

Press Release

Debate promoted by Oni Communications on technological solutions for the Public Sector concludes that

Entrepreneurship of the Public Administration managers is the common denominator of the major technological transformation projects

Lisbon, 10th April 2008 - The importance of telecommunications and information technologies for the modernisation of the Public Administration (PA) was the subject of debate at the the **e-Powered: 1st Conference on Integrated Solutions for the Public Sector**, promoted by Oni Communications, which was held at the Estoril Congress Centre.

The event registered a high level of participation, with over 200 professionals of the sector, in particular, amongst the many distinguished figures present, was the Chairman of the ANCP - National Agency for State Procurement, Dr. Pedro Felício. Also noteworthy was the positive and optimistic tone which characterised the entire event, with the discussion centered on the best practices in the sector. The innovation at AMA - Administrative Modernisation Agency, the coverage of the solutions of the IDT - Institute for Drugs and Addiction and the leadership of the Technological Plan, being examples of good practices at the level of the PA, which were presented by the persons representing these bodies.

Under the subject of "Modernisation and Good Practices in Public Administration", the 1st debate panel included representatives of the CEGER, ITIJ, SUCH and Porto City Hall, from which 3 main conclusions were drawn:

- 1 - Increased savings due to the launch of a tender in lots: By choosing to tender in lots (award of lots of services to different suppliers), the ITIJ - Institute of Information Technologies in Justice, it was possible, in absolute terms, to obtain savings of 64% of costs and a tenfold increase of the band width, with the consequent reduction of 96% of the cost of the Mbit/second; on the other hand, the choice of the tender in lots also enabled savings of 23% in relation to the best proposal of a single supplier;
- 2 - Existence of high quality Human Resources in PA and the decisive role they perform in the processes of modernisation of the sector;
- 3 - The entrepreneurship of PA managers as an essential aspect to the success in the use of the new technologies in major projects of change.

Moderated by Luís Mira Amaral, the 2nd debate panel focused on the issue of the Convergence of telecommunications and IT, and how this can contribute to the effectiveness of the services offered to citizens and efficiency of the actual entities, with the issue of energy efficiency having been discussed for the first time. In fact, the increased efficiency of the

energy equipment, by more than 50% over the last few years, has not been reflected in decreased energy bills of the operators because the new generation networks distribute the intelligence to the periphery of the actual network, thus increasing technological dispersion.

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 (C&C), 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. For further information, consult www.onicomunications.pt