



PRESS RELEASE

PASPORTE TO IBM'S PREMIER SERVICES PARTNER

MID-MARKET SPECIALISTS PRESENTED WITH WORLDWIDE LEADERSHIP AWARD

UK, 9th May 2007 – Pasporte, the UK's leading provider of managed ICT outsourcing to the mid-market, today announces its new formalised relationship with IBM, one of only two Business Partners in the UK to be named Premier Services Partner. The agreement sees IBM taking a new approach to mid-market services and will enable businesses to benefit from bespoke managed ICT services, created using IBM's global solutions portfolio, with the mid-market expertise of Pasporte.

The announcement also follows the recent presentation of IBM's 2006 Worldwide Leadership Award to Pasporte, making the outsourcing company one of only two IBM Business Partners to achieve this prestigious accolade for the second successive year.

With a relationship spanning over five years, Pasporte has been involved with many of IBM's major mid-market outsourcing projects and has been chosen as Premier Services Partner for its specialist skills, flexibility and focus on relationship management within this arena. The collaboration strikes a unique balance of a global technology brand with Pasporte's operational flexibility and on-the-ground expertise, and the new agreement will offer even greater benefits for the mid-market, as Gary Woodward, CEO of Pasporte explains:

“Mid-market organisations don't have the spend or resource of an enterprise to dedicate to ICT processes, yet these customers still require the same technologies and processes in order for their business to grow and be profitable. We focus on tailoring services to meet the commercial needs of this influential group, and by working with IBM, are enabling customers to align ICT with wider business strategy, realising a lean growth or streamlined business model.”

Working in collaboration, Pasporte's local service coupled with the international scale and brand security associated with IBM, provides the customer with the best of both worlds. Through this agreement Pasporte identify and develop solutions for mid-market customers, and with the integration of IBM services, create services to provide a complete end-to-end solution.

Simon Pendlebury, Vice President IBM Business Partner Organisation, comments, "We are pleased to recognise Pasporte's excellent contribution to the mid-market by awarding them a 2006 Worldwide Leadership Award and making them a Premier Services Partner for IBM Global Services in the UK. The joint services proposition between our businesses is proving to be an attractive one and Pasporte's achievements to date are an outstanding declaration to the benefits of outsourcing for the mid-market."

Ends

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*.

For further information contact:

Jen Manning / Charlotte Sandy

Cohesive Communications

Tel: +44 (0) 1291 626200

pasporte@cohesive.uk.com