

Rust Report

News and views of the action in Australasia's IT sector this week

May 29, 2009

THE RUST BUCKET

Partners rule, OK!

TECHNOLOGY COMPANIES from the mega-vendors to niche players are turning their attention to new growth opportunities. The bad economy has created a challenging environment for sales. At the same time cash-rich technology companies are looking for bargains to add technologies, market share, and customers to their portfolios.

Many niche players are also seeking partners to extend their footprints. The right synergy between partners can yield significant results for all parties, including greater profits, expansion of skills, and the ability to win the business of customers whose requirements were beyond the reach of either partner by themselves.

To meet clients' preferences for one-stop shopping, niche software players are teaming up with partners to fill gaps in certain business applications, hardware and networking technologies, security, green IT, and industry-specific solutions. Partnering gains a further boost from the growth of multi-location and even multi-national clients who want on-site assistance in other locations.

IT spending in the small and medium size business (SMB) segment is growing faster than in the enterprise segment with SMB customers looking to invest in new technologies like software, as well as managed services and widgets. Service providers and system builders will be required to work closely with their clients, both large and small; make suggestions about how to be aware of green issues; and push for waste management systems aimed at recycling and reducing emissions.

The remote deployment, management, and hosting of software applications are also quickly becoming attractive in many sectors.

The concept of strategic alliances is now highly relevant to the partner model. It is also important that the focus be placed on the management of alliances instead of just how to form them and by presenting a life cycle approach to alliances.

Service providers need to assess the potential of partnerships in three ways: innovation through collaboration (product development and new business creation); better sales through cross selling and better customer service; and better operations through cost savings and making better decisions.

So how do you find a partner that's well suited for your business? Shop locally, and ask colleagues or others whose opinion you trust to recommend a partner, keeping in mind that your specific requirements are probably different than theirs. Ask plenty of questions up front and remember in today's environment it's about competitive advantage, delivery of end-to-end solutions and managing the relationships closely.

— Len Rust RustOz@bigpond.com.au

Aust workflow group launches office in US

Web and Flo, a Melbourne company that provides workflow software and business process management consultancy services, is about to launch its solutions in the US. The launch will be overseen by Alan Graubard, who has been appointed head of the company's office in Texas.

Anna Fogarty, commercial director of Web and Flo, said the move had come about because of increased demand from the US for efficient, Web-based workflow solutions. "We've been getting an increasing number of inquiries from the US for our workflow software over the past four years and the demand is growing," she explained. "One of our main drawcards is that our solutions are implemented quickly with very little downtime or disruption to the organisation."

Web and Flo is already looking beyond the North American marketplace. "After the US we plan on expanding further into the UK," Fogarty claimed.

www.webandflo.com.au

IMX scores South African sale

IMX Software, a subsidiary of Australian company Powerlan, has been selected to provide its Travel Money Exchange (TMX) software to South Africa's Travel Retail Foreign Exchange. The system will be used to manage foreign exchange outlets throughout the region, explained Jon Newbury, CEO of IMX. "IMX's TMX online solution gives management at the Travel Retail Foreign Exchange the ability to maintain real-time centralised control of its branch network," Newbury added. www.powerlan.com

● Omnix Software, a British software developer in which Powerlan holds a majority stake, has provided a newly released version of its operational support system to a European mobile phone operator. William Tickner, CEO of Monix, said the new version of the software represented almost four years of R&D investment. www.omnixsoftware.com

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INSIDER EDITION

Aussies win bank in Philippines

Australian developers CCK Financial Solutions and AurionPro Solutions have been awarded contracts to supply systems to Rizal Commercial Banking Corporation (RCBC) in the Philippines. CCK will provide its Guava Suite treasury management and wholesale banking system, while AurionPro will provide its dealPro branch dealing system.

