

Young company offers package of communication services

BY RICHARD A. D'ERRICO
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Auxilia Inc., a North Greenbush company that provides support services for users of unmanned vehicles, is releasing a product that offers video conferencing, video streaming and an instant mass-notification service.

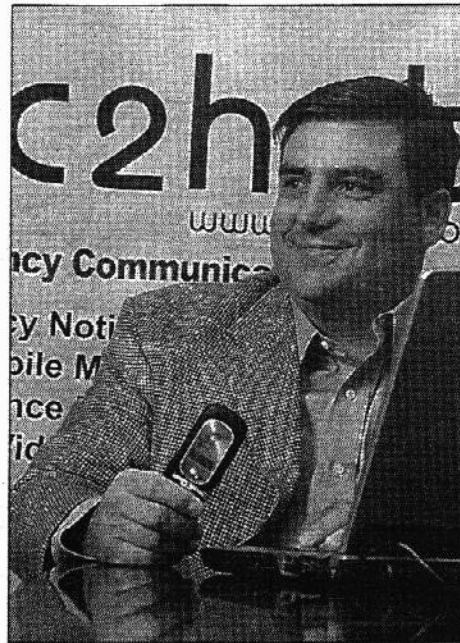
c2hub is a combination of services from four providers packaged under one umbrella and resold by Auxilia. Users can have e-mail read over the phone, send voice e-mails, send mass notifications to cell phones, e-mail addresses or fax machines, conduct meetings with up to 16 people at one time and allow participants to utilize "white boards" and make Power Point presentations. Audio conferencing is also available.

Charges depend on what services are used, said Mike Grosso, Auxilia's corporate vice president. Video conferencing costs \$30 a month for unlimited usage; having your e-mail read over the phone and replying with a voice e-mail costs \$14.95 a month.

Auxilia, which was founded in 2004, is located at **MapInfo Corp.**'s headquarters in the Rensselaer Technology Park. The 24-person company was formed to provide training, systems integration and support for users of unmanned ground, air and aquatic vehicles. The c2hub was born out of the need to communicate and collaborate with first responders and individuals controlling the vehicles.

John Cavalier, chairman of both MapInfo and Auxilia, said c2hub is tapping "a burgeoning market."

Donald DeVito II, Auxilia's CEO, said



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Mike Grosso, corporate vice president of Auxilia.

c2hub "is a critical component of Auxilia's future success."

"It leverages the technology, leverages the customer base and provides us with a broader marketplace that we can serve," DeVito said.

Market researcher Gartner Inc. estimates the conferencing and collaboration market will reach \$1.1 billion by 2008. Auxilia projects sales of \$7 million in 2007.

rderrico@bizjournals.com | 518-640-6807