



## Amcom signs University of Melbourne for Amcom Cloud Collaboration

25 July 2014

Australian Securities Exchange Limited

Amcom Telecommunications Limited (ASX:AMM) today announces a significant contract with the University of Melbourne to deploy the Amcom Cloud Collaboration (ACC) telephony and unified communications solution across its entire university community of approximately 13,000 users. This is the first major ACC deployment in the higher education sector since Amcom signed a landmark partnering agreement with AARNet (Australia's Academic and Research Network), as announced on 1 May 2014. The University of Melbourne is one of Australia's premier universities and a member of AARNet.

The contract is significant for multiple reasons, including that it is:

- The largest publicly announced contract of its size for Cisco HCS and Amcom ACC in Australia
- Amcom's largest single Unified Communications contract to date
- The first University in Australia to move to Cisco HCS (Amcom ACC)

The ACC platform, powered by Cisco's Hosted Collaboration Solution (HCS), is a pay-as-you-use consumption based service which will integrate with the University of Melbourne's existing unified communications exchange, provided through AARNet. It will allow approximately 13,000 users, across 8 campuses in metropolitan and rural Victoria, access to an enterprise grade telephony and unified communications solution including; Telephony, Video Telephony, Voicemail, Instant Messaging, Presence and Mobility (collaboration on smartphones and tablets).

Importantly, the ACC solution will enable media rich calls to be securely routed between other universities and institutions on AARNet's unified communications exchange, anywhere in the world.

In line with Amcom's flexible 'evergreen' service offering, the University of Melbourne is able to embrace next generation collaboration solutions such as Telepresence, WebEx, and Contact Centre. Again these services are delivered on a pay-as-you-use consumption model, eliminating the need for large up front capital expenditure commitments.

Amcom CEO, Clive Stein said: "In a communications world rapidly moving towards consumption based payment models, the University of Melbourne's early move to adopt Amcom Cloud Collaboration is a clear indicator of the product's future potential in the higher education sector. Large scale contracts such as this validates the up-front investment Amcom has made in our ACC offering, leveraging off of our partnership with AARNet. Amcom continues to innovate alongside our key partners, such as Cisco, to deliver services that allow customers to rapidly scale up their technological solutions as required, without significant upfront capital investment."

Sendur Kathir, CIO of The University of Melbourne said, "The world of education providers is changing and the model for delivering technology, communication & collaboration tools we use needs to change with it. Our strategy is to be experts in the use of the technology, rather than spending all our efforts managing, maintaining and delivering it at huge expense. We have chosen Amcom to deliver our Unified Communications solution as it provides the flexibility we require and the best experience at the most cost effective price."

Ken Boal, Vice President, Cisco Systems Australia Pty Ltd said "The University of Melbourne's selection of Amcom Cloud Collaboration to access video conferencing and collaboration services represents the largest public sector Cisco HCS deployment in Australia. We applaud The University of Melbourne's leadership in moving to the next generation of Unified Communications solution, to better enable Australian students and researchers to communicate and share ideas, further expanding opportunities to learn and grow."

Amcom's ACC services will be progressively rolled out across the University of Melbourne's 8 campuses over the remainder of calendar year 2014. Over time, Amcom's partnership with AARNet is expected to lead to other significant ACC contracts in the higher education sector.

Commenting on the wider opportunity for ACC in Australia, Clive Stein said "ACC is one of Amcom's new growth engines, enabling a greater share of customer wallet and geographic expansion into new regions. Amcom has already deployed 14 ACC solutions nationally to leading enterprises across various industry groups."

Amcom's financial results for the year ended 30 June 2014 will be released on Wednesday August 13<sup>th</sup> 2014.

For further information please contact:

**Clive Stein**

Managing Director & CEO  
Tel +618 9244 6022  
Email [clivestein@amcom.com.au](mailto:clivestein@amcom.com.au)

**David Hinton**

Chief Financial Officer & Company Secretary  
Tel +618 9244 6031  
Email [davidhinton@amcom.com.au](mailto:davidhinton@amcom.com.au)

**Greg Slade**

Investor Relations  
Mob +61 488 917 882  
Email [greg.slade@amcom.com.au](mailto:greg.slade@amcom.com.au)

For Media Enquiries please contact:

**Rupert Dearden**

MAGNUS  
Tel +618 6160 4903  
Mob: +61 422 209 889  
Email [rdearden@magnus.net.au](mailto:rdearden@magnus.net.au)

**About Amcom**

Amcom is an award-winning ASX listed (ASX:AMM), Telecommunications and IT company employing over 340 talented people across Australia.

Through the delivery of innovative, flexible and cost effective solutions and superior customer service, we are provider of choice for the converging Information, Communication and Technology (ICT) needs of business and government across Australia.

Amcom's product set includes national data network access delivering business grade data and internet services, business class Unified Communications and IP voice, cloud solutions and managed services; all supported by our extensive fibre-optic network, data centres and a range of IT services including advisory, integration and security solutions.

## **About Amcom Cloud Collaboration (ACC)**

Based on Cisco's Unified Communications platform (HCS), Amcom Cloud Collaboration represents the next generation of collaboration technology. It allows customers to unify their communications and deliver them with enterprise-grade security via the Cloud, over the Amcom National Network.

Amcom invested substantially to establish the ACC platform over our national data network. Our increased investment in technical, service and business development staff across the country has opened a new national market opportunity. For more information on ACC visit [amcom.com.au/ACC](http://amcom.com.au/ACC)

## **About University of Melbourne**

Established in 1853, the University of Melbourne is a public-spirited institution that makes distinctive contributions to society in research, learning and teaching and engagement. It's consistently ranked among the leading universities in the world, with international rankings of world universities placing it as number 1 in Australia and number 34 in the world (Times Higher Education World University Rankings 2012-2013). Earlier this year the University of Melbourne's Faculty of Business and Economics was named home to the Australian Centre for Workplace Leadership.

The Centre for Workplace Leadership will collaborate with other universities, industry peak associations and the Australian Council for Trade Unions (ACTU) to deliver workplace management training, with a focus on managers in small and medium sized businesses. The vision that would guide the Centre is to see Australian workplaces led by world class managers. Managers capable of working collaboratively with employees and workplace stakeholders to create productive and innovative outcomes that enable Australian businesses to compete in dynamic and highly competitive international markets. In the end, the aim is to ensure we can create high productivity, high quality, and secure jobs for the future Australian workforce. One of the first projects would see the centre working with CISCO to investigate how telework can enhance productivity, including how managers can respond and adapt to telework technology.