

Press release – 22nd April 2008

Sun Microsystems chooses Demos as its service provider for training in France

Sun Microsystems and Demos have just signed a partnership agreement relevant to the Sun Learning Services (SLS) offer in France. This agreement vouches for Demos' expertise regarding professional IT and reinforces its offer by rendering all of Sun's (SLS) training schemes available to its own clients.

Where Sun Microsystems and Demos clients are concerned, this partnership covers the following in particular:

- **the implementation of Sun Microsystems training courses by Demos (as an ASEC – Authorized Sun Education Center) with a qualified instructor**, and in particular the courses covering Sun's innovative technologies: Solaris, Java, web services, web 2.0, open source, server administration, storage, software infrastructure, identity management, and soon SQL;
- **Demos (as an ASER - Authorized Sun Education Reseller) will offer courses, exams, and certifications** relevant to Sun Learning Services' entire offer, from introductory courses to perfecting for individual developers to full solutions for Data centres, large enterprises and other major publishers (Microsoft, Adobe...), thus ensuring a unique exhaustiveness of high standard services;
- the availability of **training premises in the centre of Paris**, in Demos' own building (Saint Lazare – Madeleine area), as well as in many other French towns: Lyon, Toulouse, Marseille, Bordeaux, Lille, Nantes, Rennes, Strasbourg... The two players will gradually implement training in other towns by using Demos presence in the country;
- Demos' IT training rooms will be improved with **Sun Microsystems latest technologies** (CMT Servers, Sun Stations, Storage). These rooms will be linked to a broadband network;
- **Sun Microsystems' recognised team of expert trainers** will pursue its training activity with Demos;

This new partnership will increase the diffusion of Sun's training offer significantly, and reinforce the convergence of Demos and Sun Microsystems courses such as Solaris & Java.

At the 2008 Sun Microsystems Training partners conference in Edinburgh, Scotland, Eric Darras - Demos' IT training director – and Philippe Menard – IT department sales and marketing manager – were handed the ASEC* partnership plaque by Dr Karie Willyerd - Sun Microsystems Inc. deputy chairman - and Ian Read - Chief Learning Officer for Sun France.

Eric Darras (Demos) said: "We attended the Edinburgh conference to ensure the *best start* for this major partnership with Sun. We feel that their training products and programmes are perfectly in line with the French market's requirements. This collaboration will offer our respective clientele very concrete advantages. We visited Sun Microsystems' European manufacturing centre in Linlithgow, between Edinburgh and Glasgow, where we were able to appreciate the high quality of their servers' manufacture."

Ian Read from Sun Microsystems France added: "I wish to congratulate Demos for its integration into the community of Sun suppliers and learning suppliers. Its recognised professionalism, its ability to attract clients and highly experienced trainers, and its will to invest in the renewal of IT training room equipment are the best ways to guarantee the progress of knowledge and competences in such technical environments as ours."

The new training centre – equipped with Sun technologies – will open to clients early April.

Registrations are therefore open either:

- via Sun Microsystems on +33 1 34 03 17 17 / email: formation-France@sun.com and www.fr.sun.com/training
- or via Demos on +33 1 44 94 14 90 / email: contact@demos.fr and www.demos.fr

About Sun Microsystems, Inc.:

Guided by a singular vision "The Network is the computer", Sun develops the technologies that power the global marketplace. Sun's philosophy is based on shared innovation via communities, and is at the heart of the next IT evolution: the Participation Age.

Sun Microsystems is present in over 100 countries and on the Web at fr.sun.com

About Demos S.A.:

Demos is a recognised specialist in the IT training market with close to 15 000 professionals that have benefited from Demos open or tailored training courses in 2007. Demos' 2008 offer boasts over 300 open training courses structured around 13 major themes and ensured by a team of 250 expert trainers: experienced engineers, technicians, project managers and consultants. Demos is also a Microsoft Gold Certified Partner Learning Solution and a Prometric test centre.

More generally speaking, Demos provides the widest ranging offer on the market with over 1 700 professional person-to-person courses, 1 200 e-learning modules, and both virtual learning and blend information solutions.

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