The two Australian companies have complementary strengths when bidding on contracts like this, claimed Krishan Grover, global sales director of AurionPro. "dealPro will add value to the bank's use of Guava by enabling the bank to distribute its services to the branches through the Web. Both AurionPro and CCK have similar value systems of ensuring delivery to the client, so we work together well." www.aurionpro.com

Joseph Wong, managing director of CCK noted that the company is building up a meaningful client base in the Philippines. "This is our third client in the Philippines to choose Guava and migrate from another system that previously had dominated the Philippines market," Wong claimed. www.cck.com.au

iCash makes a mark in Korea

NeoICP, the Korean subsidiary of Australian ATM specialist iCash Payment Systems, has been awarded a \$A30 million contract to provide a range of high-functionality cash deposit and cash-dispensing ATMs to Lotte Group. The ATMs will be supported by NeoICP's back-office cash handling and accounts settlement system, explained James Manny, executive chairman of iCash.

Lotte Group operates 3500 off-premises ATMs across an extensive business portfolio, Manny said. "Securing this agreement demonstrates that iCash can compete successfully and profitably against the largest traditional providers on the world stage," he claimed. www.icashpayments.com.au

eServGlobal wins with partner

In partnership with US company Convergys, Australian developer eServGlobal has been awarded contracts by a US mobile operator and an Indonesian fixed line telco. The contracts require the provision of real-time convergent charging and billing systems, achieved by integrating eServGlobal's ChargingMax charging suite with Convergys' Infinys rating and billing system, said Ian Buddery, executive chairman of eServGlobal. www.eservglobal.com

Hotel chain picks Aussie for support

Australian technology provider Brennan has been selected as preferred IT support and project services partner for the 50 hotels in Accor Hotels' Australian network. The three-year deal is valued at \$A2 million.

Under the terms of the contract Brennan will provide Accor with 24-hour remote service desk support, remote server monitoring, and onsite maintenance. Brennan will also undertake a range of infrastructure projects.

Stephen Sims, general manager of sales and marketing at Brennan, said the contract presents a challenge in reducing the cost of support while at the same time increasing service levels. "By introducing proactive server monitoring we are able to quickly identify and fix many of Accor's IT issues, in many cases before Accor notices a problem," Sims claimed. www.brennanit.com.au

PKBA wins big Tassie tender

Peter Kazacos' PKBA has been awarded an IT infrastructure, applications, and services contract by Onstream, the body set up by the Tasmanian Government to provide managed services to the state's water and sewerage corporations. "The contract will provide the vital integration of infrastructure and virtual environments for Tasmania's forthcoming water and sewerage industry amalgamations," explained Mark Stead, CEO of PKBA.

PKBA will deploy core infrastructure and applications across Tasmania, integrated in a virtualised VMware environment. "The scope of the managed services covers the design and implementation of the virtualised infrastructure environment," Stead said. www.pkba.com.au

CSG gets amongst the contracts

Northern Territory-based IT services provider CSG has picked up a contract with a Victorian State Government department, and backed it up with another in WA.

In Victoria the company has been awarded preferred tenderer status for the Ultranet project with the Department of Education and Early Childhood Development. The four-year deal could be worth as much as \$A60 million.

CSG has also been awarded a multi-year contract by the WA Department of the Attorney General and Department of Corrective Services. www.csg.com.au



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NGA.NET gets federal breakthrough

Victorian recruitment systems developer NGA.NET has been selected to deliver its eRecruit recruitment solution, along with its Natural Talent platform, to National Archives Australia in Canberra. The deal takes on a special significance because it includes a syndicated procurement clause that enables any other Federal Government department or agency to implement software from NGA.NET without having to go through costly due diligence and tender processes. NGA.NET has been working with NAA since 2005. <http://nga.net/>

Logica wins govt outsourcing deal

Logica has been selected to provide IT services, infrastructure, and support to the National Health and Medical Research Council for three years. Logica will provide services and support for the council's staff in Canberra and Melbourne, and will also support the NHMRC's requirements for back-office infrastructure services for remote staff, explained Colin Holgate, CEO of Logica Australia. www.logica.com.au

Orders & Installations

- South Australian broadband services provider Internode has awarded NetSuite a four-year contract covering the redevelopment of its customer care systems. The enhanced systems will speed up calls and reduce queues during busy periods, and will also provide a portal through which customers will be able to track orders and view their transactions with Internode. www.netsuite.com.au

- Hertz New Zealand has awarded Unisys a three-year contract for IT outsourcing services. In addition, Unisys will provide a ClearPath Libra mainframe to support a number of Hertz's applications. www.unisys.com.au

