



FOR IMMEDIATE RELEASE

Queensland ICT Channel Partners to Benefit from Local Government Supply Contract

Lan 1 appointed to panel for supply of ICT hardware and software to 74 local councils

Brisbane, Wednesday 9th September, 2008 – Lan 1, value-added distributor of a range of IP Storage, IP Networking, IP Security and IP Surveillance products, today announce its appointment to the panel of suppliers for the supply of Information and Technology Goods and Services as tendered to the Local Governments across Queensland under a Preferred Supplier Agreement. The contract (BUS165-0508) with Local Buy Pty Ltd, runs for 3 years with the option to extend for a further two one-year periods.

Under the contract, 74 Queensland Councils with yearly IT budgets as high as \$40 million per council are able to buy from Lan 1 through its nominated local agents who will be the primary point of contact and support. Lan 1 will supply product across 4 pillars of specialty; IP Networking, IP Storage, IP Surveillance and IP Security for this contract. Besides the contract with Local Government Procurement through Local Buy, Lan 1 is also a Queensland Government Approved Supplier and acts with reseller channel under these agreements/approvals.

According to its Managing Director, Daniel Lee, Lan 1 is looking forward to the opportunities on offer with our local government reseller partners in Queensland, “We are thrilled to sign on as one of the master tenderers for this contract in conjunction with our reseller channel base. Over the past two years we have been working hard with our key Queensland resellers to skill up in the areas of IP Networking, IP Storage, IP Security and IP Surveillance, now we can all benefit from the training and value add we bring as a distributor of world leading vendors and products in the Australian marketplace.”

“Some of our partners are located in cities serviced by one airline flight a day, so services such as Lan 1’s rapid replacement advance warranty are key to this contract and we also offer extended warranties on many of the products on offer as part of this contract that comply with common “green” initiatives, extending the lifecycles of products to minimize ICT waste” Lee said. “As the contract is expected to run for 5 years, we will be adding more reseller agents to service the needs of local government as required; we are certainly open to discussions with new resellers and vendors who are interested in working with us on this opportunity”.

Lan 1 will be working with its vendors and agents/resellers over the life of the contract with Local Buy Pty Ltd to assist local government with their options when it comes to making the most of their ICT budgets, including participation in a number of local government trade shows and the development of an ongoing Lan 1 Local Government ICT roadshow to showcase the latest developments and products on offer on a regular basis.

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About Lan 1

Lan 1 is a value added distributor providing a diverse range of IP products. *Established in 1993, Lan 1 is headquartered in Waterloo, Sydney, Australia, with branch throughout Australia. Through strong brand names and a high level of personalised service and support, Lan 1 partners are provided with the essential tools to effectively design, market, implement and support a complete range of IP ecosystems, from entry-level to enterprise.* www.Lan1.com.au

For more information or high resolution images contact:

Mathew Bertram, Marketing Communications Executive, Lan 1, on (02) 9318 4215 or email mbertram@Lan1.com.au

Sydney

p (02) 9318 4280
f (02) 9319 6797

Melbourne

p (03) 9673 3700
f (03) 9645 6430

Brisbane

p (07) 3139 0262
f (07) 3262 3308

Perth

p (08) 9221 5911
f (08) 9221 3811