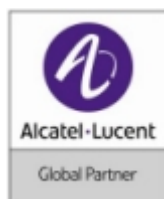


## Partners



Alcatel-Lucent

Alcatel-Lucent is one of NextiraOne's European strategic technology vendor partners. For many years, NextiraOne shared a common history with Alcatel-Lucent and as a result boasts a unique depth of expertise and experience gained from deploying the complete range of Alcatel-Lucent Enterprise solutions. NextiraOne is Alcatel-Lucent's largest enterprise partner in Europe with more than 2000 accredited service professionals and is certified as a Global Partner. The group-wide Global Partner certification encompasses all elements of the Alcatel-Lucent Premium-partner certification and includes technology specialisations in Network Infrastructure, Unified Communications and Contact Centres (Standard, Premium and OmniGenesys).

### Partner Profile

Alcatel-Lucent (Euronext Paris and NYSE: ALU) provides solutions that enable service providers, enterprises and governments worldwide, to deliver voice, data and video communication services to end-users. As a leader in fixed, mobile and converged broadband networking, IP technologies, applications, and services,

Alcatel-Lucent offers the end-to-end solutions that enable compelling communications services for people at home, at work and on the move. With 79,000 employees and operations in more than 130 countries, Alcatel-Lucent is a local partner with global reach. The company has the most experienced global services team in the industry, and one of the largest research, technology and innovation organizations in the telecommunications industry.

Alcatel-Lucent achieved proforma combined revenues of Euro 18.6 billion in 2005, and is incorporated in France, with executive offices located in Paris. [All figures exclude impact of activities to be transferred to Thales].

For more information about Alcatel-Lucent, visit their web site at <http://www.alcatel-lucent.com>



Cisco Systems

Cisco Systems is one of NextiraOne's European strategic technology vendor partners. A Multinational Gold certified partner in EMEA, NextiraOne is Gold certified in 12 of the 17 countries directly addressed by the NextiraOne group with more than 800 certified sales and service professionals. Resulting from a close business relationship of more than 10 years, our depth of expertise across a broad range of solution areas including unified communications, security, contact centres, video and TelePresence solutions is unique among Cisco Systems partners in Europe. NextiraOne also offers Cisco Certified Managed Services delivered as part of the Cisco Managed Service Channel Program (MSCP).

Our focus on Cisco Systems' Advanced Technology solutions has put our customers at the forefront of many of the most innovative technology and service deployments across Europe. For more information about Cisco Systems, visit their web site at <http://www.cisco.com>



Nortel

Nortel is one of NextiraOne's European strategic technology vendor partners. Gold certified in all countries directly addressed by the NextiraOne group, we design, deploy and manage the complete range of Nortel enterprise solutions.

**Partner Profile**

Hundreds of millions of people, Fortune 500 companies, and government institutions around the world trust their networks to Nortel's reliable and secure solutions. Nortel is a recognized leader in delivering communications capabilities that enhance the human experience, ignite and power global commerce, and secure and protect the world's most critical information. Serving both service provider and enterprise customers, Nortel delivers innovative technology solutions encompassing end-to-end broadband, Voice over IP, multimedia services and applications, and wireless broadband designed to help people solve the world's greatest challenges.

For more information about Nortel, visit their web site at <http://www.nortel.com>

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Genesys Telecommunications

Genesys is one of NextiraOne's European strategic technology vendor partners.

A Gold certified partner, NextiraOne is one of the largest and most innovative Genesys integration partners in Europe. Our expertise and experience gained deploying the complete range of Genesys solutions including multimedia contact centres, voice portals and SIP solutions is unique. NextiraOne has a large number of Genesys certified service experts in Europe.

Since 2004, NextiraOne's capabilities and success with Genesys solutions has been recognised with more than 10 industry awards. Most recently, NextiraOne received an award at the 2007 Alcatel-Lucent Forum awarded for outstanding achievement in 2006. This closely followed recognition as "Best Genesys Partner for Southern Europe".

