



Press Release

**Nexans and iTRACS Corporation® announce  
strategic global partnership to provide  
Intelligent Infrastructure Management Solutions**

**Paris, August 17, 2005** - Nexans, the worldwide leader in the cabling industry, and iTRACS Corporation, the global software leader in network infrastructure tracking, reporting and asset management systems, have formed a strategic partnership to provide a wide range of intelligent infrastructure management (IIM) solutions under the Nexans LANSense brand.

Nexans LANSense, using iTRACS software, delivers solutions which effectively discover, track, manage and protect the network's physical layer and a company's business assets.

Traditionally, LANSense has provided a cost effective approach to infrastructure management in large enterprise organisations and high density environments such as data centres where the demand for security, reliability, and easy administration provides a swift return on investment. In addition to these typical applications, Nexans also offers an economic solution for the small-to-medium enterprise (SME) market using iTRACS Infrastructure Manager™ (IM), where security, management, and cost of ownership are becoming increasingly important.

As an iTRACS partner with a wealth of in-house IIM expertise, Nexans has set up a dedicated business unit – Nexans Intelligent Enterprise Solutions (IES) – to provide enhanced service and support to its global client base. Nexans IES will work in close partnership with iTRACS Corporation and will also develop complimentary 'intelligent' products such as secure wireless and Power-over-Ethernet devices which can also be managed using iTRACS technologies.

*"Nexans has a history of leading the market with an extensive range of cabling solutions." said Thomas Reedy, President and CEO iTRACS Corporation. "By aligning Nexans expertise in the cabling arena with the iTRACS intelligent infrastructure management software platform, we are offering a more complete solution to the industry's businesses. Our combined expertise offers our customers a more productive and secure network environment for more effective business operations."*

Tony Rossiter, Managing Director of Nexans IES commented, *“The combination of iTRACS recognised leadership in IIM platforms together with Nexans strong service and roll-out capability puts us in an unrivalled position not only to support global enterprise accounts, but also to provide specifically tailored solutions for the SME market.”*

### About Nexans

Nexans is the worldwide leader in the cable industry. The Group brings an extensive range of advanced copper and optical fiber cable solutions to the infrastructure, industry and building markets. Nexans cables and cabling systems can be found in every area of people's lives, from telecommunications and energy networks, to aeronautics, aerospace, automobile, railways, building, petrochemical, medical applications, etc. With an industrial presence in 29 countries and commercial activities throughout the world, Nexans employs 20,000 people and had sales in 2004 of 4.8 billion euros. Nexans is listed on the Paris stock exchange. More information available on [www.nexans.com](http://www.nexans.com)

### About iTRACS Corporation

iTRACS Corporation ([www.itracs.com](http://www.itracs.com)) develops IT infrastructure management products that enable network and communications managers to efficiently and effectively track and manage their IT investment along with the change control process. iTRACS has over fifteen years of experience and one of the world's largest teams dedicated to this rapidly growing market. Known as Cablessoft Technologies until January 2001, iTRACS is headquartered in Chicago, Illinois with development offices in Tempe, Arizona. The company has sales offices across the U.S. and the United Kingdom; sales, engineering and manufacturing facilities in Singapore; and distribution partners throughout the U.K., Europe, Middle East, Africa, Asia and Australia.

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