

NextiraOne Takes Leadership Position in European IP-Based Alcatel Solutions Market

Industry Analysts See NextiraOne's Expertise and Market Reach as Key Success Driver

8 February, 2005. NextiraOne has become a dominant force in the market for integration and support of Alcatel IP-based solutions across Europe, according to leading industry analyst companies.

NextiraOne provides Alcatel solutions to the public and private sectors in 16 countries across western and eastern Europe, and is a fully certified Premium Partner in every country in which it operates. Alcatel's largest channel partner worldwide, NextiraOne employs more than 1,500 certified engineers in Europe, which amounts to half of all European Alcatel technicians.

NextiraOne provides integrated enterprise network solutions and services, ranging from planning and design to the implementation, support and management of voice, data and converged communications networks. Consultation and solutions development range from IP and contact centre application integration to network infrastructure outsourcing.

"Alcatel remains the company to beat in the IP-enabled and convergence market, and NextiraOne has vast experience in integrating and deploying advanced Alcatel solutions to the private and public sectors across Europe," said Frost & Sullivan telecom analyst, Shomik Banerjee.

NextiraOne has built on its leadership in the integration of Alcatel solutions through significant customer wins throughout the past year, including Ruwaard van Putten Ziekenhuis hospital (The Netherlands), Caixa Geral de Depositos bank (Portugal), Asti hospital (Italy), Volksbank Hungary, Crédit Agricole de Pyrénées-Gascogne bank (France), Zürcher Kantonalbank (Switzerland), and the OMV Aktiengesellschaft energy company (Austria).

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"NextiraOne is a leader in convergence integration, the most dynamic segment of today's global ICT market. We judge this from the company's significant international investment in expertise and service provider partnerships to support multi-site enterprises using leading vendors such as Alcatel. As a result, it is becoming a key player in delivering and managing IP communications solutions," said Euan Davis, senior analyst with the Yankee Group's Telecommunication Strategies Europe advisory service.

NextiraOne has also developed a strong presence in the public sector market in Europe, where it has won customers including City Hall of Lyon (France), Lille Metropolitan Urban Community (France), Bedfordshire County Council (UK), Government of Niederösterreich (Austria), Province de Liège (Belgium) and Gemeente Gouda (The Netherlands). As the requirement for e-government continues to increase, local authorities in particular are investing in next-generation communications solutions that enable them to provide superior service to the public.

"Local government organisations are deploying advanced IP-based voice and data applications to meet their e-government goals and improve service efficiency for the public. NextiraOne has established itself as a leader in the provision of IP solutions to local authorities across Europe," said Tim Gower, senior analyst at Datamonitor.

"NextiraOne's expertise and leadership in converged, IP-based Alcatel solutions have been demonstrated consistently by our successful deployments for European customers," said Bruno d'Avanzo, CEO, NextiraOne Europe. "There is considerable potential in the market for Alcatel solutions and we are continuing to build on the leadership that we have already developed. As we do so, we are also gaining new ground in the market through managed services, which are enabling customers to feel confident about their communications provision and in control of their investments."

NextiraOne is exhibiting at Alcatel Forum 2005 at the Palais des Congrès, Paris, from 8 to 10 February, on both level two and level three.

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.

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