



Kingfisher IT Services awards Scalable Communications three year managed service contract

An extension to celebrate a ten year partnership

November 21st 2008 - Scalable Communications, a leading independent provider of business communications solutions, today announces it has been awarded a three year contract agreement by Kingfisher IT Services (KITS), to provide a managed service for their Local Area Network (LAN). Building on the success of their ten year relationship, Scalable will also continue to perform their role as the network design authority for the entire KITS network.

Kingfisher Plc, is Europe's leading home improvement retail group and the third largest in the world, with over 800 stores in eight countries in Europe and Asia. Its main retail brands are B&Q, Castorama, Brico Dépôt and Screwfix.

Scalable Communications is delivering a Service Level Agreement (SLA) across the entire B&Q network, which comprises of 330 stores, and 25 other sites, including data centres, office buildings, distribution centres and trusted partners. Prior to the contract being awarded, Scalable designed and built the network, as well as acted as the design authority across the whole network.

The KITS distributed data centre is spread over two sites connected over an Extreme Networks 10 Gigabit Wave Division Multiplexing service. Hundreds of servers are spread over the facility, providing a very large SAP environment over which Kingfisher's operations are run. This is a 24hour mission critical operation, supporting transactional data during the day and stock replenishment, amongst other activities, during the night.

"We have been working with Scalable Communications for over ten years now, across a variety of projects. It is essential for us to trust such an important part of our business to

a company who has consistently delivered projects on time and to budget” says **KITS Group Networks Manager, Richard Pooley**. “We believe Scalable is the company to work with and have awarded the three year contract as a result of this.”

“Throughout our relationship with KITS we have advised on and implemented only the best in class technology for their network. The Extreme Networks solution has, and continues to provide a reliable network, enabling all the Kingfisher operating companies to be virtually hosted on a dual core solution; reducing cost , carbon footprint and simplifying the management of the network for the KITS team” said **Scalable Communications Managing Director Simon Brown**. “Building strong relationships and delivering consistently high quality work is how our business has consistently grown and we are delighted Kingfisher trusts us to work in this way”, “Our team is onsite on a weekly basis, working closely with the KITS team and to ensure all of the systems are running smoothly.”

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About Kingfisher

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About Extreme Networks

Extreme Networks, Inc. provides converged Ethernet networks that support data, voice and video for enterprises and service providers. The company’s network solutions feature high performance and high availability switching that deliver insight and control enabling customers to solve their real-world business communications challenges. Operating in more than 50 countries, Extreme Networks provides wired and wireless secure LANs, data centre infrastructure and Service Provider Ethernet transport solutions that are complemented by global, 24x7 service and support. For more information, visit: www.extremenetworks.com.

About Scalable Communications Plc

Scalable Communications is a leading independent provider of business communications solutions, enabling customers to increase productivity and reduce operational costs, by exploiting latest communications technologies and consolidating suppliers and bills.

Started in 1997, Scalable Communications has over ten years of strong performance and consistent organic growth from medium and large sized customers from both the private and public sector, including names such as B&Q, Royal Society of Medicine and Cambridgeshire County Council. With a customer retention rate of over 96%, Scalable Communications can be relied upon to transform an organisations' business communications.

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