



Telegraph Group Awards Multi-Million Pound Contract To Applinet

Converged solution provides secure, stable platform for multimedia communications

June 2006: The Telegraph Group has awarded Applinet plc with a five-year contract to design and implement an end-to-end converged data, voice and multimedia network solution for its new state-of-the-art headquarters in London.

The multi-million pound contract includes the provision of multimedia applications and a next-generation contact centre. It will enable the group's editorial teams to access systems and file copy remotely, as well as making full use of emerging digital technology for readers and other audiences. The Telegraph Group will also benefit from cost savings and efficiency gains brought about by the new system.

Applinet's solution provides a highly-resilient, high-throughput, secure networking infrastructure using some of the latest technologies. In line with the Telegraph Group's aim to be at the forefront of multimedia communications, Applinet will ensure this world-famous media group is now ready for current and next-generation multimedia applications including IP Telephony and video streaming/conferencing.

The solution incorporates the latest technology for voice and multimedia communications based around Nortel's industry-leading Enterprise Voice portfolio as well as a feature-rich Contact Centre application, secured at multiple points via Nortel's Multi-Layered Defence portfolio.

The entire solution is designed to offer the very latest technologies and applications over a cutting-edge infrastructure that can scale and grow with the business over the next several years.

Darren Boyce, Managing Director, Applinet, said: "We are very proud to be associated with the Telegraph Group and to be an integral part of this exciting development into the leading next generation media organisation. They are a fantastic showcase example of how a large, well known, successful organisation can utilise technology to achieve greater efficiencies and competitive advantage. With the development of mobility in the workforce and the need for reporters to be able to communicate anywhere, anytime, the adoption of a resilient and multi-media method of communicating will differentiate The Telegraph Group from its competitors."

Applinet's solution embraces convergence and an All-IP approach using best-of-breed products which will enable the Telegraph Group to use a range of multimedia applications and provide the flexibility to evolve with the business.



“The Telegraph Group looked for a solution to enable an improved Multi Media product base, in line with a clear business plan. We found the tools to implement this with a Nortel/Applinet partnership,” concludes Peter Green, Operations Director, Telegraph Group Ltd.

About Applinet plc

Applinet plc is a UK leading systems integrator and professional network solutions provider. We help customers, via our consultancy and support services, overcome their technology challenges by providing end-to-end solutions in Mobility, Security, Convergence, Multimedia and Wireless. For more information, please visit www.applinet.co.uk or call +44 (0)1635 848900.

Press Contacts

Becky Garrett

bgarrett@applinet.co.uk

+44 (0)1635 848917

Sean Fleming

Clarity PR

press@claritypr.co.uk

+44 (0)870 950 9670