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India

Sify picks Cisco CRS-1 for NGN backbone

Sify has selected the Cisco CRS-1 carrier routing system as the foundation of its next generation IP network.

Sify is among the largest managed enterprise and consumer Internet services companies in India, offering end-to-end solutions with a comprehensive range of products delivered over a common telecom data network infrastructure reaching 500+ cities and towns in India.

A significant part of the company's revenue is derived from corporate services, which include corporate connectivity, network and communications solutions, security, network management services, enterprise applications and hosting. Sify has licenses to operate NLD (National Long Distance) and ILD (International Long Distance) services and offers VoIP back haul to long distance subscriber telephony services. The company is India's first enterprise managed services provider to launch a security operations centre to deliver managed security services.

"We are in the process of transforming our network infrastructure into an IP next generation network to deliver triple play and more. These technology investments are aimed at making us more competitive in the services we offer across enterprise and consumer segments going forward," said Mr Raju Vegesna, chairman, CEO & MD of Sify Technologies.

According to Mr PJ Nath, executive president, Sify Enterprise services, "Sify was the first to launch managed connectivity services over a TCP/IP network in April 1998 and has continually pioneered managed infrastructure services, as well as set the standard for such services in India. The migration of our core network infrastructure to an IP next generation network enables us to offer more sophisticated services for voice, video and data, with higher levels of service quality for customers. "

Reliance upgrades Intec billing system

Reliance Communications has upgraded its current Intec Single.View convergent billing installation to the latest version (6.0) and signed contracts for Intec's content partner management solution.

According to Intec, these additional capabilities are key enablers for the delivery of complex, content-oriented next-generation services. "We have expanded our relationship with Intec because the flexibility, scalability and performance of Intec's billing technology has allowed Reliance Communication to grow at very high rates and gain business advantage within the highly competitive and fast-developing Indian market," said Mr Sumit Chowdhury, CIO, Reliance Communications.

"This additional deployment will help us to further enhance our competitiveness in the telecommunications market, to bill and manage partner relationships more efficiently, and launch new next generation content services like DTH, IPTV and other value-added services."

According to Intec the latest version of its convergent billing solution provides operators with extended functionality, distributed architecture for increased scalability, improved efficiency of billing operations, and enhanced support for the requirements of multinationals. "Intec's content partner management (Intec CPM) solution will allow Reliance to manage partner agreements for content and value-added services more efficiently. For example, Intec CPM enables operators to accurately handle rating and revenue sharing with direct and indirect partners to support rapid and profitable deployment of next-generation products and services. It

also ensures that partners are able to self-manage agreements and transactions via a web portal."

Aksh Optifibre rolls out UTStarcom IPTV

Aksh Optifibre, wil deploy UTStarcom's RollingStream IPTV solution in 20 cities on BSNL's ADSL 2+ network.

The IPTV offering which will be made available to more than 250,000 BSNL broadband subscribers in 20 cities throughout India. According to UTStarcom, it gives both large cities and small towns the opportunity to experience interactive entertainment such as time-shifting, video-on-demand (VOD), interactive gaming, live television voting and distance learning programs.

"Demand for IPTV in India is increasing exponentially and UTStarcom is supplying Aksh with the solutions and infrastructure it needs to continue that momentum," said Dr Kailash S Choudhari, chairman and managing director at Aksh Optifibre.

"UTStarcom's understanding of the market and ability to produce cutting-edge technology allows Aksh to easily advance its IPTV strategy in India and improve the viewing experience for our customers, while also meeting internal operational goals."

Shyam Telelink gets 800MHz spectrum

Shyam Telelink, a subsidiary of Russia's Sistema corporation, has received spectrum in the CDMA 800MHz range in three additional Indian circles - Delhi, Mumbai and Punjab - and as a result now has spectrum covering the whole India.

China

DigiPro to distribute Wavesat wireless chips

DigiPro Technology has been appointed China and Taiwan distributor by Wavesat, a supplier of broadband wireless semiconductors.

DigiPro will expand Wavesat's presence in the region while complementing existing channel relationships. Wavesat says it has seen impressive gains in the Asia region over the past year, including recent agreements with the Japanese operator Willcom and Taiwanese ODM Compal.

"DigiPro has excellent penetration with 'Tier One' manufacturers in wireless networking markets including WiMAX and WiFi as well as major PC and portable consumer electronics suppliers," said Raj Singh, president and CEO, Wavesat. "They also have both the business reach and the technical bench strength to help increase our market presence in this major wireless ecosystem region."

