

NETg International reinforces its position as a world class leader in technology based training

Submitted by: Kaizo (London)

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Three strategic appointments to complement the senior management team at International headquarters in Chiswick, London

December 9, 1998 - NETg, a global leader in technology based training announced today that it has expanded its senior management team in the international market with four recent appointments. These appointments are a direct result of NETg's past six months revenues, where it has outperformed the industry growth rate for technology based training by 100% and NETg has continued to expand its presence throughout Europe. The announcement reinforces NETg's commitment to the international market, creating the environment for future growth and market dominance.

Roy Sunley, Managing Director, NETg International comments: "In the last six months we have focused on broadening our international localised product offering and capabilities. With the new management team in place, our strengthened International capabilities will ensure that our speed to market and the ability to offer more choice to our customers is unrivalled. This is a further indication of our long term strategy to provide high quality targeted solutions that deliver positive results. We will continue to seek aggressive growth in resources that will allow us to lead the industry with advanced technology and high quality training content."

Nige Howarth - Vice President International Marketing, Products and Technology

Nige Howarth has been appointed Vice President International Marketing, Products and Technology. Howarth assumes responsibility for overall marketing, technology and product strategies for NETg International, which includes the UK, Europe, Africa, Middle East and Asia Pacific. Howarth has 25 years of experience in the information technology and training sector. He joined NETg in 1980 as an education consultant and very rapidly progressed to become the company's top consultant, setting up NETg's Customer Services and Support Division and taking on the role of Client Services Director and in latter years, Marketing Director.

Pamela Bradley Burton - Director of Marketing

Pamela Burton joined NETg in September 1998 as Director of Marketing. Burton has responsibility for all marketing strategy, plans and communications. Burton is an accomplished bi-lingual senior marketing executive with a proven track record in optimising global budgets and resources in the multimedia, telecommunications and software industries. Prior to NETg, Burton was President and Founder of consulting services company, Bradley Burton International, helping companies develop new market entry plans, marketing programmes, product introductions, and marketing communications. Previous experience includes marketing executive positions at Media 100, Progress Software, Pictoretel and Dun & Bradstreet Software.

Jon Buttriss - Director of Technology

Jon Buttriss joined NETg in 1995 as manager of the Technology Group. In September 1998, he was promoted to Director of Technology. Buttriss responsibilities include the production of new courses in the NETg SkillBuilder range and the development of the SkillVantage suite of training management products.

Buttriss holds a BSc in Physics and has 15 years experience in the technology based training industry. He has held key roles in research, development and implementation of instructor led, computer based and interactive multimedia training product for a variety of training companies.

David Gibbs - Director of Localisation

David Gibbs joined NETg in June 1994 to manage all translations of NETg software at a local level in Europe. In September 1998, Gibbs was promoted to Director of Localisation. In this new role Gibbs is responsible for providing consultancy to clients on the localisability of software and multimedia projects, building and managing project teams as well as ensuring the necessary technical infrastructure. Gibbs is a qualified translator and has worked in the translation/ localisation industry for over 20 years. He started his career as manager of translation services for Rank Xerox and then moved to Lotus to take the position of International Language Services Manager for a period of 5 years.

Commenting on the recent appointments, Nige Howarth summarises the challenges ahead for the new management team; "A training company today needs to be in tune with market demand and the needs and expectations of its customers. NETg's business philosophy is geared around a strong client services mentality and high quality products. These recent appointments reflect our continued commitment to understand and develop market and product opportunities. The management team will create a clear direction for the international operation which will ensure we remain a world class operation."

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About NETg:

NETg is a leading provider of technology based training for IT professionals and users and is a wholly owned subsidiary of Harcourt Brace, a \$3 billion plus organisation working in the field of educational publishing and other related industries. On July 27, Harcourt Brace announced that it had acquired GartnerLearning and this has been integrated into NETg.

NETg offers a comprehensive, constantly updated, range of courseware in areas such as client/server, networking, enterprise wide computing, SAP, desktop computing, certification, management and professional development. The company continues to increase delivery options for customers, who can run NETg's interactive courses on CD-ROM, diskette, over a local area network, corporate intranet or the Internet. NETg offers its courseware in a variety of languages and works with international business partners to provide an ever increasing number of translated products.

NETg courseware is renowned for its instructional superiority, making it the first choice for organisations that seek to boost skills and productivity and maximise investment in IT:

- Advanced Skill Builder technology provides hands on simulation and interaction that ensures sound understanding.
- Unique pre-test facility, Precision Learning, saves users' time by tailoring courses to the individual.
- SkillVantage Manager system enables managers to track their organisation's entire multimedia training programme.

- Unique Learning Object download architecture optimises course performance over corporate intranets and other networks.

NETg has strategic alliances with Oracle, Microsoft, Cisco, Netscape and Novell, worldclass companies which recognise NETg's unique commitment to quality and effective instructional design.

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