- Guild Insurance has deployed the ClaimCentre software from US developer Guidewire for use in its workers' compensation business. The insurer also plans to implement Guidewire's BillingCentre and PolicyCentre applications. www.guidewire.com

- The Labour Union Co-operative Retirement Fund has gone live with the Bluedoor administration platform from DST Global Solutions. www.dstglobalsolutions.com

Aussies worth watching**A roundup of companies making waves at home and abroad**

- **INTRANET DASHBOARD** delivers an all-in-one approach to building and managing intranets, extranets, or portals by providing a range of tools and applications ready to go out of the box. The company's offerings have been taken up by more than 800 clients worldwide, including Shell International, Audi, Adidas, Jetstar, Panasonic, and Fox Sports. www.intranetdashboard.com

- **GREENBOX** specialises in green IT asset disposal and associated recycling services. The company has launched a self-assessment tool that allows businesses to rate their IT equipment recycling programs, discover ways to reduce their carbon footprint, and receive a financial return on their old IT assets. www.greenbox.com.au

- **INTEGEO** is involved in the converging fields of business and location intelligence with its Spatial Hub map intelligence providing mapping visualisations and analytical capabilities. Customers come from all levels of government as well as the banking and insurance, transport, police and emergency management, and retail sectors. Integeo is supported by a network around the Americas, Asia, and Europe. www.integeo.com

- **TRACTION** is a multi-channel digital communications platform that allows companies to manage all their digital marketing activities. The platform helps users manage client communications, such as broadcasts, promotions, competitions, surveys, and voting. Traction monitors the activities across multiple digital channels, including SMS, e-mail, Web-based activity, POS applications, interactive television, touchscreen kiosks, and interactive voice recognition. www.tractionplatform.com

- **TRAVELLR** is a service designed to help people find relevant and personalised advice and local knowledge about any place in the world. The service allows travellers to connect with like-minded locals and past visitors to get advice about almost anything, be it searching for the perfect espresso in Lake Como or the easiest route from the airport to your hotel. www.travellr.com

- **TRACKNOLOGY** provides workforce mobility and field workforce solutions, including mobile resource management systems integrated with GPS that are suitable for organisations ranging in size from SMBs to enterprise-level businesses. Modular solutions allow field personnel and businesses to stay connected to vital data in real time. www.tracknology.com.au



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DEALMAKERS

Investors take \$20m fancy to O4

Australian mobile solutions provider O4 Corporation (www.o4corporation.com) has completed a \$A20 million Series A raising led by ABS Capital Partners. The funds will be used to accelerate development programs and increase the reach of the company's customer support services, explained Desmond Miller, CEO of O4. "The company is also implementing plans to expand its sales organisation beyond the existing offices in Sydney, Atlanta, and Milton Keynes," he added. "We are fielding a constant stream of inquiries from companies large and small in both modern trade as well as emerging economies, such as China, India, Eastern Europe, and Latin America."

Laura Witt, general partner at ABS Capital said ABS has a very high bar for potential investments. "O4 provides the leading solution in addressing a high value problem for the consumer products market," she noted. www.abscapital.com

QMastor completes acquisition

QMastor, an Australian developer of applications for the bulk commodity industries, has completed its acquisition of Coal Link Australia, which provides bulk logistics management services. Coal Link will now change its name to QML Services.

"QML Services is a profitable niche company in the bulk logistics space. The acquisition will add significant value for QMastor and delivers on the promise of acquiring profitable companies that are synergistic and accretive to EPS," claimed Trent Bagnall, managing director of QMastor.

"We expect to leverage the success of the business in the Hunter Valley coal chain and pursue opportunities in similar bulk commodity supply chains across Australia, as well as international opportunities as they arise." www.qmastor.com

Sun practice rises high within NSC

Communications integrator NSC has been appointed an executive business partner of Sun Microsystems after setting up a dedicated Sun practice headed by Michael Salama.

The group will include a team of 22 former Sun sales executives and systems engineers, and Salama himself was previously a Sun executive.