"This partnership will strengthen our presence and augment our channel opportunities, with increased local support for existing and future customers."

Said Jason Wu, president, DigiPro: "We believe Wavesat's multimode Odyssey 8500 chip is a superior broadband technology and will allow regional OEMs, ODMs, carriers and end customers to realize the promise of 4G communications."

Wavesat's Odyssey 8500 chipset is claimed to use a unique 4G multi-core architecture incorporating multiple ultra low power DSPs, offering flexibility, high performance and low power consumption, without any trade-off.

DigiPro is a semiconductor and electronic component distribution company in the Asia Pacific region, specialised in design-in oriented products. Its sales network covers Taiwan, Hong Kong and China in various application areas including PC, wireless, consumer, communications and multimedia.

Thailand

True picks Amdocs to support convergence

True Corporation, the only quad-play provider in Thailand, will deploy Amdocs CES - Billing 7.5.

It has previously deployed Amdocs' billing software to support its wireless, broadband and wireline operations. It will also upgrade to Amdocs CES - Billing 7.5 to support convergent offerings spanning wireline, wireless, broadband cable, Pay TV and Internet services. Amdocs will also provide ongoing product support and maintenance for the upgrade.

According to Amdocs, CES - Billing 7.5 will help True to significantly reduce time-to-market for new price plans for multi-play bundles. "True offers its customers a full range of services, and the Amdocs deployment is part of its strategy to converge operations to offer customers even greater value and a better experience."

Amdocs CES is billed as an integrated portfolio that delivers the operating environment service providers need to transform from providers of utility voice, data and video services into purveyors of the digital lifestyle.

Vietnam

NIIT to offer Sun training courses

Sun Microsystems has teamed up with India-based global training organisation, NIIT, to offer training on Sun technologies to students in Vietnam.

This partnership will also be expanded to other Asia Pacific markets including Indonesia, Thailand and Malaysia through NIIT's network of IT training centres in the Asia Pacific region. Through the alliance, NIIT will have access to the latest Sun technologies, tools, technical resources and curricula on Java and Solaris platforms. Training on the world's most popular programming language - Java, and the Sun Solaris operating system will be integrated into NIIT's IT career program, DNIIT.

Vijay K Thadani, CEO, NIIT, said: "Sun's Java and Solaris are amongst the fastest growing technologies adopted worldwide today. NIIT's partnership with Sun has enabled us to integrate training on these platforms in our globally acclaimed IT training programs to enable thousands of students and professionals in Vietnam and the Asia Pacific region to be a part of global IT workforce."

"Vietnam is an important and growing IT market where NIIT has been present for over seven years with 28 centres across the country. NIIT has also been working closely with the government, academia and industry in Vietnam to foster skilled IT manpower for global talent requirement."

NIIT will offer the programmes through its 45 training centres located in five Asia-Pacific countries, where it has trained over 20,000 students cumulatively to date. The launch in these Asian countries follows close on the heels of the Sun and NIIT partnership announced in India in 2006, where NIIT was rated as Sun's best learning partner. As part of its global roll out plan, NIIT has recently launched Sun training programs in African countries such as Nigeria and Ghana.

Ericsson wins \$US450m contract from Hanoi Telecom

Ericsson has scored a \$US450 million three year contract to develop, modernise and manage Hanoi Telecom's nationwide mobile network.

Ericsson will be responsible for the management, operation and network design of Hanoi Telecom's mobile network, including field operations and support services. Ericsson will also provide a range of professional services including network deployment and systems integration and will be responsible for the nationwide migration of Hanoi Telecom's network from CDMA to GSM/EDGE technology.

Ericsson will supply radio access network equipment, optical and microwave transmission systems and will be the sole supplier of the all-IP circuit and packet core network. The contract also includes solutions from Ericsson Multimedia portfolio. Deployment has started and commercial launch is set for the end of 2008.

To provide technical support and network operation, Ericsson will expand its operations in Hanoi and Ho Chi Minh City, and set up a new office in Danang City.

South Korea

Akamai opens Korean office and subsidiary

Akamai Technologies has opened an office in Seoul to offer in-country support to Korean companies and brands leveraging the Internet.

