

Netconnect:-



March 2003 NetConnect Limited was acquired by Netstore (UK) Limited

There is a good strategic fit between both companies, enabling NetConnect customers to benefit from a wider profile of Netstore Managed IT Services whilst enabling Netstore customers to benefit from specialist Internet security services.

NetConnect will continue to take a lead role in the provision of Internet security services through our three main business activities: professional services, managed and support services and training services.



NetConnect Acquires ElectricMail From Kewill - March 2000



Kewill Sells Its Web and Managed Security Business and Takes Minority Stake in NetConnect one of the UK's leading Systems Integrators

NetConnect Limited, leading integrators of directory, security and messaging has acquired the business of ElectricMail from Kewill Systems Plc. This is the third acquisition for NetConnect who recently announced that it had acquired Renaissance Virtual Software Limited (RVSL), a company specialising in e-business intelligence solutions.

Under the terms of the agreement Kewill will transfer its own Cambridge based web and managed security services business to NetConnect for a value of approximately £2.4m and will take a 19% stake in NetConnect thus valuing the enlarged business at approximately £12.6m. The Kewill business being transferred employs around twenty-two staff and breaks even on annual sales of approx £2.5m.

Stephen Bacon, founder and Managing Director of NetConnect, commented; "This is our third acquisition in eighteen months and helps further our goal of becoming the leading E-commerce infrastructure provider in the UK. The partnership with Kewill will enable the deployment of leading E-commerce

applications on secure, scalable and managed infrastructures. The combined businesses have nearly 60 staff and forecast revenues for the coming year of approximately £10m. We are excited by the opportunities that this presents to both companies."

"This deal is about focus, service and investment," said Bob Fedorciow, Kewill COO- International. "Focus, because Kewill's future growth is firmly planned to come from web based software applications rather than tools and consultancy centred around web infrastructure; Service, because Kewill will benefit from a strong and highly skilled infrastructure partner with whom to work closely over the long term; Investment, because NetConnect is ideally positioned to take advantage of its rapidly growing market and hence should produce excellent results for many years to come."

NetConnect is a partner of leading Internet Security Company Check Point Software Technologies. Check Point's UK Managing Director Steve Barnett said; "Check Point Software's Partner Alliance Program is an important part of our ongoing activity to provide added value to our customers. This agreement, between two of our key partners, should enhance the combined services and solutions offered by each, to the benefit of the customer."

Allied Powers has been working with Netconnect to help develop the business and was instrumental in the deal.



Netconnect Acquires UUNET training business

John Elsdon Chairman of Allied Powers, has joined the board of NetConnect Ltd, a leading light in the provision of internet connectivity and commerce applications based in Cambridge.

Commenting on his appointment Sephen Bacon, Managing Director of NetConnect, said 'we needed someone to help us focus on building significant value in the business, and John has agreed to join us to help us realise this objective'.

Stephen then went on to announce that NetConnect had also just acquired the external training operations of UUNET in a deal which has been negotiated over the last few months.

"We are very excited to expand our Training Services Division" said Stephen Bacon "It is clear that as we continue to provide complex integration services to large blue chip companies, there is a real need to provide specific Internet Training Courses at all levels. We are also very pleased to be working alongside the recognised leader in Internet services for business."

NetConnect were the first Check Point Accredited Training Center in the UK

and since the Training Center opened in March last year NetConnect has successfully trained over 350 security managers, many of these attendees from large banks and other corporate institutions.

NetConnect Ltd provides System Integration particularly in Messaging, Security and Directory Services. The Security Training Center provides regular scheduled and on-site security training courses held traditionally at the training center in Cambridge and also offers bespoke training courses customised to individual customer requirements.

Richard Heyes, Managing Director of UUNET UK says, "The Internet business is expanding tenfold every year and that requires focus on what is our key expertise and core business, providing access as the world's leading Internet Service Provider. We work in alliance with other best-in-class organisations, which specialise in delivering other services and we are pleased to be building that extended relationship with NetConnect. We are confident that our customers will be even better served by an organisation which specialises in delivering Training Services".

The acquisition of the Training Division expands NetConnect's Training operation and gives NetConnect's Security Training Center additional training facilities in London and the ability to provide a wider range of new courses including Internet, Security, Web Publishing and Messaging courses.

Beverly Ellar said "this will enable us to work closely with UUNET in the delivery of their courses to their customers whilst at the same time increasing our ability to grow the training operations of NetConnect ahead of our already ambitious plans for the coming years."