



PRESS RELEASE

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Bristol's Cabot Circus to be IT intelligent

Redstone wins £1.8 million contract to build converged IT and communications infrastructure to benefit retailers, employees and suppliers

31 May 2007 – Redstone Converged Solutions, a leading provider of converged IP solutions, today announced that it has won the contract to deploy a converged IT and communications infrastructure at Bristol's new Cabot Circus development, at an initial contract value of £1.8 million.

The new development, an alliance between Land Securities Group plc and Hammerson plc (Bristol Alliance LLP), will open in autumn 2008 and will provide over one million square foot of high quality retail and leisure uses, as well as apartments, offices and public spaces in the heart of the city.

Redstone Converged Solutions has been awarded this contract following a competitive tender process by Sir Robert McAlpine Ltd. The IT and communications specialist has also just won a contract to deploy a similar infrastructure at the new Highcross Quarter development in Leicester worth initially £1.6 million.

The project, which is currently underway, will see Redstone responsible for delivering a single IP network throughout the development based upon Cisco's Connected Real Estate principles and managing third party system connectivity utilising specialist commissioning software.

Third party systems directly connecting to the network over IP include Security, CCTV Surveillance, HVAC, Audio Visual and People Counting.

Stewart Jones, director of business development, Connected Real Estate, Redstone Converged Solutions, comments: "This really demonstrates the retail and intelligent buildings expertise that lies within the Redstone team. We have won major contracts to deploy converged IT and communications infrastructures in two high profile developments, which will bring tangible benefits to all those involved – retailers, employees and suppliers. Ultimately, the technology will bring major benefits to their customers, improving their experience."

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About the Cabot Circus development

The overall masterplan includes:

- a total retail and leisure area, including restaurants and cafes, of 1 million sq ft (92,900 m)
- a four-storey, 170,000 sq ft (15,800 m) flagship department store, to be occupied by House of Fraser
- a 37,000 sq ft (3,450 m) store in Quakers Friars, to be occupied by Harvey Nichols
- a 100,000 sq ft (9,290 m) Cinema de Lux with 3,000 seats in 13 state-of-the-art auditoria
- 15 major stores and more than 120 new units, 20 of which will be restaurants and cafes
- over 2,600 car park spaces
- new cycle routes, bus and coach stops
- new dedicated public spaces, including an open square around the refurbished Quakers Friary buildings, featuring shops, restaurants and residential apartments, and a covered civic space in front of the proposed department store
- over 250 residential units, including 24 affordable homes in the heart of the city
- more than 161,500 sq ft (15,000 m) of office space
- 120 hotel bedrooms, in a building of more than 60,000 sq ft (5,574 m)
- 280-bed student accommodation, in a development of 103,000 sq ft (9,570 m).

About Redstone Converged Solutions

Redstone Converged Solutions is a leading provider of converged IP solutions, with expertise in contact centres, unified communications, IP networks, Intelligent Buildings (OneNET) and security. It is a division of Redstone plc, which has 800 staff, a turnover in excess of £150 million, offices throughout the UK and Ireland and is committed to becoming a leading provider of telecoms and IT solutions for business and public sector organisations.

Redstone Converged Solutions brings together the combined knowledge and experience of Xpert Communications and Redstone's solutions businesses and has numerous accreditations including Avaya gold, BT premier, Cisco gold, Microsoft gold and Mitel platinum among others. Redstone Converged Solutions takes pride in providing leading edge, innovative solutions to businesses and organisations in the health, education, local government, retail and finance sectors. For more information of products, services or other news, visit: www.redstoneconverged.co.uk