

NEWS IN BRIEF: THE CHANNEL AND SYSTEM INTEGRATORS



INTEGRATOR AVSOLUTION has opened a new demonstration suite in London, to serve the needs of capital's growing conferencing market. The new facility features **Polycom's ATX's** hardware and runs over **Masergy's** secure virtualised network. AVSolution promise a completely personalised solution, that can be branded to suit client's needs. MD Graham Fry says the company's growth has been excellent and has weathered the tough times of 2010 very well and is able to capitalise on that in 2011. One of the services offered by AVSolution is to operate as the VC arm of traditional IT resellers who want to help their clients utilise the benefit of video communications.