**Partner Profile**

Genesys, an Alcatel-Lucent company, is the only company that focuses 100% on software to manage customer interactions over the phone, web and in e-mail. The Genesys software suite dynamically connects customers with the right resources - self-service or assisted-service - to fulfill customer requests, optimize customer care goals and efficiently use resources. Genesys software directs more than 100 million customer interactions every day for more than 3,500 companies and government agencies in 80 countries. These companies and agencies can leverage their entire organization, from the contact center to the back office, to improve the overall customer experience. As a result, Genesys helps stop customer frustration, drive efficiency, and accelerate business innovation. For more information, go to or visit the industry blog at [www.betterinteractions.com](http://www.betterinteractions.com) [www.genesyslab.com](http://www.genesyslab.com)

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NICE Systems

**Partner Profile**

NICE Systems (NASDAQ: NICE) is the leading provider of Insight from Interactions solutions and value-added services, powered by advanced analytics of unstructured multimedia content - from telephony, web, radio and video communications. NICE's solutions address the needs of the enterprise and security markets, enabling organizations to operate in an insightful and proactive manner, and take immediate action to improve business and operational performance and ensure safety and security. NICE has over 24,000 customers in more than 150 countries, including over 85 of the Fortune 100 companies.

For more information about NICE Systems, visit their web site at <http://www.nice.com>

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AeroScout

AeroScout is a NextiraOne strategic portfolio partner for Mobility and Healthcare solutions. As a GOLD certified AeroScout business partner NextiraOne works actively with AeroScout across Europe to design, install and support business solutions that improves staff productivity, operate more efficiently, optimize use of assets and comply with regulatory requirements.

#### Partner Profile

AeroScout is the market leader in Unified Asset Visibility solutions. Customers improve operational efficiency using AeroScout products that leverage standard Wi-Fi networks to track and manage the location, condition and status of mobile assets and people. AeroScout's global customer base consists of leading hospital, manufacturing and logistics organizations, including many of the Fortune 500. The company originally invented the first Wi-Fi-based Active RFID tag, and today is widely recognized as leading the market in number of deployments and tags shipped. Headquartered in Redwood City, Calif., AeroScout has offices in Europe, Asia, the Middle East, Latin America and Australia. For more information, please visit [www.aeroscout.com](http://www.aeroscout.com).

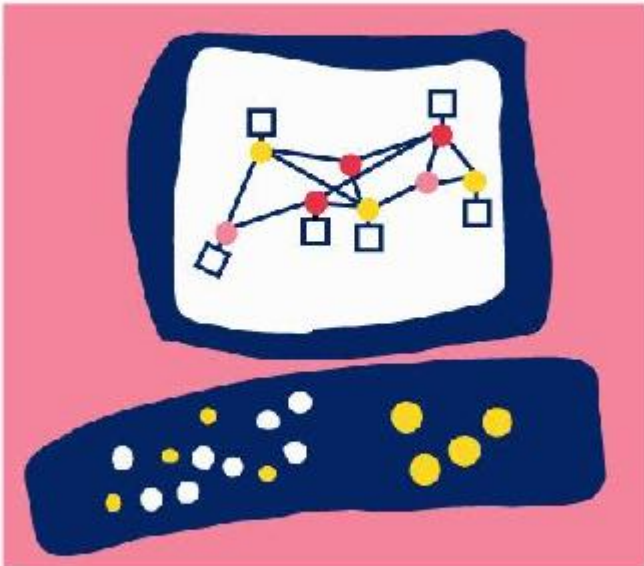
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**BlueCoat** BlueCoat

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# CHECK POINT™

## Software Technologies Ltd.



CheckPoint

*We Secure The Internet*

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**IBM Internet Security Systems**  
**Ahead of the threat.™**

IBM - Internet Security Systems

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**Infoblox**  Infoblox



NextiraOne has extensive experience of the design, deployment and management of Juniper security solutions across Europe. We have certified experts in many of the 16 European countries directly addressed by the NextiraOne group.

#### Partner Profile

Juniper solutions address both the security and data networking markets in Europe. Its modular security appliances (ISG, SSG) are focused on firewalling and intrusion prevention with powerful centralised management options. Juniper's IDP System offers high performance and simple setup compared to other solutions.