Having worked with Korean companies for the past four years via a reseller partnership with Samsung Networks, Akamai will now have a direct presence in Korea. Local industry veteran, Chung Yun Yeon, will lead Akamai's market development and expansion program for the new Seoul office. Chung has over twenty years experience in enterprise sales including leadership positions in major multinational corporations in the IT and telecommunications sectors.

"Backed by a very strong and tech-savvy domestic economy, leading Korean brands are rapidly achieving international recognition in global markets" said Robert Hughes, executive vice president of global sales, services and marketing for Akamai. "As more Korean companies expand beyond their home market by leveraging the Internet, Akamai has seen increasing demand for its services...delivering and accelerating content, applications and transactions to globally-distributed consumers and users."

Akamai's Korean customers include: Samsung Electronics; Ahnlab - Korea's largest security provider; NHN Corporation - Korea's premier Internet company, operating the nation's top search portal, Naver, the leading online game portal Hangame, and the nation's largest children's portal, Jr.Naver; Nexon - a pioneer of interactive entertainment software and a leader in massively multiplayer online games, and Daum - one of the largest Internet portal services in Korea.

Akamai says that its application performance solutions - enabling global businesses to accelerate critical enterprise applications across the Internet - will give Korean brands a distinct competitive edge in the global marketplace. "As businesses increasingly rely on Web-enabled applications to facilitate interactions with customers, colleagues, employees, and partners in remote locations, Akamai's unique managed services approach not only improves response times, it also ensures applications are up and running when business users need them most - anytime, anywhere.

Mobile Linux app developer MIZI snapped up by Wind River

Korean company MIZI Research, a developer of mobile application platforms based on embedded Linux, has been bought by US based Wind River.

Wind River is a developer of tools claimed to "reduce effort, cost and risk and optimise quality and reliability at all phases of the device software development process, from concept to deployed product."

MIZI has 65 employees and, according to Wind River, is one of the earliest Linux pioneers in the mobile market. "The solutions from MIZI can be used to power

various devices such as mobile phones, automotive telematics and videophones...With this acquisition, Wind River expects to gain access to world-class mobile expertise that can be leveraged across its various mobile alliances as well as accelerate its mobile services presence in Asia Pacific," the company said.

In December 2007, the LiMo Foundation, the body formed to develop and promote a single Linux-based platform for mobile devices, chose Wind River's commercial Linux technology as the foundation for its Common Integration Environment (CIE).

And Wind River says that a number of fast-growing consumer electronic market segments are turning towards Linux and developing common requirements based on mobility, wireless connectivity, location-based services, feature-rich user interfaces and the promise of a rapidly expanding ecosystem of mobile and connected applications derived from the desktop.

It has identified opportunities for Linux in a number of vertical markets including automotive infotainment, mobile handsets and mobile Internet devices. "Each of these segments require Wind River to rapidly expand its mobile Linux services delivery capability as well as deepen the value of its product offering tailored to these markets, which is the competency that MIZI has been developing for nearly a decade," the company said.

"We will benefit from their mobile expertise in areas such as telephony, feature-rich user interfaces and multimedia, as well as their world-class mobile systems integrator expertise, complementing our current efforts across a variety of mobile alliances," said Ken Klein, CEO of Wind River. "This acquisition will provide us with access to a talented pool of experts in mobile Linux and enable us to accelerate our mobile services presence in Asia Pacific."

Gongju City gets wireless mesh network

Citizens living in rural areas near Gongju City in Chungcheong Province can now access the Internet as well as municipal network services through a wireless mesh network deployed by KT Corporation and integrator LANS Co.

The 'Gongju u-City' (Ubiquitous City) project uses technology from Firetide to reduce the coverage gaps between urban and rural areas and provide IP-based ubiquitous sensor network services for managing water and agricultural systems, among others.

"During periods of rapid development, the costs involved in laying cable often presents enormous obstacles in helping rural communities keep pace with their urban hubs," said Myeongjin Kim, general manager of project integrator LANS Co. "By using Firetide wireless mesh, we were able to achieve a long-range mesh backhaul throughput of 20Mbps over a distance of [17kms] at far lower costs in time and money than we could have achieved using fibre optic cables."

LANS Co Ltd. employed Firetide HotPort mesh nodes and HotPoint access points to create the Gongju u-City network, which connects rural communities at distances varying between 6- and 11- miles. Each mesh node can be programmed to understand its own position and distance from other nodes within the geographical framework, a feature that assists in increasing performance. Firetide HotView Pro's simple network management functions is claimed to enable easy adjustments to the system to ensure best performance and full-time availability.

