



NextiraOne achieves Multinational Certification from Cisco Systems in EMEA

Paris, 28 May 2003 – NextiraOne announced today it has achieved Multinational Certification from Cisco Systems, Inc. in the Europe, Middle East and Africa (EMEA) Region. The Cisco Channel Partner Program provides NextiraOne with the resources to develop expertise in selling, implementing and supporting Cisco network solutions. By achieving Multinational Certification status, NextiraOne has achieved Gold Certification in four or more countries.

NextiraOne's achievement of Gold Certification in Austria, Germany, Italy, Switzerland and the UK demonstrates to customers that it has obtained the highest Cisco standard for network expertise and support capabilities across a broad geography in Europe. As a Multinational Certified Partner, NextiraOne will now be recommended to support the Cisco-designated Global Accounts within the European market.

"The purpose of our Certification Program is to build channel partner expertise," said Edzard Overbeek, Vice President, EMEA Channels & Alliances for Cisco Systems Inc. "Multinational Certification status provides strong recognition of NextiraOne's commitment to providing the highest level of network knowledge and customer satisfaction across EMEA."

The Cisco Partner Certification Program offers world-class technical and sales training. The program also ensures the consistent delivery of industry-leading support by maintaining rigorous standards for network expertise and support capabilities.

"Achieving Multinational Certification status in EMEA is a tribute to our experts in Cisco technology and to NextiraOne's teams in the countries that have obtained a Gold Certification. In Italy, for instance, we achieved Gold Certification status in a record time. This achievement complements our Gold certification in North America and further demonstrates our capability to advise on, and deliver the best technology-based solutions on both sides of the Atlantic. It also further reinforces NextiraOne's unique position in the industry as international communications solutions provider," said Bruno d'Avanzo, CEO, NextiraOne Europe.

Mr d'Avanzo added: "NextiraOne provides advice on best implementation, design and use of communications solutions to help customers make the right decisions for their business. As the largest independent communications solutions provider, NextiraOne has partnerships with

organizations that are leading experts in their field. The Multinational Certification is an accolade that confirms the breadth and depth of our expertise in Cisco technology."

Cisco certified partners enjoy several program benefits such as identification on the Cisco Partner Locator (http://tools.cisco.com/WWChannels/LOCATR/jsp/partner_locator.jsp) making it easy for potential customers to find them; access to password protected Cisco Web sites with training content, marketing and sales tools as well as event and seminar information; and increased access to Cisco technical support teams and product information.

About NextiraOne

Headquartered in Paris, France and Houston, Texas, USA, NextiraOne (www.nextiraone.com) is a leading provider of world-class solutions and LifeCycleSM services – from planning and design to the implementation, support, and management of voice, data and converged communications networks. As a global service organization that carries an extensive portfolio of certifications and product expertise, NextiraOne provides best-in-class technologies from leading partners, such as Alcatel, Cisco Systems, Genesys and Nortel Networks. NextiraOne offers consultation and solutions development ranging from contact center applications to network infrastructure outsourcing.

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