



NextiraOne Wins Cisco Global Public Sector Partner of the Year 2008 at Cisco Partner Summit

Paris, 9th September, 2009. NextiraOne has announced that it has received a Cisco Partner Summit global award as Global Public Sector Partner of the Year 2008. Cisco unveiled the winners at its annual channel partner conference in Boston.

The award reflects the importance of the collaboration between the two companies on public sector projects across Europe. Approximately 30 per cent of NextiraOne's European business is with Public Sector organisations.

The objective of the Global Awards is to recognise exemplary channel partners whose behaviour Cisco would like other partners to model. Nominations include: innovative practices, application successes, unique programs, problem solving and sales approaches. All winners are selected by a group of Cisco Worldwide Channels and Theatre executives.

"I have the honour and privilege of recognising NextiraOne as a Cisco Partner Summit global award winner," said Keith Goodwin, senior vice president, Worldwide Channels at Cisco. "The Global Public Sector Partner award recognises NextiraOne's performance and accomplishments as a Cisco partner in 2008."

With a direct sales and service presence in 17 countries, NextiraOne is Europe's leading expert in communications services. The company designs, installs, maintains and supports solutions to meet the communications needs of both public and private sector customers - from voice, data and video, to mobility, security and applications.

NextiraOne has more than 60,000 customers across Europe and lists eight out of ten Fortune EURO 100 companies amongst its clients, along with many public sector organisations, from health and education services to local Government projects, national Government departments and European institutions.

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NextiraOne is helping to build a new Cisco-based communications network for the Belgian Post (BE), and to develop and expand the communications network for the Border Guard and for the Ministry of Defense in Poland, bringing them new features in security and unified communications, whilst in the UK, Stockton-on-Tees Borough Council chose NextiraOne to provide a Cisco-based core network architecture including IP Telephony and Unified Messaging

In the health sector NextiraOne has worked with many of Europe's leading hospitals and clinics, including Nottingham University Hospitals where it is delivering a €7.5 million medical grade network across the NHS Trust's two sites at the Queen's Medical Centre and City Hospital. Other customers include Sutton & Merton Primary Care Trust, where NextiraOne implemented a Cisco Unified Contact Centre Enterprise solution, and the James Paget NHS Trust in Norfolk.

"The public sector is an extremely important and growing part of our business and our collaboration with Cisco creates a partnership that adds significant value to many projects in health, education and government," said Rafi Kouyoumdjian, CEO of NextiraOne. "The achievement of Cisco Global Public Sector Partner status underlines the value our technology partner places on our expertise and commitment in delivering major projects and solutions together with Cisco right across Europe."

"Over the years, NextiraOne has demonstrated great willingness to collaborate with Cisco through their continuous investment in Cisco technologies and to build complete solutions," says Thierry Drilhon, VP WW Channels, Europe. "As one of Cisco's major Public Sector partners in Europe, NextiraOne has positioned itself as a leading expert and together we have successfully delivered many major projects across Europe which have contributed to the success of our common customers."

Working with Cisco, NextiraOne provides end-to-end communications solutions to deliver measurable business benefits to its customers. The company's strengths lie in its unequalled technology experience, the expertise of its people and its broad European reach. NextiraOne employs 4,500 people in Europe, including more than 2,500 service experts.

Cisco Partner Summit awards are presented at three levels: regional, theatre and global. Cisco Partner Summit global awards reflect a partner's performance within a specific technology market across several geographic regions.

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About NextiraOne

Headquartered in Paris, NextiraOne are Europe's leading experts 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.co.uk> and <http://www.nextiraone-eu.com>

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