- **The new capital, maybe**

Gongju has been chosen as the potential relocation site for a new South Korean capital city. In 2004, the Korean government announced that by the year 2030, Gongju would claim that title from Seoul, which lies 120 km to the north. While the project would help relieve overcrowding and the economic influence of Seoul over the rest of South Korea, it would also push the capital beyond the reach of North Korea's

current artillery. However this idea has proven controversial and remains mired in debate.

Japan

28Tel promises cheap of free mobile VoIP calls

28TEL, a global mobile telecommunications service provider, has launched in Japan the VoIP service of Hong Kong based Linkwell International.

With multi-lingual voice prompts and user interfaces, 28TEL provides global call, roaming free and free calls services to the Japanese market and competitive international mobile calling services and rates. Compared to a standard mobile international calling rate, 28TEL claims to be at least 70 percent cheaper.

First time users in Japan simply dial a unified number 50 6862 8001 to enter the number of the person they wish to call for direct connection. After connection during conversation, 28TEL then sends caller a text message with a local number for representing that person to call. And this specific number is good for future direct dialing to this person.

Alternatively, anyone can log onto <http://www.28tel.jp>, type in the friend's number, and 28TEL will then give each friend a local phone number for overseas direct dialing. Through 28TEL's "Free call" service, a caller may dial a pre-mapped local number to reach an overseas friend. By telling the friend to hang up and call back with the displayed number, the caller holds the line and waits for friend's callback within a limited time. This service allows people to enjoy international calls free of charge without a time limit.

28TEL boasts a friendly MUI (multiple-user interface) through three different methods: text message, IVR (interactive voice response,) and 28TEL's website.

New Zealand

Government launches Digital Strategy, Mark II

New Zealand's communications and IT minister, David Cunliffe, has launched Digital Strategy 2.0.

He claims that it provides "a bold vision and concrete actions to help New Zealanders become leaders in the digital world." It follow release of the first Digital Strategy document in 2005.

Cunliffe said that, with the strategy, his Government was "introducing a number of exciting new projects such as Connected New Zealand and the Digital Content Innovation Cluster. We're also expanding successful initiatives, such as videoconferencing and teleworking, the Aotearoa People's Network and the Community Partnership Fund."

The Strategy's purpose is billed as being to "provide a national vision, supported by outcomes and goals, for New Zealand's digital development; highlight opportunities and challenges presented by the digital world; provide a call to action for all stakeholders to rise to these challenges and opportunities; articulate the government's role in digital development; and outline the key actions through which government will fulfil this role."

A major initiative of the strategy is the previously announced \$NZ340 million for the Broadband Investment Fund over three years from Budget 2008 to enable affordable broadband roll-out based on competitive open-access principles.

The document is the result of the Digital Future Summit 2.0, over 40 pre-Summit stakeholder workshops and engagements with stakeholders, and submissions to the

Draft Digital Strategy 2.0. The Government says that "Feedback from stakeholder workshops, including the Digital Future Summit 2.0 in November 2007, was clear: the 2005 Digital Strategy needed updating. Many of the targets have now been achieved, while others remaining are not ambitious enough in the current environment...This strategy goes beyond looking at the factors that enable digital development to the creativity and opportunities for collaboration unleashed by the digital world. Digital Strategy 2.0 focuses on what we can achieve by being smarter through digital - how we can maximise the potential of digital technologies to increase productivity, improve environmental sustainability, and build social inclusiveness."

The Government has promised to update and report on progress against the targets in the strategy every two years, starting in 2010. This will be undertaken by the Ministry of Economic Development in collaboration with stakeholders and the Digital Development Council and with support from the OECD.

- **InternetNZ calls for higher speeds & converged regulation**

InternetNZ said it broadly supported the new strategy, but was concerned that the included broadband targets remain too slow. The strategy aims to deliver broadband connections of 20Mbps or higher to 80 percent of users by 2012, and 10 Mbps or higher to 90 percent of users. True high speed broadband is only envisioned by 2018.

Executive director, Keith Davidson, said: "The targets are a significant improvement on those in the previous strategy, but the 2012 targets remain insufficient, and in InternetNZ's view are based on unrealistically low assumptions for bandwidth demand in 2012. Many countries are already deploying infrastructure that delivers connectivity speeds in excess of those this strategy sets out for New Zealand...The new strategy could and should have set world-leading targets, but it has failed to capitalise on the opportunity to do so."

