



TISCALI JOINS FORCES WITH NETWORK PARTNERS

- Telecommunication services provider to benefit from Tiscali's unique QoS over DSL -

April 12 2005, Comms Channel Expo, Birmingham. Tiscali, has announced a partnership with telecommunication services provider, Network Partners. The deal will offer the service provider's customers and partners access to Tiscali's high-end solutions portfolio, including its unique QoDSL (Quality of Service Over DSL) service.

Network Partners is an independent value added provider of telecommunication services. Specialising in the sourcing, provisioning and management of voice, data and Internet services, the company has established relationships with the UK's leading network carriers. Network Partners sits outside the traditional reseller model, and works with telecommunications companies on one side, and resellers, distributors and system integrators on the other. In establishing a relationship with Network Partners, system integrators are provided with access to an experienced skill-set.

Tiscali is the only internet provider to deliver Guaranteed Quality of Service (QoS) over DSL to UK business. The service enables the professional and affordable implementation of VoIP and many other applications, by guaranteeing minimum bandwidth for critical applications. The technology also enables the extension of a corporate WAN to the smallest of operations, and remote workers. Network Partners will utilise the technology to work with its integrator partners to meet their end-user's WAN requirements.

In a reciprocal agreement, Tiscali is purchasing large capacity circuits from Network Partners to support its own customers, and complement its connectivity offering in turn.

Kevin Cheston, Divisional Director at Network Partners, commented: "Tiscali's QoS over DSL proposition is ahead of the market, and fulfils an important service requirement for us. Today, connectivity is key, and it has become vital for organisations to understand the business opportunities and issues surrounding WAN.

"We immediately recognised the value of working alongside Tiscali, and together we will operate with our integration partners to respond to their end-users queries. We hope to announce some exciting deals shortly."





Nathan Francis, General Manager Business Services at Tiscali, added: "This announcement highlights the industry support for Tiscali's QoS over DSL service. We're pleased to be working with Network Partners, and believe its unique proposition will provide us with real competitive advantage. Moreover, our reciprocal agreement has meant that we are both able to provide our clients with wide ranging, value-add services."

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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 4th 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

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

About Network Partners

Network Partners is an independent value added provider of telecommunication services. Specialising in the provisioning and management of voice, data and Internet services, Network Partners unique proposition as a 'virtual telco' is built on carrier independence. This independent status is guaranteed by established relationships with the UKs leading network carriers including Cable & Wireless, BT, Global Crossing, Thus and Energis. Combined with vast industry knowledge and in-house technical expertise, this means Network Partners are in a unique position to source 'best fit' and best value solutions for our partners and customers. For more information see www.networkpartners.co.uk

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Tiscali

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