



For Immediate Release

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GlowPoint Powers Australian IP-based Network for Video Communications

*Integrated Vision's Visionnet Delivering GlowPoint Solution to Australia;
GlowPoint Video Interconnect Providing Global Reach for Australian Users*

HILLSIDE, N.J., December 9, 2004 -- GlowPoint, Inc., (NASDAQ: GLOW) the world's leading broadcast-quality IP-based video communications service provider, today announced its partnership with Integrated Vision, Australia's leading video conferencing solution provider, to power the continent's first dedicated IP-based network for global video communications. The agreement is the company's first international interconnection agreement to "GlowPoint Enable" an existing communications network. GlowPoint-enabled networks deliver patent-pending video communication applications that make video as easy and spontaneous as using the telephone. Additionally, GlowPoint-enabled customers have the ability to connect to virtually any video user worldwide across the GlowPoint network.

Visionnet is Australia's dedicated IP-based network for multipoint bridging and gateway services to both ISDN and IP sites. Integrated Vision customers on Visionnet can now enjoy the ease-of-use and unique benefits of GlowPoint applications by subscribing to proprietary GlowPoint branded services including Live Video Operators, Video Call Mailboxes, Video Call Assistant, Bridging-on-Demand, Direct Dial Video Numbers and GlowPoint Global calling plans. The relationship and new video services provide Australian customers with a more reliable alternative to legacy ISDN connections that dramatically reduces costs, expands global reach, and improves end user experience to make video an integral communications tool. Through this wholesale agreement, Integrated Vision is responsible for the sales, marketing, operations and customer support of the GlowPoint-branded services in Australia.

Integrated Vision customers are already leveraging this new relationship as a solution for their international business needs. Already, a national Australian bank with a U.S. base in Chicago is using GlowPoint services to conduct IP-based video conferences between offices and benefiting from a consistent user experience across continents.

"Video communications is a key growth industry in Australia. Our customers demand a quality solution to bridge both domestic and international locations of their employees and business partners. GlowPoint is the gold standard in IP-based video communications, and GlowPoint-

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enabling our network gives us the competitive edge to provide a real video communications solution quickly and efficiently to our market,” said Graham Williams, managing director of Integrated Vision.

“GlowPoint-enabling Visionnet is a prime example of how video is much more than just data transport; it’s about innovative applications that change the way businesses communicate,” said David Trachtenberg, president and CEO of GlowPoint. “Our relationship with Integrated Vision introduces entirely new video communications solutions to the Australian marketplace while meeting the demands of our U.S., Canadian and U.K.-based customers who have business relationships on the Australian continent.”

GlowPoint anticipates additional GlowPoint-enabled partnerships will be used to extend GlowPoint’s global presence and business model to existing and new customers.

About Integrated Vision

Integrated Vision is Australia's leading virtual meetings specialist, offering the best in videoconferencing, audio and web conferencing solutions. The company specializes in the supply and installation of videoconferencing technology, including integration, service and support, training and conference facilities. Integrated Vision was founded by Managing Director, Graham Williams, in 1979 and is privately owned. It was named in the BRW/PricewaterhouseCoopers List of Top 100 Fastest Growing Private Companies in 1996, 1997 and 1999. The company is a TANDBERG Platinum Partner and was named Polycom Dealer of the Year. It employs over 60 staff Australia-wide, with offices in Melbourne, Sydney, Brisbane and Adelaide. For more information on Integrated Vision visit www.ivation.com.au.

About GlowPoint

Glowpoint, Inc. (NASDAQ: [GLOW](http://www.glowpoint.com)) is the world’s leading broadcast quality, IP-based video communications service provider. GlowPoint operates a video communications service featuring broadcast quality images with telephone-like reliability, features and ease-of-use and is a member of the Cisco Powered Network Program and COVAD Partner Program. The GlowPoint network spans four continents and carries on average over 20,000 video calls per month worldwide. Since the network was introduced in 2000, GlowPoint has carried over 20 million IP video minutes. GlowPoint is headquartered in Hillside, New Jersey. To learn more about GlowPoint, visit us at www.glowpoint.com.

The statements contained herein, other than historical information, are or may be deemed to be forward-looking statements and involve factors, risks and uncertainties that may cause actual results in future periods to differ materially from such statements. These factors, risks and uncertainties include market acceptance and availability of new video communication services; the nonexclusive and terminable-at-will nature of sales agent agreements; rapid technological change affecting demand for the Company's services; competition from other video communications service providers; and the availability of sufficient financial resources to enable the Company to expand its operations, as well as other risks detailed from time to time in the Company's filings with the Securities and Exchange Commission.

“GlowPoint”, “All You Can See” and “All You Can Share” are registered trademarks or service marks of Glowpoint, Inc. in the United States and certain foreign countries. All other marks are trademarks or service marks of their respective owners.

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