



## ALCATEL ANNOUNCED AS NEW TISCALI QODSL SOLUTIONS PARTNER

*- Alcatel channel now able to add QoS and provide guaranteed quality IP Telephony/VoIP solutions -*

April 12 2005, Comms Channel Expo, Birmingham. Tiscali, announces a partnership with telecommunications equipment provider Alcatel that will enable Alcatel's network of solutions providers to offer solutions with guaranteed quality of service, and make carrier class VoIP in a professional environment a reality at a fraction of the cost of a leased line solution.

Combining Alcatel's Omni PCX EnterpriseIP Telephony Platform with Tiscali's MPLS IPVPN DSL services and QoDSL, provides the basis for a set of compelling solutions for enterprises to deploy professional quality IP Telephony and a whole host of other services such as video conferencing, collaboration and remote training. All applications require minimum bandwidth guarantees.

QoDSL enables the extension of a corporate WAN to the smallest of operations and makes WAN-like corporate solutions available to SMEs, smaller operations and remote workers.

Tiscali is the only internet provider to deliver Guaranteed Quality of Service over DSL (QoS) to UK business. Graeme Allan, vice president, Northern Europe Enterprise Solutions Division, Alcatel says: "This is a key development that will enable companies to realise the full benefits of IP Telephony and Unified Communication applications, without sacrificing quality, whilst making such solutions more viable by spreading the cost through the operating budget - per user, per month."

Nathan Francis, UK General Manager of Tiscali Business Services, adds: "VoIP is a very hot topic and as leaders in this field, it was important for us to have Alcatel on board. Tiscali's expertise is in DSL based IPVPN solutions and Alcatel easily understood how QoS can unleash the power of DSL and give it and its resellers another dimension and advantage in the markets where they operate."

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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 at 31 December 2004, Tiscali had 7.4 million active users of which 1.65 million 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 Alcatel

Alcatel provides communications solutions to telecommunication carriers, Internet service providers and enterprises for delivery of voice, data and video applications to their customers or employees. Alcatel brings its leading position in fixed and mobile broadband networks; applications and services, to help its partners and customers build a user-centric broadband world. With sales of EURO 12.3 billion in 2004, Alcatel operates in more than 130 countries.

For more information, visit Alcatel on the Internet: <http://www.alcatel.com>

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