

Frost & Sullivan Announces 2011 Australia Excellence Awards Recipients

SYDNEY, Australia, 27 October 2011 – Frost & Sullivan has recognised outstanding performance of companies in the Australian Information Communications Technology (ICT) industry by presenting 18 awards to deserving organisations at the 2011 Frost & Sullivan Australia Excellence Awards.

Staged last night in Sydney, the prestigious awards event, now in its sixth year was attended by key opinion and business leaders within Australia’s ICT industry.

Benchmarked against leading companies in each category, the recipients of these awards represent the best-of-breed in their sector in the country. This year’s awards were focused on three industry categories: Security & Infrastructure, Enterprise Communications and Telecommunications.

The Frost & Sullivan Awards are presented to companies that demonstrate excellence in the industry, based on the commitment and innovative business strategies required to advance and excel in the competitive Australian market. Each of these award recipients were selected based on their market performance, including market share leadership, revenue growth and degree of product and service innovation displayed over the past year.

“This year’s award recipients include the most innovative and effective IT and telecommunications vendors who have demonstrated business excellence in their respective market segments. These companies all operate in highly competitive segments but have succeeded in maintaining market leadership,” said Mark Dougan, Managing Director, *Frost & Sullivan*, Australia and New Zealand.

Frost & Sullivan congratulates all the recipients of the 2011 Frost & Sullivan Australia Excellence Awards:

2011 Frost & Sullivan Australia Excellence Awards Recipients		
Security & Infrastructure	UPS Vendor of the Year	APC by Schneider Electric
	UPS Service Provider of the Year	Emerson Network Power
	Secure Content Management Vendor of the Year	Websense
	Network Security Vendor of the Year	Juniper Networks
	Datacenter Services Provider of the Year	Equinix
	Security as a Service Vendor of the Year	Symantec
	Infrastructure as a Service Vendor of the Year	Amazon Web Services
Enterprise Communications	Software as a Service Vendor of the Year	Salesforce.com
	Enterprise Video Vendor of the Year	Cisco Systems
	Contact Center Applications Vendor of the Year	Genesys
	Hosted Contact Center Service Provider of the Year	Telstra
	Application Networking Vendor of the Year	Riverbed
	Unified Communications Vendor of the Year	Cisco Systems

Telecommunications	Managed Security Service Provider of the Year	Verizon Business
	Data Communications Service Provider of the Year	Telstra
	Broadband Service Provider of the Year	Telstra
	Mobile Service Provider of the Year	Telstra
	Service Provider of the Year	Telstra

“By maintaining their strategic focus of delivering new, customer-driven IT business capabilities to organisations that demand high performance, these vendors have demonstrated their capacity to fuel future growth and set the bar higher for others in the industry,” said Dougan.

The 2011 Frost & Sullivan Australia Excellence awards are supported by ZDNet Australia as Awards Partner. For more information on the awards, visit <http://www.frost-awards.com.au>

About Frost & Sullivan

Frost & Sullivan, the Growth Partnership Company, enables clients to accelerate growth and achieve best-in-class positions in growth, innovation and leadership. The company's Growth Partnership Service provides the CEO and the CEO's Growth Team with disciplined research and best-practice models to drive the generation, evaluation, and implementation of powerful growth strategies. Frost & Sullivan leverages 50 years of experience in partnering with Global 1000 companies, emerging businesses and the investment community from more than 40 offices on six continents. To join our Growth Partnership, please visit <http://www.frost.com>.

Media Contacts:

David Bass, Bass Public Relations
M: 0416 017 194
P: 02 9922 6820
E: david@basspr.com.au

Donna Jeremiah, Frost & Sullivan
Corporate Communications – Asia Pacific
P: +603 6204 5832
F: +603 6201 7402
E: djeremiah@frost.com

www.frost.com