



## Press Release

Rueil-Malmaison, April 18, 2006

# **AXIANS takes over Heralys Solutions**

*AXIANS, the leading integrator of secured convergent networks in France, continues its expansion and builds up its presence in the East of France with the acquisition of Heralys Solutions.*

## **Large accounts and SMEs will benefit from synergies in product and service offerings**

AXIANS acquired Heralys Solutions, on March 13, 2006, to add force to its presence in the East of France and offer a competitive range of products and skills. AXIANS Strasbourg strengthens its expertise by leveraging the experience of Heralys Solutions in traditional Telephony and Voice on IP, especially on the Alcatel range of solutions.

The 13-member team of Heralys Solutions has strong expertise in the field of voice. The team is now part of AXIANS Strasbourg under the management of Patrick Schauli. For Philippe Leroudier, Regional Director of AXIANS, "Heralys Solutions and AXIANS have a similar customer base made of large accounts and SMEs and the synergy between these two experts will provide a unique opportunity for clients in the East to benefit from an extensive array of services."

AXIANS Strasbourg, which heralds the strength and expertise of the AXIANS network, will benefit from the drive of Heralys Solutions which has reported a very fast growth since its inception in 2001, jumping from a sales turnover of EUR 402,000 to EUR 1,800,000 € in 2005.

### **Growth of Heralys Solutions Revenues**

2001 = EUR 402,000 (inception on March 12, 2001)

2002 = EUR 1,090,000

2003 = EUR 1,527,000

2004 = EUR 1,703,000

2005 = EUR 1,800,000

>> *This Strong growth from now on will benefit to that of AXIANS Strasbourg.*

To fuel its growth, Heralys Solutions made the strategic decision to join forces with AXIANS. "This merger represents a great opportunity for the Heralys people and enables us to continue our growth with serenity. It is a win-win agreement", said Gilbert Farina, Managing Director, Heralys Solutions.

The combined customer base, primarily made of large accounts, now benefits from products of a single vendor with market-proven business and technical expertise.

### **About AXIANS**

AXIANS acts as an umbrella brand that brings together the full spectrum of expertise from VINCI Energies in the area of Voice, network and audio-visual integration. The AXIANS offers comprehensive solutions for enterprise communication and brings together 33 business units in 52 locations. From IT

networks to telephony solutions to voice/data/image convergence, Axians brings its client a wealth of benefits:

- Strong commitment and responsiveness thanks to our extended footprint at local level.
- State of the art technology through partnerships with leading vendors. AXIANS has earned multiple certifications: Cisco Gold, Alcatel Premium, Aastra Matra Gold and HP Elite.
- A consistent premium level of service, for global or local projects, thanks to a close-knitted network.

AXIANS has over 1200 employees and posted revenues of EUR 187.5 million in 2005.

#### **About VINCI Energies**

VINCI Energies, an expert in the IT and energy industries, designs, implements and supports solutions for public and privately held companies, as well as for local authorities.

VINCI Energies is one of the four divisions of VINCI, the global leader in infrastructure management, construction and related services and accounts for 17% of its global sales turnover.

In 2005, VINCI Energies reported a turnover of EUR 3.4 billion and generated 30 % of its sales outside France. Vinci Energies has a workforce of 27500 and relies on a network of 700 business units, in more than 20 countries

#### **CONTACTS PRESSE**

##### **AXIANS**

Cristel Ferreira / Célia Pirollo

Tel : 01 56 84 52 85

E-mail : [cferreira@axians.com](mailto:cferreira@axians.com)

##### **Les 100 ciels – Agence de Relations Presse**

Christophe Dugenet / Isabelle Bouy

Tel : 01 56 03 91 74

E-mail : [christophe.dugenet@les100ciels.fr](mailto:christophe.dugenet@les100ciels.fr)