

NextiraOne Acquisition Creates UK IP Powerhouse

Deal creates formidable alternative to carriers with UK's broadest portfolio of IP skills and managed services

17 October 2005, NextiraOne, a Platinum Equity portfolio company, today announced the acquisition of the UK organisation of GFI Informatics, bringing together two of the UK's leading communications solutions providers and creating an alternative to traditional carriers in the enterprise market. The combined business is one of the strongest nationwide suppliers in the emerging areas of Internet Protocol (IP) communications, including IP video, IP telephony and IP contact centres.

The purchase is the latest acquisition by NextiraOne Europe aimed at accelerating its growth in IP communications and managed services in key markets in Europe. It also expands its customer portfolio and reinforces NextiraOne's vendor relationships in the largest European market for advanced IP technologies and services.

Under the leadership of Simon Gibbs, managing director, NextiraOne UK, the combined business will have revenues of more than €80 million supported by strong vendor relations in the UK including Alcatel, Cisco, Nortel, and Symantec. Both organisations are Cisco Gold partners. GFI was named Cisco Gold Partner of Year in 2004, while NextiraOne was named Cisco Managed Services Partner of the Year in 2005 for the Europe, Middle East and Africa (EMEA) region. NextiraOne is Alcatel's leading business partner in the UK and Europe and the acquisition strengthens its position as Alcatel's only nationwide partner in the UK.

"GFI has a strong blue-chip customer base, highly skilled staff and close Cisco vendor partnership," said Bruno d'Avanzo, CEO, NextiraOne. "Combining this with NextiraOne, Europe's leading independent provider of communications solutions and Alcatel's largest channel partner worldwide, this acquisition offers customers access to best-in-class, independent IP communication solutions and services."

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“The acquisition firmly positions NextiraOne as one of the UK’s leading providers of IP solutions. It will enable us to target larger customers in the UK and international projects working with other parts of the NextiraOne organisation in Europe. We provide a formidable alternative to the large, established carriers playing in the UK market,” said Simon Gibbs, managing director, NextiraOne.

GFI is a leading independent provider of services and solutions with expertise in business continuity and information security, applications, IP networking and physical infrastructure. Its customers include Ace International, ACR Logistics, Allen & Overy, Ashurst, Marconi, Met Police, MOD, Motorola, NHS, Princess Foods.

Steve Lamb, managing director, GFI, said, “GFI and NextiraOne have complementary skills and services, and strong vendor relationships. GFI customers gain access nationwide to new areas served by NextiraOne.”

The financial terms of the transaction have not been disclosed.

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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. UK customers include Ernst & Young, Leicester County Council, McGraw Hill, Merseyside Police and Stockton Borough Council. 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&OSM model of value creation.

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