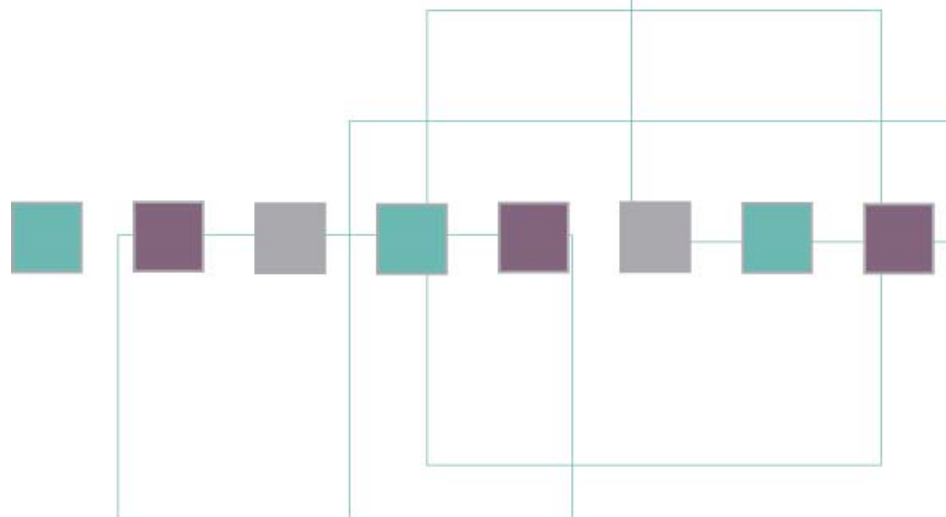


REPORT FOR THE DEPARTMENT OF COMMUNICATIONS,  
INFORMATION TECHNOLOGY AND THE ARTS

## SME Involvement in Australian Government Information and Communications Technology Procurement 2003-04 & 2004-05



## Contents

---

<b>1. SUMMARY</b> .....	<b>1</b>
Introduction .....	1
Major Findings – Snapshot .....	3
Contract Value Data .....	3
Contract Volume Data .....	4
SME Survey.....	4
Open Approach Tender Survey.....	5
<b>AusTender Contracts Reported Results</b> .....	<b>6</b>
Supplier Type .....	6
Value Range.....	8
Agency Results.....	12
Supplier Results .....	15
<b>ESA SME Survey Findings</b> .....	<b>17</b>
<b>Open Approach Tender Survey Findings</b> .....	<b>18</b>
<b>2. RESEARCH APPROACH</b> .....	<b>19</b>
Introduction .....	19
Methodology.....	19
<b>AusTender Analysis</b> .....	<b>20</b>
Contracts Data Source .....	20
SME Identification.....	21
SME Sector .....	24
<b>E-mail Survey of ESA SMEs</b> .....	<b>24</b>
<b>E-mail Survey of Agency Open Approach Tender Contact Officers</b> .....	<b>25</b>
<b>3. QUALIFICATIONS TO THE FINDINGS</b> .....	<b>26</b>
<b>AusTender</b> .....	<b>26</b>
Results Likely To Be Understated .....	26
Granularity .....	27
Duplicate Entries .....	27
Head Contracts.....	27
Snapshot View.....	27
General Exclusions .....	27
Other Factors.....	28

<b>4. RESULTS OF AUSTENDER ANALYSIS .....</b>	<b>29</b>
<b>5. E-MAIL SURVEY OF ESA SMES .....</b>	<b>68</b>
Number of Responses.....	68
SMEs Developing and Selling Their Own Products.....	69
SMEs Not Attempting Sales .....	69
Unsuccessful SMEs .....	70
SME Success as a Contractor .....	70
Contractor vs Sub-contractor Participation .....	70
Contract value to SME as the Contractor.....	72
Contract value to Prime Contractor .....	72
Multinational vs Australian Prime Contractor .....	73
Agency Procurement Method.....	73
<b>6. E-MAIL SURVEY OF AGENCY OPEN TENDER CONTACT OFFICERS.....</b>	<b>74</b>
<b>Tender Outcomes .....</b>	<b>78</b>
Panel Arrangements.....	78
Prime Contracts Notified by Agencies.....	79
Knowledge of Endorsed Supplier Arrangement.....	80
Financial Viability Test.....	81
<b>Timing of Tenders .....</b>	<b>82</b>
<b>7. APPENDIX 1 – GOVERNMENT AGENCIES.....</b>	<b>83</b>
<b>8. APPENDIX 2 – SUPPLIERS LISTS.....</b>	<b>85</b>
<b>Multinational Suppliers .....</b>	<b>85</b>
<b>ANZ Large .....</b>	<b>88</b>
<b>ANZ Medium .....</b>	<b>88</b>
<b>ANZ SME – ESA .....</b>	<b>89</b>
<b>Foreign .....</b>	<b>96</b>
<b>Government .....</b>	<b>101</b>
<b>ANZ SME – non ESA .....</b>	<b>102</b>

