



CORPORATE PROFILE 2007

We want to understand your business before we introduce ours.

www.asi.com.au

An Overview

ASI Solutions (ACN 068 649 972) was founded in 1985, the company remains a private and wholly Australian owned operation. With 180 staff (FTE) Australia wide, the registered Head office and National Customer Help Desk facility is located in New South Wales.

ASI also has direct ASI sales and service staff in Sydney, Brisbane, Canberra, Melbourne, Adelaide with service offices in Darwin, Hobart and Perth. Sales and support activities cover all regions - even to the most remote parts of Australia and are offered through ASI service agents. ASI directly manages all service delivery. ASI also offers services in New Zealand and Pacific area.

Our Clients

The customer base is varied ranging from major corporations to Federal, State Governments and the SME market. ASI is an established supplier on key government contracts and has customers including Department of Defence, Education, Health and Police. Sales of approximately \$60 million are expected in FY 2007.

Some of our clients include:



Federal Health Department	LAN Desktop Services as Sub-Contractor to IBM
Department of Defence	LAN / WAN Products / Storage and Services
CSC (Defence)	Electronic Document Capture of Invoices / HR records
Dominos	POS Service Contracts ANZ
University of Melbourne	Data Centre Solutions
Telstra	LAN Products, APC products and services
KAZ	Scanning / OCR TIS Services within Telstra
NSW Govt	NSW Panel Contracts 2000, 2100, 2060, 2390
Newcrest & RIO TINTO	Resources
Education	Victorian Education Dept. for LAN Products and Service
C.E.O	Managed Services Contracts (Remote)

We Deliver Managed Services

National Help Desk

- Level 1,2,3 Technical Support
- Single Point of Contact
- Dedicated Technical account staff
- KPI Service Reports
- Defined SLAs
- Options for 7 x 24Hrs Service
- Escalation to on-site
- Remote Monitoring/Management
- Patch Delivery
- Software Support

Data Centre Services

- Storage Design Consulting and Implementation
- Power Infrastructure
- Electrical Services
- Server Infrastructure
- Remote Monitoring/Management
- Server Consolidation Reviews
- Environmental Monitoring
- Relocation and Co-location partners
- Additional Product Procurement
- On-Site Services
- Security Cleared Staff
- Options for 7 x 24Hrs Service

Consulting / Project Services

- Project Management
- Audits
- Design, Implementation, Support
- Network Design for Mobile and VOIP
- Disaster Recovery focus on Storage/Data Retrieval
- Data Centre Reviews
- Consultancy Reviews
- Procurement of Products/ Installation/Service
- Risk Analysis Reports
- Defined SLAs

Desktop Services

- National Desktop Rollouts
- Diagnose and Fix
- On-Site Service
- National On-Site Service
- Dedicated Service Engineers
- Installation, Migration and Decommissioning
- Audits on-site
- SOE Development and Support
- Direct ASI service engineers
- KPI Service Reports
- SOE Development and Support
- MCSE Qualifications
- Security approved staff
- Technical Workshop Repairs
- Post Warranty Services
- Options for 7 x 24Hrs Service
- Training

Managed Print Services

- Printer, Scanner, MFD Procurement
- Consumables
- Installation, Training and Decommissioning
- Hardware Service Contracts - Per Device, T&M, Contracts
- National Help Desk
- Options for 7 x 24Hrs Service
- Guaranteed Service Level Agreements
- Electronic Document Capture Solutions
- Electronic Content Management Solutions
- Fleet Management reports and statistics
- Printing consultancy reviews to optimise
- Flexible Billing Solutions
- Remote Monitoring/Management
- Asset Tracking
- Dedicated Service Engineers



Managed Services

- Remote Monitoring/Management
- Flexible Service Contracts
- Point of Sale Services
- Service Level Agreements
- Service Reporting Capabilities
- On-Site Services
- Network Services
- Software Licencing
- Audits, Upgrades
- Design/Implementation/ Maintenance Services
- Warranty and Post Warranty Services
- In-House Technical Workshop
- Dedicated Service Engineers
- Dedicated Account Managers
- Options for 7 x 24Hrs Service

Electronic Document Management

- Microsoft.NET Experience
- Intelligent Recognition Software Solution
- Automated Data Capture
- H'ware Scanning Solution/ Maintenance Services
- Automatic Document Integration into Applications
- Electronic Document Storage
- Content Management Solution
- Mail Room H'Ware Solutions
- Portal Development
- Options for 7 x 24Hrs Service

