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## **ASG secures break through Cloud Computing contract with CITIC Pacific Mining**

### **Highlights**

- **ASG secures SAP contract with CITIC Pacific Mining**
- **Recently acquired SAP capabilities and resources expertise instrumental in securing contract**
- **Contract signals ASG's entry into lucrative Cloud Computing market and booming mining industry**
- **SAP selects ASG as one of its first partners to offer SBH**
- **Acquisitions continue to grow national footprint**

IT services provider ASG Group (ASX:ASZ) is pleased to announce it has secured a contract with CITIC Pacific Mining signaling ASG's entry into the Cloud Computing market.

By entering the lucrative Cloud Computing market, ASG further extends its comprehensive range of IT based services. The services will be provided from ASG's soon to be completed Data Centre located in Perth.

The new contract was awarded following strong collaboration between ASG and the recently acquired Courtland Business Solutions. ASG is currently in contract negotiations with another large mining company for similar services and these are expected to be the first of a number of contracts secured in the SAP and Cloud Computing sectors in the future. ASG also recently acquired Sydney and Melbourne based SAP services provider Progress Pacific, further expanding its capabilities and footprint in the SAP space.

CITIC Pacific Mining, Director - Information Services, Christian Thompson, said he was pleased to award the new contract to ASG Group.

"ASG demonstrated the flexibility and agility we were seeking to support our IT transformation, in the face of strong competition from other key industry vendors."

The contract is to provide a full end to end SAP solution using ASG's new Software as a Managed Service (SaaS) offering. This offering utilises a combination of ASG's infrastructure and service management capabilities integrated with Courtland's SAP expertise.

ASG's General Manager Marketing and Effectiveness, Steve Tull said he was very pleased to enter the lucrative Cloud Computing market by securing the contract with CITIC Pacific.

"It heralds ASG as an early mover in the growing Cloud Computing space, driving both ASG and its customers forward into the future.

"By securing the contract, ASG has very quickly validated our strategy to enter the SAP market and have also demonstrated our ability to successfully integrate the recently acquired Courtland Business Solutions."

# MEDIA RELEASE



ASG was also recently selected amongst the first SAP partners in Australia and New Zealand to be chosen to offer SAP's new subscription based hosting (SBH).

This new partnership complements ASG's new SAP as a Managed Service (SaaS) offering, which unlike other models combines all the attractive elements of the typical Software as a Service (SaaS) model coupled with ASG's strong service management and governance approach. This provides customers with the type of service that satisfies both their needs for an agile and flexible solution as well as the requirement to support enterprise ERP users in a managed and secure environment.

Mr Tull said he expected a number of new and existing customers to be attracted to ASG's newly expanded suite of services which now includes 'Software as a Managed Service' and 'Infrastructure as a Managed Service'.

"With ASG's new Data Centre facilities nearing completion, the ASG offerings will be particularly attractive to Australian clientele who want a locally hosted option rather than the offshore hosting provided by larger multinationals, as well as those who want a tailored, customer centric solution rather than a traditional On Demand model," said Mr Tull.

"We're large and local, the best of two worlds. The wins were secured against strong competition and are reflective of ASG's commitment to develop and provide flexible and agile solutions to meet the evolving needs of our customers."

In addition to the acquisition of Courtland Business Solutions and Progress Pacific, ASG Group has also consolidated its presence in Victoria this year and increased its high-end consulting services via the acquisition of Dowling Consulting. It has also significantly strengthened its relationships with blue chip corporate and government clients through the acquisition of well regarded Business Intelligence consulting firm, Capiotech. Synergistic opportunities and growth are already being witnessed as a result of these acquisitions.

**FOR FURTHER MEDIA INFORMATION CONTACT:**

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