

16<sup>th</sup> September 2003

## **Tiscali Celebrates VPN First Anniversary with Contract Win to Provide Adecco with National IP Network Solution**

London, 16<sup>th</sup> September 2003 - Tiscali Business Services, a subsidiary of Tiscali, the Internet communications company, today announces it will supply a national broadband enabled IP VPN solution to Adecco, the world's largest recruitment company. The multi-million pound contract was awarded following a competitive tender involving over 20 telco companies. The whole tender process and the subsequent network deployment was managed and supplied to Adecco by their strategic and consultative partner **Corporate Communications**.

The contract win coincides with the first year anniversary of the launch of Tiscali Business Services Managed MPLS VPN solution and reinforces the company's goal of becoming one of the UK's leading providers of broadband enabled IP solutions.

The new IP network privately connects, via ADSL, more than 230 Adecco locations across the UK and Southern Ireland including the company's HQ. Following a successful trial period, Tiscali and Corporate Communications have continued to migrate all Adecco branches from the current IPX legacy platform and frame relay network to the new IP network.

One of the key benefits the deployment will bring to Adecco's branches is access to a national database of registered job hunters and corporate clients with job vacancies. This will allow both job seeker and employers' access to a wider pool of available skills and opportunities. The IP network will also improve local branch office profitability.

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Gordon Betts, Head of Programme Management, Adecco: "Tiscali and Corporate Communications worked with us to design and deliver a flexible network infrastructure that solves both our current IP and IPX requirements. The network investment is crucial to our corporate goals for the coming years. Tiscali's IP network solution along with in house product and channel developments offers us a real competitive advantage in the UK. The network and services we run over it will grow as we grow and support all our future data needs."

The migration to the MPLS IP platform offers Adecco greater flexibility and the potential use of more cost effective, feature rich, network applications such as converged voice and data services, real time applications and managed services including billing and business continuity solutions.

The IP solution also allows Adecco to add and remove office sites from the network with minimal downtime and disruption. Adecco plans to open a further 70 UK branches this year and Tiscali and Corporate Communications will ensure that all sites become active and efficient as soon as required.

Suresh Punjabi, MD, Corporate Communications: "Corporate Communications was instrumental in migrating Adecco to the Tiscali network. We selected Tiscali based on its ability to deliver Adecco's bespoke requirements. We have now proven how efficiently you can migrate from a legacy IPX platform to a new flexible IP solution. Tiscali has impressed us with its ability to support us in managing the national rollout within the required timescales."

Stephane Huet, COO Tiscali Business Services: "We offer all our customers, such as Adecco, a truly private network solution that combines the benefits of a wholly owned national and international IP MPLS network with the massive cost savings of DSL connectivity. All this has been supplied bespoke to Adecco's individual requirements whilst still ensuring their applications with service level guarantees. We are very pleased to have been selected as the service provider of choice to Adecco and seek to continue what has proven to be an extremely professional and rewarding relationship with Corporate Communications."

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The deal follows Tiscali's recent announcement of a high profile contract win to supply its IP VPN based solutions to GAME, the high street video and games retailer.

Tiscali has, over the last year, become a leading UK wholesale reseller of DataStream broadband services. DataStream offers resellers and ISPs a compelling alternative to BT's incumbent IPstream solution by offering greater product differentiation, which can be passed on to customers.

-ENDS-

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**About Tiscali UK Business Services**

Tiscali UK forms part of Tiscali SpA., headquartered in Cagliari, Italy. The UK company was launched in July, 2001 following the acquisitions of Liberty Surf, World Online and LineOne. Most recently, Tiscali UK acquired Tiny and Gateway ISP. Tiscali UK is positioned within the UK market as the 4<sup>th</sup> largest ISP.

Tiscali S.p.A., (Nuovo Mercato, Milan: TIS, Nouveau Marché, Paris: 005773), is the European Internet Company providing access, content and business applications, as well as innovative communications services. As of 30 June 2003, TISCALI had 7.6 million active users of whom 470,000 were broadband customers. Tiscali's corporate website can be found at [www.tiscali.com](http://www.tiscali.com)

Tiscali UK Business Services, a leader in ADSL wholesale, has a focused product portfolio enabling customers to choose from IP Virtual Private Network and Managed Hosting solutions, ADSL and Leased line access, Streaming Media, Virtual Internet Service Provision and Telephony services.

Visit the Tiscali UK Business Services website: [www.tiscali-business.co.uk](http://www.tiscali-business.co.uk)

**About Adecco**

Adecco is the global leader in employment services, connecting people to jobs through its network of 5,800 offices in more than 62 countries. *In the UK* alone it has over 300 branches and a client base of over 32,000 organisations from all areas of commerce and industry. Adecco retains over 33,000 temporary workers with around 250 permanent staff placed each week.

Adecco now counts on the expertise of over 28,000 colleagues *around the world*. Around 100,000 clients are served on any given day and over 250,000 during a year. Over 700,000 associates are paid on any given day with approx. 3 million having worked during the year. Around the world, Adecco employs some 312 people every minute.

**Adecco's website address is [www.adecco.co.uk](http://www.adecco.co.uk).**

### **About Corporate Communications**

Corporate Communications is an independent communications consultancy and service provider, presenting a full range of strategic services including business analysis, project management, architecture design, application development, systems integration and managed services.

Corporate Communications have a unique combination of expertise in the field of voice, data and Contact Centre technologies. The fundamental goal of Corporate Communications is to deliver robust, cost-effective business advice and solutions, based on return on investment models and proven methodologies, from an independent viewpoint.

Corporate Communications business-first approach is reinforced by our drive to recruit the most experienced personnel from a wide range of industries, with the ability to work at strategic, operational, application and infrastructure levels within our client's organisation. With this approach, we possess a unique and qualified understanding of the implications of business change on technology, and vice versa, and are positioned to take responsibility for recommendations that we make by implementing proposed change and proving the forecasted business benefits.

For more about Corporate Communications visit [www.cc.net](http://www.cc.net) or email [info@cc.net](mailto:info@cc.net).