Procurement Services

- ASI Web Shop 30,000 products
- Server, Mobile, Desktop (Install/ Maintenance)
- Network Products (Install/ Maintenance)
- Asset Tracking and Reports
- Vendor Independent for procurement only
- Storage Focus
- Point of Sale Products
- National Logistics Operations
- Dedicated Account Managers

ASI Service Team

Our Systems Engineers work with our client's management and technical representatives analysing requirements and alternatives to deliver a solution that meets our client's business needs. Each of our Network Engineers holds an industry certification in their chosen field of expertise. Some skills matrix certifications currently held include:

- Microsoft Certified Systems Engineer (MCSE,) (MCP), (MCP+)
- 3Com Voice Solutions Partner Engineers (VSP)
- Certified Netware Engineer (CNA)
- Cisco Certified Network Associate (CCNA)
- LANDesk Certified Engineer
- Foundry Certified Network Engineer (FCNE)
- Net App
- VMWare
- LANDesk

ASI Locations



ASI National Service Agents

ASI has ASI service centres in every capitol city but in regional areas the ASI Service Centres are appointed to service agents according to the facilities and technical expertise available including the following:

- Continuity as a current preferred support agency
- Experienced service engineers
- Quality assurance methodology
- Client nomination as preferred local supplier

ASI OFFERS PRODUCT FLEXIBILITY

Products

ASI Solutions offer an extensive range of IT hardware and software products that focus on the IT network both for LAN and WAN projects.

ASI will offer product that pertains to the project deliverables in terms of brand name, functionality and budget definition. While the company has key strategic product allegiances, these must be flexible when being matched to customer expectations both in terms of future IT development and current platform investments. Within the Enterprise customer base, ASI has core product areas focusing on:



Microsoft



lenovo



- NAS or SAN Enterprise Storage and Security products including IBM, Network Appliance, Quantum, Veritas and Legato.
- Digital Imaging Scanning Solutions including high end SCAMAX scanners from InoTec and the TIS OCR solution.
- Data Centre Solutions such as the APC Infrastructure
- LAN and WAN products, incorporating leading brand names such as Foundry, Cisco, HP, 3Com, Avocent
- IBM /Lenovo Servers, Desktops, Notebooks, Stratus Intel based Servers, ASI and specific international vendors as requested.
- Thin Clients such as Wyse Terminals
- Print Management Solutions including HP and Lexmark
- Software Solutions supporting Microsoft, Novell, VMWare, LanDesk, Adobe, Symantec

Our Projects



NSW Department of Education	Since 1992, NSW T4L and CISP project - over 40,000 systems to 2300 locations plus more
Stargate Technology- MIAA	Complete Data centre Construction and Fit out.
AGL	Supply of APC Racks and Environmental Solutions.
Newcrest Mining Cadia Valley Operations, NSW	Highly Available Multiple TB Storage (IP-SAN and NAS) for Primary Datacentre. Third product refresh over a 6 year period using the same technology.
St John Bosco College, NSW	High performance Fibre Channel based Storage for Storage consolidation in a Windows Environment.
University of Queensland School of Medicine	Multiple Highly Available Storage systems (IP-SAN and NAS) for Storage consolidation.

Our People

"It is our People who make ASI the Best"

This is the ASI difference when working with ASI. At ASI, we respect certain values whether they involve interaction with our clients, suppliers and other staff. The culture of ASI is based upon the following:

- Let's Work Together
- Dare to be Different
- Our Word is our Bond
- Do it Right the First Time
- No Challenge is too Great
- Create and Encourage Ownership

The Future

In FY 2007, ASI Solutions is focused on the delivery of network centric services. As the lines between data and voice become blurred, the company will seek to work with more local and international partners.

We will continue to also offer solutions that match the needs, budgets and future strategies of our customers. The aim is to continue to assist to help customers work through the business model that will allow them to keep some current technology whilst still moving forward.

ASI will continue seek to expand sales and service offerings throughout Australia. This may result in new locations being opened in the near future. In 2006, ASI established service agents in New Zealand and Fiji to offer service contract support. Strategically in 2007, ASI will also look towards ASIA to expand the EDM Solution being deployed throughout Australia. The company will continue to focus on partnering in outsourcing project bids as are applicable to both our government and corporate customers.

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