

NETWORLD+INTEROP 2004

100% Networking & Telecom
100% Professional solutions

A new Interop that is
even closer to your needs

3-5 November 2004
Paris Expo
Porte de Versailles

NETWORLD+INTEROP 2004

15,000 qualified visitors, decision makers planning an investment



In order to guarantee the success of their investments, today's network professionals must focus on understanding the latest innovations whilst integrating complete solutions for their enterprises.

NetWorld+Interop reflects developments in the network and telecommunications industry by helping buyers solve their short term corporate problems whilst anticipating the identification of future company needs.

The exhibition, conferences and demonstrations enable visitors to NetWorld+Interop to make the right investment decisions for their businesses.

Exhibiting at NetWorld+Interop allows you to display the full range of your expertise, your products and your services to the widest possible audience of qualified buyers and specifiers from the network and telecommunications community.

Xavier FIQUEMO
Event Manager

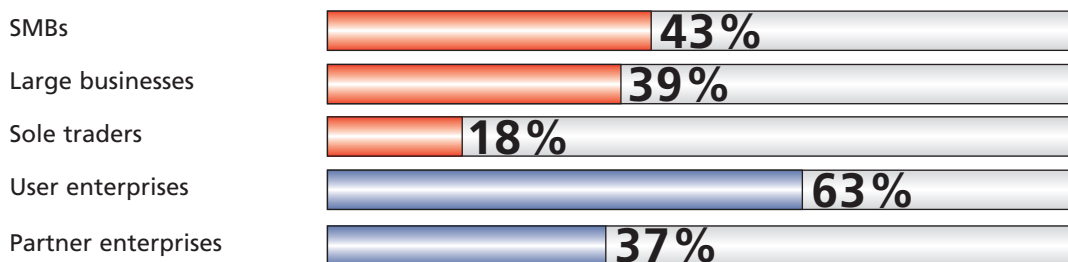
15,000 QUALIFIED VISITORS

The qualified buyers who visit NetWorld+Interop come with specific objectives whether they be in terms of actual projects or the monitoring of technology.

Qualified contacts

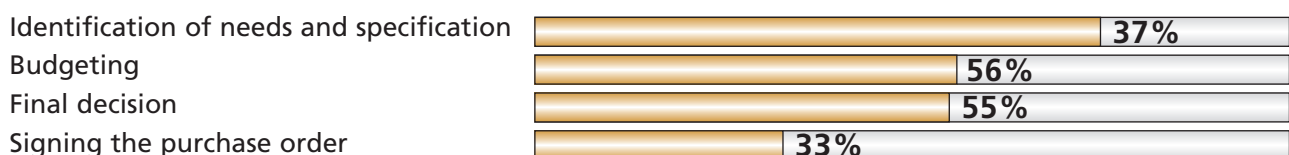


Faithful reflection of the IT market



NetWorld+Interop already fully understands the challenges associated with the integration of new technologies and it offers buyers an effective information platform that plays a full part in their decision making.

An audience of decision makers involved in the purchasing process



Important visitors to NetWorld+Interop 2003 Paris

DID YOU KNOW?

30% of the visitors were actively interested and had the decision making power to invest in a project

