



Media Release

19 December 2014

Optus to expand ICT capabilities by acquiring Ensyst *Acquisition to boost Optus' strategic Microsoft capabilities*

Optus Business has acquired IT professional and managed services company Ensyst as part of its ICT transformation, bolstering professional services and managed services expertise.

John Paitaridis, Optus Business Managing Director said, "We are committed to delivering market leading end-to-end ICT capability. Ensyst brings expertise and skills to complement our existing ICT and managed services capability which will enable Optus to accelerate our ICT growth strategy."

Ensyst is Microsoft's 2014 Australian Partner of the Year and one of the founding members of the Microsoft Australian Cloud Solution Provider Program, recognising Ensyst as a leading partner leveraging Microsoft cloud platforms and various collaboration solutions including Lync, SharePoint and Office 365. It has an extensive customer base across financial services, education, government, health, construction and mining, manufacturing and services sectors.

"We see Ensyst playing a critical role in deepening and enhancing Optus Business' Microsoft capabilities, which is critical for our business and government customers given that Microsoft is a leading provider of enterprise applications" said Mr Paitaridis.

"Ensyst has proven capability and experience to design, build and manage on multiple cloud environments so their expertise provides a good fit to complement skills and services of our ICT business – particularly in Cloud, Collaboration, and Business Applications and Services."

With the Cloud professional services market forecast to grow by 24 per centⁱ, driven by application workloads, Mr Paitaridis said the acquisition will strongly position Optus Business to take advantage of growth opportunities.

Ensyst has offices in Sydney and Melbourne with approximately 80 employees.

This acquisition is part of the SingTel Group's overall strategy to invest in opportunities that will help its Group Enterprise business expand its product range and extend its market reach.

Media enquiries:

Steve Batten

Optus Corporate Affairs

Tel: (02) 02 8082 7850

ⁱ Global Professional Services (US\$bn compound annual growth rate 2013 -2018): IDC Marketscape: Worldwide Cloud Professional Services 2013