# 1. Summary

## Introduction

The Department of Communications, Information Technology and the Arts (DCITA) has an ongoing interest in monitoring levels of small and medium enterprise (SME) participation in the Australian Government ICT market. In 2004, the Department commissioned Intermedium to:

- Research the existing sources of available Australian Government purchasing data for the years 2001-02 and 2002-03; and
- Establish and recommend a suitable methodology for measuring current SME participation in the Australian Government ICT and Large Office Machines (LOM) purchasing market.

The Government's definition of an SME in the ICT sector is a body corporate incorporated in Australia or New Zealand which, together with its Related Bodies incorporated and Parent Entities, has an average aggregate annual revenue over the last four financial years of less than \$A500m.

The resultant Intermedium report "SME Involvement in Australian Government ICT Contracts 2001-02 and 2002-03" established a suitable methodology and benchmark measures in this field. This report continues and extends that research to the 2003-04 and 2004-05 financial years.

Intermedium's ongoing research of sources of Australian Government purchasing data has largely reaffirmed the views Intermedium expressed in its earlier report, namely there is no major source of public domain, readily accessible purchasing data other than AusTender Contracts Reported. Intermedium has found the other available sources of information in this field, such as Senate "Murray Motion" reporting, too limited to be useful.

Agencies' Financial Management Information Systems (FMIS) are likely to contain contract data of higher integrity than AusTender, because of the accountable nature of such systems. However, Intermedium assessed then, and continues to believe now, that access to agency financial management information systems is impracticable as a source of purchasing data, due to the disparate nature of recording of purchasing data in those systems, and the resources required to extract, collate and make the data consistent across agencies.

With respect to measuring current SME participation in the Australian Government ICT and Large Office Machines (LOM) purchasing market, Intermedium's methodology was to:

- Analyse ICT & LOM contracts published in Australian Government's AusTender Contracts Reported for all reporting agencies for 2003-04 and 2004-05, for type of supplier;
- Conduct a survey of agency contact officers with respect to all publicly announced tenders for 2004-05; and
- Conduct a survey of Endorsed Supplier Arrangement (ESA) listed SMEs, principally to establish the degree to which SMEs achieve success in ICT contracts as sub-contractors (because this data is not available in AusTender).

Intermedium's research on supplier categories identified:

- An SME Sector, which consists of:
  1. Australian/New Zealand companies with less than \$20m annual turnover and less than 200 staff (i.e. small companies) identified through the ESA list SME icon, categorised as "ANZ SME – ESA";
  2. Australian/New Zealand companies with greater than \$20m annual turnover and greater than 200 staff but less than \$500m, identified through web research and categorised as "ANZ Medium"; and
  3. Australian/New Zealand suppliers not listed in ESA, typically used for minor local purchasing, identified through web research, categorised as "ANZ SME – non-ESA".
- Large Australian/New Zealand owned ICT/LOM suppliers with turnover greater than \$500m. Largely as a result of acquisitions and industry consolidation, a number of companies have joined Telstra in the category "ANZ Large". Most are Australian public companies listed on the Australian Stock Exchange, headquartered in Australia and with their primary business operations in Australia. This category also includes their subsidiaries, eg Telstra companies KAZ Technology Services and Damovo.
- Multinational companies operating in Australia, categorised as "Multinational". These suppliers are majority or wholly owned by foreign companies and typically operate in Australia through a locally incorporated subsidiary. It should be noted that the Australian arms of some multinationals would by themselves meet the definition of an SME, and that the categorisation "Multinational" is based on foreign ownership rather than the size of Australian operations;
- Foreign companies which sold directly to the agencies; and
- Contract activity between government agencies, typically for provision of network or telecommunications services, categorised as "Government". Contracts with Australian universities and CSIRO are also included in this category.

