



Friday September 19th, 2008

To Unified Communications Partners:

This morning, Cisco announced our intent to acquire privately-held Jabber, Inc. Jabber is a Denver Colorado-based company and is a leading provider of presence and messaging software technology which Cisco will integrate into our broader Collaboration offerings starting with the WebEx Connect on-demand platform and continuing with Cisco Unified Communications on-premise solutions.

Presence and messaging are a cornerstone component of collaboration platforms and Cisco believes that presence and messaging need to be ubiquitous, interoperable and always available. Our strategy is to embed these core services "in the network" with rich aggregation, federation and policy. These network services will include a mix of on-premise and cloud-based services all working together.

Jabber provides a carrier-grade, best-in-class presence and messaging platform. Jabber's technology leverages open standards to provide a highly scalable architecture that supports the aggregation of presence information across different devices, users and applications. The technology also enables collaboration across many different presence systems such as Microsoft Office Communications Server, IBM Sametime, AOL AIM, Google and Yahoo!. Jabber's platform leads the market in system robustness, scalability, extensibility and global distribution.

The Jabber, Inc. acquisition is great news for our UC Partners as it continues to enhance Cisco's existing presence and messaging functions to accelerate the delivery of this "in the network" services vision. Following our recent acquisition of PostPath, the addition of these capabilities means that partners that are authorized to sell WebEx Connect and Cisco Unified Communications can now offer even richer value to meet our customers' needs in the Collaboration space.

As you know, we are hosting the Virtual UC Partner Summit starting September 23rd to 25th, and as such we will be building more details about this announcement into our main tent and breakout sessions, so that you can fully understand the value these recent acquisitions bring to you and your customers. You can access the Virtual Summit by going to the following URL: www.cisco.com/go/vucps.

I personally wish to thank you for your ongoing partnership and look forward to our continued mutual success.

Best regards,

A handwritten signature in black ink, appearing to read "Richard N. McLeod". The signature is fluid and cursive, written over a white background.

Richard N. McLeod
Senior Director – Collaboration Solutions
Worldwide Channels