For more information on Juniper visit their web site at <http://www.juniper.net/>



TrendMicro





Polycom, Inc. is the worldwide leader in unified collaborative communications (UCC) that maximize the efficiency and productivity of people and organizations by integrating the broadest array of video, voice, data and Web solutions to deliver the ultimate communications experience. Polycom's high quality, standards-based conferencing and collaboration solutions are easy to deploy and manage, as well as intuitive to use. Supported by an open architecture, they integrate seamlessly with leading telephony and presence-based networks. With its market driving technologies, best-in-class products, alliance partnerships, and world-class service, Polycom is the smart choice for organizations seeking proven solutions and a competitive advantage in real-time communications and collaboration. For additional information visit the Polycom website at [www.polycom.com](http://www.polycom.com).

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European company founded in 1999, QuesCom designs enhanced telephony solutions focusing on the fixed mobile convergence for enterprises and service providers. Natively ready for Voice over IP, QuesCom solutions leverage the current telecommunication system.

QuesCom gateways allow companies to realise up to 50% savings on their telephone bill and benefit from a range of value-added services like mobility and fax designed to increase efficiency in corporate communications (one number, mobile extension, e-fax, unified messaging system).

QuesCom is a leading player on the markets of VoIP-mobile convergence and Telecom application solutions. The company has more than 100 European resellers and is a certified member of major PBX vendor programs as 3COM, Alcatel, Avaya, Cisco, Innovaphone, Mitel & Swyx.

For more information visit the QuesCom website at: [www.quescom.com](http://www.quescom.com)

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#### Partner Profile

Founded in 1987, GN Netcom is built upon years of experience as one of the world's leading manufacturers of hearing instruments, GN Netcom truly understands how we hear - giving it the technological edge amongst headset manufacturers. Combined with considerable business savvy and an understanding of its marketplace, GN Netcom has quickly become one of the leading and fastest growing suppliers of hands-free communications solutions, focusing specifically on three market segments: contact centres, office and users of mobile phones.

Contact Centre & Office - The state of the art solution provider, GN Netcom develops, manufactures and markets advanced headset and amplifier products that are set to revolutionise the workplace bringing hands-free communication to offices, contact centres and other professional environments.

Mobile Division - Develops, manufactures and markets a wide selection of solutions under the JABRA brand that facilitate hands-free communication for users of mobile phones, cordless phones, two-way radios and other equipment. The Mobile Division's core product group is Bluetooth® wireless technology headsets

For more information on GN Netcom, visit their web site at: <http://www.gnnetcom.com>

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NewVoice

NewVoice is since 1991, a unique multiapplication platform editor answering security needs by using the IP infrastructure as a strategic tool in acceptance to any company internal security policy.

Market address: Health, Industry, Finance, Hospitality, local community, civil defence.

Mobicall - Mobilization Server

Use any existing or up to date IT infrastructure as part of security policy of each company.

NewVoice proposes a new rich Software platform generation, while adding :

- Voice, text and image broadcast
- Integration of Digital, IP, XML phones
- Redundancy
- Multinode management
- Advantages
- modular and "evolutive" architecture enabling redundancy and loadsharing
- associate all type of alarm input to the process of incident management (notification, mobilization, resolution tracking)
- Improve global reactivity when facing an event
- Simplify and organise decision making

NextiraOne and NewVoice :

With a comon installed base of more than 1000 customers widespraed in 12 different countries and a huge grow, the partnership is more than ever full of sens.

These comon customer have very diffrents profile from the major account to any mid market company in many different market sectors such as : Bank, Civil Security, Collectivity, Healthcare, Industry



Tandberg is a NextiraOne strategic portfolio partner for Unified Communications and Collaboration infrastructure solutions. As a certified Tandberg business partner NextiraOne works actively with Tandberg across Europe to design, install and support business solutions that improve employee productivity.

### Partner profile

TANDBERG is a leading global provider of video conferencing solutions from telepresence to high-definition video conferencing solutions integrated to unified communications. Tandberg's mission is to change the way people communicate. Our vision of the future anticipates a world in which all communication is completely natural. It is unencumbered by technology. Natural communication is the ability to interact with someone: a co-worker, customer, or supplier ... as if you were in the same room.

For more information about Tandberg, visit their web site at <http://www.tandberg.com>