75% of such projects will be realized within 9 months

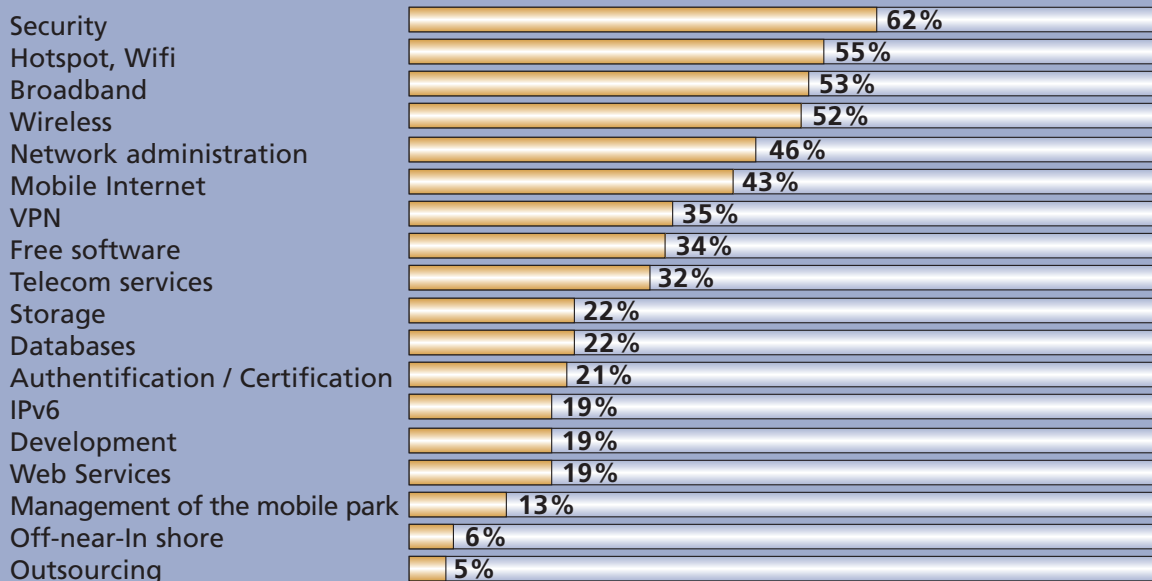
50% of them only visit NetWorld+Interop

Over 55% of them sign the final order. They also play an increasingly important role in budgeting for purchases.

- | | |
|---------------------------|-------------------------------|
| 3 SUISSES | FEDEX |
| 3M | FRANCE LOISIRS |
| ACCOR SA | FRANCE TÉLÉVISION |
| ADECCO | GENERAL ELECTRIC |
| AÉROPORTS DE PARIS | GÉNÉRALE DES EAUX |
| AGENCE REUTERS | GENERALI ASSURANCES |
| AGF INFORMATIQUE | GROUPAMA ASSURANCES |
| AIR FRANCE | GROUPE LUCIEN BARRIERE |
| AIR LIQUIDE | HACHETTE |
| AIRBUS | HAVAS VOYAGES |
| ALSTOM | HERMÈS SELLIER |
| AMERICAN EXPRESS | MINISTÈRE DE L'INTÉRIEUR |
| ARMÉE DE L'AIR | INSEE |
| ASSISTANCE PUBLIQUE - HP | KRAFT FOODS FRANCE |
| AUCHAN | LA POSTE |
| AUTOMOBILES CITROEN | LA REDOUTE |
| AXA | LAGARDERE ACTIVE |
| AZUR-GMF | LAPEYRE (GROUPE) |
| B.I.C.S. | L'OREAL |
| BANQUE DE FRANCE | LVMH |
| ABN AMRO | LYONNAISE DES EAUX |
| BAYER CROPSCIENCE | MAAF ASSURANCES |
| BENETEAU | MAIRIE DE BORDEAUX |
| BNP PARIBAS | MICHELIN |
| BOURJOIS - CHANEL | MCDONALD'S FRANCE |
| BOUYGUES SA | MINISTÈRE DE LA SANTÉ |
| BRED BANQUE POPULAIRE | MONDIAL ASSISTANCE |
| BRISTOL-MYERS SQUIBB | NATEXIS BANQUES POPULAIRES |
| FIAT | NESTLE |
| CAISSE DES DÉPÔTS | PSA PEUGEOT CITROËN |
| CAISSE NATIONALE | PHILIPS FRANCE |
| DES CAISSES D'ÉPARGNE | PINAULT - PRINTEMPS - REDOUTE |
| CARREFOUR | PRIMAGAZ FRANCE |
| CCF | PROCTER & GAMBLE |
| CETELEM | RADIO FRANCE |
| CHRONOPOST INTERNATIONAL | RATP |
| CIC | RENAULT |
| CNRS-DSI | SAGEM |
| CONSEIL DE L'EUROPE | SCHLUMBERGER SEMA |
| CONSEIL D'ÉTAT | SCHNEIDER |
| CREDIT AGRICOLE | SERVAIR |
| CRÉDIT LYONNAIS | SNCF |
| DANONE FRANCE | SOCIÉTÉ GÉNÉRALE |
| DASSAULT AVIATION | SODEXHO ALLIANCE |
| DÉFENSE NATIONALE - DCTEI | SOFINCO |
| DGI | TF1 |
| EDF GAZ DE FRANCE | TOTAL FINA ELF |
| ESSILOR | UNESCO |
| ESSO | UNILEVER |
| ETAM | VALEO |
| EURODISNEY SCA | ... |

