

PRESS RELEASE

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JANET (UK) selects Exponential-e for data transmission framework agreement

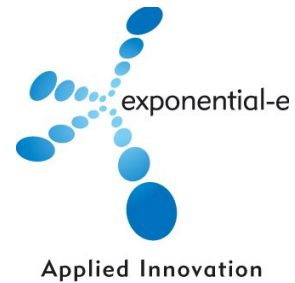
Exponential-e, the next-generation network and cloud applications provider, has been selected by JANET (UK) for their supplier framework for data transmission services. The framework is a four year agreement with selected suppliers to provide the education and research network with services which include leased circuits, dark fibre, wide-area Ethernet and xDSL. The framework's value is approximately £80m.

JANET is the network dedicated to the needs of education and research in the UK. The JANET network connects UK universities, FE Colleges, Research Councils, Specialist Colleges and Adult and Community Learning providers. It also provides connections between the Regional Broadband Consortia to facilitate the DfES initiative for a national schools' network. Over 18 million end-users are currently served by the JANET network.

JANET(UK) manages the operation and development of JANET on behalf of JISC (Joint Information Systems Committee) for the UK Further and Higher Education Funding Councils

JANET(UK) is government funded, with the primary aim of providing and developing a network infrastructure that meets the needs of the education and research communities.

David Lozdan, Head of Public Sector is spearheading Exponential-e's momentum in the public sector and said: "We're delighted to have been appointed to the JANET Framework and to have this opportunity to support the UK's education and research sector. While some might see us a 'new' entrant to the education sector, our pedigree as the UK's leading Ethernet networks provider is without question - we deliver cheaper, faster and better solutions than our competitors. We're



looking forward to working with JANET over the coming years and we're confident of developing a strong reputation within the education and research sector".

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About Exponential-e

Exponential-e designs and deploys bespoke network solutions, connecting company LANs regionally, nationally and internationally to create global office networks. Customer networks are created within Exponential-e's VPLS-enabled NGN (known as the Service Creation Platform or SCP) and do not touch the Internet, ensuring they are totally private.

In addition to fast, high capacity, flexible connectivity solutions, companies also access a range of enterprise services and applications which are hosted on the network. Managed and unmanaged storage, voice services, video conferencing, surveillance and colocation, plus some sector specific services are all available through a single access circuit onto the SCP.

As well as its national UK network, Exponential-e has a direct connection into New York, offering desktop-to-desktop transatlantic services. The company also has a number of strategic alliances in place, with like-minded Ethernet carriers, enabling the company to offer end-to-end Ethernet across most of the world.

Exponential-e's network solutions are fast, flexible and secure – giving customers responsive, scalable networks which reduce risks and costs while enhancing their business performance.