



EMEA Capabilities Overview

For companies requiring design, installation or support of their physical network infrastructure throughout the UK and EMEA, LMG provides a comprehensive suite of Cabling Infrastructure Installation Support and Professional Services for user work space and data centre environments.

TRANSPARENT STANDARDS WHEREVER WE GO

Our customers have come to rely upon and trust us to project manage and install their EMEA based installations to the same exacting standards that they have set for their UK operations. Depending upon the customer's preference, LMG either deploys a full workforce from the UK or a blend of local installation resources with their local language support along side LMG project management and supervision. For those occasions where your travel budgets are limited and you need to maintain your installation practices and standards, LMG delivers!

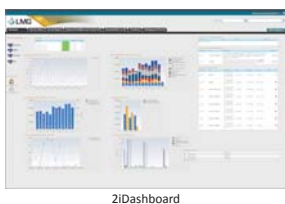
PARTNER NETWORK SUPPORT

Since 2005, LMG's subsidiary 2iSystems & Services Ltd* has successfully supported a wide variety of ICT cabling system vendors and their authorised partners with a portfolio of professional services in over 25 different countries throughout EMEA. With projects as far afield as Moscow, Dubai and Johannesburg, LMG has generated an extensive network of EMEA based installation service providers with whom it cooperates to provide an EMEA wide, localised service capability.

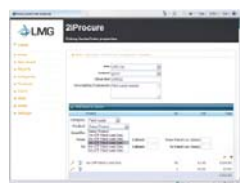
WEB-BASED TOOLS FOR VISIBILITY AND CONTROL

LMG's Enhanced Service Delivery Platform is a suite of web based applications specifically designed to provide our customers with direct access to the key information and automated processes that make the business of managing remote projects easy and stress free.

- 2iDashboard – a customer portal that provides complete, near real-time information, delivering accurate visibility into the status of all of the services delivered by LMG
- 2iProcure – an advanced procurement tool that streamlines the costing, purchasing and invoicing process for products and services whilst providing controls to ensure consistency and visibility into the entire procurement process