A pool of decision makers involved in the purchasing process

(areas of interest in 2003)



Official partnerships with industry representatives and the public authorities



The ADAE, Cigref, and Syntec informatique, official partners of NetWorld+Interop, are respectively associations of public and private users and the suppliers of telecommunication solutions, services and technologies. They are working with NetWorld+Interop to:

- share their market expertise
- define current themes
- provide feedback and compare experiences in the course of the Interop discussions and conferences

A programme of practical conferences

To deliver concrete information to buyers and specifiers related to their main fields of interest:

- Network administration
- PowerLine
- Broadband and IPv6
- Information management
- Linux and OpenSource
- Metropolitan Ethernet Forum
- Performance
- Security
- Storage
- VoIP and collaboration
- Wireless

Over these three days, the NetWorld+Interop will offer:

- Themed conferences
- Tutorials
- Workshops dedicated to the public sector organized in partnership with the ADAE.
- A keynote session and contributions by leading personalities over the 3 days.

Your contacts:

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exhibit@interop.fr

Sales Manager: Denis Rémy
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Tel : +33 (0)1 46 39 56 56 - Fax : +33 (0)1 46 39 56 99
www.interop2004.com

Marketing & Communication NetWorld+Interop

Looking to generate qualified contacts and sign new deals?

We can offer 15,000 qualified visitors with a high level of purchasing power planning investments

Communication on two levels

Prospecting: NetWorld+Interop 2004 has enhanced the information content of this year's event and offers its visitors a programme tailored to current concerns to ensure an effective visit.

Loyalty: each contact is addressed by targeted marketing actions designed to optimize the levels of return, to increase the levels of pre-registration and the conversion rate for those who pre-register.

Lists

- Over 50,000 qualified contacts updated each year in the Interop database,
- Lists of the press groups that are Interop's partners,
- Specific visitor category lists (resellers, export,...).

Direct Marketing

- Throughout the year numerous mail or e-mail campaigns inform visitors about what is new at the show and encourage them to pre-register.
- Each visitor is able to organize his or her visit prior to the event on www.interop.fr, transforming pre-registration into an active and relevant visit.

Throughout the year, an on line promotional campaign involving:

- Advertising banners on the main NICT industry sites and specialist portals
- NetWorld+Interop logo and link to www.interop.fr on the sites of our partners (associations, sponsors, exhibitors...).

Press

- Over 120 pages of advertising will appear in the trade and business press.
- Numerous special operations in partnership with the major IT titles are planned.
- Press releases and packs issued throughout the year to keep 400 French and international journalists informed.



