



## **Vidtel and Preferred Data Systems Deliver Affordable, Hosted, Enterprise-Grade Video Conferencing to SMEs**

**SUNNYVALE, Calif., and FARMINGTON HILLS, Mich. (Dec. 13, 2011)** –[Preferred Data Systems](#) today announced a distribution agreement with Vidtel to deliver enterprise-grade video conferencing services to small and medium enterprises (SMEs) as part of the Vidtel channel partner program.

Vidtel's cloud-based [MeetMe](#) service provides SMEs with an affordable, user-friendly solution for enabling multi-party video conferencing across virtually all endpoint types, vendors and platforms, including room-based systems, desktop and laptop PCs/Macs, executive-desktop products, mobile devices, Skype and Google Talk. MeetMe is available immediately to PDS customers in the Southeast Michigan region.

Through Vidtel's service, PDS customers can now conduct enterprise-quality, multi-party video conferences regardless of endpoint, vendor, platform or service, and without the need for expensive bridges or exchange services. MeetMe's architecture enables PDS customers to pursue a best-of-breed approach to their video conferencing endpoints, using the combination of conference room, office and mobile solutions that best suits their business needs and budget.

MeetMe's cloud-based design frees SMEs from expensive, premises-based infrastructure such as bridges and hassles such as firewall traversal and multi-vendor interoperability. Instead, SMEs can quickly implement video conferencing throughout their organization and use it as regularly and as easily as a telephone.

Under the distribution agreement with Vidtel, PDS offers MeetMe for both the Mondopad and other video conferencing devices. PDS also offers [Vidtel Connect](#), a point-to-point connectivity service that traverses firewalls, on InFocus's 55-inch Mondopad wall tablet through PDS' agreement with InFocus.

"The Vidtel any-to-any cloud solution breaks down the primary barriers that typically prevent SMEs from enjoying enterprise-level video conferencing: cost, know-how and usability," said Scott Wharton, Vidtel CEO. "By partnering with innovative resellers such as PDS, Vidtel is giving SMEs access to the kind of high-quality video conferencing services that used to be available only to large

enterprises.

“Partnering with Vidtel enables PDS to deliver business-class video conferencing at a fraction of the traditional costs. Businesses are now able to take advantage of the many benefits that video conferencing offer without having a negative impact on their budgets,” said Kelly Comeaux, President of PDS.

Vidtel’s channel strategy addresses the underserved SME market through partnerships with the video conferencing vendors, video VARs, AV integrators, VoIP providers and managed service providers that have existing IT relationships with SME customers. Vidtel’s newest channel partner, PDS, joins previously announced partners InFocus (Vidtel is the provider of video conferencing service on the InFocus Mondopad), RealLinx (hosted VoIP provider) and CMIT Solutions (IT service provider).

SMEs in the Southeast Michigan region can contact [info@pdsnetworking.com](mailto:info@pdsnetworking.com) to get started. For more information about Vidtel’s new MeetMe channel program, visit [www.vidtel.com/vidtel-partnerships.html](http://www.vidtel.com/vidtel-partnerships.html).

### **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.

### **About Preferred Data Systems, LLC**

Preferred Data Systems, LLC. (PDS) specializes in the design, development, administration and support of computer information systems including hardware integration. After several years of operating as a subsidiary of Parameter Driven Software, Inc., we became incorporated in 1998. Since then, PDS has evolved into one of the premier networking service companies in Southeast Michigan. Computer networks often support the integrity of a business. We appreciate the importance of understanding the applications, technologies and equipment, to ensure that the integrations we recommend are compatible.