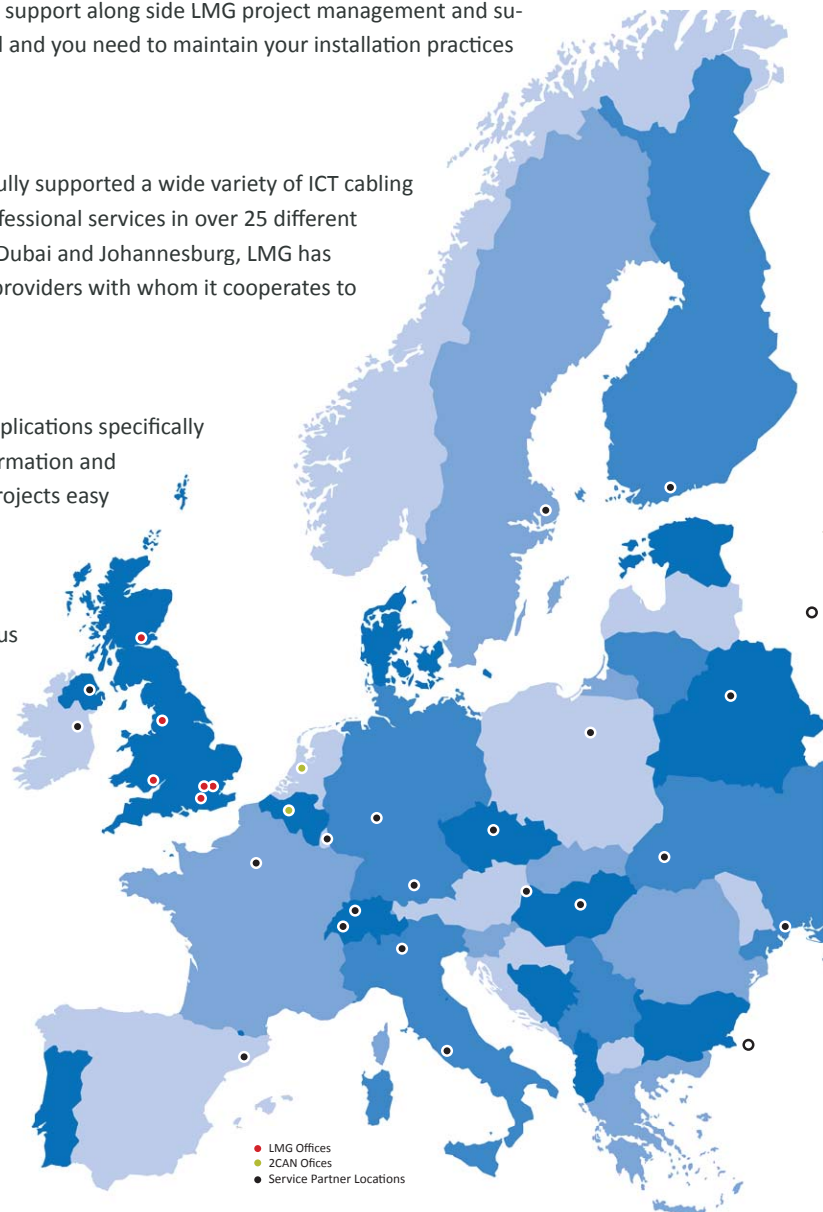
2iDashboard



2iProcure



* 2iSystems & Services Ltd is a wholly owned subsidiary of Line Management Group Ltd. 2CAN Services Ltd is a 50/50 joint venture with CANS Groep b.v based in Amsterdam and Brussels.



● LMG Offices
● 2CAN Offices
● Service Partner Locations

Changing the way companies build, operate, and manage IT infrastructure



EMEA CABLING FIT-OUTS FOR GLOBAL BANKS

Without exception, every one of our clients in this market sector has the same broad issues and requirements, they:

- Are unable to travel extensively and/or have multiple overseas projects running concurrently
- Require the cabling infrastructure installation to be consistent with exacting standards and practices already set elsewhere in the world
- Understand first hand, the net benefit of using installation partners that they can trust to act on their behalf and deliver consistently with the minimum of supervision
- Require visibility throughout the project, promptly followed up with good documentation

LMG fulfils these requirements consistently having delivered over \$2million of EMEA cabling projects in 2010. With project durations spanning from a week to a year...our track record speaks for itself with successful projects delivered in:

- | | | | |
|-------------|-------------|-------------|----------------|
| • Paris | • Geneva | • Moscow | • Dubai |
| • Belgium | • Luxemburg | • Zurich | • Johannesburg |
| • Barcelona | • Prague | • Lithuania | • Frankfurt |



POST FIT-OUT SUPPORT AND MIGRATIONS FOR EMEA PROJECTS

LMG has extensive experience both in the UK and EMEA in getting the environments that we have cabled, 'ready for operational use':

- Desktop roll-outs and patching (voice and data)
- Comms room switch and server population
- User migrations from their old location into the new one
- Server migrations including rack & stack
- Post-move support

LMG runs its business in such a way that it ensures that our designers and project managers are, wherever possible, involved in the outcome of their work. This is vital in their development as it not only gives them experience in more than just cabling projects, it also gives them direct feedback on how successful their designs and project skills are at handling a real world operational environment! This attention to detail is what differentiates, and create the value in, our services. **Our customers trust LMG to manage the setup of their remote locations from cable installation through to the point when they first go into use.**

EMEA TECHNICAL ASSISTANCE

An area of specialisation for LMG is the remote installation of Intelligent Infrastructure Management (IIM) systems. Our professional services team, having produced a detailed installation program with fool-proof checkpoints for the local installer to follow, arrive on-site to complete the final system configuration and commissioning. LMG coordinates seamlessly with the local IT teams to ensure that the system deployment, training and handover are successful. LMG supports over 20 EMEA sites remotely from its London support centre. Successful IIM installations in EMEA include sites in:

- | | | | | |
|-------------|-----------|------------|--------------|------------|
| • Stockholm | • Ukraine | • Moscow | • Dubai | • Cairo |
| • Budapest | • Kuwait | • Egypt | • Dublin | • Munich |
| • Kiev | • Turkey | • Valencia | • Copenhagen | • Helsinki |

What our EMEA customers say about LMG

"The greatest benefit is the invaluable experience of the organization. They are small enough to be flexible, yet can grow to support our additional requirements"

"They are very flexible in what they do – other organizations are not as flexible. Very agile. The business makes a decision and we have to make that happen quickly. LMG enables us to move quickly"

"I Find that I dedicate less than 10% of my time to overseeing LMG because it's running well"

"They are flexible, accessible, and willing to support our needs 24/7 and never say no. It's a risk to go elsewhere – how do you know if you are going to get the same level of service? They are flexible and agile. I like the customer care and agility element. They will do everything in their power to help out."

ABOUT LMG

LMG provides Cabling Infrastructure Managed Services to enterprise companies throughout the UK and EMEA (via our subsidiaries). Headquartered inside the M25 at Thurrock, LMG has additional offices in London, Manchester, and Cardiff. LMG was established in 1986 and provides some of the leading companies in the UK with Cabling Infrastructure Managed Services that optimise infrastructure change. LMG serves multiple industries, among them Financial Services, Technology, Telecommunications and Media.