In addition, Intermedium has identified the single biggest supplier of ICT/LOMs to each agency.

Intermedium emphasises that these findings must be regarded as indicative only, due to the data sampling approach taken for two components of the research (the surveys) and data quality and timeliness issues in the AusTender 'Contracts Reported' data which Intermedium cannot repair or eliminate. Section Three outlines Intermedium's qualifications to the findings.

## Major Findings – Snapshot

### Contract Value Data

- Total ICT & LOM contract value was \$2.709b for 2003-04 and \$3.028b for 2004-05 compared with \$1.91b for 2001-02; \$1.86b for 2002-03.
- Total SME contract value was \$784.56m (28.96%) in 2003-04 and \$679.1m (22.44%) in 2004-05, compared to 27.52% in 2001-02 and 29.94% in 2002-03 for the eleven sample agencies.
- Total Multinational contract value was \$1,295.41m (47.82%) in 2003-04 and \$1,824.07m (60.23%) in 2004-05.
- Total ANZ Large contract value (including subsidiaries) was \$456.05m (16.83%) in 2003-04 and \$453.26m (14.97%) in 2004-05.
- Total SME Sector and ANZ Large contract value was \$1,240.62m (45.80%) in 2003-04: and \$1,132.87m (37.41%) in 2004-05, compared to 32.67% in 2001-02 and 39.28% in 2002-03 for the eleven sample agencies.
- Total other contract value (foreign companies selling direct to Australian and inter-agency contracts) was \$172.95m (6.38%) in 2003-04: and \$71.47m (2.36%) in 2004-05.
- The five largest suppliers had a 33.58% share of contract value for 2003-04: and 44.37% for 2004-05.
- The ten largest suppliers had a 42.29% share of contract value in 2003-04: and 54.82% for 2004-05.
- Defence accounted for a 37.81% share of contract value for 2003-04: and 27.82% for 2004-05.
- Defence, ATO and Centrelink together accounted for a 64.19% share of contract value in 2003-04 and 58.54% for 2004-05.
- Smaller agencies gave the majority of their new contract value to ANZ SMEs in the two years of the study. By contrast, the largest agencies gave the majority of their new contract value to multinationals.
- Intermedium believes that the ANZ Large segment has grown significantly since the previous study, largely as a result of mergers and acquisitions in recent years. The emergence of these larger and more competitive players is seen as evidence of a maturing of the Australian ICT industry.

## Contract Volume Data

- Total number of SME contracts was 18,482 (52.26%) in 2003-04 and 12,340 (50.74%) in 2004-05 compared with 14,303 (60.5%) in 2001-02; 12,765 (57.7%) in 2002-03.
- Total number of multinational contracts was 10,593 (29.95%) in 2003-04: and 8,003 (32.91%) in 2004-05.
- Total number of ANZ Large contracts was 5,373 (15.19%) in 2003-04 and 3,300 (13.57%) in 2004-05.
- Government and foreign suppliers accounted for only 455 (1.29%) and 463 (1.31%) contracts respectively in 2003-04 and 317 (1.30%) and 361 (1.48%) contracts in 2004-05.
- The 278 contracts over \$1m (0.79% of all contracts) accounted for 53.06% of contract value in 2003-04 and the 260 contracts over \$1m (1.07%) accounted for 60.32% of contract value in 2004-05.

## SME Survey

Of the 302 responses received:

- SMEs contracted directly to agencies for 86 of contracts reported (90 in the previous study);
- SMEs subcontracted to agencies via multinationals for 6% of contracts reported and via Australian companies for 8% (2.4% and 7.4% respectively in the previous study);
- 18% of respondents are SMEs with control over ICT intellectual property (15.5% in the previous study);
- 12% of respondents did not attempt to sell to the Australian Government (17% in the previous study);
- 15% of respondents tried to sell to the Australian Government but were unsuccessful (13% in the previous study);
- 90% of contracts were valued at less than \$500,000 (94% in the previous study); and
- As in the previous survey, the results indicate that almost all ICT contracts awarded to SMEs were found and won as a result of their own resources and effort. Subcontracting to multinationals does not appear to be an important vehicle for SMEs to access the Australian Government market.

## Open Approach Tender Survey

Of the thirty-eight responses received from agencies, twenty-six tenders proceeded to contract:

- Only one of the contracts was awarded to a multinational company;
- ANZ SMEs won twenty contracts as prime contractor. In two of these contracts, other ANZ SMEs were engaged as sub-contractors;
- Telstra (ANZ Large) won one contract;
- An Australian university (Government) won two contracts and an SME was engaged as a sub-contractor in both contracts; and
- Two were for panel arrangements and SMEs were well represented on one of these panels.