Davidson said InternetNZ was also pleased that additional funding had been tagged for completing a review of broadcasting regulation, but added: "The Society maintains that the convergence of broadcasting, communications and IT is occurring at such a rapid pace that the Government needs to seriously consider combining all of these policy functions into a single ministry."

New Zealand numbering in need of major reform

New Zealand's Commerce Commission has released the draft report on its study into telecommunications numbering, saying it finds number management falls well short of international best practice standards.

Numbering in New Zealand is governed by the Number Administration Deed (NAD), established in December 1998, and, according to the Commerce Commission, "Significant changes have occurred in the decade since the NAD was established, and a review of those arrangements is now appropriate."

The report lists 10 elements of current management that it says need reform.

- The fundamental principal that numbering is a critical national resource is not recognised in the NAD.
- The numbering plan is not sufficiently robust to accommodate technology advancements: "No clear rules exist in regard to the allocation of numbers for VoIP service providers. Allocations are currently made on a case to case basis without any clear guidelines."
- Telecom is presently the 'gatekeeper' for emergency calls and there is no formal framework in place providing for wider requirements in a multi operator environment (including VoIP service providers).

- Decisions on numbering plan reviews are made by parties to the NAD based on an agreed voting structure. Recommendations on issues under review are not subject to a public consultation process.
- Criteria for number allocation do not require applicants to provide forecast and utilisation data.
- The NAD does not give the government the right to withdraw numbers. Instead, service providers are only required to relinquish redundant capacity on their own volition which creates the risk of number hoarding.
- The NAD rules do not contain any 'use-or-lose' provisions. Allocations made before the NAD were much larger than those permitted under the current rules. As a result, very large block of numbers are still held unactivated by carriers.
- There is a lack of transparency. The New Zealand Number Register is available on the NAD website but records of recommendations and decisions and information on ongoing work streams under the NAD are not available in the public domain.
- There is no market based allocation method for numbers with exceptional value. Allocations are based on "first come first served" principle for all number ranges.
- Enforcement powers do not include withdrawal of numbering capacity for rule breach of Rules.

The Commission has issued the paper for consultation. Submissions are due by 19 September 2008. Following which the Commission will prepare the final report which it expects to deliver by 30 September 2008.

Telecom NZ launches online offerings for SMEs

Telecom NZ has launched The Telecom Business Hub, offering online monitoring and support of PCs and servers, email and call management, website hosting, domain name registration and website design tools.

Telecom NZ has also launched new broadband plans including 'business-grade' wireless modems from partner 2Wire and a dedicated broadband service centre. The online PC and server support service is provided by Technicare, a New Zealand company already offering this service. The hosted email service for up to 50 users, is provided on a Microsoft Exchange platform. Telecom is also offering SmartCall: service that makes a persons' mobile and desk phone ring simultaneously when the desk phone number is called.

New Zealand is predominantly a nation of small business, with almost half a million SMEs contributing almost 40 percent to the value-added output of New Zealand's economy. . "Through the process of developing the Telecom Business Hub we have worked with over 100 SMEs, we've asked them what works for them, and what doesn't, and we've taken all of their suggestions on board," said Telecom NZ's head of business marketing, Victoria Crone.

She added: "This week's launch of the Telecom Business Hub is only the start. Over the coming months Telecom will deliver more products and services including online backup and security, mobile PBX solutions, unified communications and Software as a Service (SaaS) offers."

Macau

ADC to provide cellular coverage in City of Dreams

Macau's City of Dreams casino and resort complex has selected ADC's InterReach Unison and InterReach Fusion distributed antenna systems to deliver mobile wireless coverage throughout its casino and hotels.

Mobile operators committed to providing service through the new DAS include SmarTone, CTM, Hutchison and China Unicom. The system will include 47 main hubs, 167 expansion hubs, and approximately 1200 remote access units.

The in-building wireless coverage system complements ADC's recent deployment of a complete structured cabling solution for data, video and voice communications in City of Dreams for which ADC supplied TruNet category 6 unshielded twisted pair for the horizontal cabling, OM3 fibre for riser backbone and single mode fibre for campus cabling in the casino and hotels.

