



## Press releases



### **NextiraOne selected partner for Nortel Networks Global Initiative**

**Multi-national Customers to Receive Enriched Customer Service, Improved Efficiency and Global Consistency**

**PARIS, September 16, 2003** — NextiraOne, a leading provider of communications network solutions, announced today its membership to the newly launched Nortel Networks Global Customer Partner Initiative (GCPI).

NextiraOne is one of a select number of Nortel Networks partners for Europe, the Middle East and Africa region to join the GCPI, specifically designed to engage closer with multinational customers, offering pan-regional fulfillment maintenance capabilities and enhanced services, delivering a consistent experience and improved productivity.

The new programme is a significant extension of the companies' existing relationship (see press release 'NextiraOne Signs Pan-European Agreement with Nortel Networks', July 15th 2003). By selecting NextiraOne, Nortel Networks recognise the significant value add that the company offers to multinational customers, including the ability to develop close business relationships aimed at building solutions that address specific customer needs whilst providing a consistent level of support.

"Enhancing our already excellent relationship with Nortel Networks, the GCPI will enable us to deliver even better integrated solutions with a real value add," said Ian Ashby, NextiraOne's vice president, Sales and Marketing, Europe. This, together with the size of our operation, our geographic footprint in North America and Europe and the range of skills and expertise at our disposal, means that we can deliver seamless service and solutions for those of our customers who have multinational requirements."

Part of Nortel Networks' channel strategy; the new scheme demonstrates the company's commitment to NextiraOne and its partners. "With a broad geographical footprint, strong experience of Nortel Networks' enterprise portfolio and technical support capabilities across both voice and data products, NextiraOne was a clear choice for the Nortel Networks GCPI," said Barry Shakespeare, vice president, channel and partner sales, EMEA (Europe, Middle East, Africa), Nortel Networks. "This is a natural step for both companies. We will be working together to provide the right tools and level of service needed to transform voice and data networks of multinational companies across the globe."

#### **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 specializing in the strategic operation of mission-critical services and solutions businesses according to a unique M&A&OSM model of value creation.

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