



## **Oblong's Mezzanine™ Delivers Key Wins for Cisco Across Multiple Industries; Empowers Global Workforces with Secure, Multi-user, Multi-Site Content Collaboration Experience**

**Los Angeles -- February 18, 2020 --** Glowpoint, Inc. (NYSE American: GLOW) ("Glowpoint" or the "Company"), a provider, through its wholly-owned subsidiary, Oblong Industries, Inc., of award-winning innovative multi-stream collaboration technologies to drive the next generation of visual and data collaboration, announced that the Company is seeing significant pipeline growth as a result of its distribution partnership with Cisco.

Cisco and Oblong's combined offering includes Cisco's market leading Webex Room Series video conferencing systems and Oblong's Mezzanine™ content collaboration platform. Today Cisco with Mezzanine™ by Oblong has been deployed in over ten Cisco offices globally for demonstration purposes, fueling key customer wins in the financial services, healthcare, oil and gas and manufacturing industries. Cisco with Oblong's Mezzanine™ enables team collaboration with multi-user and multi-channel capability for companies and users who want more meaningful and effective communication across remote workforces.

Justin Ramirez, Head of Ecosystem Business Development for Cisco Webex, confirms "We're making it easier for our customers to understand it's not Cisco solutions OR Oblong solutions, it's Cisco PLUS Oblong to create the most productive and collaborative work environment."

Cisco with Mezzanine™ by Oblong transforms screens or displays into a readily adaptable canvas for multiple users and multiple content streams. Users entering the video conferencing environment are first introduced to Cisco's familiar view. As additional users connect, they are able to add up to ten streams of unique content, all controlled by Oblong's Red Dot award winning Mezzanine™ Wand.

Cisco video conferencing with Oblong's Mezzanine™ drives employee engagement and ensures secure information sharing with remote workforces. With an increasing amount of today's workforce working remotely, companies are challenged to find solutions that increase employee engagement and collaboration in meaningful ways while still maintaining ease-of-use and security.

"Cisco and Oblong have taken the robust immersive multi-stream communication historically reserved for just a few high-end visualization rooms and are making it a must-have collaboration solution for every conference room. As companies are looking to deploy more engaging experiences enterprise-wide, Oblong, in its ecosystem partnership with Webex, can deliver rich collaborative ways for global teams to be more productive," said Oblong CEO Pete Holst. "We've seen significant growth and inquiries from the Cisco channel in the last 60 days and anticipate both bookings and pipeline to accelerate throughout 2020."

To learn more visit [www.oblong.com/cisco](http://www.oblong.com/cisco)

## **About Glowpoint**

Glowpoint, Inc. (NYSE American: GLOW), through its wholly owned subsidiary, Oblong Industries, Inc. ("Oblong"), provides innovative technologies that enhance the way people work, create, and communicate. With roots in more than two decades of research at the MIT Media Lab, Oblong's flagship product Mezzanine™ is the technology platform defining the next era of computing: multi-stream, concurrent multi-user, multi-screen, multi-device, and multi-location for dynamic and immersive visual collaboration. Oblong is headquartered in Los Angeles, California. To learn more please visit [www.oblong.com](http://www.oblong.com), and connect via Twitter, Facebook, LinkedIn, and Instagram.

Our customers are primarily comprised of Fortune 1000™ companies across diverse vertical markets, along with small and medium sized enterprises that embrace Oblong's Mezzanine™ products to collaborate more effectively and make decisions faster.

Additionally, Glowpoint's IT Service Management solutions provide a comprehensive suite of automated and concierge applications to simplify the user experience and expedite the adoption of video as the primary means of collaboration.

## **Forward looking and cautionary statements**

This press release and any oral statements made regarding the subject of this release contain forward-looking statements as defined under Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, and are made under the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. All statements, other than statements of historical facts, that address activities that Glowpoint assumes, plans, expects, believes, intends, projects, estimates or anticipates (and other similar expressions) will, should or may occur in the future are forward-looking statements. Glowpoint's actual results may differ materially from its expectations, estimates and projections, and consequently you should not rely on these forward-looking statements as predictions of future events. Without limiting the generality of the foregoing, forward-looking statements contained in this press release include statements relating to adoption of the Company's Mezzanine™ technology and growth of the Company's pipeline and future revenue generated from the Cisco channel. The forward-looking statements are based on management's current belief, based on currently available information, as to the outcome and timing of future events, and involve factors, risks, and uncertainties that may cause actual results in future periods to differ materially from such statements. A list and description of these and other risk factors can be found in the Company's Annual Report on Form 10-K for the year ending December 31, 2018 and in other filings made by the Company with the SEC from time to time, including the Company's Quarterly Report on Form 10-Q for the three and nine months ended September 30, 2019. Any of these factors could cause Glowpoint's actual results and plans to differ materially from those in the forward-looking statements. Therefore, Glowpoint can give no assurance that its future results will be as estimated. Glowpoint does not intend to, and disclaims any obligation to, correct, update or revise any information contained herein.

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