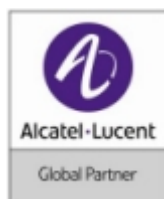


## Partners



Alcatel-Lucent

### NextiraOne and 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>



Genesys Telecommunications

**NextiraOne and Genesys:** Genesys is one of NextiraOne's European strategic technology vendor partners. NextiraOne are Genesys Dual Gold Partners. 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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# Microsoft®

## GOLD CERTIFIED Microsoft

### Partner

**NextiraOne and Microsoft:** NextiraOne is a gold certified partner in many of the 17 countries across Europe including the UK. NextiraOne is skilled in many Microsoft solution areas, in particular the Microsoft Unified Communications suite.

**Partner Profile:** Founded in 1975, Microsoft is the worldwide leader in software, services and solutions that help people and businesses realise their full potential. The Microsoft Unified Communications suite simplify infrastructure, lower costs, and increase security. Companies can replace conflicting systems with a single, unified communications platform that leverages their existing data and telecommunications infrastructure. IT departments can deliver more flexible, more secure communications, with simplified infrastructure that streamlines management and reduces total cost of ownership.

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# CITRIX®

## access

## PARTNER

Citrix

# SILVER

# Solution Advisor

## NextiraOne and Citrix:

NextiraOne UK are a Citrix Solution Adviser of Silver Partner Level

Products: Citrix Access Essentials, Citrix Access Gateway, Citrix Presentation Server

## Partner Profile:

Citrix's passion is to simplify information access for everyone. As the only enterprise software company 100% focused on access, this is also their *unique* passion. They take great pride in delivering the best access experience to any information – best for users, best for IT teams, best for business.

- **Higher Productivity** – Users need access to be *invisible*. They want easy, on-demand access from wherever they are, using any device and network.
- **Lower Costs and More Control** – IT administrators need access to be *visible*. To observe, monitor, control, and manage access and resource usage to deliver the highest service at the lowest cost
- **Greater Business Agility** – Business managers need access to be *transparent*. They want to see *through* the IT infrastructure to the operational efficiency, data security, employee mobility and business agility it helps to achieve.

Citrix meets these needs with an integrated, end-to-end system that seamlessly connects users, devices and networks to enterprise resources: the Citrix Access Platform.

Today, Citrix is the global leader and most trusted name in on-demand access. More than 180,000 organizations around the world use the Citrix Access Platform to provide the best access experience to any application for any user. Citrix customers include all of the *Fortune* 100 companies and 98% of the *Fortune* Global 500, as well as hundreds of thousands of small businesses and individuals. Citrix annual revenues in 2005 were \$909 million. Citrix has offices in 22 countries, and more than 6,200 channel and alliance partners in more than 100 countries.

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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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## Blue Coat

**Partner Profile:** Blue Coat secures Web communications and accelerates business applications across the distributed enterprise. Blue Coat's family of appliances and client-based solutions - deployed in branch offices, Internet gateways, end points, and data centres - provide intelligent points of policy-based control enabling IT organizations to optimize security and accelerate performance for all users and applications. Blue Coat has installed more than 30,000 appliances worldwide and is ranked #1 by IDC in the Secure Content and Application Delivery market.

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## Check Point SOFTWARE TECHNOLOGIES LTD. Checkpoint

# We Secure the Internet.

**Partner Profile:** Check Point Software Technologies Ltd. ([www.checkpoint.com](http://www.checkpoint.com)) is a leader in securing the Internet. It is a market leader in the worldwide enterprise firewall, consumer Internet security and VPN markets. Through its NGX platform, the company delivers a unified security architecture for a broad range of perimeter, internal, Web, and endpoint security solutions that protect business communications and resources for corporate networks and applications, remote employees, branch offices and partner extranets. The company's ZoneAlarm Internet Security Suite and additional consumer security solutions are among the highest rated in the industry today, proactively protecting millions of people from hackers, spyware, viruses and identity theft. Extending the power of the Check Point solution is its Open Platform for Security (OPSEC), the industry's framework and alliance for integration and interoperability with "best-of-breed" solutions from hundreds of leading companies. Check Point solutions are sold, integrated and serviced by a network of thousands of Check Point partners around the world and its customers include 100 percent of Fortune 100 companies and tens of thousands of businesses and organizations of all sizes.



