



News Release

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Telegraph Group Goes IP with Enhanced Mobility, Multimedia from Nortel Multi-million Dollar Contract from British Media Organisation to be Deployed by Applinet plc

LONDON, UK – The Telegraph Group, a major British media organisation, is equipping its reporters in the field with anytime, anywhere communications mobility for video-streaming and multimedia services through IP-based communication capabilities from Nortel* [NYSE/TSX: NT]. The multi-million dollar IP infrastructure at the Group's new London headquarters will be deployed by Nortel's Gold Solutions Partner Applinet plc.

"The Telegraph Group required a network capable of providing a wide range of multimedia services that would contribute to the success of our business objectives," said Peter Green, operations director, Telegraph Group Ltd. "We found the technology we needed, at the right place through Applinet and Nortel."

Nortel's technology will provide a highly secure and reliable, high-speed network based on some of the latest technologies for current and next-generation multimedia applications. This includes IP telephony, video streaming and video conferencing to help drive The Telegraph Group's aim to be at the forefront of multimedia communications.

"The ability to simplify its business through a state-of-the-art solution was critical to the success of the Telegraph Group in today's highly competitive media market," said Peter Kelly, president, Enterprise EMEA, Nortel. "Our excellent relationship with Applinet and its credentials ensured we had a compelling proposition for the customer which met the requirements for the Group's new headquarters. A new network with the flexibility to easily expand to meet future demand plus deliver highly secure and highly reliable 'always on' business critical applications was crucial to meeting the Group's business plan for higher productivity and efficiency for its staff."

"The Telegraph Group's new network will be a fantastic showcase example of how an organization can use technology to achieve greater efficiencies and competitive advantage," said Darren Boyce, managing director, Applinet. "With the development of mobility in the workforce and the need for reporters to be able to communicate anytime, anywhere, the adoption of highly reliable technology to deliver a range of multimedia services will differentiate The Telegraph Group within the media market."

The deployment includes a comprehensive end-to-end portfolio of solutions based on Nortel [Ethernet Routing Switches](#) and [Ethernet Switches](#) with Nortel's server-based, full-featured IP PBX [Communication Server 1000](#) and Nortel's [Multimedia Communication Server \(MCS\) 5100](#) for SIP-based multimedia and collaborative applications. End to end security of the new network is ensured by Nortel's [VPN Gateway](#), [Threat Protection System](#) and [Switched Firewall running Check Point firewall-1](#).

The implementation also includes Nortel's [Contact Center](#) portfolio, a comprehensive, next generation set of products for effective, real-time customer service and Nortel [IP Phones 1100](#) series, plus [conference](#) and [soft phones](#).

About Telegraph Group

Telegraph Group Limited is a newspaper publisher, which publishes The Daily Telegraph, The Sunday Telegraph, telegraph.co.uk and The Weekly Telegraph. This is a wholly owned subsidiary of Press Holdings Limited.

About Applinet

Applinet is a UK leading professional converged network solutions provider. Applinet helps customers, via 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.

About Nortel

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. Our next-generation technologies, for both service providers and enterprises, span access and core networks, support multimedia and business-critical applications, and help eliminate today's barriers to efficiency, speed and performance by simplifying networks and connecting people with information. Nortel does business in more than 150 countries. For more information, visit Nortel on the Web at www.nortel.com. For the latest Nortel news, visit www.nortel.com/news.

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