

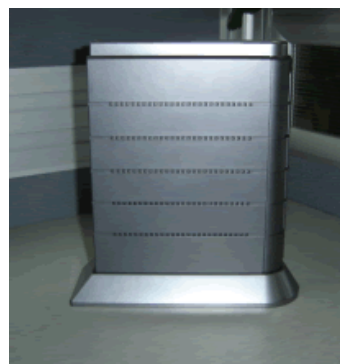---

NTT launches gateway services for its "Flet's phone", H.323 videophones to connect to H.324M 3G videophones. The cost will be 30 JPY for a call from H.323 videophone to H.324M 3G videophones and 15 JPY vice versa call. Flet's phone costs 59,800JPY.

Flet's Phone

V2 Conference," Chinese web conferencing developer **V2 Technology** opened its Japan Office last November and starts their business finding their partners in Japan early February. They have five headcounts. They not only try to sell their webconferencing but also echo canceller devices developed by a Chinese company.

V2 Conference

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Broad 5

DST Media started selling its first video endpoint Broad 5 for Japan market in February by organizing a half day seminar in Tokyo on February 24th. They featured marketing manager and engineers from DST Media to speak about the company and the new product Broad 5.

In addition, V2 Technology Japan reported in the preceding story will assist DST Media to find their partners in Japan to sell Broad 5 leveraging Polycom video technology.

DST Media's Echo Canceller

Visual Nexus

Tomen Cyber Business that develops "Visual Nexus", H.323 PC based videoconferencing system will invest 2.1 million USD to strengthen its market position and development team after the company raised 4.2 million USD of private placement from institutional investors in Japan. The half of 2.1 million USD will be used for capital infusion into UK based Visual Nexus to expand its global business for Visual Nexus. It supports H.264 and plans to deliver HD quality video for Visual Nexus sometime this year. 150 companies have purchased Visual Nexus since 2003 launch. Largest installment for their Visual Nexus MCU is for a retail shops connecting up to 400 H.323 video conferencing.

Tomen Cyber Business and Toshiba PC System signed a paper to form a strategic partnership to co-market Visual Nexus.

Techno Scope developed "H-652",MPEG2 based videoconferencing system that has embedded MCU that allows up to four location multipoint bridging.

NTT PC Communications signed a reseller agreement last May with Marconi Corporation to sell ViPr in Japan. And starting this year, they started selling H.264 compliant ViPr as well. NTT PC Communications is a NTT's subsidiary and offers ISP business and system integration, etc. They will combine ViPr with their network services such as IP-VPN.

Fujitsu Business Solution, a Fujitsu's subsidiary, adopts Oracle Collaboration Suite for FBS's customer support services. It is called, "Web Help Desk services". FBS plans to serve more than 500 corporate customers through the Help Desk services leveraging Collaboration Suite.

NetWorld, audio conferencing service provider, serves more than 1,000 corporate customers. The charge for per minute call is 20 JPY, one of the lowest in Japan. They have been offering the audio services since January 2003 after acquiring audio conferencing services division of KDDIS, one of KDDI's subsidiaries in Japan.

Information Services International-Dentsu(ISID) and National Institute of Information and Communications Technology have worked together to develop DVD and stereo CD quality PC based collaboration software that allows up to 10 simultaneous multipoint video. ISID will plan to sell the software in the near future.

Anoop Gupta, Corporate Vice President, Unified Communications Group of Microsoft visited Tokyo early February to discuss their Unified Communications vision with journalists in Japan via Live Meeting 2005. He also held a private interview with and told CNA Report Japan that Microsoft Japan was currently negotiating with potential partners in Japan to drive Unified Communication strategy and Microsoft will strengthen partnership with conferencing vendors and service providers worldwide as partnership is

very important for Microsoft going forward.

Anoop Gupta meets with Keisuke Hashimoto of CNA Report Japan at Microsoft Japan headquarters early February

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TANDBERG Japan and NTT Communications worked together to succeed in delivering HD quality videoconferencing connection over NTT's IPv6 global network.

TANDBERG Japan shows demos of HD video over NTT's IPv6 network at Global IP Business Exchange 2006 held in Tokyo on February 15 and 16

Korea's **ADDPac Technology** entered Japan market by opening its office in Tokyo recently to sell their MCU embedded & H.264 supported videophones(above) for Japan market.

They also have MCUs, gateways, and other network infrastructure products to offer for Japan. In order to drive their business in Japan, they will try to find their partners

but also might try to acquire a company that has ability to offer both customer and technical support services.
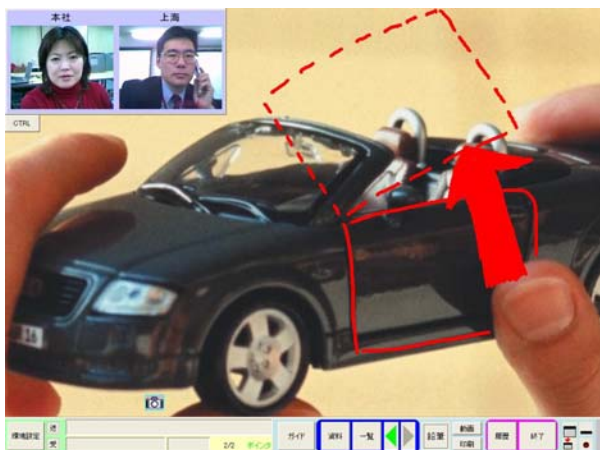

AP-VP350

AP-MC1000 Video MCU

WebEx Japan and Intranets Japan inked an agreement to drive web conferencing and groupware services in Japan resulted from WebEx's acquisition of Intranets in the US. They will together implement co-marketing strategy for Japan market.

