

Poundland chooses new IT Infrastructure from NextiraOne

Network upgrade delivers better services and communications for retailer's FMCG requirements

Lichfield – 31 August, 2011 – NextiraOne, Europe's leading expert in communications services, has signed a new contract with leading High Street retailer Poundland to upgrade the company's core LAN infrastructure.

The new agreement will see NextiraOne design, supply, implement and maintain Poundland's communications infrastructure for its administration and warehouse distribution locations. This investment will ensure that the company can continue to run the efficient systems that keep it at the peak of the retail value sector. Poundland uses its core network to handle stock control, distribution, financial and staff management systems and to integrate sales and stock information (via EPOS) with a 24/7 warehousing operation that despatches over 650 million items every year to the company's retail outlets.

Established in April 1990, Poundland has quickly grown to a nationwide operation with a network of over 345 stores offering exceptional value to over three million customers each week. The company plans to open a further 50 stores in the next year, creating around 2,000 new jobs. In support of this, Poundland's ICT strategy is focussed on ensuring the quality of its support systems and technical infrastructure meet the requirements of an expanding, fast moving business. Poundland has therefore invested substantially in the computerisation of stock control, distribution, financial and staff management systems – and the underlying network infrastructure and communications that support these systems.

NextiraOne and Poundland have worked in partnership since 2004, when NextiraOne originally won a tender to upgrade Poundland's LAN and Voice environment and provide ongoing support and managed services. The new contract covers the design implementation and support of a Cisco-based core and edge LAN infrastructure using Cisco Catalyst switches. This will achieve a significant upgrade and improvement to the company's existing network infrastructure.

Mike Gray, Director of IT at Poundland, said: “Operating in a highly competitive retail environment, Poundland’s strategy has always been to invest in the systems that will allow us to run our retail and warehouse operation with the highest levels of efficiency. With a growing organisation and rapid turnover of goods, we need dependable systems that are reliable, resilient, and provide high speed communications. NextiraOne has delivered the infrastructure and managed the network for us for many years and we are very happy with the service they have provided. This new contract is a logical extension of that trusted relationship and a further step in our strategy of building the best systems for our growing business.”

The NextiraOne solution will deliver faster communications with improved management for the company’s main headquarters in the West Midlands and the warehousing sites. It is designed to provide greater bandwidth for new systems and applications and to allow for future growth, meeting the current and future business demands of Poundland’s IT.

Based on Cisco® Switches, the network will provide high availability, scalability, security, energy efficiency and ease of operation, plus increased bandwidth availability as the switches will support multiple device types. They will help to enhance productivity by enabling applications such as IP telephony, wireless, and video communications.

Steven Skakel, NextiraOne Managing Director UK & Ireland, said: “Poundland has always used leading edge technology to ensure the efficiency of its operations and achieve its business goals. In an FMCG environment this has paid off in allowing the company to grow rapidly to its current success. NextiraOne is pleased to work alongside a company with the vision to invest in the best of new communications technology to support its business strategy.”

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About NextiraOne

NextiraOne is a European multinational company that designs, installs, maintains and supports business solutions and communications services for over 60,000 private and public sector customers. Using its expertise in leading-edge communications, including data centres, contact centres, unified communications, secure network infrastructures and managed services, NextiraOne helps its customers to transform their organisations, making the complex simple.

Headquartered in Paris, NextiraOne has a direct sales and service presence in 16 countries with more than 4,300 employees across Europe, including 2,500 qualified service experts, and an annual revenue totalling around one billion euros in 2010.

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

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About Poundland UK

Poundland is Europe's biggest single price discount retailer. It has over 345 stores in the UK and sells an extensive range of high quality top brand & own brand products all for the single price point of £1 each, providing customers with amazing value everyday.

Serving over 3.5 million customers every week, Poundland is an irresistible shopping experience where shoppers are guaranteed to find over 3,000 quality products across 17 shopping categories including food and drink, health and beauty, household, gardening, DIY, Pet, Stationery, Toys and over 1,000 top brands.

With a growth strategy of at least 50 new stores during the 2011/2012 financial year, Poundland is on track to create approximately 2,000 new jobs.

For more information about Poundland visit www.poundland.co.uk

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