

Richardson Eyres boosts managed services offering with NaviSite partnership

Leading provider of IT services to deliver NaviSite's cloud-based enterprise services to UK customers

September 2011 – United Kingdom – NaviSite Inc, a premier provider of enterprise-class hosting, managed application, managed messaging and managed cloud services, has announced a new partnership with IT solutions and services provider, Richardson Eyres. The alliance marks a significant step forward for both companies, helping them to meet the rapidly growing demand for cloud-based managed services, and follows the recent launch of NaviSite's UK cloud node.

Richardson Eyres will add NaviCloud to its catalogue of enterprise focused IT solutions, enabling the company to boost its customer offering. The announcement marks the culmination of a successful association between the two companies. NaviSite was chosen by Richardson Eyres over other cloud platform specialists after a long period of in-depth analysis, with both parties benefitting from each other's experience and expertise in the market. The UK-wide partnership will cover all of NaviSite's product range, bringing scalable solutions to current and prospective Richardson Eyres customers.

"We're very pleased to enter into partnership with such a well respected player in the UK enterprise market. It is a fantastic testament to the strength of our technology and the service we provide our clients," commented Philip Cheek, Managing Director, NaviSite UK. *"The past year has seen demand for cloud-based services grow markedly and this looks set to continue as IT departments look to deliver business critical technology services better, faster and more cost-effectively. Our partnership with Richardson Eyres will help us expand the scope of our services, allowing us to add to our portfolio of customers in the UK."*

Adam Kemp, CEO for Richardson Eyres, added: *"Having long provided our customers with IT solutions and services typically focussed on saving businesses time and making them more profitable, we understand the importance of a robust infrastructure. Increasingly our customers are enquiring about cloud-managed services and we recognise the importance of moving into that space, but doing so with due diligence. NaviSite represents a positive move forward in our product line and with the obvious synergies between our two companies we are confident in bringing our customers a best of breed cloud service."*

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About Navisite

NaviSite, Inc. (NASDAQ: NAVI) is a leading worldwide provider of enterprise-class, cloud-enabled hosting, managed applications and services. NaviSite provides a full suite of reliable and scalable managed services, including Application Services, industry-leading Enterprise Hosting, and Managed Cloud Services for enterprises looking to outsource IT infrastructures and lower their capital and operational costs. Enterprise customers depend on NaviSite for customized solutions, delivered through a global footprint of state-of-the-art data centers. For more information about NaviSite's services, please visit www.navisite.com.

About Richardson Eyres

Richardson Eyres is an IT services and solutions provider. It works with its customers to provide a combination of customised solutions and services which free up time, resources and ultimately save its customers' money. With over 25 years IT consultancy experience and some of the most qualified technical consultants in the UK Richardson Eyres has extensive technical knowledge and the know-how to apply this knowledge to help organisations get the most from their IT. Established in 1986, the company is privately owned and its headquarters is in Chesham, Buckinghamshire.

www.richardsoneyres.co.uk