NSC has been a Sun partner for more than a year, said Craig Neil, managing director of NSC Group. "We see this as a logical extension of our current desktop virtualisation focus," Neil added. www.nsc.net.au

Integeo launches into SE Asia

Australian location intelligence specialist Integeo has opened an office in Singapore to act as a distributor for its Map Intelligence spatial hub in Singapore, Malaysia, and the Philippines.

Map Intelligence will empower business users to perform location analysis that could previously be performed only by specialists, claimed Wendy Victorino, director of Integeo SE Asia. "The potential for business users to benefit from location information is significant because the 'where' dimension in corporate data can be turned into meaningful and actionable insights," she claimed. www.integeo.com

Telstra ordered to open to Optus

The Australian Competition Tribunal has ruled that Telstra has an ongoing obligation to provide Optus with regulated access to its copper network throughout Australia. Telstra's application to restrict access to areas where Optus has its hybrid fibre coax network was rejected by the tribunal, which found that the application was not likely to promote competition or economic efficiency.

The tribunal further found that Optus already has incentives to use and invest in its network and that forcing Optus into further investment by removing access to Telstra's copper network could lead to an inefficient and "socially wasteful" outcome. www.competitiontribunal.gov.au

Spam goes ballistic

It was probably only a matter of time, but Symantec has confirmed that spam made up more than 90 per cent of all e-mails in May. The breakthrough followed a jump of five per cent in spam transmissions during the month, according to Symantec's MessageLabs Intelligence Report for the month.
www.messagelabs.com/intelligence.aspx

StoneBridge takes on Open Text

Sydney-based document management specialist StoneBridge Systems has entered a reseller relationship with enterprise content management company Open Text. Under the terms of the deal StoneBridge will reference, sell, and provide additional services for Open Text's solutions. StoneBridge will also provide software development, consulting, and support services. www.stonebridgesystems.com.au

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DEAL MAKERS

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Charity spreads the laptops

The charitable organisation One Laptop per Child (OLPC) — brainchild of Nicholas Negroponte — has made the first Australian distributions of its XO computers through deployments in the Northern Territory. Further distributions will follow in the Northern Territory and Queensland.

Rangan Srikhanta, executive director of OLPC Australia, said the group plans to roll out another 5000 XO laptops in the next six months, with the ultimate aim of distributing 400,000 systems to all primary school-aged children in remote areas of Australia. www.olpc.org.au

Business Briefs

- Australian IT solutions provider ComOps is setting out to recruit more business partners for its business intelligence offerings in Australia and New Zealand. "Our partner channel is an integral part of our business model and it enables us to further capitalise on the growing interest in BI solutions across diverse markets," explained Cameron Brown, sales and marketing director of ComOps. www.comops.com.au
- Simms International has been appointed a distributor of tablet PCs and peripherals from Motion Computing. Simms intends to focus on vertical markets like healthcare, field service and sales, and government, said Danny Moore, managing director of Simms International. www.simms.com.au
- The Internet Corporation for Assigned Names and Numbers (ICANN) will hold its 35th international public meeting in Sydney from June 21 to 26. <http://syd.icann.org/>



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A VIP TOLD ME

Dr Robert Boers

Founder, chairman and CEO of Swiss software company Stromasys

RUST: Please describe Stromasys.

BOERS: Stromasys is a buyout from Digital Equipment's European migration centre, focusing on cross-platform virtualisation as the ultimate solution to keep business-critical legacy software running. We build complete software models of legacy hardware to the exact detail that the hardware diagnostics run. These models execute the original software identically to the legacy hardware, allowing a move in days with no changes. More than 3000 copies have already been sold, mainly via a worldwide reseller network.

RUST: Describe the competitive landscape and how you are positioned.

BOERS: We are essentially the first company in the world selling such solutions for VAX and Alpha commercially, providing performance and reliability that matches or exceeds the original hardware. It is likely that we will see some competition, but we believe that our unique technology and continuous R&D will allow us to stay ahead in most market segments. Hewlett-Packard has accepted our products as true hardware equivalents and issues software transfer licences for VMS and TRU64.

RUST: Who are your major customers?

