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**BT RECOGNISED BY CISCO SYSTEMS AS STORAGE  
ADVANCED TECHNOLOGY PARTNER**

BT announced today that it has achieved Advanced Technology Provider status for Storage (SN5428/20 products) from Cisco Systems Inc. The Cisco Advanced Technology Provider (ATP) Program is designed to bring new technologies to market.

The Storage (SN5428/20 products) ATP designation recognises BT for having the ability to provide the core knowledge and skills required to deploy an emerging technology and complimentary services, while the market opportunity is being developed.

As a Storage (SN5428/20 products) ATP Partner, BT is able to deliver and support the Storage Router SN5420 that offers direct access to storage using the IP protocol, making storage universally accessible over the widely deployed IP infrastructure.

"ATP Partners are instrumental in helping Cisco penetrate new growth markets," said John Donovan, Operations Director for Channel and Alliances, Cisco Systems UK. "ATP Partners, like BT, are hand selected by Cisco to develop the knowledge and skills that enable them to ensure the successful deployment or management of new growth technologies."

This signifies that BT has completed rigorous training and knowledge validation requirements for becoming a provider for the SN5428/20 products.

Combined with the existing Cisco Systems specialisations that BT has previously achieved, this new ATP designation places BT at the forefront in providing the complete lifecycle of network storage services.

Craig Parker, GM for Storage, BT Retail, said: "We are delighted that Cisco has recognised our networking strength in bringing its products to market by awarding the Advanced Technology Partner status. We believe it is a reflection of the business

value that the BT relationship with Cisco brings to customers. The combination of our network storage consultancy and integration skills with Cisco's product set mean that we are able to help organisations meet their critical storage challenges."

-ENDS-

#### **About BT**

BT Group plc is the holding company for an integrated group of communications businesses and is listed on stock exchanges in London and New York. British Telecommunications plc (BT) is a wholly-owned subsidiary of BT Group and encompasses virtually all businesses and assets of the BT Group.

BT is one of the world's leading providers of communications solutions serving customers in Europe, the Americas and Asia Pacific. Its principal activities include network centric Information and Communications Technology (ICT) solutions, local, national and international telecommunications services, and higher-value broadband and internet products and services.

BT consists principally of three lines of business:

- **BT Retail**, providing fixed and mobile communications services and solutions to over 20 million business and residential customers in the UK. It is also a leading UK internet services provider.
- **BT Wholesale**, providing network services and solutions within the UK to over 600 fixed and mobile operators and to service providers including the provision of broadband, Private Circuits and PSTN.
- **BT Global Services**, providing ICT services internationally to meet the needs of multi-site organisations with European operations. BT Global Services operates in 136 countries and also offers international carrier services.

In the year ended 31 March 2004, BT Group's turnover was £18,519 million with profit before goodwill amortisation, exceptional items and taxation of £2,013 million.

For more information, visit [www.btplc.com](http://www.btplc.com)

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