

Equant and Hummingbird Sign Three-year IP VPN and Services Deal

Leading global provider of enterprise content management software and solutions interconnects 20 offices worldwide and benefits from Equant consulting and professional services

Equant (NYSE: ENT) (Euronext Paris: EQU) has signed a three-year IP VPN contract, including consulting and professional services, with Hummingbird Ltd. The IP VPN solution will securely integrate Hummingbird offices to effectively run mission-critical applications, including CRM and ERP. This contract demonstrates Equants strategy to develop global, customised and integrated communications services, building on its high-end IP VPN strengths with a particular focus on growing its customer base in North America. After considering competing proposals, Hummingbird opted for Equants flagship IP VPN solution, based on MPLS (Multi-Protocol Label Switching) technology. The fully managed solution will interconnect 20 Hummingbird offices based in Canada, the U.S., Europe, Japan, South Korea, Singapore and Australia. Additional services include Extended Service Management, Project Management, Application Performance Analysis and Professional Services Consulting. In addition, Hummingbird has engaged Equant to provide a consulting assessment for its messaging systems and is also considering utilising Equant IP VPNs voice-specific and video-specific classes of service (CoS) to cost-effectively converge its voice and video traffic with its data and IP communications. With five classes of service to prioritise traffic and plug and play capabilities for our offices, Equants IP VPN solution is an application-enabler that has also simplified integration issues associated with a company of our size, said Leo Heffernan, vice president of Information Technology at Hummingbird. Equant consultants helped us design the best solution for our specific needs, and a package of Professional Services will support us as we expand the capabilities and reach of our network. Our contract with Hummingbird is a good example of our consultative approach to building strong relationships with our customers, said Sean Connolly, vice president, North America Direct Sales for Equant. We worked closely with them to analyse their critical needs and found a solution that will help them reduce their total cost of ownership and maximise their return on investment. About Hummingbird Headquartered in Toronto, Hummingbird Ltd. (NASDAQ: HUMC, TSX: HUM) is a leading global provider of enterprise software solutions. Its enterprise content management (ECM) solutions enable organizations to manage the lifecycle of enterprise content from creation to disposition. Hummingbird Enterprise solutions enable organizations to address critical business needs, such as information management, business continuity, compliance and risk mitigation. Founded in 1984, Hummingbird employs approximately 1450 people and serves more than 33,000 customers, including 90 percent of Fortune 100. Hummingbird solutions are sold directly from 40 offices worldwide and through its Alliance Network of partners and resellers. About Equant Equant (NYSE: ENT) (Euronext Paris: EQU) is a recognised industry leader in global communications services for multinational businesses. Equant combines its network expertise with its expanded services capabilities to provide global, integrated and customised communication services to enable its customers key business processes. Equant serves thousands of the worlds top companies, with the industrys most extensive portfolio of communications services and network solutions, including the market-leading IP VPN used by nearly 1,300 global businesses. Equant, a subsidiary of France Telecom, consistently leads industry surveys in corporate user satisfaction.

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