Exhibitors in 2002-2003

- 3COM CORPORATION
- 6WIND
- 8E6 Technologies
- A7MULTIMEDIA
- ABSof / BVPR Software
- ACCELLENT
- ACCESS-IT
- ACTIVCARD Europe S.A.
- ADAÉ
- ADVA AG Optical Networking
- AFUL
- AFUTT
- Agilent Technologies
- Alcatel
- ALCOVE
- ALEOS
- ALLIED TELESYN INTERNATIONAL
- Allot Communications FRANCE
- ALSY
- ALTERLANE SA
- ALTHES Groupe MEDASYS
- Altitude Télécom
- ALVARION
- AMBASSADE DES USA
- Ambassade du Royaume-Uni
- Amec Spie
- AMEN.FR
- Angers Agglomération Développement
- ANIXTER
- Anritsu S.A.
- APC (AMERICAN POWER CONVERSION)
- APOGEE Communications
- APPLE Computer France
- Apsyme
- AR SYSTEMES
- ARAMISKA
- Arche Groupe Omnetica
- ARKOON
- ART
- Aruba Wireless Networks
- ASCOM ADILAN SA
- ASINFO
- ASTRA SATELLITES - Astra Marketing France SA
- ATEMATION
- ATLAS VENTURE
- ATOS ORIGIN
- ATTEL
- AUDITEC SA
- AUTOMATISMES & SYTEMES
- AVAYA Communication
- Avisto S.A.
- AVIM INFORMATIQUE
- AXIOMTEK
- AXIOS SYSTEMS
- Axis Communications
- AZLAN
- BeWAN Systems
- BLACKBERRY (Research In Motion)
- BMC SOFTWARE
- BoostWorks
- BOUYGUES TELECOM
- Brand-Rex
- Brother France
- BUSINESS OBJECTS
- C2S
- Calendra
- CALYX Datacontrol
- Cap Gemini Ernst & Young - Division Telecom Media Networks
- CCI de Bayonne Pays Basque
- CCI DE PARIS
- CCI Pau Béarn - Pau Cité Multimédia
- Cegetel
- CFCE
- CHECK POINT Software Tech. Ltd
- CIGREF
- CIRPACK
- CISCO Systems Europe
- CITRIX
- CLARANET
- Club Optique
- CLUSIF
- CNET Channel
- CNet Networks France / ZDNet Week
- COLT TELECOMMUNICATIONS FRANCE
- Colubris Networks Inc.
- Com Design Système
- COMARCH
- COMERIS
- COMM'BACK
- CommVault Systems
- Companynews
- COMPUTER ASSOCIATES
- ComputerLinks
- COMPUWARE
- CONCORD COMMUNICATIONS
- Conseil Régional de Picardie
- CONTROLWARE
- CORMORANT SOFTWARE
- CORNING Cable Systems
- CRITICAL PATH
- CUBICSOFT
- CXP
- CXR SA
- CYCLADES
- Dalysco S.A.
- DCCS Réseaux d'entreprise
- Décision Achats - Entreprises & Collectivités
- Developers Association
- DI Group / La Tribune
- Diamond Editions / Linux Magazine
- DIGI INTERNATIONAL
- DIRECTIONIPHP
- Directory&Services
- DISTRILOGIE
- D-LINK FRANCE
- DoCoMo Europe S.A.
- EASYNET
- E-Business / E-Business Guide
- ECT (European Computer Telecoms)
- EDG Communication / EDGNetworks
- Editions de la Communication / MAG.SECURS
- Editions ENI
- EIZO France
- ELAN SPEECH
- ELEXO
- ELONA
- EPITA
- EQUIPEMENTS SCIENTIFIQUES
- ESTWEST Informatique
- EUTELSAT
- EXAKIS
- EXER-DATACOM
- EXTREME NETWORKS FRANCE
- EYROLLES (Librairie)
- F5 Networks
- FACTORY SYSTEMS
- FCIA (Fibre Channel Industry Association Europe)
- FDV Concept
- Fédération France Wireless
- FILEAS
- FLAG Telecom Ltd
- FLUKE NETWORKS
- FOUNDRY NETWORKS. INC.
- France Telecom
- France Telecom Recherche et Développement
- FREE SOFTWARE FOUNDATION FRANCE
- GE ACCESS
- Genesys Conferencing (SA)
- Génie Numérique
- GIP RENATER
- GO-02 / Programmez !
- Groupe Décideur / Decideur.com
- Groupe Express/Expansion - L'Entreprise
- GROUPE INFODIS
- Groupe Serda / Archimag
- Groupe TESTS
- GTIE SA / AXIANS
- GTS GRAL
- Haiku
- Harte-Hanks Market Intelligence
- Highdeal
- HP France
- HYPCOM
- I.C.E. Délégation Commerciale d'Italie
- IBM
- ICTL - Liaisons Optiques
- IDEPRO
- IDG Communications France / R&T - LMI
- I-entreprise
- Igel
- ILEX
