



Openreach Selects Trimble to Deploy Fully Integrated Performance Manager Solution Across Its Mobile Workforce of 17,000 Engineers

SUNNYVALE, Calif., July 16, 2009 /PRNewswire-FirstCall via COMTEX News Network/ -- Trimble (Nasdaq: TRMB) announced today that Openreach, the UK-based local access network division of BT Group, one of the world's leading providers of communications solutions and services operating in 170 countries, will be implementing the full range of Trimble's Mobile Resource Management (MRM) solutions across its fleet of 17,000 mobile field engineers. Openreach, a current Taskforce(TM) customer, will be deploying the GeoManager(TM) and Performance Manager(TM) applications, which will allow Openreach to realize the full benefits of integrated vehicle tracking and automated scheduling to improve operations.

Trimble Performance Manager is a unique alerting and business intelligence application that complements Trimble's Taskforce scheduling and GeoManager tracking solutions. Trimble Performance Manager compares the real-time activities of field teams against planned and scheduled events and provides alerts, analysis and business intelligence to improve short and long-term performance in a variety of areas, including day-to-day activities of the mobile workforce, customer service, cost management, and strategic planning. The benefits also include reduced travel times resulting in lower fuel consumption and CO2 emissions.

"Openreach works with Trimble because of its continued innovation and investment in MRM solutions that drive significant productivity improvements in the field. Trimble also demonstrates a partnership-oriented approach to meeting Openreach's operational needs," said John Small, managing director of Service Delivery for Openreach. "Now with fully integrated performance management, we will be able to build upon our initiatives in customer service and cost-savings by easily and efficiently managing our service fleet."

"We are pleased to continue working with Openreach to help to transform their organization during an uncertain and unprecedented economic environment," said Andrew Yeoman, managing director of Trimble's MRM, EMEA. "The fully integrated solution for Openreach is built upon three key components of the Trimble platform - Taskforce, GeoManager and Performance Manager. The integrated solution will fit seamlessly into the overall transformation program and will support Openreach in continuing to have an efficient and effective operational unit."

Trimble MRM solutions are designed to automate the management of mobile resources and to optimize the service delivery process for customers across a variety of industries. Trimble delivers MRM solutions on a global basis to vertical markets which include: telco, construction supply, field service, and transportation & distribution. Trimble MRM solutions are designed to provide a secure, scalable, upgradeable, enterprise-class platform, and are offered in on-demand software delivery, on-premise or hybrid environments that can seamlessly connect mobile workers in the field to real-time data. More information about Trimble MRM solutions can be found at: www.trimble.com/mobile_resource_management.

About Openreach

Openreach is responsible for the nationwide local BT access network which connects homes and businesses across Britain to communications providers' networks. Openreach provides communications providers with services and products associated with that network.

About BT

BT is one of the world's leading providers of communications solutions and services operating in 170 countries. Its principal activities include the provision of networked IT services globally; local, national and international telecommunications services to our customers for use at home, at work and on the move; broadband and Internet products and services and converged fixed/mobile products and services. BT consists principally of four lines of business: BT Global Services, Openreach, BT Retail and BT Wholesale.

British Telecommunications plc (BT) is a wholly-owned subsidiary of BT Group plc and encompasses virtually all businesses and assets of the BT Group. BT Group plc is listed on stock exchanges in London and New York. In the year ended 31 March 2009, BT Group's revenue was pounds sterling 21,390 million.

For more information, visit: www.bt.com/aboutbt

About Trimble

Trimble applies technology to make field and mobile workers in businesses and government significantly more productive. Solutions are focused on applications requiring position or location--including surveying, construction, agriculture, fleet and asset management, public safety and mapping. In addition to utilizing positioning technologies, such as GPS, lasers and optics, Trimble solutions may include software content specific to the needs of the user. Wireless technologies are utilized to deliver the solution to the user and to ensure a tight coupling of the field and the back office. Founded in 1978, Trimble is headquartered in Sunnyvale, Calif.

For more information, visit: www.trimble.com

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