**CLEARSWIFT™** Clearswift  
Simplifying content security

**Partner Profile:** Clearswift products help organisations enforce best-practice email and web use, ensuring all traffic complies with internal policy and external regulations. Their range of content filtering solutions makes it easy to deploy, manage and maintain no-compromise email and web security for both inbound and outbound traffic. Clearswift is the only vendor to offer comprehensive, policy-based content security in all three deployment methods: as software, as an appliance and as a managed service. All three platforms are designed to take the hassle out of securing internet traffic, with a clear, intuitive management interface; automatic, 'zero-touch' updates; powerful reporting and common-sense policy management. Twenty years of experience across 15,000 organisations has helped them raise security standards while simplifying security management at the same time. They've helped many of the world's most successful organisations use the internet with confidence and are committed to staying ahead of the market and helping our customers defend against all emerging threats.



**Partner Profile:** HP Procurve have had a continuing development of technologies and products for over 25 years. [With a complete portfolio](#) of LAN, WAN, WLAN segments they provide solutions for [Security](#), [Mobility](#) and [Convergence](#)



**Partner Profile:** NTA Monitor is a leading Internet security tester, with over nine years' experience of providing a range of testing and auditing services, and is trusted by over 500 organisations worldwide. Conducting thousands of test projects every year, NTA works with clients from all sectors worldwide. NTA provides much more than just pen testing and offers a full range of services to meet your testing and auditing needs, enabling business to be conducted safely and with peace of mind.

NTA was a founding member of the UK Government CESG 'CHECK' security tester certification scheme founded in 1999. The company has provided testing services to a wide variety of government organisations and is CHECK approved at the highest level.

By developing unique Internet security testing services in-house, NTA can ensure that its services are completely independent.

NTA focuses strongly on research and development to discover, and test for, new vulnerabilities. Unique self-scripted and semi-automated test engines are used for testing - which means that a test from NTA Monitor is unique to any other test that you may have had.



RSA

**Partner Profile:** RSA is the premier provider of security solutions for business acceleration. As the chosen security partner of more than 90 percent of the Fortune 500, RSA helps the world's leading organizations succeed by solving their most complex and sensitive security challenges.



**Partner Profile:** Sophos is a world leader in IT security and control solutions purpose-built for business, education, government organizations and service providers. Their reliably engineered, easy-to-operate products protect over 100 million users in more than 150 countries from viruses, spyware, adware, Trojans, intrusion, spam, policy abuse, and uncontrolled network access.



Symantec

**Partner Profile:** Symantec is a global leader in infrastructure software, enabling businesses and consumers to have confidence in a connected world. The company helps customers protect their infrastructure, information, and interactions by delivering software and services that address risks to security, availability, compliance, and performance. Headquartered in Cupertino, Calif., Symantec has operations in 40 countries.



**Partner Profile:** Websense products increase employee internet productivity and secure organizations from emerging internet threats by providing a proactive critical security component that complements traditional security solutions. Only Websense delivers flexible, integrated policy enforcement at the internet gateway, on the network and at the desktop.

The company's products integrate with a wide range of industry leading security and network products including firewalls, proxy servers, caches, switches, routers, and appliances. Websense products have been thoroughly tested and certified to work seamlessly with all major security and network products.

Websense offers solutions across a wide range of industries including health care, finance/banking/insurance, government/public sector, manufacturing, legal, technology, wholesale/retail, services and education.

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**TANDBERG**  
See productivity Tandberg

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.tandberguk.co.uk>

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