BOERS: All VMS users who continue to run their applications on VAX and Alpha platforms and who want to continue running both their legacy and new applications without concerns about future availability of requisite VAX or Alpha hardware. Prominent among these VMS users are military institutions, aircraft and space industries, banks, insurers, academic institutions, medical companies, and consumer electronics companies. They buy our products in order to keep complex software on legacy embedded systems or production equipment running. Or to preserve software that otherwise would have to be recertified after porting at a very high cost.

RUST: What are your immediate priorities?

BOERS: To bring our very high performance virtual Alpha mainframes to the market and build the first virtualisations of the ever longer list of obsolete architectures like Sparc, HP3000 and SGI so that replacement of such systems with industry standard architectures can take place rapidly at a low cost and zero operational disruption. We want to make the market much more aware of this super green technology where a customer can save 90 per cent of power consumption and 95 per cent of space when replacing a VAX 7000 in a few days with no software modifications.

RUST: Where will the company be in five years?

BOERS: Building cross platform clients for the then fully virtualised data centres and using the same technology in other areas like the replacement of logic controllers in the manufacturing environment. It is likely that we will encounter more application areas, as our technology is well suited for replacing any 1980s-designed sequential logic systems. As we do not see any impact on our business in the current economic environment, our company will continue to consolidate our position as the global leader in cross-platform virtualisation, with a larger reseller network and a custom design division.

RUST e-RESEARCH

Smart systems to increase GDP

Australia's adoption of smart technologies in the fields of electricity, irrigation, health, transport, and broadband communications would contribute a 1.5 per cent increase in gross domestic product (GDP) within 10 years; an increase in the net present value (NPV) of GDP by between \$A35 billion and \$A80 billion over the first 10 years; and an additional 70,000 jobs to the economy in 2014 alone, according to a survey conducted by Access Economics for IBM Australia.

The findings of the survey have been published in a report titled *The Economic Benefits of Intelligent Technologies*.

According to Glen Boreham, managing director of IBM Australia and New Zealand, the research demonstrated that the investment in smart technology would have significant benefits to both the country's GDP and jobs.

This type of investment should form part of any stimulus package or budget allocations into the future, he claimed.

"This is why we are delighted to see the government's announcement in the budget that it will provide \$A100 million in this next financial year for an integrated system of renewable energy, smart grid, and smart meter technology and infrastructure.

"This is exactly the type of investment we have been calling for. It is an important step forward and we strongly endorse it. IBM would like to see this type of smart technology approach adopted in all infrastructure projects," Boreham said.

Whilst adoption of smart systems is encouraged by the Australian Government, deployment is still in its infancy, noted Dr Ric Simes, director of Access Economics.

"When you look at the large amounts of data that are collected on a daily basis and how that is being used, the benefits of investing in smart systems become extremely compelling.

"Given the improvements that could be made in terms of decision-making and societal co-ordination, this will ultimately lift our economic efficiency and living standards", Simes explained.

Smart systems offer the most promising path for Australia to lift its long-term economic growth potential.

The report forecast that:

- Smart systems will contribute to efficiencies and increase production throughout the economy, not just in the five areas selected. Investing \$A3.2 billion in smart grid technology over seven years will lower electricity use by four per cent; increase the NPV of GDP by between \$A7 billion and \$A16 billion over 10 years; and create 17,600 jobs.
- Adopting smart systems through the irrigation areas of the Murray-Darling Basin will reduce water use by 15 per cent; increase the NPV of GDP by between \$A420 million and \$A670 million over 10 years; and create 800 jobs.
- Investing \$A6.3 billion in an integrated national electronic health records system will increase the NPV of GDP by between \$A6 billion and \$A13 billion over 10 years and create 12,000 jobs.
- Adopting intelligent transport system technologies will increase the NPV of GDP by between \$A12 billion and \$A26 billion over 10 years.

It is understood that the national broadband network will provide fibre to the home on a scale never seen before in the world, so there is insufficient data to quantify the economic benefits of this rollout. Instead, Access Economics estimated the benefits of investing \$A12.6 billion in national fibre-to-the-node broadband. This would increase the NPV of GDP by between \$A8 billion and \$A23 billion over 10 years.

