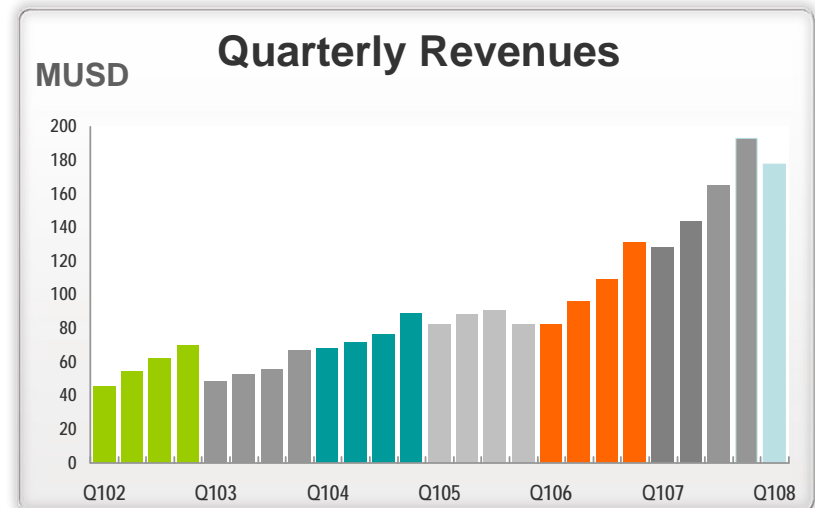
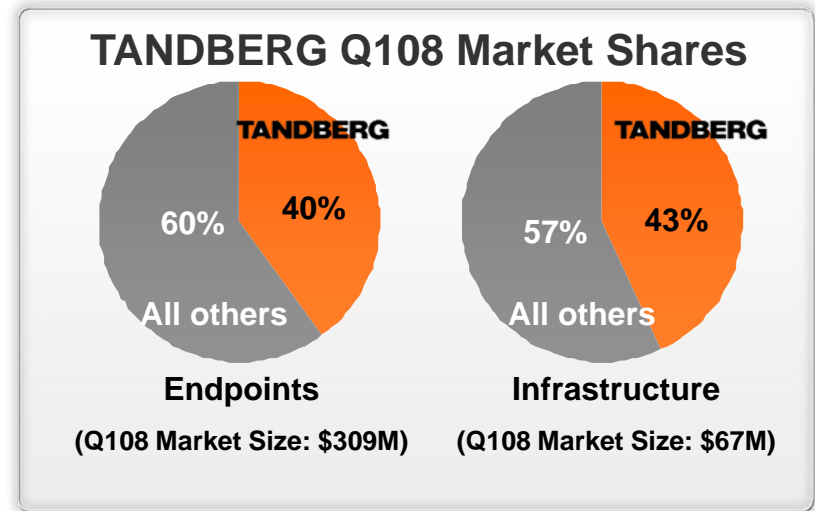


Agenda

- Who is TANDBERG
- What is TANDBERG Grants Services
- What is distance learning?
- Why do colleges care?
- The CBJT Grant
- The USDA Grant
- Prospects & Next steps

Experienced and Financially Strong

- Publicly traded (TAA.OL)
- \$178.1 MUSD revenue in Q108
- \$630.5 MUSD revenue in 2007
- Operating revenues grew 50.2% in 2007 over 2006
- 33.5% annualized revenue growth for the past 10 years
- \$59.6 MUSD cash, no debt
- 2007 and Q108 market share leader in both endpoints and infrastructure (Wainhouse)
- Offices in 34 countries
- Sales, support and services in 90+ countries



Performance in Education



NYU Medical Center – *Top medical school*

Video allows 2 to 3 times the number of medical residents to participate in ongoing medical training, while staying close to their patients.



University of Plymouth – *Academic hub with 30,000 students*

Academic lectures, research collaboration, job interviews, PhD viva exams, and administrative planning are moving to video, saving the university £200,000 (\$365,000) per year.



Broward County Schools – *6th largest U.S. school district*

With the help of E-rate funding, the school system was able to expand its offering of services, improve the quality of services delivered, and increase productivity of staff.

Program Overview

TANDBERG Grant Services

- Consultation, and application assistance
- Help determine your eligibility for specific programs
- In most cases, we sponsor up-front grant writing fees!!
- Specializing in eRate, RUS & AFGP/FP&S
- For additional information, visit www.tandberg.net/grantservices_us



How will the world work in 2020?

- Easy to See

Why Visual Communication in Education?

The Market is Ready:

1) Visual communication is growing

- Video handhelds
- Streaming and archiving
- Firewall traversal

2) Easy to connect

- Familiar interfaces
- Accessible from anywhere
- Simple to use



3) Ready for higher education

- Secure, scalable and manageable
- Tight integration into external collaboration tools, IP communications and rich media solutions

Community Based Job Training Grant

This grant is made possible through the U.S. Department of Labor. It is all about developing skilled workers to meet the demands of local high growth/high-demand industries in the context of regional economies. It requires extensive planning and the development of strategic partnerships

It is all about developing industry-driven capacity building and training efforts.

