



## Press releases



### **NextiraOne Secures 100% of Fortune 50 as customers**

#### **Leads Global Communications Market with Half Million Installations**

**4 November 2003** – NextiraOne today announced that its multinational cross-selling strategy is successfully paying off, making it the only serious choice in the European communications market.

This is demonstrated by NextiraOne securing 100% of Europe's top 50 largest companies, defined by Fortune magazine, as customers. In total NextiraOne serves around half a million customer sites worldwide and employs 9,500 staff. NextiraOne is the leading vendor-independent provider of communications solutions globally with a predicted 2003 turnover of €2.1 billion.

NextiraOne was reorganised in April 2002 as a multinational player, serving 17 countries in Europe as well as the US, Canada and Mexico, supported by international infrastructure and resource. Critically the company has implemented a centralised sales and marketing function responsible for cross selling between each of the country sales operations.

"As a multivendor solutions provider, TBR believes NextiraOne is emerging as a key channel partner for the equipment manufacturers," said Bill Lesieur, Director of the Network Business Quarterly, Technology Business Research ([www.tbri.com](http://www.tbri.com)).

"NextiraOne has emerged as the world's leading independent provider of communications solutions and is now the only credible global competitor in this field. The combination of our vendor independence, breadth of voice and data solutions and expertise on the ground on a multinational basis is enabling us to meet the needs of the world's largest companies," said Bruno d'Avanzo, CEO, NextiraOne Europe. "As companies increasingly consolidate communications infrastructures we are ideally placed to become their partner of choice."

The number one integrator of voice solutions in Europe, NextiraOne provides the industry's broadest range of voice, data and converged communication solutions, covering the complete lifecycle from planning and design through to implementation, support and management.

#### **About NextiraOne**

Headquartered in Paris and Houston, NextiraOne is a leading global provider of integrated enterprise network solutions and services that enable effective, reliable business communications. We cover everything from planning and design to the implementation, support and management of voice, data and converged communications networks. We provide best-in-class technologies from leading partners including Alcatel, Cisco Systems, Genesys and Nortel Networks. And we offer consultation and solutions development ranging from contact centre applications to network infrastructure outsourcing. Discover more at [www.nextiraone.com](http://www.nextiraone.com). NextiraOne is owned by Platinum Equity ([www.platinumequity.com](http://www.platinumequity.com)), a global acquisition firm specialising in the strategic operation of mission-critical services and solutions businesses according to a unique M&A&OSM model of value creation.

#### **Contact information**

Zuzanna Pasierbinska  
Rainier PR (for NextiraOne Europe)  
+44 (0) 20 7494 6574  
<mailto:zp@rainierpr.co.uk>