Delays, not cancellations in crisis

The financial crisis has had a significant impact on the client computing industry in 2009, as witnessed in a survey by Gartner that showed far more PC projects were postponed or scaled back this year rather than cancelled outright because of tighter IT budgets. Only 12 per cent of those surveyed indicated they have cancelled outright a planned project since October 2008. The survey was conducted from late February until early March 2009. Respondents included 475 IT decision-makers in enterprises with 1000 or more employees (except in Australia, where companies with as few as 500 workers were contacted). Respondents were from nine countries, including Australia, Brazil, China, France, Germany, India, Russia, the United Kingdom and the US.

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RUST eResearch

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"Enterprise belt-tightening has had a tremendous impact on the client computing technology segment with 43 per cent of respondents expecting a decrease in spending on client computing hardware in 2009 compared with 2008," said Andrew Johnson, managing vice president at Gartner.

Gartner forecast overall IT spending to decline 3.7 per cent in 2009. Spending on hardware, including client computing (PCs), servers, storage, and printing systems will bear the brunt of cuts with spending expected to decline 14.9 per cent. Gartner forecast overall IT spending to rebound with 2.4 per cent growth in 2010, although IT hardware spending will continue to lag next year, growing just 0.8 per cent.

Despite the bleak outlook, Johnson said that there are some brighter spots for the segment with certain applications getting increased spending and some countries and industries reporting more optimistic plans. He said that more client computing projects will be postponed or reduced in 2009 than will be eliminated, and technology and service providers should ensure that they are ready for the recovery, when and where it happens.

The survey pinpointed some important differences in the way companies in different countries are maintaining, delaying, reducing, or cancelling many ongoing client computing projects. Although 48 per cent of all respondents indicated some of their PC projects would be deployed as planned in 2009, respondents in China (85 per cent) and India (64 per cent) were more optimistic and expected most of their projects to be deployed as planned. In contrast, only 29 per cent of US and 18 per cent of French companies planned to continue their client computing projects as originally planned.

Significant vertical market variations were also revealed by the survey, which found that the industries most on track with their client computing plans were insurance, media, and consumer business services.

Companies involved with tele-communications, wholesale and agriculture, mining, and construction are most likely to be planning to reduce spending. Postponements are more likely in retail, utilities and wholesale companies, and project cancellations were above average in discrete manufacturing.

Only one out of 45 respondents in the financial services industry indicated PC purchase plans were cancelled, and in this sector, reduced, postponed, and as-planned responses came in near the averages.

Green IT now essential IT practice

Senior-level IT executives are showing significant interest in green IT strategies and solutions, attributed to both cost reduction and environmental responsibility, according to Symantec's *2009 Worldwide Green IT Report*. The survey found a shift from implementing green technologies, primarily for cost reduction purposes, to a more balanced awareness that involved improving the organisation's environmental standing.

Ninety-seven per cent of respondents, both globally and within Australia and New Zealand, stated they were at least discussing a green IT strategy, while 45

per cent globally and 46 per cent in ANZ had already implemented green IT initiatives.

IT decision-makers are increasingly justifying green IT solutions by more than cost and IT efficiency benefits. Respondents cited key drivers as reducing electricity consumption (90 per cent globally and 81 per cent in A/NZ), reducing cooling costs (87 per cent globally and 78 per cent in A/NZ), and corporate pressure to be green (86 per cent globally and in A/NZ).

"The survey indicated the awareness and adoption of green technologies and practices have significantly increased over the past year. The green conscience of corporate Australia and New Zealand is growing and businesses are taking proactive steps to reduce their energy consumption and carbon footprint", said Craig Scroggie, vice president and managing director, Symantec Pacific region. "This survey demonstrated the increasing importance of developing a green strategy that delivers both environmental and financial benefits. Those businesses that demonstrate sound sustainability practices will be the ones to thrive in years to come.

"With the vast majority of respondents now responsible for the electricity costs of their data centre, IT departments have emerged as a driving force behind green IT technologies — not only for energy and costs savings benefits, but also as a result of proposed legislative requirements and a sense of environmental responsibility to their communities."

IT executives reported a significant increase in green IT budgets. Seventy-three per cent globally and 74 per cent in ANZ expected an increase in green IT budgets over the next 12 months, while 19 per cent globally and 23 per cent in ANZ expected increases of more than 10 per cent. The typical respondent reported spending on average between \$US21 million and \$US27 million on data centre electricity.

