



Rémy Cointreau Selects Reliance Globalcom's Single-Source Solution for Expansive International Distribution Network

New Contract Includes Value-Added Services and 45 Sites, a 100% Increase in Site Connectivity to Existing WAN

LONDON – March 2, 2009 – [Reliance Globalcom](#), a leading global provider of managed [network and application delivery services](#) for multinational enterprises, carriers and consumers, today announced the luxury spirits and wine manufacturer [Rémy Cointreau](#) signed a three-year contract extension for managed WAN and value-added services. The deal focuses on Rémy Cointreau's distribution network in Europe, the U.S. and Asia, where Reliance Globalcom has implemented a fully-redundant and centralized network of 45 sites across 12 countries including France, the U.K., Russia, the U.S., China, Japan and Vietnam. The single-source offering from Reliance Globalcom also supports new value-added services including ERP, remote-user authentication, web filtering and anti-virus, and voice over IP (VoIP).

"Reliance Globalcom was able to support our international development by offering us a solution that was both smart and secure," said Gilles Pougnet, CIO of Rémy Cointreau. "They optimized our costs and provided the convenience of one single point of contact for managing our network from wherever we are in the world."

Rémy Cointreau selected Reliance Globalcom's managed services offering to re-establish control of its distribution network, which was previously partly controlled by a joint venture and now owned and operated solely by Rémy Cointreau. The solution from Reliance Globalcom is supporting Rémy Cointreau's three business units (Cognac, Liquors and Spirits, and Champagne) and the complex, multi-site global data network that comprises their distribution.

Eric Havette, general manager for Southern Europe, Reliance Globalcom, said: "Reliance Globalcom has a successful track record of meeting multinationals' complex networking requirements for WAN expansion to remote but high-demand locations around the world. Our long-term customer relationships underscore our ability to exceed our customers' needs with dedicated, flexible and cost-effective managed solutions and the bonus of additional value-added services. Our offering always meets the highest requirements in terms of service levels, quality and security."

About The Rémy Cointreau Group

The group Rémy Cointreau was founded in 1991 by the merger of Rémy Martin and the French producer of Cointreau. Its main activities are the production of cognacs, liqueurs and champagne. With a portfolio of dynamic prestige brands (Cointreau, Passoa, Piper-Heidsieck among others), Rémy Cointreau is recognized on five continents as a source of quality spirits.

About Reliance Globalcom

Reliance Globalcom, a division of Reliance Communications, spearheads the Global Telecom operations of India's largest Integrated Telecom Service Provider. Reliance Globalcom brings together the synergies of Reliance Communications Global Business encompassing Enterprise Services, Capacity Sales, Managed Services and a highly successful bouquet of Retail products & services comprising of Global Voice, Internet Solutions and Value Added Services. The company serves over 1400 enterprises, 200 carriers and 2 million retail customers in 163 countries across 6 continents.

Reliance Globalcom owns the world's largest private undersea cable system spanning 65,000 kms seamlessly integrated with Reliance Communications over 175,000 kms of domestic optic fiber provides a robust Global Service Delivery Platform connecting 40 key business markets in India, the Middle East, Asia, Europe, and the U.S. With its recent acquisition of eWave World, a pioneer in the global Wimax space, Reliance Globalcom has the capability to launch 4G services in over 50 countries. It has also acquired Vanco Group, enabling the company to provide managed services to over 230 countries across the globe. For further information, please visit www.relianceglobalcom.com

About Reliance Communications

Reliance Communications Limited founded by the late Shri Dhirubhai H Ambani (1932-2002) is the flagship company of the Reliance Anil Dhirubhai Ambani Group. The Reliance Anil Dhirubhai Ambani Group currently has a net worth in excess of Rs. 63,000 crore (US\$ 14 billion), cash flows of Rs. 12,000 crore (US\$ 3 billion), net profit of Rs. 8,000 crore (US\$ 2 billion) and zero net debt.

Reliance Communications is India's foremost and truly integrated telecommunications service provider. The Company, with a customer base of around 71 million including over 2 million individual overseas retail customers, ranks among the Top 10 Telecom companies in the world by number of customers in a single country. Reliance Communications corporate clientele includes 2,100 Indian and multinational corporations, and over 800 global, regional and domestic carriers.

Reliance Communications has established a pan-India, next generation, integrated (wireless and wireline), convergent (voice, data and video) digital network that is capable of supporting best-of-class services spanning the entire communications value chain, covering over 20,000 towns and 450,000 villages. Reliance Communications owns and operates the world's largest next generation IP enabled connectivity infrastructure, comprising over 240,000 kilometers of fiber optic cable systems in India, USA, Europe, Middle East and the Asia Pacific region.

###