

PINKROCCADE SIGNS £2 MILLION, FIVE YEAR DEAL WITH HARCOURT

Submitted by: Chemistry TM

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- New service to deliver enhanced applications management and infrastructure with 10% cost savings -

PinkRoccade UK Ltd has secured a £2million outsourcing contract with Harcourt Education International, the global educational publisher. Under the terms of the five year contract PinkRoccade will provide an on-demand shared service on an IBM iSeries i890 for Harcourt's core enterprise applications for distribution, finance and royalties. PinkRoccade will also provide Application Management Services covering maintenance, fixes, enhancements and major modifications.

The new service is expected to deliver annual savings of 10% for Harcourt whilst providing a robust, scalable and secure solution. Using the i890s Logical Partition technology (LPARs), PinkRoccade can securely support Harcourt, and a number of other customers, on a single machine giving them on-demand as much computing power as required without needing to buy any new hardware or pay for in-house maintenance.

Three of Harcourt's business critical applications (Distribution, Finance and Royalties), currently hosted by PinkRoccade on two AS400s, will be moved to the iSeries Shared Service in PinkRoccade's National Data Centre in Runcorn, Cheshire. A transition project team has been formed to oversee the move and the new system is expected to be live in October 2004.

Roger Spittles, IT Director for Harcourt International, commented: "PinkRoccade has worked closely with Harcourt for the past seven years and during this time they have developed a good understanding of our business and have repeatedly delivered solutions that meet our needs. This new contract is another example of their commitment to working with us in the provision of a solution that will help us achieve our strategic objectives."

Clive Hyland, CEO of PinkRoccade UK, said: "PinkRoccade's Shared Services solution is an innovative way to deliver on-demand services using state of the art technology to clients at a more affordable price and with supreme flexibility. This is just one way in which PinkRoccade seeks to add real value to our customers' business."

PinkRoccade was the first managed service provider in the UK to sell iSeries i890 server space to multiple customers, effectively renting them the level of computing power they need. The i890 is able to support up to 32 customers making it far more cost effective than running and maintaining 32 different machines. Other clients using iSeries Shared Services with PinkRoccade include Superdrug."

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High Resolution imagery and spokespeople are available - please call Melissa Geddes on 0208 439 8200

About Harcourt:

Harcourt Education International is the UK's leading educational publisher. Under the brand names Heinemann, Rigby and Ginn, Harcourt offers teachers and students a full range of high quality learning

resources in print and electronic formats, designed to help improve performance right across the school and college spectrum. Harcourt Education International is a member of the Reed Elsevier Group plc - a world leading publisher and information provider.

About PinkRocade

Headquartered in Holland, PinkRocade nv is one of the largest ICT companies in Europe. Delivering Managed Services, and IT Service Management Consulting and Education, the company employs 7,200 staff worldwide with revenues for 2003 of €739 million. With extensive experience of IT infrastructure and Applications Management, the company operates the largest commercial data centre in the Netherlands in addition to two data centres in the UK.

About PinkRocade UK

In the UK, with its headquarters in Farnborough, PinkRocade employs over 1,200 people, providing, Education, Professional and Managed Services to leading blue chip companies including, Clarks, Centrica, T-Mobile, Thomas Cook, Southern Water, Superdrug, Big Food Group and Woolworths. Additional information about PinkRocade can be found at www.pinkroccade.co.uk

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