

NextiraOne Earns European Convergence Integration Leadership Position from the Yankee Group

New Report Spotlights NextiraOne as Heading the Field in the Growing European Managed Services Market

31 January, 2005. Leading analyst company the Yankee Group positions NextiraOne as one of the leading convergence integration solutions providers in Europe.

In a new report, *Convergence Integrators Europe*, the Yankee Group rates NextiraOne as one of only two leaders amongst the convergence integrators it profiled. The Yankee Group says these players are a growing force in the European convergence services market.

The Yankee Group defines convergence integrators as specialists that design, install and increasingly manage converged multi-site networks carrying voice and data transmissions across the LAN and WAN. NextiraOne has amassed a strong reputation and an extensive customer list in Europe for its network solutions and services, working with its technology partners including Alcatel, Cisco Systems, Genesys and Nortel Networks.

“The market for convergence integrators that have strong track records of integrating convergence solutions in Europe is growing both in size and sophistication,” said Euan Davis, senior analyst with the Yankee Group’s Telecommunication Strategies Europe advisory service. “In assessing the market and determining NextiraOne leadership status we looked at everything from technology partnerships to international reach to relationships with network operators. Importantly, we also reviewed experience of handling convergence migration projects so assess competence against major IT-centric service providers.”

The report concludes that NextiraOne “impresses with the range of expertise that it possesses across key convergence vendors and growing momentum in its managed services capabilities. This speaks to long term investment and commitment in the area.”

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"NextiraOne's capabilities and leadership in converged network solutions have been demonstrated time and time again by our successful deployments for customers across Europe," said Bruno d'Avanzo, CEO, NextiraOne Europe. "Our flexible, proactive approach to managed services makes our customers feel safe and secure, yet in control. It is this that is helping us gain new ground."

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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&OSM model of value creation.

About The Yankee Group

The Yankee Group is the global leader in communications & networking research and consulting. The company helps businesses understand the opportunities, risks and competitive pressures of developing, deploying and consuming products and services that drive communication or information exchange. Now in its fourth decade, the Yankee Group is based in Boston with offices throughout North America and Europe.

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