



PRESS RELEASE

FOR IMMEDIATE RELEASE

**Port@l plans major regional investments with
new 'Build-to-Order' property solution**

- Land deals will attract major 'blue chip' organisations and jobs to the region.

Birmingham, 20th June 2007, Port@l, leaders in delivering innovative space and infrastructure solutions, has today announced it will be specifically targeting five regions in the UK, including South Wales, Lincolnshire, Kent, and west and East Midlands to secure land for potential development sites delivered as part of the company's innovative '*Occupier Solutions*' approach to flexible property capacity management. Build-to-order properties will replicate the types already developed by [Port@l](#) in other areas across the UK including a major 265,000 sq ft business park in Dearne Valley Rotherham, creating over 2000 new jobs and a 36,000 sq ft office complex in Carlton Park near Leicester.

The '*Occupier Solutions*' service is aimed primarily at 'blue chip' organisations and delivers either a built-to-order, or ready-made facility,

typically a large call-centre or data centre between 10,000 to 50,000 sq ft, that also includes the infrastructure (environment, IT and telephony). The properties will be offered on a managed service basis for an agreed term, with no lengthy tie-ins.

Managing Director at Port@I, John Gotley, comments on the new development, "We believe that this region is very attractive for our potential clients with an excellent pool of skilled labour to draw from, good communication links and an excellent infrastructure. We expect to announce a series of new land purchases of suitable sites over the next two months."

This new development will complement the company's existing facilities in Nottingham, Glasgow, Manchester, and Rotherham which together employ over 1,500 people.

Gotley concludes, "The benefit of the Occupier Solutions approach is that it will significantly reduce the lead time for clients to acquire a facility that is built to meet specific requirements and simultaneously not encumber the organisation with an enduring commitment."

The key difference that Port@I offer is the term of its contracts, rather than tying company's into 15 plus year deal, its 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.

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 our 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 and E.ON (Powergen).

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

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