

Communications pushes Polycom's growth

Polycom Inc, a global leader in unified communications (UC) solutions with industry-leading telepresence, video, voice and infrastructure solutions built on open standards, announced a third quarter revenue growth of US\$308 million (exchange rate about R7/US\$1) or 27% year-over-year on 22 October 2010. For the nine months ended 30 September 2010, net revenues were US\$879 million, compared to US\$699 million for the first nine months of 2009.

Product lines

- 67% video solutions (US\$206 million) made up of 52% video communications (US\$160 million) and 15% network systems (US\$46 million);
- 33% voice communications (US\$102 million)

"Looking to Q4 and 2011, we believe the group is in a unique position to capture the emerging network effect of UC adoption by enterprise, public sector, service providers, small and medium businesses and ultimately the connected home," explains Andrew Miller, Polycom president and CEO.

"In order to deliver most effectively on this mounting demand, we recruited a slate of world-class executives from industry leading companies to execute on the strategy that we set a year ago. Through our innovations, strategic partnerships and customer-centric go-to-market capabilities, we have been taking share and, more importantly, leading this industry to unprecedented levels of customer adoption. The strategic investment plan is working, our margins are expanding and we are now staged to take this business to the next level," concluded Miller.

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