



PRESS RELEASE

Pasporte Wins IBM PartnerWorld Beacon Teaming Award for Consultants and Integrators

Combined Capabilities Deliver Flexible and Accessible Managed Services to Customers

UK, April 12th, 2007 – Pasporte, the UK's leading provider of managed ICT outsourcing to the mid-market has been named winner of the "Teaming Award for Consultants and Integrators" award in the annual IBM PartnerWorld Beacon Awards competition, recognising IBM Business Partners for their ingenuity, innovation, customer satisfaction and outstanding achievements in providing on-demand business solutions.

Pasporte's collaborative teaming model is the ideal vehicle for high-impact, high value services signings, with two-way lead sharing and the mutual goal in each case being IBM acting as the prime contracting party with the customer, and the Business Partner co-delivering via a subcontract.

Pasporte integrates IBM Technical Support Services, Server Services, Desktop Services, Business Continuity and Recovery Services and other solutions (including Business Transformation Outsourcing) with its own Managed Services portfolio to present a single seamless service to its clients.

The IBM services are integrated into the Pasporte Service Management framework, ensuring that the client has a single point of operational ownership for the various IBM, Pasporte and other service components within their tailored offering. Currently, IBM and Pasporte jointly deliver approximately \$7m per annum of IBM revenue using this model, across a number of UK clients.

Judges remarked that, "Pasporte's Managed Services portfolio presents a single seamless service to its clients, makes excellent use of Business Partner resources, and was unanimously praised by customers."

"Recognized by the Beacon Awards, Pasporte has worked closely with IBM and its Business Partners to provide clients with innovative solutions that solve real business issues," said Ravi Marwaha, general manager, IBM Global Business Partners. "Pasporte Limited has set the standard for business excellence by delivering unique solutions as well as high customer satisfaction."

Gary Woodward, CEO of Pasporte comments, "We are delighted to be recognised in these awards for the second time. The global presence and world-class delivery of IBM coupled with the local touch and mid-market expertise of Pasporte has proved an effective combination. The award stands as great testimony to the strength of our partnership with IBM over the past 5 years and the business benefits our collaboration brings to our customers."

Ends

About IBM PartnerWorld Beacon Awards:

Nearly 662 nominations were judged by a team of leading industry journalists, analysts, and IBM executives, who selected winner and finalists in 38 award categories. These IBM Business Partners will be honored during the IBM PartnerWorld 2007 Conference in St. Louis, April 29 - May 2. For more information about the IBM PartnerWorld Beacon Awards please visit http://www-1.ibm.com/partnerworld/pwhome.nsf/weblook/pw2007_awards.html.

About Pasporte

Orchestra Strategic IT Outsourcing, from Pasporte, brings on-demand IT expertise, experience and scale economies to mid-market organisations. Orchestra solutions offer a tailored blend of: Managed Applications, Managed Hosting and Managed Networks.

In partnership with IBM Global Services and award winning global communications provider Equant, Pasporte provides high quality hosting infrastructure and world-class networks, together with 24x7 services to deliver complete outsourced IT solutions.

As an IBM Advanced Business Partner and Regional Systems Integrator, Pasporte is the power behind many of IBM's major mid-market outsourcing projects. Pasporte was awarded the prestigious IBM Beacon Award *Consultant & Integrator 2005*, and more recently winner of IBM's Global Services *Business Partner Leadership Award*.

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