



## **Media Release**

### **ac3 Reports Maiden Profit for Fiscal 2007**

#### **From research supercomputers to thriving commercial company**

**Sydney, 9th October 2007** – The Australian Centre for Advanced Computing and Communications (ac3) today announced revenue of \$6.3 million with a maiden profit of \$237,000 for fiscal 2007.

The result is based on burgeoning managed services and the co-location of computer and networking equipment for clients.

"This is a great achievement for a company which only began operations seven years ago managing supercomputers for research institutions," said ac3 CEO Philip McCrea.

"Today, we provide managed services to SMEs and large enterprises and have just announced our 100<sup>th</sup> client. Two thirds of our income comes from government business with the rest from the private sector and universities. This proves ac3 is a results-driven business," Dr McCrea said.

"Growth has come from managed services and co-location of our clients' information technology infrastructure. Our two data centres located at the Australian Technology Park and in Darling Harbour co-exist to maintain security and reliability, providing maximum up-time for our clients."

Dr McCrea said profitability had taken longer than originally planned and attributed it to the enormous challenge of building a data centre which is both capital intensive and expensive.

"The Board is delighted with the maiden profit. The whole team has worked exceedingly hard to achieve the result and it is a credit to them. The first years of any new company are always a challenge. But we've got through it successfully and are looking forward to the future with great enthusiasm," said ac3's Chairman, Neville Stevens.

"Our clients have entrusted their infrastructure to us and trust us to deliver the best service possible. Our qualified and experienced technical specialist team manages clients' information technology infrastructure around the clock to ensure

their systems are “always on”, and we pride ourselves on the quality personal service we offer 24/7,” Dr McCrea said.

“With our origins in supercomputing, we attract excellent staff who can manage both state-of-the art supercomputers and commercial servers.”

Business partners include virtualisation leader VMware, NetLeverage with its *ThinPoint* remote access system and IronPort, a messaging gateway appliance.

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**About us**

ac3 provides professional management services for computing and networking equipment to best practice standards. All equipment is housed in secure, reliable data centres at the Australian Technology Park in Eveleigh and at Global Switch in Darling Harbour.

ac3 is a private company owned by the NSW Government and eight NSW universities.

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