

MEDIA RELEASE

ORIONVM POWERS AAPT'S CONNECT.COM.AU PLATFORM

AUSTRALIA'S FASTEST NETWORK AND THE WORLD'S FASTEST CLOUD PLATFORM JOIN FORCES ON CONNECT.COM.AU

Monday 22 April 2013, SYDNEY, NSW – AAPT, Australia's leading wholesale and business grade telecommunications carrier, has selected OrionVM's locally-developed wholesale cloud platform to complement its existing private cloud strategy. The Connect Cloud Platform, powered by OrionVM, is being delivered through Connect.com.au.

OrionVM, founded in Australia, is a leading innovator in the cloud computing industry. Under the strategic partnership, OrionVM delivered and implemented the wholesale cloud solution now powering AAPT's Connect service offering.

"AAPT's telecommunications pedigree is based on extreme performance networking. We have invested heavily in our own network infrastructure and we partner with the best-of-breed system integrators and suppliers to ensure we have the highest-grade solutions available," said AAPT CEO David Yuile.

AAPT has invested and committed heavily in shifting its focus to servicing the demanding and increasingly sophisticated needs of the wholesale and business markets.

"AAPT's cloud strategy has been central to the competitive offering it brings to Australia's wholesale and business sectors and OrionVM has been proud to be able to play a role in articulating that solution," said OrionVM's Managing Director Sheng Yeo.

The OrionVM wholesale platform delivers world-leading cloud infrastructure with high margins for wholesale customers.

The solution is suited for telecommunications providers, managed service providers (MSP), SaaS/PaaS vendors, traditional hosting providers and system integrators.

AAPT represents the first major wholesale customer for OrionVM. The partnership with AAPT marks the official launch of the wholesale and reseller strategy for OrionVM. This empowers service providers to deliver cloud solutions to their customers without the hurdle of capital expenditure outlays. It also promises rapid time to market with a world-leading cloud solution and premium support.

"OrionVM has a highly-specialised area of expertise in cloud and applications management which sits very comfortably with our networks and IP solutions. The competitive businesses of today are seeking high-performance, robust and reliable applications and services. They are largely agnostic about the technology involved but they demand the highest-quality service and network performance. Together, AAPT and OrionVM bring that to the table without the complexities that can hinder results," Yeo added.

The Connect.com.au brand currently includes two core pillars - Cloud and CDN. The jewel in the Connect.com.au crown is the Cloud offering, with OrionVM contributing the underlying platform through its partnership agreement.

"AAPT is also proud to be working in tandem with one of Australia's emerging local innovators. The entrepreneurial culture of OrionVM allowed the delivery and integration of our cloud platform within nine months rather than a drawn-out process. With AAPT's extensive resources, coupled with OrionVM's cloud solution and engineering resources, we are confident this alliance will deliver great value to Connect.com.au customers," Yuile said.

OrionVM, which launched in 2010, is backed by one of Australia's most progressive technology entrepreneurs and technology investors, the co-founder of Pipe Networks Steve Baxter. It has also attracted the foundation investment from U.S computing pioneer and senior Microsoft researcher, C. Gordon Bell.

About Connect.com.au

Connect.com.au (www.connect.com.au) powers Connect Cloud Platform, Australia's premier Infrastructure-as-a-Service platform. The company combines Australia's most extensive and high-quality IP network, supplied by AAPT, with the world's fastest Cloud computing platform, supplied by OrionVM. The company is 100% AAPT owned and backed.

About AAPT

AAPT is one of Australia's leading telecommunications infrastructure companies, offering data, cloud, voice, internet and mobile services for business, government and wholesale customers, via its extensive national network. AAPT is 100% owned by Telecom New Zealand, one of the largest listed companies on the Australian Stock Exchange. AAPT is one of only three Australian telecommunications companies to own and operate a national voice and data network and it has one of Australia's most extensive and highest-quality IP networks.

AAPT is a business telecommunications infrastructure company that strives to deliver extreme performance across every level of the organisation. Its dedicated focus is on creating partnerships with its business customers, unmatched by its competitors. For more information, visit www.aapt.com.au.

About OrionVM

OrionVM (www.orionvm.com.au) is a pure Infrastructure-as-a-Service company. Formed in early 2010, the business developed CloudDC which has been third party benchmarked as the world's fastest cloud computing infrastructure platform*. Separate to CloudDC, OrionVM continues to innovate technology and techniques in both the Australian and global cloud infrastructure markets.

*CloudHarmony.com

Pure. Infrastructure-as-a-Service. Cloud Hosting.

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