

## NextiraOne Strengthens its Growing Data Centre Business with New Partnerships

One of Europe's fastest-growing data centre providers adds physical infrastructure to portfolio with new partners Panduit and Dacoso

**Teltow/Hanover – 28 February, 2011** - NextiraOne, Europe's leading expert in communications and data centre services, has extended its rapidly growing European data centre capabilities with the announcement today of two significant new partnerships to complement the company's data centre offering. The company will partner with Panduit, a global leader in physical infrastructure solutions for data centres. A further partnership is announced with German-based infrastructure and connectivity specialist dacoso.

Panduit and dacoso join a select list of partners that NextiraOne is bringing together in order to create a comprehensive, end-to-end offering for integrating data centre solutions in networking, servers and storage. The Smart data centre package solutions create the basis for applications such as Unified Communications. The news follows the recent joint announcement strengthening the relationship between NextiraOne and Cisco, and also a range of additional ecosystem partners including NetApp and EMC for storage and VMware for Virtualisation software.

NextiraOne is experiencing rapid growth in the data centre market both through direct business within the 16 countries where it has a direct sales and service presence and through major multi-country contracts with companies such as Ricoh Europe who have recently awarded a contract for a pan-European unified communications solution based around a centralised, virtualised data centre infrastructure.

NextiraOne has positioned data centre growth as a core element of its business strategy and is investing heavily in training and certification across all its European companies, with Germany among the first to achieve the highest Cisco ATP certification.

The agreement with Panduit will give NextiraOne the ability to build the entire physical infrastructure of the data centre including cabling, power supply, and cooling

under a Unified Physical Infrastructure (UPI) approach. Working with dacoso will enable the company to offer a range of connectivity solutions between two or more data centres.

Speaking on the opening day of CeBIT 2011, the digital industry's premier European event, Aman Khan, Data Centre Business Development Director for NextiraOne Germany, said: "Our partnerships with Panduit and dacoso will contribute significantly to our Smart Data Centre concept and will allow us to meet all the data centre needs of our customers in Germany and Europe."

"Our strategic focus is on delivering Smart Data Centre solutions that are also future-proof," comments Dr. Margarete Schramböck, CEO of NextiraOne Deutschland. "This will give our customers better control of managing, provisioning, supporting and rolling out new business services, and also make more resources available to support their business objectives. These new partnerships are just the latest in a range of steps we will continue to take in further developing our value proposition for our customers."

Rolf Reinhardt, Strategic Account Manager at PANDUIT Germany said: "Panduit seeks to partner with system integrators who have a profound level of knowhow in the integration of infrastructures and who understand the concept of service for customers and can implement this. NextiraOne, with its strong market position and sales and technology presence in Germany, provides the ideal foundation for a partnership between Panduit and NextiraOne.

"Working in cooperation with NextiraOne, we will expand our data centre connectivity solutions with high performance connectivity and intelligent data centre recovery concepts," said Horst Pohl, founder and Managing Director of dacoso GmbH. "We will also be able to offer our customers the latest solutions in low latency and encryption."

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NextiraOne will be showing live demonstrations of Cisco Unified Computing System and PANDUIT technologies on their stand at CeBIT in Hall 9, Stand E27.

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## **About NextiraOne**

Headquartered in Paris, NextiraOne is Europe's leading expert in communications services. The company designs, installs, maintains and supports all of its customers' communications needs from voice to mobility, security and applications. NextiraOne provides seamless, end-to-end communications solutions working with the leading technology vendors in the industry to deliver maximum business benefit to customers.

Discover more at: <http://www.nextiraone.eu>

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