These results are markedly different to the previous study, where twelve out of sixteen contracts were awarded to multinationals and four out of sixteen to SMEs by the eleven sample agencies. This is largely due to the fact that smaller agencies, which are more likely to buy from SMEs, are well represented in the current survey but were not included in the previous study.

Of the remaining twelve, six were still under consideration or finalisation at the time of the survey and six (15%) did not proceed to contract. In the previous study about 50% of the responses did not proceed to contract.

## AusTender Contracts Reported Results

The study included all agencies which reported in AusTender 'Contracts Reported' for the financial years 2003-04 and 2004-05, a total of 78 in 2004-05<sup>1</sup>. The previous study was based on a sample of eleven agencies<sup>2</sup> estimated to account for approximately 80% of the Australian Government ICT/LOM market. Results from the previous study are included as appropriate to provide comparison.

### Supplier Type

Across all agencies, 35,366 ICT & LOM contracts accounted for a total contract value of \$2,708,977,715 in 2003-04 and 24,321 contracts for \$3,028,409,277 in 2004-05<sup>3</sup>.

Table 1 : Number and Value of ICT & LOM Contracts, All Reporting Agencies

	2004-05		2003-04		2002-03		2001-02	
	No.	Value \$	No.	Value \$	No.	Value \$	No.	Value \$
<b>All Agencies</b>	24,321	3,028,409,277	35,366	2,708,977,715	*	*	*	*
<b>11 Sample Agencies</b>	14,611	2,487,289,761	22,552	2,122,577,867	22,128	1,856,400,205	23,654	1,910,340,753

\* Data not within the scope of study

Multinationals continued to dominate the Australian Government procurement market. The lower proportion for multinationals in 2003-04 is largely attributable to the fact that fewer major outsourcing deals (typically dominated by multinationals and of high contract value) were published in 2003-04 compared to other years.

From the previous study and its own commercial market research, Intermedium has observed a broad trend in the Australian ICT industry of consolidation through mergers and acquisitions, leading to the emergence of a growing number of participants in the ANZ Large segment. For example, Commander and UXC, both ASX-listed public companies headquartered in Australia, have grown rapidly in the last two to three years through acquisitions, most recently in the case of Commander by the takeover of the ANZ Medium Volante Group. (Volante itself had previously taken over ANZ SME Ipex). Once the Volante acquisition is finalised, Commander is expected to have an annual revenue in excess of \$1b.

<sup>1</sup> Ongoing machinery-of-government and agency structure changes, resulting in the creation and retirement of agencies, plus changed reporting requirements arising from AUSFTA in January 2005 means that the number of reporting agencies varies from year to year.

<sup>2</sup> ATO, ACS, Centrelink, DAFF, Defence, DEST, DEWR, DHA, DITR, DIMIA and DVA.

<sup>3</sup> Note: There may be minor differences in calculated values between the various tables and charts following due to rounding.

In other cases, large Australian companies have begun to move into the ICT market from other fields, as ICT applications become increasingly ubiquitous across a wider range of industries, or through the acquisition of an ICT subsidiary. For example, from a background in pharmacy retailing, Washington H Soul Pattinson and Company Limited (ASX-listed public company) diversified into telecommunications through subsidiaries which were eventually spun off into SP Telemedia Limited. SP Telemedia was ASX-listed in 2000 with a market capitalisation of \$45m, now grown to \$600m, with Washington H Soul Pattinson retaining majority ownership. SP Telemedia itself has a 46% interest in B Digital Limited, a major mobile phone reseller and owner of television station NBN. Another example is Nextgen Networks, which was acquired as a wholly owned subsidiary by engineering group Leighton Holdings in late 2003.

Only Telstra and its subsidiaries were categorized ANZ Large in the previous study. In this report, Intermedium identified thirty-seven entities as ANZ Large, mostly trading members of larger corporate groups eg KAZ, Iocore and Damovo within the Telstra group. Intermedium believes that this growth in the ANZ Large segment is evidence of a maturing Australian ICT industry, as these larger players could be expected to be more competitive in both domestic and overseas markets and better able to undertake high value contracts.

