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Wilson HTM Investment Group signs up for IntraPower Trusted Cloud computing in a 5 year, \$16 million agreement

Information technology and communications group **IntraPower Limited** (ASX:IPX), today announced an agreement with **Wilson HTM Investment Group** (ASX:WIG) to migrate their complete IT infrastructure and application delivery to the IntraPower trusted cloud computing platform, Business On-Demand.

Mr Greg Kennish, Managing Director of IntraPower stated that “Using Business On-Demand, Wilson HTM will no longer require any in-house IT infrastructure or systems, staff will access their Virtual Desktop which includes fully functional Windows, Microsoft Office, and industry-specific applications from anywhere, anytime through IntraPower’s High Availability Network (IHAN).”

Wilson HTM is a leading Australian investment group with over 400 employees in 15 locations across the country. Wilson HTM is upgrading its IT infrastructure to leverage the professional enterprise class systems available from the IntraPower Business On-Demand solutions and will in the process realise a significant reduction in its IT infrastructure costs over the next 5 years.

The solution enables Wilson HTM to focus on their core business and delivers professional enterprise class computing and communications that a single organisation could not achieve on their own. The solution allows the flexibility to quickly scale the business up or down in response to the economic environment, without the lumbering impact of traditional in-house IT.

David Groth, CEO of Wilson HTM commented that, “Wilson HTM has grown both organically and by acquisition. IT systems grew in scope and complexity as a result and our business was locked into a recurring cycle of upgrading aged IT infrastructure. The business was facing a significant capital expenditure upgrade and a large consolidation project that would have further absorbed our resources and focus. With the IntraPower Business On-Demand solution we have access to an environment that we would not be able to cost effectively create in-house. Under the terms of the agreement, Wilson HTM will be provided with IT services on a Per User Per Month basis providing us with a fixed and predictable cost. Our IT will be less complex and more responsive to the growth and innovation initiatives of the business.”

Scott Stewart, CIO of Wilson HTM states “There is a major transformation going on in the IT industry and this is driven by the business requiring greater scale, flexibility and agility. The problem with the traditional IT model is having a large proportion of IT resources and budgets tied up with just keeping the lights on and managing a large scale infrastructure inventory all of which rarely confers any real strategic advantage to the business. Unlike the high cost and high risk outsourcing, hosting and traditional in-house ‘one-to-one’ infrastructure models, the new trusted cloud computing model is a ‘one to many’ model where you can pay to access state-of-the-art shared infrastructure, as and when you need it, allowing you to scale up or down quickly when required, all at a much lower cost than trying to do all this yourself”.

Wilson HTM overcame the security and privacy issues often linked to cloud computing by selecting the IntraPower trusted cloud solution. To assist its evaluation Wilson HTM commissioned Longhaus (globally recognised as one of Australia's leading boutique ICT research and advisory companies) whose research concluded that;

“relative to other cloud computing providers reviewed by Longhaus, IntraPower would be amongst the most mature in the Australian market and one of the few offering true capacity-based charging combining users and time as the underlying metric.”

Mr Kennish added that “This agreement with Wilson HTM is the largest in the company’s history, and endorses our investment in our Trusted Cloud platform to leverage the high growth potential of this market opportunity. IntraPower is very pleased to announce this agreement with Wilson HTM. They are a highly respected financial

services firm, operating nationally and their selection of our Business On-Demand solution is a significant win for IntraPower. It reaffirms the leadership we have established in the delivery of complete cloud computing solutions to corporate Australia. One of the key reasons that Wilson HTM selected IntraPower was that as a single source provider we take full responsibility for the end-to-end solution, from the Data Centre to the Desktop. This 5 year agreement is valued at over \$16m and is materially earnings accretive for IntraPower.”

Darc Rasmussen, COO of IntraPower will host a webinar with Scott Stewart, Wilson CIO, and Sam Higgins, Research Director of ICT analyst firm Longhaus, on Tuesday, 22nd June at 10:30am where they will review Wilson HTM’s decision, the business and technology drivers, the implications for the business and the implementation strategy. They will also take questions from the live participants. To attend please register at www.intrapower.com.au/webinar.html

About IntraPower Limited

IntraPower is a public company listed on the Australian Stock Exchange (ASX:IPX) and the leader in the provision of high availability On-Demand Information, Communication, Technology & Telecommunications (ICT & T) services to the Corporate and Government sectors. IntraPower’s speciality is ensuring that IT&T never distracts its clients from focusing on their core business.

Uniquely, IntraPower delivers the entire solution across a Trusted Cloud as a single source provider. The IntraPower High Availability Network (IHAN) delivers the Business On-Demand solution over two blue cables on a carrier diverse network ensuring highly reliable, secure, private and high performance access to the Virtual Desktop.

The organisation services over 2,000 customers nationwide from its offices in Sydney, Melbourne and Brisbane and through a national network of professional Partners.

For more information, please contact:

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