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Adapt hints at further plans for acquisitions

VNO eyes managed applications space after completing acquisition of rival Centric

Doug Woodburn, CRN 09 Jul 2007

Virtual network operator (VNO) **Adapt** is still sizing up targets in the systems integration space, despite agreeing to buy rival Centric Telecom from **Alchemy Partners** for £6.25m.

Centric, a VNO serving over 1,000 landlords and property companies, will almost double Adapt's annual turnover to £25m.

However, Peter Knight, chief executive of Adapt, said the firm is also looking to gravitate towards its clients' LANs.

"There is a lot of talk of systems integrators and managed services players becoming VNOs, but they will find it tougher to move into WAN than we will find moving to LAN," he said.

"We're interested in the managed applications space and are in talks with several targets roughly the same size as us. This is a natural progression for us because we already manage data centre environments, access, security and network connectivity."

Barrie Desmond, business development manager at distributor **VADition**, said: "The trend is towards merging and consolidating data centres and then delivering a range for managed applications from these central locations. If that's where Adapt is looking, it's on the right path. But if Adapt thinks it's going to get those skills from systems integrators it's a bad move."

Although Centric describes itself as a network operator, Knight claimed it is a VNO, "but hadn't realised it".

"The only difference between the two companies is the marketing approach," he said.

Knight admitted Adapt is dwarfed by VNO giant **Vanco**, but claimed it was unfair to compare the two firms.

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"Vanco focuses on enterprises and achieves revenues of more than £200m from 200 customers," he said. "We believe we are number one in the mid-corporate sector."

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You will be a key interface between the business teams (Business Analysts, Marketing and Products, Operations including Customer services, Legal, Financial, Regulatory), the delivery teams (programme managers, development teams, testing teams, release teams) and the other design authority teams (Network Design, other IS Design).

As the Orange UK key interface for the LLU Network Systems suppliers' design and development teams, driving their design and development activities, challenging their deliverables and championing their deliveries.

Must Haves To be considered for this position, you must be able to demonstrate the following:

- Specific systems such as Netcool, Proviso, Remedy, AxiOSS ASI or equivalent systems
- Deep understanding of IT and Internet Technologies at strategic and implementation levels, covering all elements of the Orange enterprise.
- Must have an understanding of network and infrastructure architectures, not just software architecture.
- Nice to Haves It would be nice if you could also offer:
 - Ideally the candidate would come from a competitive operator having deployed LLU
 - Specific knowledge /experience in Netcool, Proviso, Remedy or AxiOSS
 - Ideally the candidate would demonstrate experience within product planning; business requirements/functional specification documents; and have a working knowledge of processes further down the production cycle.

The Department This role is within the Interfaces systems in IT Design and Delivery. [more >](#)



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 Bristol, South West England | Orange
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- Strong IT knowledge, inc Wintel, Unix, Mac, Active Directory, Business Inforamtion systems, across desktop and server estates
- Data modelling, manipulation, analysis and reporting, Excel, Access, SQL, VBA, VBS
- working knowledge of ITIL and SAM best practice including, license compliancy, legal requirements and complexities
- Nice to Haves

 It would be nice if you could also offer:

- Vendor negotiation experience
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