



CMIT Solutions and Vidtel Team to Offer SMEs a Device- and Platform-Agnostic Cloud Video Conferencing Service

Any-to-any, enterprise-grade video conferencing service spans boardrooms, cubicles, mobile workers and every device, platform and use case in between

Austin, TX, and Sunnyvale, CA, November 15, 2011—Traditional video conferencing providers have long overlooked small and medium enterprises (SMEs), forcing them to choose between expensive solutions designed for large enterprises or make do with consumer-grade services such as Skype. To fill this void in the SME market, [Vidtel](#) has teamed up with [CMIT Solutions](#) to provide a high-quality, cloud-based video conferencing service: Vidtel's [MeetMe](#), which spans boardrooms, mobile workers and everything in between, including room-based video conferencing systems, executive desktop video systems, PCs/Macs, smartphones and tablets using any combination of SIP, H.323, Skype and Google Talk technologies.

A national provider of IT services and solutions to SMEs, CMIT Solutions will provide MeetMe via its 125 locally owned and operated U.S. locations. Through Vidtel's service, CMIT Solutions' customers nationwide now can conduct video conferences regardless of endpoint, platform or service and without the need for expensive bridges or exchange services.

Under the distribution agreement, CMIT Solutions now offers Vidtel Connect on InFocus's 55-inch Mondopad wall tablet, as well as Vidtel MeetMe for both the Mondopad and other video conferencing devices, including Polycom, Tandberg and LifeSize products. CMIT Solutions is one of the first participants in Vidtel's new channel program, which is open to value-added resellers (VARs) such as video conferencing specialists, AV integrators, VoIP providers and managed service providers.

Vidtel's any-to-any cloud solution breaks down the primary SME barriers for enterprise-level video conferencing: cost, know-how and usability. The Vidtel solution offered by CMIT Solutions is priced in a range for businesses of any size, requires no IT expertise or additional capital expenditure beyond existing systems and is as easy to use as dialing a telephone.

“Vidtel’s MeetMe service enables our managed service providers to cost-effectively meet the video conferencing needs of our SME customer base without sacrificing quality,” said Frank Picarello, CMIT Solutions COO. “Vidtel’s solution enables us to stay on the leading edge of technology, bringing cloud any-to-any video conferencing into the mainstream.”

“CMIT Solutions has great nationwide reach into the SME market, with its fingers on pulse of best practices for delivering technology solutions to this segment,” said Scott Wharton, Vidtel CEO. “As price-conscious SMEs increasingly seek to incorporate enterprise-class with consumer-class video conferencing, CMIT Solutions will be well-poised to deliver on that need.”

The Vidtel cloud video conferencing service is available immediately through CMIT Solutions’ 125 locally owned and operated locations throughout the U.S. For more information about Vidtel’s new MeetMe channel program, visit www.vidtel.com/vidtel-partnerships.html.

About CMIT Solutions

CMIT Solutions started as a small computer support company in Austin, Texas in 1996. Over the past decade, it has grown into a leading provider of managed services and other computer consulting services tailored to the unique needs of small business with approximately 125 locally owned and operated locations nationwide. CMIT Solutions is able to combine personalized local service with all the technical resources of a large national company -- offering small business clients the products, partnerships, and round-the-clock technical support that standalone locals can’t always provide.

About Vidtel

Vidtel is an innovative cloud video conferencing provider. Our any-to-any service provides compatibility between a diverse set of business-grade and consumer-grade video endpoints. Vidtel enables even small and medium enterprises to affordably experience the productivity of high-quality video conferencing between dispersed employees, partners, and customers. Vidtel is located in the heart of Silicon Valley in Sunnyvale, CA.

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