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DIMENSION DATA ACQUIRES TELECOM EXPENSE MANAGEMENT PROVIDER, XIGO

Together the two companies have the strongest global capability of any TEM provider

Johannesburg (South Africa), Herndon, Virginia, USA – 7 February 2012 – [Dimension Data](#) , the USD 5.8 billion global specialist IT solutions and services provider today announced it has acquired US-based [Xigo](#), a leading provider of telecommunications expense management (TEM) solutions. In addition to fast-tracking Dimension Data's Services strategy of becoming a fully-fledged Managed Communications Service Provider, the acquisition enhances Dimension Data's ability to deliver greater client value across the enterprise with an integrated cost optimisation solution for spend analysis, sourcing, provisioning and invoice processing.

Dimension Data will immediately focus on increasing Xigo's US market share and meeting the TEM needs of multinational organisations. Over time, the services will be rolled out to other countries in the Group.

Steve Joubert, Dimension Data's Group Executive, Global Solutions said, "Companies turn to Dimension Data because we are able to support their entire IT infrastructure and ensure the best utilisation of their investments. The acquisition of Xigo is a perfect complement, as it extends this capability beyond integration and management of technology. Telecom expense management has grown to encompass the entire lifecycle of telecommunication services, including inventory and asset management, ordering and provisioning.

"As clients evolve their networks to address globalisation, mobile device proliferation, virtualisation and cloud, Xigo will be instrumental to helping them implement the most cost-effective roadmaps and architectures for both internal and external communication."

Xigo CEO, Dave Spofford said, "Today, the centre of business sits at the edge of the network, and companies need a firm grasp on their mobile and fixed network costs to operate in an increasingly global economy. The combination of Dimension Data's global footprint and Xigo's unique cloud-delivered

services creates a tremendous opportunity for organisations to manage their voice and data networks more cost-efficiently with a complete lifecycle of services. In addition, Xigo clients with operations outside of North America will benefit from Dimension Data's global footprint in 51 countries along with its deep experience in planning, building and operating IT infrastructures for multinational corporations."

Spofford will continue to lead the Xigo team reporting to Dimension Data's Americas CEO, Jere Brown, on the company's operations; and to Steve Joubert, Dimension Data's Group Executive, Global Solutions, on strategy.

The transaction is effective 18 January and the financial terms of the acquisition were not disclosed.

Notes to editors

Xigo's engagement with Dimension Data goes back over five years. In 2010, the relationship was further cemented when our two companies concluded a [strategic global partnership agreement](#) to offer the industry's first localised global telecom expense management solution.

In December last year, research firm Gartner positioned Dimension Data in the Leaders Quadrant of the [Magic Quadrant for Communications Outsourcing and Professional Services \(COPS\) report](#). In 2010, Xigo (previously known as Invoice Insight) was positioned by Gartner in the Challengers Quadrant of the TEM Magic Quadrant.

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About Dimension Data

Founded in 1983, Dimension Data plc is an ICT services and solutions provider that uses its technology expertise, global service delivery capability, and entrepreneurial spirit to accelerate the business ambitions of its clients. Dimension Data is a member of the NTT Group. www.dimensiondata.com

About Xigo

Xigo instantly reduces and controls mobile, fixed and global telecommunications costs for organizations of all sizes. The company provides the first and only solution that uploads wireless bills and automatically generates immediate cost and time-saving results -- in minutes, not months. Xigo's single, cloud-based platform accommodates company growth without adding complexity and satisfies the full range of enterprise communications expense management requirements. Xigo's success is attributed to customer-centric innovations and industry firsts with more than a decade of expertise spanning wireless and wire line communications. For more information visit www.xigo.com, email info@xigo.com or follow us on twitter [@XigoNow](https://twitter.com/XigoNow)