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**Cisco and BT make IP-based communications available to smaller businesses**

*Joint BT and Cisco initiatives, previewed at the “VoIP for Business” show, help SMEs migrate from legacy PBX systems to fully converged IP-based services*

**LONDON, UK, June 1, 2005** — Cisco Systems® and BT today announced major enhancements to their joint portfolio of IP telephony services, designed to bring converged IP communications to small and medium enterprises (SMEs).

With the release of BT’s Cisco CallManager Express Solo service, BT and Cisco are enabling SMEs to reduce costs and improve productivity through the integration of voice, data and video onto a single network. The companies will also preview new Voice over Digital Subscriber Line (VoDSL) access to BT’s market leading hosted Multimedia Voice over IP service BT, based on Cisco Call Manager. These innovative managed IP telephony solutions will be previewed at stand 5/6 at the “VoIP for Business” show in London, Olympia, on June 1 through June 2.

BT’s VoDSL service will allow businesses with as few as 20 employees to enjoy some of the benefits of convergence normally available to much larger enterprises. These benefits include reduced call costs between sites and the streamlining of telephony services management and provisioning. Other key business benefits include the availability of productivity-enhancing multimedia applications, such as unified messaging which users can access via their PC or their Cisco IP phone. Additionally, the ‘plug-and-play’ networked capabilities of Cisco IP phones also allow companies much greater workforce mobility within the office environment.

Jean François Guiderdoni, Senior Marketing Manager – VoIP, BT Business Marketing, BT said: “Cisco and BT’s joint portfolio is designed to allow small and medium businesses to make the most of convergence, without committing significant budget and time to IT and Telecoms. Small and medium businesses currently favour our hosted solutions such as BT MultiMedia VoIP, an easy ‘plug-and-play’ solution. In the future our VoDSL capabilities will enable business IP Communications services to be delivered over a DSL line.”

Geraint Anderson, vice president, Service Provider Wireline, Cisco Systems EMEA said: “Today’s announcement further demonstrates BT and Cisco’s commitment to a progressive migration from traditional telephony to full convergence of voice, data and video for all businesses. We are committed to helping businesses of all sizes benefit from the enhanced productivity and reduced costs that IP Communications can deliver.”

At the “VoIP for Business” event, BT and Cisco will be providing an opportunity for customers to trial some of the latest advances in IP Communications technology. Customers will be able to witness, BT’s latest Cisco IP videoconferencing solutions and wireless IP telephony in action, and test-drive BT’s new Cisco CallManager Express Solo solution - designed specifically for smaller offices. BT and Cisco experts will also be on hand to demonstrate the latest in Cisco Unified Messaging solutions and other VoIP-based productivity-enhancing services. These solutions streamline communications by helping users manage how and where they want to be reached.

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### **About BT**

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 networked IT services, 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 a comprehensive range of communications and related services to more than 20m UK consumers and businesses.

**BT Wholesale**, providing network services and solutions within the UK to more than 600 fixed and mobile operators and service providers including the provision of broadband and private circuits.

**BT Global Services**, providing networked IT services to meet the needs of multi-site organisations globally. BT Global Services operates in more than 130 countries and also offers international carrier services.

In the year ended 31 March 2005, BT Group's turnover was £18,623 million with profit before goodwill amortisation, exceptional items and taxation of £2,085 million.

BT Group plc 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.

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

### **About Cisco Systems**

Cisco Systems, Inc. (NASDAQ: CSCO), the worldwide leader in networking for the Internet, celebrates 20 years of commitment to technology innovation, industry leadership, and corporate social responsibility. Information about Cisco can be found at <http://www.cisco.com>. For ongoing news, go to <http://newsroom.cisco.com>. Cisco equipment in Europe is supplied by Cisco Systems International BV, a wholly owned subsidiary of Cisco Systems, Inc.

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