

## **Data#3 wins share of \$100m Queensland Government 'green' IT contract**



### ***Australian IT services company a successful panellist alongside major multinationals***

**Brisbane, 27 August 2007** – In a deal that is set to save the Queensland Government \$20 million over the next 12 months, Australian-based IT services company Data#3 (ASX:DTL) has been announced as one of three successful tenderers for the provision of IT equipment and associated services for the whole of the Government. Data#3 has been appointed to provide energy-efficient solutions centred on desktop, laptop and server products to the Government over three years with an option to extend to five years.

QP-707 is a whole of government panel arrangement put in place by Queensland Purchasing for the purchase of desktop, laptop and server products and a range of planning, deployment and managed services. All Queensland Government agencies, Government-Owned Corporations and Local Government can purchase under the agreement. Under the arrangement, Data#3 is the only small or medium enterprise (SME) panel member as well as being the only Australian-owned company. Data#3's solution includes it acting as the exclusive supplier of HP and Toshiba products.

"Our offer to Queensland Government meets the government's need for 'the right price' but with the range of services we have proposed also provides the 'right solution' for the many agencies that will draw on the contract. We have a strong and long term record in meeting and exceeding our customers' needs in the public and private sectors, and this stood us in good stead through what was a very diligent selection process " said John Grant, Managing Director, Data#3.

"The Government's decision is significant and innovative as it is the first time a services company such as Data#3 has been selected in this sort of panel arrangement. Our customer solution lifecycle approach is integral to our offer and ensures the products purchased are right for the task, that the total cost to agencies is the lowest, that the process is the most effective, and that allows the innovative options we have proposed for ongoing management and operation of agency infrastructure to be leveraged to the fullest. This ultimately means better outcomes for the people and the unique environment of Queensland."

Announcing the contract in Parliament, Minister for Public Works, Housing and Information and Communication Technology, the Hon Robert Swarten MP said "We have two aims with this new arrangement—firstly, to save money and, secondly, to get more energy efficient computers into Government offices."

John Grant applauded the Government's concern for the environment. "We look forward to supplying energy-efficient equipment to Government agencies" said Grant. "We will work with the agencies to select the right type of equipment for their specific needs and get it delivered and configured to work in their business at the lowest cost to taxpayers and to the environment."

"We have been a long term supplier to many Queensland Government agencies and have time and time again proven our capability, flexibility and adaptability in providing innovative technology solutions," he said. "We look forward to this developing further under the new contract."

### **About Data#3**

Data#3 Limited (ASX: DTL) is a national Information and Communication Technology (ICT) solutions company.

Customers utilise Data#3's expertise to deliver exceptional value in:

- Software licensing and software asset management solutions to optimise and manage the acquisition of productivity and security software in volume, predominantly for desktop and networking environments
- Infrastructure solutions to design, deploy and operate desktop, network and data centre hardware and software infrastructure as the foundation for productivity and corporate software applications
- People solutions providing contract and permanent recruitment and human capital performance management.

Data#3's customers cover a wide range of industries including banking and finance, mining, tourism and leisure, legal, healthcare, manufacturing, distribution, government and utilities that are located throughout Australia and Asia Pacific.

Data#3 reported revenues of \$285 million in 2006/07 and has over 350 employees. The company is headquartered in Brisbane, and has offices located in Sydney, Melbourne, Canberra, Townsville, Rockhampton, Gladstone and New Caledonia.

More information about Data#3, its products and services is available at <http://www.data3.com.au>

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