



PRESS RELEASE

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Highcross Quarter to get Redstone Infrastructure

Redstone wins £1.6 million contract to build converged IT and communications infrastructure for Highcross Quarter

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 Leicester's new retail, residential, restaurant and leisure development, Highcross Quarter, at an initial contract value of £1.6 million.

The £350 million Highcross Quarter development, a partnership between Hammerson plc and Hermes Real Estate Asset Management, will open in autumn 2008 and will form a centrepiece in the city and propel Leicester into a top ten UK retail destination.

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 Cabot Circus development in Bristol worth initially £1.8 million.

The project, which is currently underway, will see Redstone responsible for delivering a single IP network throughout the centre 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 at 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 – the retailers, employees and suppliers. Ultimately, the technology will bring major benefits to their customers, improving their experience."

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About the Highcross Quarter development

- £350 million investment by The Shires Limited Partnership – a joint venture between Hammerson plc (60%) and Hermes (40%).
- Anchored by a 22,000m² four-level John Lewis department store.
- Two existing department stores: Debenhams and House of Fraser.
- 30,000 m² of new retail accommodation on two levels comprising five additional major stores and 40 mall retail units
- 80 existing mall retail units on two levels
- 7,000 m² 'Cinema de Lux' multiplex cinema
- 6,000 m² of cafés and restaurants
- Two new public squares
- 144 apartments
- New 2,000 space multi-storey shoppers car park bringing the total available parking at The Shires to 3,000 spaces
- Pedestrian bridge linking the new development to the scheme's car park
- Bus interchange adjacent to The Shires
- Comprehensive refurbishment of the existing Shires shopping centre
- Catchment population rising to 1.52 million on completion of the scheme
- £5.5 billion available retail spend within the extended catchment area

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