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**NextiraOne UK Recognized by Cisco Systems as Rich Media  
Communications Advanced Technology Provider**

**Lichfield, UK – 16 October, 2006**– NextiraOne UK announced today it has achieved the Rich Media Communications (RMC) Advanced Technology Provider (ATP) status from Cisco Systems®. This ATP designation is by invitation only and recognizes NextiraOne UK for its ability to provide the core knowledge and skills required to successfully deploy Cisco® Rich Media Communications solutions targeted to the high-end enterprise marketplace. This program enables partners to offer customers a business solution incorporating IP-based voice, video and web-conferencing capabilities that will allow them to collaborate more effectively, reduce travel costs and improve productivity. .

“ATP partners are instrumental in helping Cisco penetrate new growth markets,” said Andreas Dohmen, vice president, European Channels at Cisco Systems. “The new Rich Media Communications ATP status indicates that NextiraOne UK is able to successfully deploy one of the most advanced technologies Cisco offers, Cisco RMC solutions, to the enterprise marketplace.”

**Resource Requirements**

Attaining the RMC ATP status required NextiraOne UK to achieve the IP Communications Specialization as a prerequisite. In addition, NextiraOne UK was



required to fulfill the following job roles with qualified individuals who have met specific testing requirements: an account manager, responsible for RMC sales methodology; a system engineer, responsible for Cisco RMC project coordination, solution planning and design; two field engineers responsible for the configuration, implementation and integration of the Cisco RMC solutions.

### **Lab Requirement**

The RMC ATP also requires NextiraOne UK to build a lab for proof-of concept demonstration, application development, customer fault replication and internal training. The lab must contain current, upgraded and maintained Cisco RMC solutions, each configured for “real-world” testing to simulate actual end-user conditions.

### ***About NextiraOne***

Headquartered in Paris, NextiraOne is a leading provider of integrated enterprise network solutions and services that enable effective, reliable business communications. We work closely with our customers to create innovative solutions that go beyond technology to deliver measurable Business Value. We provide best-in-class technologies from leading partners including Alcatel, Cisco Systems, Genesys and Nortel. Discover more at: <http://www.nextiraone.co.uk>

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