DOL Community Based Job Training Grant

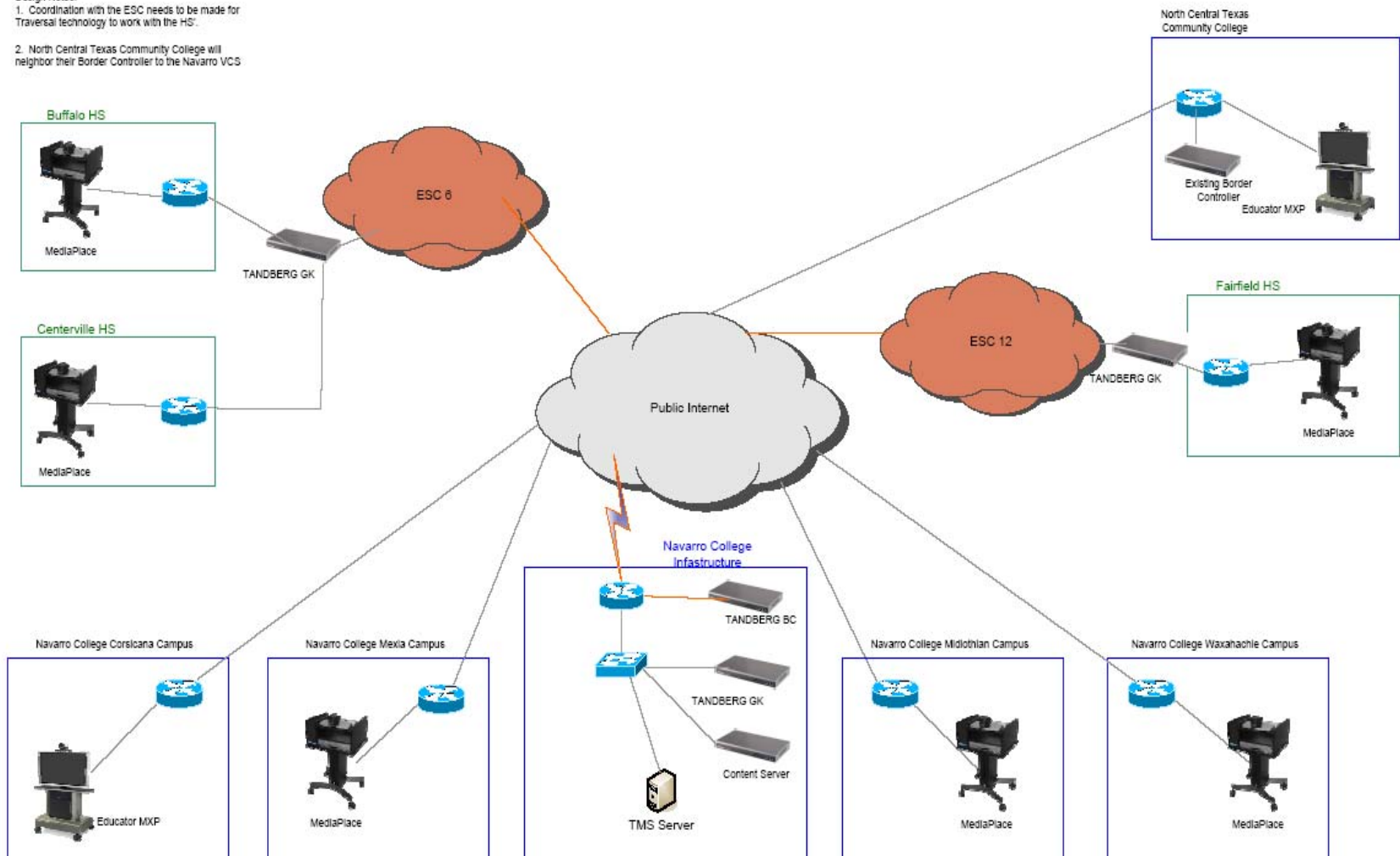
- Total Funding: \$150 million in 2008
- Range of Grants: \$500,000 - \$2 million
- Applicants: Community Colleges and Technical Schools
- Match: Leverage required
- Scholarships: Funding for tuition and training costs directly related to the grant program are required
- Partnerships: Community college or technical school + industry employer + workforce investment + education continuum = successful applicant
- **Distance Learning: A priority of the program**

Perfect Example: Navarro College/NCTC, Energy

Navarro College Network Plan

Design Notes:

1. Coordination with the ESC needs to be made for Traversal technology to work with the HS.
2. North Central Texas Community College will neighbor their Border Controller to the Navarro VCS



What does this grant fund?

Every grant budget will include:

- Administration Costs / Personnel Extensions – to supplement not supplant personnel costs except for new positions.
- Fringe Benefits
- Site Preparation
- Travel
- Equipment, Installation & Maintenance
- Supplies and Unclassified/ Others
- Indirect Cost Rate
- Tuition / Scholarships - **Note in some circumstances it is strongly recommended that 50% of the total grant request be used in this category**

How does video fit in?

