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>> **Announcement Details**  
 The details of the announcement start here ...

Announcement Title \*

Description

**Attachments**  
 [MR-20130419-Suretek.pdf](#)  
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### Optus wins Suretek contract and looks to future partnership *Security and surveillance provider selects Optus as new telco partner*

Optus Business has today announced a five year, \$60 million contract with Suretek, for the delivery of fixed network and high-speed mobile services.

The deal will also support Suretek in the delivery of new capabilities and an improved customer experience in the Asia-Pacific region. Suretek is a specialist provider of security solutions including wireless alarm communications, remote video-monitoring and redundancy solutions.

As part of the agreement, Suretek has moved its Securedial/Securecall 1345 Service for alarm transmissions onto the Optus network, with further plans to transition these services to a full wireless model with Optus for greater manageability. The deal will also see Suretek's inbound voice, as well as fixed and wireless data services, switched over to Optus from its current service provider.

Glenn Smith, Managing Director of Suretek said, "We chose to align Suretek with Optus Business in order to support our growth and expand our product offerings. Optus' strong focus and ongoing investment in superfast 4G<sup>1</sup> technologies also provides us with the ideal platform to advance the electronic security industry into the IP era.

"Our core value proposition is ensuring our services maintain the level of security and availability that our customers expect. Partnering with Optus Business is crucial for us in meeting this promise to them," Glenn Smith continued. "Today's announcement reinforces our strategy to increase Suretek's exposure to new markets, opening up possibilities for our customers, resellers and partners now and in the future."

The move to partner with Suretek will also support the expansion of Optus Business' suite of mobility and security offerings in the future, with today's announcement signaling the beginning of a collaboration between the product development teams of Optus and Suretek, to explore new business opportunities through the co-development of new security solutions.

John Paitaridis, Managing Director of Optus Business said, "We're excited about bringing Optus 4G connectivity to enhance Suretek's portfolio of security offerings. Our ICT capabilities both locally and across Asia-Pacific were key to securing the Suretek contract and long term partnership.

"Today's announcement also reinforces our commitment in providing ongoing innovation in the delivery of security services. We are seeing customers respond positively to the breadth of our competitive and integrated business solutions."

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<sup>1</sup> Optus 4G coverage: available in selected areas. See [www.optus.com.au/4gcoverage](http://www.optus.com.au/4gcoverage).