

PRESS RELEASE



BSkyB opts for innovative 'Occupier Solutions' approach to accommodate 350 new jobs in Leeds

Banbury, 30th October, 2008, Port@l, leaders in delivering innovative Occupier Solutions, has been selected by **BSkyB**, the UK's leading entertainment and communications company, to deliver a fully managed, 16,000 sq ft property at 2 City Walk Leeds using its unique 'occupier solution' approach. The new centre will accommodate 350 new jobs, including sales advisors, team leaders, contact centre managers and coaches.

The majority of the jobs will be full time positions, with about 40 management roles. The facility will be delivered to **BSkyB** on an operational, fully serviced basis and will be open for business in early 2009.

Dave Rumble, Sales Director, at **BSkyB** said:

"We're really excited to be coming to Leeds. We looked at a number of sites across the UK but we've chosen Leeds because it's a vibrant city with a strong track record in the contact centre sector and excellent transport. Around one in three UK households already have Sky and more customers are choosing us for a wider range of services than ever before. We're investing in our future growth and we want our new Leeds base to help us achieve continued success. The technical fit-out of our building is

progressing well and we're incredibly encouraged by the fantastic response we've already had to our announcement."

He continues, "Port@l's 'Occupier Solutions' approach has helped us to realise this ambition in a fraction of the time it would have taken using traditional methods of accommodation procurement such as a capital purchase or long-term lease agreement. This will provide a huge jobs boost for the city."

Managing Director at Port@l John Gotley, adds, "We are delighted to be part of BSkyB's major investment in Leeds. Our fully managed 'Occupier Solutions' approach provide organisations with the flexibility they need to expand their operations at a time of their choosing. This method has enabled BSkyB to meet the strong demand for its TV, broadband and phone services by adding new capacity to its operation in a timely and risk averse manner."

About: Occupier Solutions

This approach offers occupiers a range of integrated, flexible accommodation options that provide a genuine alternative to traditional property leases, and the investment in time and capital required for new builds. Depending on the requirements, *Occupier Solutions* can be delivered either from existing buildings or, where time permits, new bespoke facilities, built to a client's specific requirements in a location of their choice. Terms are flexible and range from 1-5 years in an existing portfolio facility, from 3 years in an existing but non-portfolio building, and typically just 5-7 years for a build-to-order solution. All options provide a 'clean' exit with no dilapidations, legal fees or other write-offs.

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For further information visit www.portal-centres.com

Editor's Note:

About Port@I:

Established in 2000 Port@I is part of a unique amalgamation of three 'best-of-breed' specialist companies (Cannock, Port@I and Direct Dialogue) that share similar ownership. This commonality is a critical point because it overcomes many of the difficulties and discontinuities encountered by partnerships. The core offering of this amalgam is space and infrastructure (environment, IT and telephony) on a managed service basis. Port@I term this organisational hosting or simply hosting and it allows their clients to retain ownership of their "crown jewels" such as brand custodianship, culture, people, processes, intellectual capital, business applications and, in the case of call centres, the actual interaction with customers.

Port@I have worked with a number of prestigious clients, including: HFS Loans, Barclays Bank, E.ON (Powergen) and Vanquis Bank.

Port@I's head office is in Birmingham and they have operational centres in Glasgow, Rotherham, Nottingham, Manchester, Chatham, Coventry and Leeds.

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