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FOR IMMEDIATE RELEASE

KIM NIEDERMAN JOINS SIGHTSPEED ADVISORY BOARD

Anagran CEO and Former Head of Worldwide Sales at Polycom Tapped for Expertise in Strategy Development and Sales Leadership

BERKELEY, Calif.–Feb. 20, 2008—[SightSpeed Inc.](#), the leading provider of Internet video communications and operator of a fast-growing network of SIP videoconferencing endpoints, has announced the addition of Kim Niederman to its board of advisors.

Niederman is president and CEO of [Anagran, Inc.](#), the developer of high-capacity network equipment built to handle interactive and streaming applications such as video conferencing, VoIP and gaming.

Niederman brings to SightSpeed experience building high-performance sales teams and go-to-market strategies for Polycom, Inc., Cisco Systems, FORE Systems and Wang Laboratories. As senior vice president for worldwide sales at Polycom, he doubled sales in three years by creating new sales and channel strategies.



“I’m very pleased that Kim Niederman has agreed to join the SightSpeed advisory board—he’ll be an invaluable addition to our team,” said SightSpeed CEO Peter Csathy. “Given his unique background, his insights will be especially constructive in helping to drive the strategy for our new SightSpeed Business video conferencing service.”

“Kim is a consummate sales strategist and executive with a track record of great success selling business communications services,” added Bill Stensrud, a technology investor and member of the SightSpeed advisory board. “I look forward to his perspective as SightSpeed’s board of directors and advisory board tackle the critical issues required to guide this expanding company.”

Previously Niederman also served as CEO of LongBoard, Inc., a leader in software-based Class 5 IP services platforms, and CEO of Magellan Network Systems, one of the first calling-card platforms. Prior to his work at LongBoard, he was vice president of sales for start-up RadioLAN, the first developer of 10 megabyte WLANs and vice president of sales at FORE Systems, where he doubled sales in one year and managed the integration of the Alantec acquisition with/into FORE.

As one of the early sales executives at Cisco Systems in the early 1990s, Niederman served in various executive capacities, including managing Cisco's first business unit that was comprised of the acquired companies of Crescendo, Kalpana and Grand Junction. Earlier in his career, he held executive sales management positions at Wang Laboratories and served as CEO of Hallmark Industries, a manufacturing company.

Niederman has been a board member and technical advisor to several Silicon Valley startups, such as Cyrus Networks, which was acquired by Ciena Corp. He holds a BA in political science from the University of Denver and has completed executive programs at the University of Chicago Graduate School of Business.

Niederman joins Bill Stensrud, Andy Abramson, Gary Arlen, Pete Hanley and Ted Cohen on the SightSpeed advisory board.

About SightSpeed

SightSpeed Inc. is the award-winning provider of Internet video communications for both the business user and consumer. The company offers the broadest portfolio of industry-leading Internet video communications services, including SightSpeed Business, the world's first high-quality, cost-effective and hardware-free videoconferencing service for all businesses (including SMBs); and SightSpeed Light, SightSpeed Free and SightSpeed PLUS, the most widely praised consumer-focused video chat services, which turn a PC or Mac into an easy-to-use video phone to communicate with friends and family around the world. SightSpeed's services are SIP-based and standards-compliant and run on SightSpeed's fast-growing, reliable network of SIP videoconferencing endpoints. The company's revolutionary human-perception-based technology is patented and based on more than ten years of research and development originating out of Cornell University.

Founded in 2001 and based in Berkeley, Calif., SightSpeed is a privately held company funded by The Roda Group, best known for launching Ask Jeeves and PolyServe. For more information about SightSpeed, visit www.sightspeed.com.

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