

To address medium-sized companies
Oni Communications presents a partner certification programme

Lisbon, 25th February 2008 - Oni Communications has recently presented its strategy on the certification of partners, a programme to distinguish companies which establish a certain level of commitment to the development of business with the company. Composed of four levels of certification - Normal, Silver, Gold and Platinum - , the awarding of these distinctions will be defined through the weighting of the partners' involvement with Oni Communications, taking into account investments in marketing, dedicated teams, opportunities to be worked on, invoicing and customer level.

The partners to be selected shall be integrators of information technologies which add value to the solutions offered by Oni Communications to the mid-market. Typically, these shall be of 3 types: companies with strong regional implantation and know-how in those geographical areas, companies with specific expertise in a particular activity sector and therefore of high value in that market niche and companies with specific technological expertise complementing our solutions and with a more cross-cutting approach to the market.

For Joaquim Santos, *Chief Operations Officer* (COO) of Oni Communications "our objective is to foster the technological modernisation of medium-sized companies, namely through IP integration and LAN/WAN convergence solutions, and hence the importance of having a network of partners which add value to our offer". The indirect approach to the market will be used only in the case of medium-sized companies, since large companies (the corporate segment) will be approached directly by Oni. "In terms of mid-market, this refers to a total of the 4,500 largest companies (excluding the 300 largest) and over 20,000 medium-sized companies; we want to increase of market share in this segment by 1.5% in 2008 and 2.5% in the following years."

This strategy was recently presented to all current and potential partners and according to Joaquim Santos, "it was very well received. We had more than 40 entities present and interesting contacts were established with companies with very different know-how on IT integration. Effectively, integrated communication solutions are increasingly perceived as a vector of development and differentiation on the market which, in addition to improving the services also enables streamlining costs".

About Oni Communications

Oni Communications is an operator of communication solutions focused on the business and operator markets. In 2006, turnover was over 150 million euros in telecommunications services; with over two thirds of this revenue being related to complex data and integrated solutions services.

Oni Communications has a market share greater than 20% in the corporate and operator markets (CGC), which positions it as the European alternative operator with the largest market share in these segments.

The company is held by The Riverside Group (62.5%) and Gestmin SGPS (37.5%), through WinReason.