

**Frost & Sullivan Announces Recipients of the Australia 2010 Best Practice Awards**

**SYDNEY, Australia, 1 December 2010** – Frost & Sullivan has recognised outstanding performance of companies in the Information Communications Technology (ICT) industry in Australia by presenting 18 awards to deserving organisations at the 2010 Frost & Sullivan Australia Best Practices Awards. Staged last night in Sydney, the awards banquet, in its fifth 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 best practices in the industry, commending their diligence, commitment, and innovative business strategies required to advance and excel in the competitive global marketplace. Each of these award recipients were selected based on their market performance; inclusive of revenue growth, product innovation, breadth of products or solutions and growth in subscriber base.

“The ICT industry in Australia has recovered well from the effects of the global financial crisis, and we are seeing good growth resume across most segments of the industry. This year’s award recipients are to be congratulated on growing their businesses in these challenging market conditions,” says Mark Dougan, Managing Director, *Frost & Sullivan*, Australia and New Zealand.

~ *Frost & Sullivan* congratulates all the recipients of the 2010 Frost & Sullivan Australia Best Practices Awards ~

Security & Infrastructure	
IP Video Surveillance Vendor of the Year	Axis Communications
Biometrics Vendor of the Year	Argus Global Pty Ltd
RFID Technology Vendor of the Year	Magellan Technology
UPS Vendor of the Year	APC by Schneider Electric
Application Networking Vendor of the Year	Riverbed
Secure Content Management Vendor of the Year	Websense
Network Security Vendor of the Year	Cisco Systems
Enterprise Communications	
Digital Signage Systems Vendor of the Year	Samsung
Contact Centre Applications Vendor of the Year	Genesys Telecommunications Laboratories
Videoconferencing Vendor of the Year	Tandberg
Hosted Contact Center Service Provider of the Year	Telstra
Enterprise Telephony Vendor of the Year	Cisco Systems

Telecommunications	
Data Communications Service Provider of the Year	Telstra
Managed Security Services Provider of the Year	Verizon Business
Managed Service Provider of the Year	Telstra
Broadband Service Provider of the Year	Telstra
Mobile Service Provider of the Year	Vodafone Hutchison Australia
Service Provider of the Year	Optus

competitive market segments," said Dougan.

The 2010 *Frost & Sullivan Australia Best Practices Awards* are supported by PeopleXS as Awards Partner and salesforce.com as the Silver Sponsor. PR Newswire is the official newswire for the banquet. For more information on the awards, visit <http://www.frost-awards.com.au>

### **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>

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