

## Frost & Sullivan Announced the 2009 Best Practices Awards Recipients

**SYDNEY, Australia, 25 November 2009** – *Frost & Sullivan* presented 18 awards to the best and brightest in the Australian Information & Communications Technology (ICT) industry at the 2009 *Frost & Sullivan* Australia Best Practices Awards, today.

Held for the fourth consecutive year, *Frost & Sullivan* Awards Banquet was attended by the who's who of the Australian ICT industry. The Awards recognise outstanding performance by companies in the ICT industry in Australia. 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 six industry categories: Telecommunications, Enterprise Communications, IT Security, Infrastructure Security, Digital Media and Sustainability.

Each of these award recipients were selected according to their market performance and customer satisfaction ratings researched from *Frost & Sullivan's* demand side market surveys.

"The Awards recognise the exceptionally talented Australian-based teams that have focused on exceeding the market expectations around product and service innovation and customer satisfaction. This has resulted in quality of delivery and results-driven client relationships. Indeed, all the award recipients have a road map that is based on a clear view of the future requirements that customers will face," says Mark Dougan, Managing Director, *Frost & Sullivan*, Australia and New Zealand.

~ *Frost & Sullivan* congratulates all the recipients of the 2009 *Frost & Sullivan* Australia Best Practices Awards ~

<b>Infrastructure Security</b>	
UPS Vendor of the Year	APC by Schneider Electric
UPS Service Provider of the Year	Chloride Power Protection
Biometrics Vendor of the Year	Sagem Securite
IP Video Surveillance Vendor of the Year	Axis Communications
<b>Sustainability</b>	
Green IT Vendor of the Year	IBM Australia
<b>IT Security</b>	
Secure Content Management Vendor of the Year	Websense
Managed Security Services Vendor of the Year	Verizon Business
<b>Digital Media</b>	

Ad Network Broker of the Year	Adconion
Search Marketing Company of the Year	FirstClick Consulting
Online Publisher of the Year	Fairfax Digital Media
<b>Enterprise Communications</b>	
Contact Center Applications Vendor of the Year	Genesys Laboratories
Hosted Contact Center Service Provider of the Year	Telstra
Video Conferencing Vendor of the Year	Tandberg
Enterprise Telephony Vendor of the Year	Cisco Systems
Unified Communications Systems Integrator of the Year	Alphawest Services
<b>Telecommunications</b>	
Emerging Broadband Service Provider of the Year	Internode
Broadband Service Provider of the Year	Telstra
Mobile Service Provider of the Year	Vodafone Australia      Hutchison

"The Award recipients have consistently demonstrated excellence in delivering value-focused solutions and services which help customers address their industry and business requirements. They have all demonstrated innovative, creative and successful approaches to building momentum in 2009 and truly deserve their current success," said Dougan.

The 2009 *Frost & Sullivan* Awards are supported by salesforce.com as the Gold Sponsor. Silver sponsors are Check Point Software, Cyara Solutions and Interactive Intelligence. PR Newswire is the official newswire while ZDNet Australia, Strategic Path Australia are the media partners for the Awards. For more information on the awards, visit <http://www.frost-awards.com.au>

~End~

**About Frost & Sullivan**

Frost & Sullivan, the Growth Partnership Company, partners with clients to accelerate their growth. The company's TEAM Research, Growth Consulting and Growth Team Membership empower clients to create a growth-focused culture that generates, evaluates and implements effective growth strategies. Frost & Sullivan employs over 45 years of experience in partnering with Global 1000 companies, emerging businesses and the investment community from 40 offices on six continents. For more information about Frost & Sullivan's Growth Partnerships, visit <http://www.frost.com>

**MEDIA CONTACTS:**

David Bass  
[david@basspr.com.au](mailto:david@basspr.com.au)  
 Tel: 0416 017 194 / 02 9967 8022

Surbhi Dedhia  
[Surbhi.dedhia@frost.com](mailto:Surbhi.dedhia@frost.com)  
 Tel : +65 6890 0926