

## **NextiraOne appoints Aman Khan to lead Data Centre Business in Europe**

### **Increased Focus on Virtualisation, Fabric Computing and Cloud**

**Paris – 06 October 2011**, NextiraOne, Europe's leading expert in communications services, has announced the appointment of Aman Khan to lead its Data Centre Business for the NextiraOne Group. The announcement highlights the growing importance of the data centre market for NextiraOne and supports its strategy to further develop its international Data Centre business, focusing on Virtualisation, Fabric Computing and Cloud solutions. The company continues to build on significant customer wins and its growing relationships with key technology and ecosystem partners.

Aman Khan takes on the role with immediate effect and reports to David Winn, CEO of the NextiraOne Group. He previously worked as part of the NextiraOne German management team, leading the Data Centre business in Germany, where he was instrumental in launching a now rapidly growing business sector within the country.

Our Data Centre Business – including the key sectors of Virtualisation, Fabric Computing and Cloud - is one of the cornerstones of our Group business strategy," said Aman Khan. "We have a strong ecosystem of partners in place and we are delivering comprehensive solutions to our customers across Europe every day. I am delighted to be taking on this role and to have the opportunity to help move our business forward to its next phase of success. NextiraOne is continuing to make significant investments across Europe in developing the data centre business, further enhancing our portfolio of services and expanding our partnerships at regional and international level."

Before joining NextiraOne, Aman worked in the ICT sector for more than 15 years and brings with him extensive experience of the data centre market both as a service provider and as a customer. He has worked in business development, sales, marketing and management functions in Germany and internationally for companies such as GE, GlobalOne, Unisource, PSINet and Star Alliance. Born in Pakistan and a

graduate of Karachi University, Aman is a German citizen and speaks German and English.

“Virtualisation, Fabric Computing and Cloud are at the top of the CIO’s agenda today. The integration of voice, video and data communication is a reality now, as is the virtualisation of desktops, applications and complete data centre infrastructure. The CIOs and CEOs of mid-to-large companies are now much more aware of the importance of Green IT and their social responsibility in this respect. IT Departments are therefore fundamentally reviewing their infrastructure environments and deploying innovative, more efficient solutions. NextiraOne is very well positioned to support CIOs in achieving their objectives,” added Aman Khan.

NextiraOne focuses on mid-to-large size companies, as well as the education, healthcare, government, finance, and telco carrier sectors and has a significant customer base in all these areas. Last year NextiraOne announced a major expansion in its relationship with key data centre technology partner Cisco to accelerate the adoption of virtualised data centre solutions across Europe. NextiraOne has also continued strengthening its relationships with a number of ecosystem partners such as VMware, NetApp and EMC at country and European level. NextiraOne plans to further develop its partner network and enhance its portfolio in the data centre segment across all 16 countries in which NextiraOne operates.

Welcoming the appointment, David Winn said: “We are excited about the continuing developments in the data centre market and the part that we are playing in creating effective, innovative solutions for our customers. Aman’s international strengths and customer focus is a welcome addition to our leadership team. His role will be a pivotal one as we continue to develop our data centre business to meet the business needs of our national and international customers.”

#### **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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