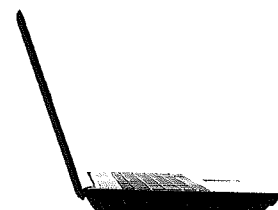
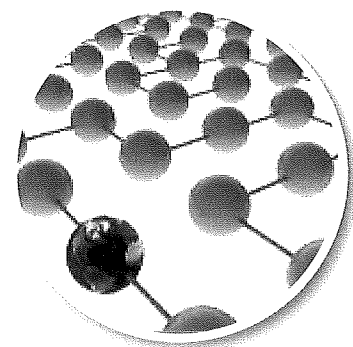


Award winning service

STIG ABILSDØ, THE FOUNDER OF **ACCESS A/S**, HIGHLIGHTS THE SUCCESS OF THE COMPANY IN THE TEN SHORT YEARS IT HAS BEEN IN EXISTENCE



The Danish supplier of networking and communications solutions, Access A/S, continues to impress year-on-year. Since its inception in 2000, there seems to be no stopping the company and its success in the Danish market. But just who is Access? Access is based on the idea of bringing businesses into the digital age by providing users with easy access to data regardless of location, breaking away from the traditional means of having users move to the location of the data.

Speaking to the man behind the success of the company, Stig Abildsø, the CEO and founder of Access, he elaborates further on the various services offered by the company: "We started out mainly offering a multi service networks, but due to demand and need in the market, today we have four main business units. Firstly we have Multi Service Network that involves everything to do with networking – from switches to routers to connect PCs, laptops or PDAs to the servers and wireless LAN. Secondly we have what is probably the most vital aspect when you are connected to any sort of a network – security. We don't believe in just selling our services, but we discuss with our clients to truly understand their business strategies and profiles to help us better advise them about security. So in our Security unit we deal with everything from risk management; firewall and VPN; AAA (authentication,

authorisation and accounting); content security; monitoring and reporting; internet gateway security as well as security on mobile and endpoint devices.

"Access' third business unit is Unified Communications. This unit basically deals with communications and is divided into four separate areas: basic communication; contact centre; Unified Communications and mission-critical systems like trading floors and voice recording. Everything encompassing picture and sound within communications is our expertise, from voice mail, mobile integration and IVR to call centres, switchboard and video conferencing. Our fourth business unit is Application Delivery, which is basically dedicated to the virtualisation of servers. This is a relatively new area and has grown in popularity over the recent years. Because mobility is a technology where all of your programmes are available on a central server, this has meant indirect savings for customers in terms of money and power."

Access deals with large public and private organisations within Denmark, including the offices of the Danish politicians as well as the Prime Minister's. More recently, the company successfully won a major contract for the Danish healthcare sector. Stig comments: "We have always worked with the healthcare sector in all the four regions of Denmark, but what is very significant about this new tender is that we

have finally won the fifth region – Region Midtjylland – as a customer too. I believe we won this tender down to our unrivalled service, product offering and highly skilled technicians. Despite the enormity of this project, I don't forecast any major challenges because this is our area of expertise.

"Having won the fifth region is not only a major success for us to be proud of, but it has also increased our influence in the market significantly, giving us a penetration of almost 100 per cent. This will help us attain more market share and keep us ahead of our competitors and provide us with the ability to retain our growth pace and position in the marketplace."

Despite having come on in leaps and bounds in the last ten years, Stig remains focused: "I started Access with a vision to provide Denmark with the means to compete at the forefront of the fast-growing global arena. Today we have approximately 15 per cent share of the Danish market but there is still a lot of opportunity for us to grow here. We are more than capable of expanding into neighbouring countries but I strongly believe that we will be able to use our resources better by concentrating our efforts on Denmark. It is always easier to explore existing markets than to penetrate new ones. I am of course not ruling

it out completely, but it could be something we revisit two or three years down the road."

Apart from the success in winning major contracts, Stig's pride and dedication in his company has resulted in Access being named IT dealer of the Year for five out of six consecutive years. Beating off fierce competition, Access was selected yet again as the country's most talented IT dealer in the IT Top 200 list chosen by the daily newspaper, Børsen. "I am exceptionally proud of being recognised for our efforts over the years but I believe it is truly down to our people and the skills and passion they bring to the job," he adds. "We don't strive to win awards, but winning one as prestigious as this for the last five out of six years just further confirms that what we do and how we are doing it are what customers want.

"I am very confident that the future is looking bright for us and that we will outgrow the market by a significant 20 per cent. This is our goal, and to date we have always achieved what we set out to accomplish." □

Access A/S
www.access.dk
 Employees 150
 Services IT Solutions

Trapeze Networks

Trapeze Networks is a leading provider of wireless LAN equipment and management software. Trapeze solutions are optimised for companies requiring mobility and high bandwidth such as healthcare, education, and hospitality. Trapeze delivers Smart Mobile — providing scalable WLANs that support applications such as Voice over Wi-Fi, location services, and indoor/outdoor connectivity.

NonStop Wireless: Trapeze solutions provide the highest levels of reliability, performance, security and management for today's most demanding mobile applications, including data, voice, video, and real-time location services. Trapeze is committed to delivering the most scalable, fault-tolerant WLAN infrastructure and solutions for the enterprise market.

Trapeze Networks was acquired by Belden Inc in July 2008, making Belden the world's largest unified wired and wireless solutions provider.

For further information:
 Trapeze Networks Northern Europe Region
 Vasagatan 34
 411 24 Gothenburg, Sweden
 Tel: +31 35 64 64 420
 Fax: +31 35 64 64 429
 E-mail: jwilling@trapezenetworks.com
www.trapezenetworks.com