



## **Desca Achieves Cisco TelePresence Authorized Technology Provider Certification**

### **Ready to Help Customers Deploy Immersive Visual Communications Solutions Across CANSAC Region**

**Miami, Florida, December 16, 2009:** Desca, a leading technology integration services company, today announced that it has earned the TelePresence Authorized Technology Provider (ATP) status from Cisco for the Central America North South America Caribbean (CANSAC) region. The ATP designation validates Desca's role as a visual communications solutions provider and places the company among a select group of LATAM partners with the skills to distribute, design, install and support Cisco TelePresence solutions regionally.

The certification adds new capabilities to Desca's extensive resume of Cisco technology certifications and awards and completes its offerings of visual communications solutions. The TelePresence ATP designation enables Desca to meet customers' and partners' needs for leading-edge unified communications solutions and expand these solutions beyond the conference room across enterprises.

Desca is also unveiling a dedicated Visual Communications Practice, which focuses on helping customers implement video and collaborative applications on networks optimized for high levels of interactivity. New interactive visual communication demonstration centers will be opened in key Latin America offices for customers to experience the immersive technology first-hand. Six Cisco TelePresence solutions will be deployed for demonstrations as well as for Desca's internal use to facilitate customer meetings, share expertise across the company's 14 locations, accelerate decision-making, and reduce travel costs.

Cisco TelePresence Partner certification requires a company-wide focus on developing expertise in complex networking technologies and a high number of certified sales and support personnel. The new designation positions Desca to meet the growing demand for Cisco TelePresence real-time, face-to-face conferencing solutions.

"Desca is committed to continue delivering innovative networking solutions that help our customers solve business problems and gain market advantages," said Jorge Alvarado, president and chief executive officer of Desca. "Cisco TelePresence is a game-changing solution and many of our customers already have plans for implementing it to overcome time and distance barriers, extend expertise cost-effectively, strengthen customer relationships, and improve executive effectiveness. We are pleased to be able to offer and support a full complement of Cisco TelePresence solutions."

Cisco TelePresence solutions create an immersive, in-person meeting experience among geographically dispersed users over a network. Integrated visual, audio, and video components deliver the characteristics of a face-to-face meeting with smooth and realistic motion, accurate color replication, an apparent eye-to-eye viewpoint, and superb and accurate sound rendering. The system also synchronizes with presentation tools. Teams located worldwide can collaborate without having to spend hours or days on travel. Companies also rely on Cisco TelePresence to build and maintain critical business relationships. People can easily meet without the cost, productivity challenges, and time spent away from home and family normally associated with business travel. The solutions also deliver rapid return on investment, averaging just 14 months with some companies achieving breakeven within six months.

Desca is currently engaged with customers planning new Cisco TelePresence deployments and is prepared to implement solutions immediately.

#### **About Desca**

Desca is the leading provider of network infrastructure and system integration products and services in Latin America and the Caribbean. The company delivers world-class business information and telecommunications solutions to customers in Argentina, Colombia, Costa Rica, Ecuador, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama, Peru, Trinidad & Tobago, Venezuela, and USA. The company is owned by eLandia International Inc. (OTC BB: ELAN .OB) and is headquartered in Miami, Florida. For more information, please visit [www.Desca.com](http://www.Desca.com).

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