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>> Announcement Details

The details of the announcement start here ...

Announcement Title * Description **Attachments** [MR-20140123-Optus-sgx.pdf](#)Total size = **182K**
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Optus Business signs \$30m deal with UGL Limited

Optus Business today announced that it has signed a five year, (AU) \$30 million contract for managed ICT and mobility services with Australian engineering and property services leader UGL Limited (ASX: UGL).

Under the whole-of-business agreement, Optus Business will provide UGL with a comprehensive range of managed ICT services, mobility, broadband and machine-to-machine capabilities.

Optus Business was chosen by UGL after a competitive tender process for its ability to deliver domestic and regional data network services, as well as custom design a range of intelligent business management applications that will enable UGL to improve productivity and business efficiency.

Mobile fleet overhaul for productivity and cost savings

The Optus mobility solution will connect more than 8,000 UGL employees across Australia and Asia, delivering cost savings and productivity benefits.

As part of the deployment, Optus Business will also transition the UGL field force of engineers to a range of new smartphone devices and applications that will enable real time access to the company's critical Enterprise Resource Planning (ERP), CRM and workflow systems, enhancing planning and decision making processes across its divisions.

With the Optus Business solution, UGL staff will now be able to:

- **Make faster, smarter decisions** – accessing and updating critical customer data from their phones in real-time – improving information flow, speed of decision making and reducing risk of delays;
- **Analyse their technology use and efficiencies** – tracked by Optus Business' machine to machine solution – UGL can drive efficiency in its field-force operations; and
- **Reduce operating costs** – enabling real-time updates to workflow systems and tracking of jobs – improving efficiency and reducing carbon outputs.

"Innovation was at the forefront of what we were looking for from this partnership," said UGL Managing Director and CEO, Richard Leupen.

"We chose Optus because their team demonstrated an innovative approach. They made it their purpose to understand our business and our challenges, and to work with us to design solutions that would address them. That, for us, is a true partnership."

Managed data and ICT services enable UGL to focus on core business priorities

The managed data and ICT services provided under this deal will enable UGL to hand over monitoring, maintenance and management of ICT to Optus Business.

UGL chose Optus Business for its ability to provide an end-to-end ICT solution as well as its capacity to provide a roadmap for expansion into Asia through its SingTel relationship and cloud capabilities.

"Positioning UGL to benefit from ongoing growth in Asia is a key strategic priority for our business and we required an ICT partner who could support our regional needs," Mr Leupen said.

"Optus Business is the best placed regional ICT partner through the SingTel group and has a shared commitment to continual investment in innovation and growth."

John Paitaridis, Managing Director, Optus Business said, "Our partnership allows UGL to focus their key personnel on driving their business strategy and growth, whilst we handle the provision and management of UGL's end to end ICT services, including their voice, data and mobility requirements, in Australia and across the region.



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"We are excited about the multi-year partnership with UGL and look forward to working closely with them to innovate together and capitalise on growth opportunities for both organisations."

-ENDS -

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