

NextiraOne in the UK incorporates VanguardMS to increase European managed services capabilities

Expands existing portfolio and customer base

05 July, 2004. NextiraOne today expanded its managed services and maintenance organisation by incorporating the European managed services business of Vanguard Managed Solutions, LLC (VanguardMS), accelerating its strategy to become the leader in this sector.

VanguardMS' European managed services business will be integrated into NextiraOne's UK operations, which already manages mission critical, multi-vendor, multi-national IP and voice networks for major organisations including Sprint, Hughes Network Systems and Stockton Borough Council. By virtue of this agreement, customers of both organisations will benefit from a more comprehensive range of services, and will have access to a broader set of solutions from the largest independent communications integrator in Europe.

NextiraOne has more than nine years experience of delivering managed services solutions for customers both in the UK and across Europe. The company currently supports over 13,000,000 ports under contract on 400,000 customer sites in Europe. VanguardMS products and services will be added to NextiraOne's managed services portfolio, which already supports best-in-class technologies from leading partners including Alcatel, Cisco, Genesys and Nortel. Supported by more than 2,600 certified engineers NextiraOne delivers a truly independent multi-vendor solution tailored to customers' unique requirements.

"This agreement is a key step in our strategy to become the leading European IP communications managed service provider," said Simon Gibbs, managing director, NextiraOne UK. "The combination of our existing strengths in managing multi-vendor and multi-national networks, together with the capabilities of VanguardMS, provides clear advantages to companies looking to outsource mission critical data networks. VanguardMS's existing customers now benefit from access to our wide portfolio of managed services as well as being guaranteed the highest levels of service from our combined infrastructure."

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Industry analyst IDC predicts that the European infrastructure services market is set to grow from \$60.1 billion in 2001 to \$110.7 billion in 2006, a growth of 10.9 per cent per year. It predicts that the ability to offer pan-European services is increasingly crucial to customers. VanguardMS's customer base, which includes Hanson and the Waste Recycling Group, can now take advantage of the broadest and most flexible portfolio of maintenance and managed services, delivered consistently across Europe.

The European managed service business of VanguardMS was previously owned by joint parent company Platinum Equity. As part of the agreement, NextiraOne will continue to support VanguardMS's products, and VanguardMS's European Network Operations Centre (NOC) will join NextiraOne's existing world-class operations centres, which are based in the UK, Germany, France and Belgium.

VanguardMS' European product business is not impacted by this arrangement and will continue to be headquartered in Paris, France.

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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. NextiraOne is owned by Platinum Equity (www.platinumequity.com) a global acquisition firm specializing in the strategic operation of mission-critical services and solutions businesses according to a unique M&A&O SM. model of value creation. *NextiraOne and the NextiraOne logo are registered trademarks of NextiraOne.

About Vanguard Managed Solutions

Vanguard Managed Solutions (www.vanguardms.com) is a leading provider of managed network solutions. Leveraging its leadership and expertise in voice, video, and data over a broad range of multi-service technologies, VanguardMS helps organizations get the maximum value from their IT infrastructure through fully customized, industry-specific, end-to-end solutions that support their business's networking needs.

VanguardMS offers a full range of services addressing the network's entire lifecycle to customers worldwide. This range of services, along with the award-winning Vanguard multi-service IP access router series, is the basis for complete, custom, scalable solutions that enhance productivity, while cutting costs. VanguardMS takes care of your network so you can take care of your business. Vanguard Managed Solutions is owned by Platinum Equity (www.platinumequity.com) a global acquisition firm specializing in the strategic operation of mission-critical services and solutions businesses according to a unique M&A&O SM. model of value creation.

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