NEC Engineering, a NEC's subsidiary, releases "MEDIA POINT IP2 TC-2200NC" another video set top endpoint for domestic market. TC-2200NC model does not have embedded camera. With this new model, NEC Engineering now have three video models to offer in Japan along with audio conferencing endpoints and echo canceller embedded speaker and microphone bundled with web conferencing services in Japan. It costs 348,000 JPY for the product.

TC-2200BC with a built-in camera model

Nippon Avionics markets "USB collabo-20V ", web conferencing solution using USB memory by which you can launch web conferencing sessions that allows up to 20 multipoint data collaboration, has announced recently that they added Application Sharing to is software product.

Collabomate web conferencing using USB collabo-20V

USB collabo-20V

NHK, public broadcaster and TOA, system integrator worked together to develop audio conferencing bridge for simultaneous 64 participants using a multi-cast server. It allows 5.1 channel audio leveraging Packet Audio

technology realized by TOA. They plan to use it for NHK's daily operation of broadcasting. They will consider whether they will sell the server to general customers as business.

VTV Japan, multi-vendor videoconferencing reseller in Japan announced Aethra's new video set top X3 and X5 videoconferencing products in Japan. VTV Japan and Aethra partnered in July 2004 and they have sold 420 units since then with the revenue totaling 3 million USD so far in Japan. For Aethra, Japan's share in their global business is around 9%. Both companies agree to set up Aethra product focused sales company in Japan this May.

Marco Viezzoli speaks via video to the press from Aethra's headquarters in Ancona office, held on March 15th in Tokyo

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Yamaha enters audio conferencing endpoint market by launching its VoIP product dubbed "Project Phone". The product combines Yamaha's engineering prowess in both audio and network to deliver this product. Project Phone has 32 small microphones embedded both sides of the body and 12 speakers to better the audio conference meeting environment from acoustic perspectives.
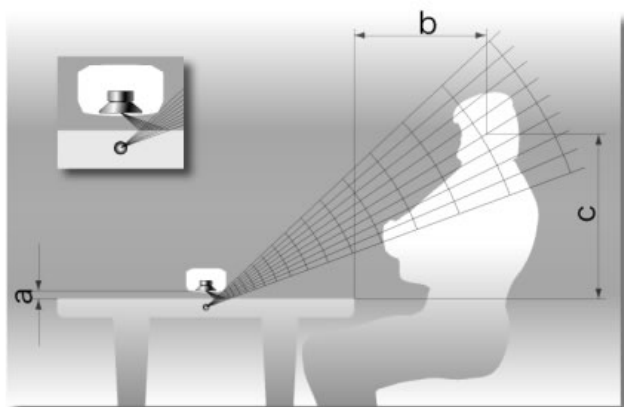
The product has two models PJP-100H/PJP-100UH. The former is one that has RJ-45 port for LAN connection and the latter does not have the LAN port so that it can be used as sole speaker and microphone device, which can be connected via USB port to PC works as such for PC web conferencing.

Project Phone

Microphones on both side of the product body and speakers underneath the body to give the best acoustic environment for users

Acoustic sound waves coming out of 12 Speakers located underneath the product body bounce on the surface of the table to direct the waves to human face areas so that you do not have to increase volumes more than necessary.

Yamaha starts shipping this product initially on sample basis, PJP-100H from April costing 280,000JPY, PJP-100UH from May costing 240,000JPY.

The company also plans to sell worldwide in the future.

>Events Calendar in Japan

-IP videoconferencing seminar by Otsuka-Shokai Featuring Polycom, TANDBERG, Sony
Date:April 12th starting 13:00
Venue: Otsuka-Shokai Tokyo headquarters
http://it.otsuka-bs.co.jp/otsuka/event/bb0412/

-SIPit18(SIP Interoperability Test)
Date: April 17th to 21st,2006
Venue: Akihabara Convention Hall
Organizer: SIP Forum
URL: http://www.nic.ad.jp/en/sipit18/

- RADVISION Solution Seminar 2006 for Financial Sectors
Date: April 18th, starting 13:00
Venue: Tokyo Conference Center Shinagawa
Organizer: RADVISION Japan
URL: http://www.radvision.co.jp/event/ky/index.html

* The links does not necessarily in Japanese.

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Every edition usually covers one month. However, this edition is special covering three months. The next edition will be covering just one month.

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