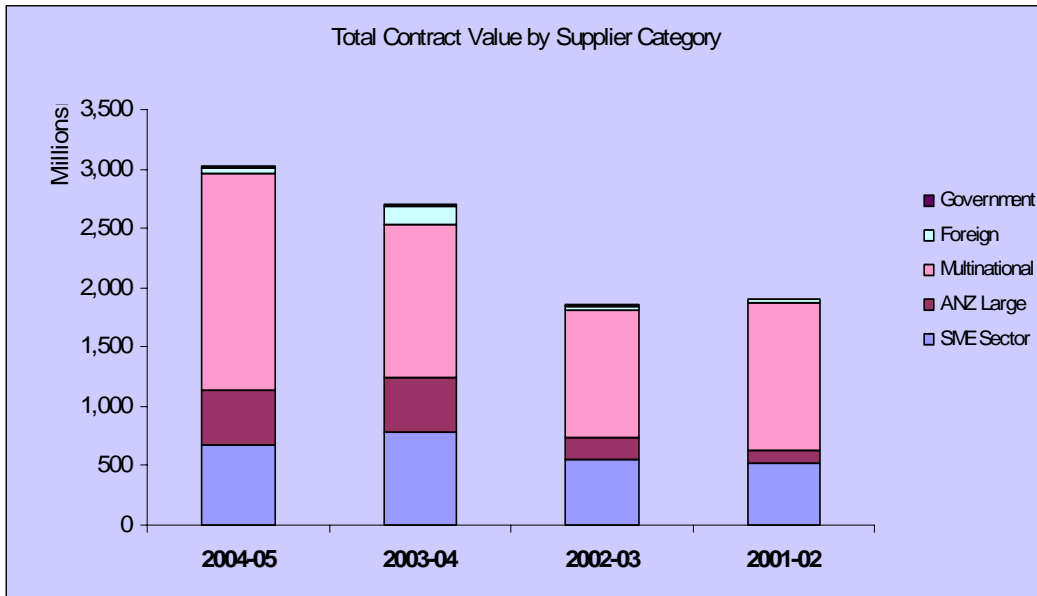
Table 2 : Total ICT & LOM Contract Value by Supplier Category

Supplier Type	2004-05		2003-04		2002-03*		2001-02*	
	Value \$	Value %	Value \$	Value %	Value \$	Value %	Value \$	Value %
<b>a. ANZ SME - ESA</b>	268,972,945	8.88	291,847,138	10.77	208,661,489	11.24	156,639,154	8.20
<b>b. ANZ SME - non ESA</b>	121,895,174	4.03	172,168,324	6.36	121,824,780	6.56	125,241,235	6.56
<b>c. ANZ Medium</b>	288,741,397	9.53	320,546,273	11.83	225,387,675	12.14	243,906,595	12.77
<b>SME Sector (a+b+c)</b>	679,609,515	22.44	784,561,735	28.96	555,873,944	29.94	525,786,984	27.52
<b>ANZ Large</b>	453,259,471	14.97	456,054,212	16.83	173,298,983	9.34	98,317,432	5.15
<b>Multinational</b>	1,824,065,905	60.23	1,295,413,719	47.82	1,078,966,902	58.12	1,245,717,066	65.21
<b>Foreign</b>	45,405,307	1.50	146,113,146	5.39	35,743,648	1.93	29,165,641	1.53
<b>Government</b>	26,069,078	0.86	26,834,902	0.99	12,516,729	0.67	11,353,629	0.59
<b>Total</b>	3,028,409,277	100.00	2,708,977,715	100.00	1,856,400,205	100.00	1,910,340,753	100.00

\* Based on sample of 11 major agencies

\*\* Made up of Australian Medium, Australian SME – non ESA suppliers (see Section 1 for definitions)

Chart 1 : Total ICT & LOM Contract Value by Supplier Category\*



\*2001-02 and 2002-03 based on 11 sample agencies.

### Value Range

As in the previous study, the Australian Government procurement market was highly polarised, with a handful of high value contracts accounting for the majority of contract value, and a large number of low value contracts. From 1 January 2005, the AusTender reporting threshold was raised from \$2,000 to \$10,000, reducing the number of low value contracts reported. However, the overall trend has remained consistent.

