

## **PRESS RELEASE**

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### **RK Harrison leverage existing Exponential-e solution to support new services**

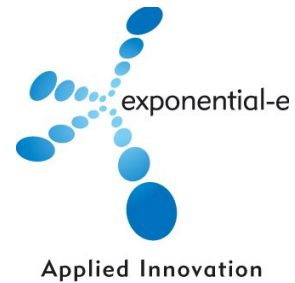
Exponential-e, the Next-Generation-Network and applications provider today announced that their powerful networking solutions were instrumental in helping its customer, RK Harrison Group Ltd, to introduce a new voice solution. The insurance and reinsurance broker leveraged its previous investment in an Exponential-e next generation network solution to support IP telephony. The two organisations also worked together to seamlessly migrate services to larger Head Office premises in the heart of London's insurance sector.

RK Harrison Group Ltd is a leading independently-owned insurance and reinsurance broker and last year handled £1.1bn of premiums.

In early 2009, RK Harrison deployed Exponential-e's popular PowerNGN 100 solution providing them with 100Mbps of powerful Ethernet connectivity populated with 100Mbps of non-contended business-grade Internet. Exponential-e's use of a sophisticated proprietary routing technology makes this Internet service - the fastest available in the UK.

One of PowerNGN's differentiators is its ability to support additional services, which can be added later, as part of a converged solution. These services can be, but do not need to be, part of Exponential-e's own product portfolio.

In this case, RK Harrison wanted to move to IP Telephony by implementing a solution from an Exponential-e channel partner, Scalable Communications, who had previously updated their entire IP Infrastructure. To support this new service Exponential-e reconfigured the PowerNGN and provided a 60-channel SIP trunk direct to RK Harrison's preferred voice provider. This reconfiguration involved



simple keystrokes without any need for complex reconfiguration of RK Harrison's existing network.

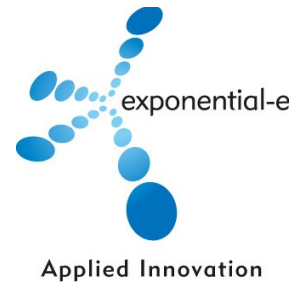
Whilst both services are running across the same underlying infrastructure, they are securely insulated and presented as physically different cables at the customer premise. The IP telephony solution works to toll quality codecs and includes a class of service to ensure that it always takes prioritisation.

Darren Knowles, Group Data and Communications Manager at RK Harrison, said "Being able to support a private IP telephony solution and also a separate Internet service from one connection into our building is great for us. It means we can consolidate and reduce what we spend on management. Even though the services are converged we can apply totally different performance metrics to each service. We're not compromising our business in any way. Our IP telephony solution works to toll-quality voice codecs and is totally private. It's distinct and separate from our Internet service.

Simon Acott, Sales Director, Exponential-e said "PowerNGN has an inbuilt capability to support additional services. It's renowned for being an attractively-priced, non-contended Internet service built specifically for business use. But it's more than that. He went on to say "PowerNGN allows our customers to leverage their initial investment and to securely support new services on the same infrastructure. PowerNGN yields unbeatable returns on their original investment".

Following their acquisition of credit insurance broker IRC (Europe) Limited and Lloyd's of London broker Bowood, RK Harrison moved their head office site to larger premises close to Lloyd's of London. Exponential-e project managed the migration of RK Harrison's business Internet service between the two sites which was achieved with downtime kept to a minimum.

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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.