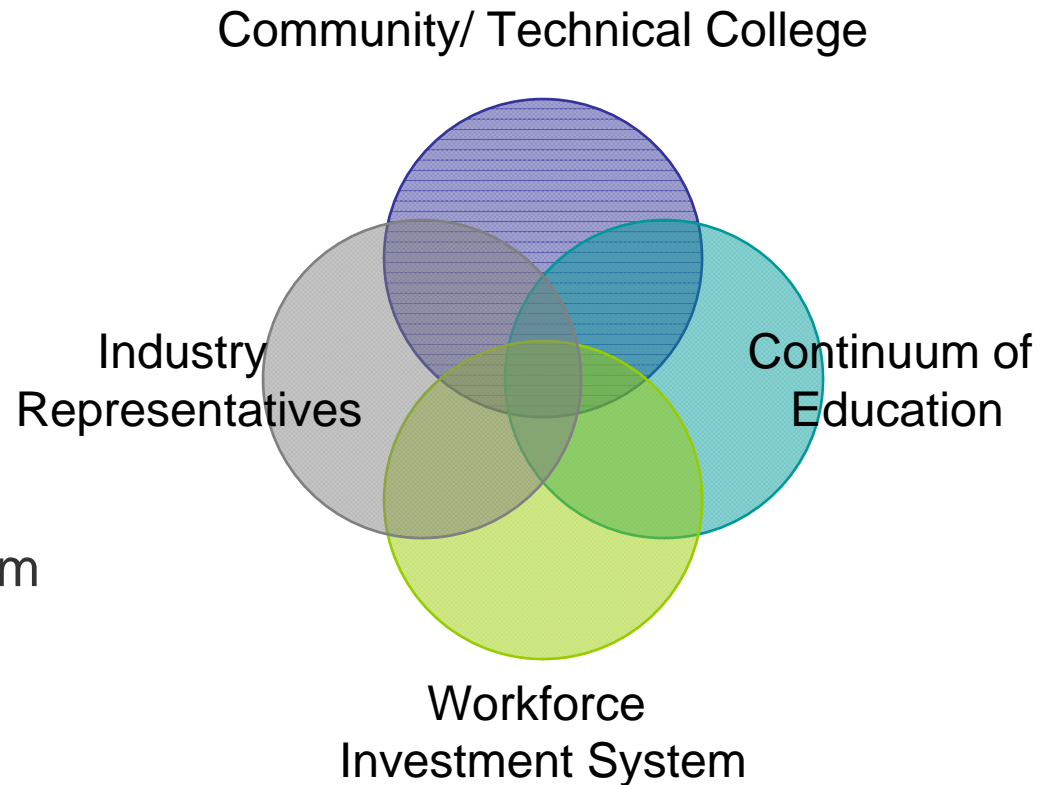
- This grant is all about training and video is a great way to successfully develop and implement a strong training program.
- This grant is about connecting students and potential workers with an industry with a high need for employees and video can be the means for recruiting and interviewing.
- Video is also a great way to introduce a training program within an industry that is designed to retain workers and grow promotion from within.

Targeted Industries

- Advanced Manufacturing
- Aerospace
- Automotive
- Biotechnology
- Construction
- Energy
- Financial Services
- Geospatial Technology
- Health Care
- Homeland Security
- Hospitality
- Information Technology
- Retail
- Transportation
- Other

Partnerships are paramount to success...

- Community or Technical College
- Education Continuum
 - K-12 System
 - College/Universities
 - Adult Education
- Industry Representatives
 - Employers
 - Associations/Unions
- Workforce Investment System
 - State or Local Boards
 - One Stop Career Shops



RUS – What is it?

- RUS funds Education and Telemedicine Projects largely for equipment.
- Applicants can choose from 100% grants, 100% loans, or 90% / 10% loan-grant combinations
- This grant comes out year after year and we are very successful at getting these grant funded.

RUS – the basics...

- Minimum amount of a grant - \$50,000
- Maximum amount of grant - \$500,000
- Application period is early spring – March - April
- Grant notification is early fall



How RUS is scored...

Objective Criteria

- Rural Area (Rurality) based on 2000 census (45 points)
- Economic Need (NSLP) based on free and reduced lunch counts (35 points)
- Special Communities (EZ/EC) USDA Empowerment & Enterprise Community or Champion Community (15 points)
- Leveraging (Matching Funds) this program requires a minimum match of 15% - higher match percentage can result in higher points (35 points)

Scoring continued...

Subjective Criteria

- Additional NSLP – applicants may request additional points based on documented need if NSLP is not an accurate indicator of the economic need of the area (10 points)
- Need for Services and Project Benefits – measures specific needs of the community and how project will directly impact need (45 points)
- Innovativeness – is this a creative solution to a problem (15 points)
- Cost Effectiveness – evaluates the efficiency of the project's delivery of services/benefits to customers (35 points)

*Higher
Evolution???*

Thank You

TANDBERG

See: productivity

See: passion

See: performance