

## Press Release

# Telindus Luxembourg receives Cisco's Green Partner of the Year Award for the BeLux market.

Luxembourg, June 24<sup>th</sup> 2010 - Telindus Luxembourg has received the “**Green Partner of the Year**” Award from Cisco for the Belgium & Luxembourg territory during the last channel partner conference in San Francisco end of April.

Cisco's Partner Summit Global Awards' main objective is to recognize the exemplary channel partners, highlighting some of their special achievements and top performance within different categories.

“It's a great privilege to be recognized as one of the top performers by Cisco, it's the culmination of an ongoing collaboration for years between our companies.” said Gérard Hoffmann, Chairman & Managing Director of Telindus Luxembourg. “The Green Partner of the Year Award recognizes Telindus Luxembourg's outstanding performance in developing an innovative approach to help customers meet their sustainability goals enabling long term energy efficiency” explains Romain Siebenaler, Country Manager for Cisco Luxembourg.

“By implementing internally the Cisco Telepresence system, we are able to demonstrate the benefits of the solution to our customers based on our own return on investment model and experience” said Christian Haux, Sales & Marketing Director, adding “we are driving a customer focused strategy by providing intuitive end-to-end solutions that enrich the combination of their professional tasks and their private life, the Telepresence solution is an enabler to meet this objective”.

The Cisco Telepresence system is a high-definition videoconferencing solution that gives users the illusion that they are meeting in the same room. “By adopting the system for our own usage, we were able to reduce considerable long-distance travel and contribute to sustainability and cost-savings” Christian Haux said.

Telindus Luxembourg and Cisco uphold a partnership for many years. The Telindus Group is a Pan-European Cisco Partner and with experience in a vast range of Cisco Products and Solutions including the Cisco TelePresence Advanced Technology Program.

## About Telindus Luxembourg:

*Telindus Luxembourg is the ICT branch of the Belgacom Group for the Grand-Duchy of Luxembourg and provides solutions to a variety of private and public-sector companies for 30 years. Its expertise domains include enterprise networks and connectivity, datacenters, security, collaboration, applications and mobility. Since beginning of the year 2010, the company has the operator status.*

*With a customer centric approach, Telindus Luxembourg positions itself as the privileged partner for businesses and administrations in Luxembourg. In order to accompany its customers, at their own pace, with the highest respect for their evolution, Telindus adapted its wide range of solutions and services to meet the very specific needs to any customer profile. With more than 330 accomplished specialists, Telindus Luxembourg's strategy is to focus on customers' needs managed through a single point of contact to meet overall ICT requirements.*

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