



PASPORTE IS ONLY UK PARTNER TO WIN IBM BEACON AWARD

*COMPLEMENTARY SKILLS OF PASPORTE AND IBM GLOBAL TECHNOLOGY SERVICES
PROVIDE OUTSTANDING COLLABORATIVE SERVICE*

UK, 16th April 2008 – Pasporte, the UK’s leading provider of managed ICT outsourcing to the mid-market, has been named one of three winners of the award for “Outstanding Collaboration Solution with IBM Global Technology Services” in the annual IBM Beacon Awards, honouring IBM Business Partners for their ingenuity, innovation, customer satisfaction and outstanding achievements in providing business solutions.

Pasporte’s IBM services based offerings came into play in an engagement with JD, the leading sportsfashion High Street retailer concerned about its data centre infrastructure and potential for outages. After determining that JD needed more than a "replicated SAN" environment, Pasporte worked with IBM Storage Services to design a two-part solution. The first phase involved data migration from the original data centre environment to a new primary hosting facility provided by Pasporte, and the second phase entailed data replication from Pasporte’s primary hosting facility to its secondary hosting facility.

Using IBM’s Softek – a non-intrusive and dynamically configured replication tool - Pasporte will complete the migration of JD’s estimated 3Tb of data in May 2008. Softek will also be deployed to synchronise all data between Pasporte’s primary and secondary hosted datacentres in real-time, to ensure zero downtime for JD’s operations.

Pasporte teams with IBM to offer a unique blend of flexibility, local touch, responsiveness, reach, stability and trust that brings tangible business benefits to mid-market customers at a competitive price. Every Pasporte customer solution is the result of collaboration throughout the sales delivery and support process. IBM Global Technology Services are integrated into Pasporte’s Managed Services, allowing Pasporte to broaden its offerings considerably and present a single seamless service to clients.

Judges remarked that, “This is a great example of a systems integrator working with Global Business Services to create a customer solution that resells an IBM service. Pasporte’s solutions are innovative, very comprehensive, and show good indicators of replication in the marketplace.”

"Pasporte Limited has been selected as an IBM Beacon Award winner because of its momentum in collaborating with IBM Global Technology Services to drive significant revenues and customer satisfaction," said Ravi Marwaha, general manager, IBM Global Business Partners. "The integration of IBM Global Technology Services into Pasporte's data migration solution provides clients with IBM expertise and local Business Partner support combined in a single, seamless interface."

"We are very proud of this achievement," Gary Woodward, CEO of Pasporte concludes. "As the only UK partner to win this year, the award is tangible recognition of our hard work and dedication to quality services and solutions. Our relationship with IBM goes from strength to strength and is most clearly demonstrated by our customers' experience and overall satisfaction."

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About IBM Beacon Awards

More than 725 nominations were judged by a team of leading industry journalists, analysts, and IBM executives, who selected winner and finalists in 37 award categories. These IBM Business Partners will be honored during a gala event at the IBM Business Partner Leadership Conference in Los Angeles on April 30 - May 2, 2008. For more information about the IBM Beacon Awards, please visit http://www-1.ibm.com/partnerworld/pwhome.nsf/weblook/2008_awards.html.

About Pasporte, www.pasporte.com

Pasporte is the UK's leading provider of ICT outsourcing, brings on-demand IT expertise, experience and scale economies to mid-market organisations. Delivering on its promises, Pasporte forges strong and personal client relationships based on honesty and trust to guarantee a tailored solution that will meet business goals. Its services and 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 Orange Business Services, Pasporte provides high quality hosting infrastructure and world-class networks, together with 24x7 services to deliver complete outsourced IT solutions.

As an IBM Premier Services 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 *in 2005, 2007, and now 2008*, and is also winner of IBM's Global Services *Business Partner Leadership Award 2005, 2006, and 2007*. Pasporte has also been awarded Orange Business Services' Partner of the Year 2005, 2006 and 2007.

For further information contact:

Lara van Eijkern / Charlotte Sandy
Cohesive Communications
01291 626200
pasporte@cohesive.uk.com