Macau University deploys Aruba wireless LAN

The University of Macau has deployed a campus-wide Aruba adaptive wireless LAN at its Taipa campus to replace its legacy Wi-Fi network comprised of autonomous access points.

The new network provides automatic load balancing, a role-based firewall for security, and fault-tolerant wireless controllers. Aruba was awarded the project based on its management system, integrated firewall, Adaptive Radio Management (ARM) technology, and N+1 controller redundancy.

"The university's legacy Fat AP wireless network was difficult to manage, offered limited security, and had an inflexible VLAN arrangement. Our new Aruba network addressed all of these issues," said Jason Ho, University of Macau's director of ICTO.

"The new centralised architecture makes short work of managing, troubleshooting, and updating the entire network. Network access had been a constant challenge, but our new role-based firewall provides a simple, flexible means of addressing the needs of our employees, students, and guests. Finally, the new network offers very flexible network segmentation: VLAN pooling can automatically assign a VLAN to a WLAN client, and the VLAN-related settings are based on the value returned by RADIUS server."

The University of Macau relies on its wireless LAN as business-critical infrastructure, and the legacy network suffered from disruptive outages if a device failed. The new Aruba network features N+1 wireless controller redundancy that automatically switches to a back-up controller in the event of a failure.

Technology

Nortel & LG first to demo LTE handover

Nortel and LG Electronics says they have demonstrated the world's first mobile LTE handover.

Engineers at Nortel's Ottawa R&D lab showed streaming HD video on an early LTE mobile device from LG Electronics while driving at speeds of 100 kph and moving between coverage sites. The demonstration was conducted over a network consisting of multiple cell sites and sectors served by Nortel's eNodeB LTE base station and Advanced Telecom Computing Architecture-based access gateway. The interoperability between Nortel's network and the device from LG Electronics is based on 3GPP Release 8 standard.

Global Crossing joins Metro Ethernet Forum

Global Crossing has become a member of the Metro Ethernet Forum (MEF), a global industry alliance with more than 150 member organisations including telecom service providers, cable operators, multiservice operators, network equipment and test vendors, software developers, semiconductors vendors and testing organisations.

Its mission is to accelerate the worldwide adoption of carrier-class ethernet networks and services by developing technical specifications and implementation agreements to promote interoperability and deployment of carrier ethernet worldwide.

"By actively participating in the decision-making processes of the MEF, Global Crossing can influence the implementation of emerging standards and promote

alignment with the company's suite of ethernet services - both existing and new," said Gary Breaninger, Global Crossing's chief marketing officer. "By working to build consensus among service providers, equipment vendors and end customers, we can facilitate the delivery of ethernet services and further the exciting evolution of carrier ethernet-based core, metro and access networks."

BT aims to beat the botnets

BT has enhanced its global event monitoring and correlation service to better defend enterprise networks against botnet attacks.

BT says its Managed Security Solutions group has created the ability to detect bots by collecting and analysing firewall traffic at BT's security operations centres for patterns of activity that bear the hallmarks of bot communications. BT claims that even businesses taking responsible precautions and exercising best practices can still be compromised by bots and be unaware they have been infected.

Death of cellular industry 'guru' Herschel Shosteck

Dr Herschel Shosteck, a pioneer in the cellular telephone industry, who in 1969 founded the analyst and consulting firm known today as The Shosteck Group, has died after a long illness.

In 1981 after the FCC decided to start awarding cellular licenses in the United States, Shosteck was retained by numerous applicants, completing his first market study in 1982, a year before the first cellular license was granted. The Shosteck Group continued to measure and forecast the cellular industry – expanding its focus to that of a global one. According to Shosteck Group CEO, Jane Zweig, he was known as 'the guru' of the cellular industry having been the first to analyse and forecast the future of the mobile industry. "The firm is unique in many ways as a result of Dr Shosteck's background in sociology and politics as it melded economics, technology, markets and politics into a cogent story."

Pan Asia

Mitel Sydney office takes regional role

Mitel has expanded the role of its Sydney office giving it responsibility for Asia Pacific sales and marketing.

It has also expanded its partner training and support capabilities to handle more partners. There are now 85 Australian and 13 New Zealand partners. State manager for Western Australia, Nedi Nheu, has been relocated to Sydney to take on the newly created role of general manager South Pacific. Gwilym Funnell has been promoted from country manager to a newly created role of director Asia Pacific - business development and marketing.