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**Dimension Data Recognised as Cisco TelePresence Video Master  
Global Authorised Technology Provider**

*This latest designation illustrates Dimension Data's commitment to its 20-year partnership with Cisco*

**Johannesburg, South Africa, 3 February 2012** – Dimension Data, the \$5.8 billion IT solutions and services provider said today it has become the first company in the world to be awarded *TelePresence Video Master Global Authorised Technology Provider (ATP)* status from Cisco. This new accolade means Dimension Data has been certified to sell Cisco TelePresence visual solutions to its local, multinational, and global clients across over 49 countries in Asia, Australia, Europe, Middle East & Africa, and the US.

A Cisco TelePresence Video Master Global ATP Partner understands global commerce delivery and logistics, has trained resources around the world, and supports a Cisco TelePresence Video Global deals desk to drive global opportunities for telepresence. Dimension Data has established the greatest depth of knowledge and skill in deploying the entire Cisco video portfolio, which comprises single- and triple-screen Cisco TelePresence units, custom TelePresence suites, and infrastructure solutions utilizing their Center of Excellence demonstration capabilities, scaling to meet large global opportunities. Cisco TelePresence Video Master Global ATP Partners possess deep networking and advanced Cisco Unified Communications expertise

“As a Cisco TelePresence Video Master Global ATP Partner, Dimension Data has made an investment in the global sales, technical and services capabilities needed to deliver the industry’s most comprehensive and interoperable Cisco TelePresence Video portfolio,” said Richard McLeod, senior director of collaboration for worldwide channels at Cisco. “Cisco values the commitment and expertise that Dimension Data has demonstrated to drive global customer opportunities for telepresence.”

Shaun Struckmann, Dimension Data’s Solutions Director, Visual Communications who led the certification initiative for the Group said, “The Video Master Global ATP illustrates Dimension Data's commitment to its

20-year partnership with Cisco, and our mutual drive to provide our clients around the world with visual solutions. In total, 92 Dimension Data field engineers, system engineers, and project managers were certified as Host or Satellite ATP Masters in different roles related to video. This underscores Dimension Data's market leadership and operational excellence in visual communications, and commitment to expanding our global reach.”

“With 21 countries equipped and connected to our Global Centre of Excellence in London, Dimension Data has extensive, globally deployed technical and solutions expertise across Cisco architectures. Cisco’s TelePresence infrastructure, together with Dimension Data's global procurement capabilities combined with our Managed Services for Visual Communications provides our clients with new and exciting ways to procure and support their visual communications estate,” said Struckmann.

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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](http://www.dimensiondata.com)

#### **About Cisco TelePresence and Video Collaboration Solution**

Cisco TelePresence® and Video collaboration solutions provide life-like, high-definition, conferencing facilities with superior audio and video, allowing participants to meet their colleagues, customers and business partners across a virtual table. Participants can enjoy a same-room meeting experience, even if they are located in different locations around the world. Participants can also meet more often and enjoy more productive sessions, helping to improve business interactions while potentially building stronger customer relationships, accelerating sales cycles, improving project management and forming tighter integration with remote offices.

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