At the same time, IT is willing to pay a premium for energy-efficient products. Two-thirds of respondents globally and more than three-quarters in A/NZ said they would pay at least 10 per cent more, while 41 per cent globally and 42 per cent in A/NZ were willing to pay at least 20 per cent more. Further, 89 per cent of respondents globally and within A/NZ said IT product efficiency was either important or very important.

The Rust Report

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REVOLVING DOORS

Kevin Francis leads Object groups

Object Consulting has reshaped its technology practice and placed national productivity and practices manager Kevin Francis as leader of three practice areas. He had joined the company last year to lead the restructuring. Francis is a veteran of more than 20 years in the IT industry, including eight years with Infosys. He is also the only Microsoft Solutions Architect Most Valued Professional in Australia.

Lee Gale hits Open Text

Lee Gale has been appointed A/NZ SAP sales director for the Australian operations of Open Text. He was previously with Adobe Systems and has also worked at SolNet, Rothschild Australia Asset Management, and JP Morgan.

Grace heads uni's business arm

John Grace has been appointed chairman of ITEK, the commercial arm of the University of South Australia, replacing Kevin O'Brien who has retired.

Grace is currently the director of iBIO, is a member of the Council of the Australian Institute of Marine Science, and is a vice president of the Academy of Technological Sciences and Engineering.

Lehmann runs SA for Fujitsu

Greg Lehmann has been appointed South Australian general manager for Fujitsu. He will be responsible for the delivery of Fujitsu services in the region and management of the operations of the Australian Applications Solutions Centre in Adelaide. Lehmann was previously with EDS for 10 years.

Sullivan to chair Freshtel

Dr Allan Sullivan has been appointed non-executive director and chairman of Freshtel, replacing Ken Loughnan, who is stepping down as chairman and a director.

Sullivan is closely associated with Freshtel's largest shareholder, Custodial Capital Management.

Jamieson runs ops for ADC Krone

Tom Jamieson has been appointed ADC Krone's director of operations and supply chain manager for Australia and the Asia/Pacific region. He has responsibility for the company's manufacturing operations on the Central Coast of NSW.

Jamieson has been with ADC Krone since 2001, prior to which he was planning and logistics manager with Chickadee Foods.

BEING GREEN

Aussies a mixed bag of greenness

There is a marked discrepancy between the Australian ICT professionals' awareness and concern for green IT and the actions that they and their organisations actually take, according to researchers from the School of Business IT at RMIT University.

The study — by Alemayehu Molla, Vanessa Cooper, Hepu Deng, and Stasys Lukaitis — surveyed members of the Australian Computer Society. It found that most IT professionals are concerned about climate change and recognise the dual role of IT in causing and resolving environmental sustainability problems.

"More than 70 per cent of all respondents believe they can play significant roles in leading green IT changes," the report noted. "An equal percentage believe that green IT should be a core part of an organisation's overall environmental sustainability strategy, and that IT management should take responsibility for reducing IT's environmental footprint." <http://greenit.bf.rmit.edu.au>

Consensus on e-waste disposal

Federal and state environment ministers have joined forces at the Environment Protection and Heritage Council to set up an e-waste recycling scheme. The scheme will cover computers — some 1.6 million of which are dumped in Australia each year, according to the ABS — mobile phones, TV sets, and other electronic products.

The EPHC will now conduct a study of the regulatory options. Peter Garrett, Federal Minister for the Environment, Heritage, and the Arts, said he expects the result of the study to be released for public comment by July ahead of a final decision at the council's next meeting in November.

"The decision to explore regulatory options is supported by the results of a choice-modelling study for recycling of televisions and other electronic items that showed consumers are prepared to pay to have these goods disposed of in an environmentally sustainable manner," Garrett explained. www.ephc.gov.au

Alliance to tackle green IT training

IT training services provider Excom Education (www.excom.com.au) has joined forces with Graeme Philipson's Connection Research to offer a range of green IT training courses in Australia and New Zealand. Initially three courses of varying lengths will be offered.

"The courses will be based on the lessons we have learnt in our green IT research," Philipson claimed. www.connectionresearch.com.au/greenit