- INEO (Pole Systemes De Communication)
- Informations Entreprise
- INFOVISTA
- Ingeniweb
- Innov.Europe
- INT Diplômés / Annuaire INT
- Intego
- INTERDATA
- INTERMEC
- Internet et Entreprise / I-Solo - I-Entreprise
- INTRANODE
- INTRINsec
- INTRUSION INC.
- INVENTEL
- IOMEGA
- iPIN/ITS
- ip-label
- ISS - INTERNET SECURITY SYSTEMS
- I-Stockage
- ITGS
- ITIPI SA
- Ixus.net
- J3TEL
- JUNIPER Networks
- KERBEROS
- KONTRON EMBEDDED COMPUTERS
- KORTX
- La Division des Ventes Indirectes de France Telecom
- LANDESK
- Lantronix
- LBG Presse / Journal des Telecoms
- LEA SA
- LENI
- LES ECHOS
- Libre Entreprise
- Lincoln Services (Groupe SECURINFOR)
- LIVINGSTON
- LOGIX
- L'USINE NOUVELLE/e+
- Macromedia France
- MARTEC - TEKELEC Systèmes
- Masternaut
- MAXTOR
- MDEO
- MEDASYS INFRASTRUCTURE & SERVICES
- MediaLive International France
- MEDIAPPS
- MEDIATALK
- Meiosys
- MERCURY Interactive France
- MERISAC INSTRUMENTS
- Metrix Systems
- MGI Consultants
- MICROSENS
- MICROSOFT
- MIDIRWAY
- MIEL
- MILGO SOLUTIONS
- MLG CONSULTING
- MM Star / Centres d'@ppels Magazine
- MOBILEAWARE
- MORSE
- MSI Groupe FINMATICA
- MTD
- My Way Learning
- MySQL
- Nakisa Inc.
- NETASQ
- NetCentrex
- NetCost&Security
- Netlogon
- NETONOMY
- NETOPIA
- NetScreen Technologies
- NetTest
- NETWORK ASSOCIATES
- Network Hardware Resale
- Network Instruments
- Nokia France
- NON STOP Systems
- NORTEL NETWORKS
- NOVELL
- ODYSYS
- OKI Systèmes France
- Optio Software Europe
- ORACOM / Telecom Business Life
- Ortronics France
- Osiatis
- Overland Storage
- OVERLAP
- Oxance
- PACKETEER
- PAGE UP
- palmOne
- PANDATEL AG
- Permeo Technologies
- PHASELYS
- Powerwallz Network Security, Inc.
- PR Newswire / CYPERUS
- PROJECT SI
- PROVENCE PROMOTION / EUROMEDITERRANEE
- QNX Software Systems France
- Qosmetrix (ex. iMedia)
- QoSMoS
- QUESCOM
- QUESTO
- QUICK EAGLE NETWORKS
- RAINBOW TECHNOLOGIES
- REALSCALE TECHNOLOGIES INC.
- Redbus Interhouse (France) SA
- Referencement.com
- RENNES ATALANTE
- RIGHT VISION
- RISC TECHNOLOGY
- RTE Software
- RUMEUR PUBLIQUE
- SAGEM
- Satlynx
- Schlumberger
- SFR
- SIOTEL
- SNAISO
- SOFTWAY
- SOLSOFT
- SOPHOS
- SPACEO
- SPHINX CONNECT FRANCE
- SPIE COMMUNICATIONS
- SPIE TRINDEL
- Spirent Communications
- STAFF AND LINE
- STERIA
- STONESOFT France
- Storagetek France
- SUN MICROSYSTEMS
- Sunbelt System Software
- Supinfo - ESI (Ecole Supérieure d'Informatique)
- Supranet
- SYMANTEC
- Symbol Technologies
- Syntec informatique
- SYSLOAD SOFTWARE
- Task Force IPv6 France
- TechniLand SYSTEMS
- Techniques de l'Ingénieur / Instantanés Techniques
- TELDATA
- TELECOM DEVELOPPEMENT
- TELEHOUSE Europe
- TELES
- Telia International Carrier FRANCE
- TELIP
- THALES COMMUNICATIONS
- The Media Hall Company
- Thintune
- TISCALI
- TOSHIBA
- Transition Networks
- TREND MICRO FRANCE
- TRIPWIRE Inc.
- Trium
- TYCO - AMP Netconnect
- VARCITY
- VASCO DATA SECURITY
- Ville d'Alençon
- VNU Publications / PC Expert - CRN
- WatchGuard
- webMethods
- Webwasher
- Welsh Development Agency
- WINDRIVER
- WITBE
- WQuinn
- WYSE TECHNOLOGY
- XcelleNet
- ZDNet

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3rd-5th November
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REQUEST FOR INFORMATION

If you would like to exhibit or
if you would like to suggest a conference:

www.interop2004.com