

## **NextiraOne in Europe Awarded Nortel Networks Gold Solutions Partner in Four Countries**

Demonstrates true multinational capability to support Nortel Networks solutions

18 May, 2004. NextiraOne today announced that it has achieved Nortel Networks Gold Solutions Partner accreditation for both voice and data solutions in four key European countries, namely France, Germany, Italy and the UK.

Gold partner status is the highest Nortel Networks accreditation, only granted to channel partners in country after a rigorous audit by Nortel Networks specialists and the awarding of individual competency certificates to key technical and sales personnel. As a result NextiraOne is now accredited to design, sell, and support solutions on a full range of Nortel Networks voice and data products. NextiraOne has also been accredited as a Nortel Networks Gold Solutions Partner for data solutions in Switzerland.

NextiraOne has the capability to support Nortel Networks voice and data solutions across both Europe and the USA and this announcement builds on the existing global relationship between the companies. It is already a founder member of the Nortel Networks Global Customer Partner Initiative (GCPI) and is now investing heavily to develop a high level of technical skills in order to deliver the pan-European service levels and business benefits that multinational customers are looking for. NextiraOne currently holds accreditations in eight European territories and is driving a programme to attain gold accreditation in all regional operations.

“We are delighted to join Nortel Networks elite Gold Solutions Partner programme for both voice and data,” said Ian Ashby, VP sales and marketing at NextiraOne Europe. “Combined with our existing strong relationship with Nortel Networks this demonstrates that NextiraOne is one of the first truly multinational systems integrators with the capability to support Nortel Networks solutions seamlessly across this region and the Americas. It marks the successful completion of the first phase of our aggressive accreditation programme, and we are confident of being awarded many more gold partnerships across Europe during 2004.”

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"Through its investment, NextiraOne is demonstrating strong commitment to meet the needs of multinational customers using Nortel Networks full solution set," said Peter Kelly, president Enterprise EMEA, Nortel Networks. "NextiraOne's market position and outreach will enable its customers to effectively extend their communications strategy across regions. Customers will benefit from reduced operational costs and faster deployment of business critical applications."

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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](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&O<sup>SM</sup> model of value creation.

### **About Nortel Networks**

Nortel Networks is an industry leader and innovator focused on transforming how the world communicates and exchanges information. The Company is supplying its service provider and enterprise customers with communications technology and infrastructure to enable value-added IP data, voice and multimedia services spanning Wireless Networks, Wireline Networks, Enterprise Networks, and Optical Networks. As a global company, Nortel Networks does business in more than 150 countries. More information about Nortel Networks can be found on the Web at [www.nortelnetworks.com](http://www.nortelnetworks.com) or [www.nortelnetworks.com/media\\_center](http://www.nortelnetworks.com/media_center).

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