

MEDIA RELEASE

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Data#3 appointed Tier 1 Microsoft Cloud Solutions Provider

5 November 2015; Brisbane, Australia: Data#3 Limited (ASX: DTL), one of Australia's leading business technology providers, today announced that it has been appointed as a Tier 1 Microsoft Cloud Solutions Provider (CSP). Recently named Australian Microsoft Licensing Solutions Partner (LSP) of the year, and Microsoft's largest licensing partner in Asia Pacific, Data#3 joins the small group of elite partners to be selected for the program.

The Tier 1 CSP program will allow Data#3 to deal directly with Microsoft and customers, enabling complete end-to-end visibility. In conjunction with the CSP program, Data#3 will offer additional value-added services including; consulting, migration, deployment, adoption and managed services, the combination of which will make it easier for customers to consume solutions in a utility-based, per month model.

Brad Colledge, Data#3's Executive General Manager and member of Microsoft's Worldwide Licensing Partner Engagement Board, said "With over \$47 million in Microsoft Cloud licensing sold by Data#3 last year through traditional licensing models, the CSP program will accelerate the delivery and uptake of Data#3's unique cloud offerings, particularly those as part of a managed service. Data#3 sits in the top 10 partners globally in terms of Microsoft revenue and the CSP program, combined with our services, complements our plan to grow our Microsoft Cloud revenue to over \$100 million this financial year," concluded Colledge.

Laurence Baynham, Data#3's Chief Executive Officer, commented that the CSP program aligns with Data#3's overall strategy to focus on new and emerging service-centric Hybrid IT solutions. "With services growth a key focus for Data#3's long-term strategy, the non-transactional CSP model will help us to reach both our Microsoft and corporate goals. Microsoft's leadership and growth in Public Cloud has been impressive and as a key partner, we will continue to benefit from their investments."

He continued "The value-added services from providers is the differentiation point and is what really delivers maximum value to the customer, and the ability to provide these services was a key prerequisite for being appointed as a Tier 1 Microsoft CSP. Overall, we see this appointment as an opportunity to extend our leadership position with Microsoft in the region, and maintain our global significance in a rapidly expanding market," concluded Baynham.

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About Data#3

Data#3 Limited (DTL) is an ASX listed company that is centered on helping customers achieve their business objectives through market-leading business technology solutions.

Customers choose Data#3 for their business technology solutions, the options offered in a Hybrid IT environment, the way they do things and most importantly, for their outcome based approach.

Business technology solutions from Data#3 are underpinned by market-leading expertise in technologies from global vendors. The specialised solution categories they offer are; Hybrid IT and Cloud, Big Data and Analytics, Mobility, Business Consulting, Security and IT Lifecycle Management. Through the use of these solutions, they help their customers to achieve:

- access anywhere anytime,
- increased productivity, organisational agility and enterprise growth,
- enterprise cost control,
- IT systems, applications and infrastructure optimisation,
- security, integrity, compliance and risk management, and
- innovation.

Data#3 reported revenues of \$870.5 million in the 2015 financial year and has more than 1,100 employees. The company is headquartered in Brisbane, with offices, data centres, and configuration and warehousing facilities across Australia.

More information about Data#3 and its solution offerings is available at www.data3.com.au

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