Table 3 : Total ICT & L0M Contracts by Value Range

Value Range	2004-05			2003-04		
	No.	Value \$	% of Value	No.	Value \$	% of Value
<\$10k	8,214	38,105,967	1.26	18,722	86,881,241	3.21
\$10-50k	9,851	228,695,116	7.55	10,173	235,036,566	8.68
\$50-100k	2,939	210,650,367	6.96	3,148	230,757,677	8.52
\$100-500k	2,779	528,322,517	17.45	2,768	527,238,885	19.46
\$500k-\$1m	278	196,012,665	6.47	277	191,598,379	7.07
\$1-5m	204	418,226,541	13.81	219	416,873,835	15.39
>\$5m	56	1,408,396,103	46.51	59	1,020,591,132	37.67
<b>Total</b>	<b>24,321</b>	<b>3,028,409,277</b>	<b>100.00</b>	<b>35,366</b>	<b>2,708,977,715</b>	<b>100.00</b>

Value Range	2002-03*			2001-02*		
	No.	Value \$	% of Value	No.	Value \$	% of Value
<\$10k	11,170	52,796,803	2.84	11,681	56,365,505	2.95
\$10-50k	6,265	143,494,796	7.73	8,024	161,425,797	8.45
\$50-100k	2,267	170,558,619	9.19	1,758	127,210,806	6.66
\$100-500k	2,017	390,361,179	21.03	1,788	342,668,226	17.94
\$500k-\$1m	206	139,887,410	7.53	179	123,920,201	6.49
\$1-5m	168	353,921,543	19.06	187	383,009,987	20.05
>\$5m	35	605,500,814	32.61	37	715,751,827	37.47
<b>Total</b>	<b>22,128</b>	<b>1,856,521,168</b>	<b>100.00</b>	<b>23,654</b>	<b>1,910,340,753</b>	<b>100.00</b>

\*11 sample agencies

Multinationals dominated the highest value contract ranges. Multinationals won seventy-one of the top one hundred contracts in 2004-05 and fifty-six in 2003-04.

Table 4 : Total ICT & LOM Contracts by Supplier Type and Value Range for 2004-05

Value Range	SME Sector			ANZ Large			Multinational		
	No.	Value \$	% VR	No.	Value \$	% VR	No.	Value \$	% VR
<\$10k	4,168	19,640,427	51.54	1,469	6,598,574	17.32	2,353	10,858,975	28.50
\$10-50k	5,171	120,097,395	52.51	1,216	26,693,654	11.67	3,144	74,794,450	32.70
\$50-100k	1,587	114,856,980	54.52	274	18,823,957	8.94	1,021	72,825,836	34.57
\$100-500k	1,286	233,082,793	44.12	265	55,960,941	10.59	1,177	229,578,895	43.45
\$500k-\$1m	83	57,443,194	29.31	49	34,004,153	17.35	136	96,696,037	49.33
\$1-5m	39	68,431,941	16.36	16	32,081,362	7.67	135	289,943,199	69.33
>\$5m	6	66,056,786	4.69	11	279,096,829	19.82	37	1,049,368,514	74.51
<b>Total</b>	<b>12,340</b>	<b>679,609,515</b>	<b>22.44</b>	<b>3,300</b>	<b>453,259,471</b>	<b>14.97</b>	<b>8,003</b>	<b>1,824,065,905</b>	<b>60.23</b>

Value Range	Foreign			Govt			Total		
	No.	Value \$	% VR	No.	Value \$	% VR	No.	Value \$	% VR
<\$10k	102	457,228	1.20	122	550,763	1.45	8,214	38,105,967	100
\$10-50k	176	4,071,577	1.78	144	3,038,040	1.33	9,851	228,695,116	100
\$50-100k	37	2,717,016	1.29	20	1,426,578	0.68	2,939	210,650,367	100
\$100-500k	32	6,075,215	1.15	19	3,624,673	0.69	2,779	528,322,517	100
\$500k-\$1m	5	4,065,014	2.07	5	3,804,267	1.94	278	196,012,665	100
\$1-5m	7	14,145,283	3.38	7	13,624,757	3.26	204	418,226,541	100
>\$5m	2	13,873,974	0.99	0	0	0.00	56	1,408,396,103	100
<b>Total</b>	<b>361</b>	<b>45,405,307</b>	<b>1.50</b>	<b>317</b>	<b>26,069,078</b>	<b>0.86</b>	<b>24,321</b>	<b>3,028,409,277</b>	<b>100</b>

Chart 2 : Total ICT & LOM Contracts by Supplier Type and Value Range for 2004-05

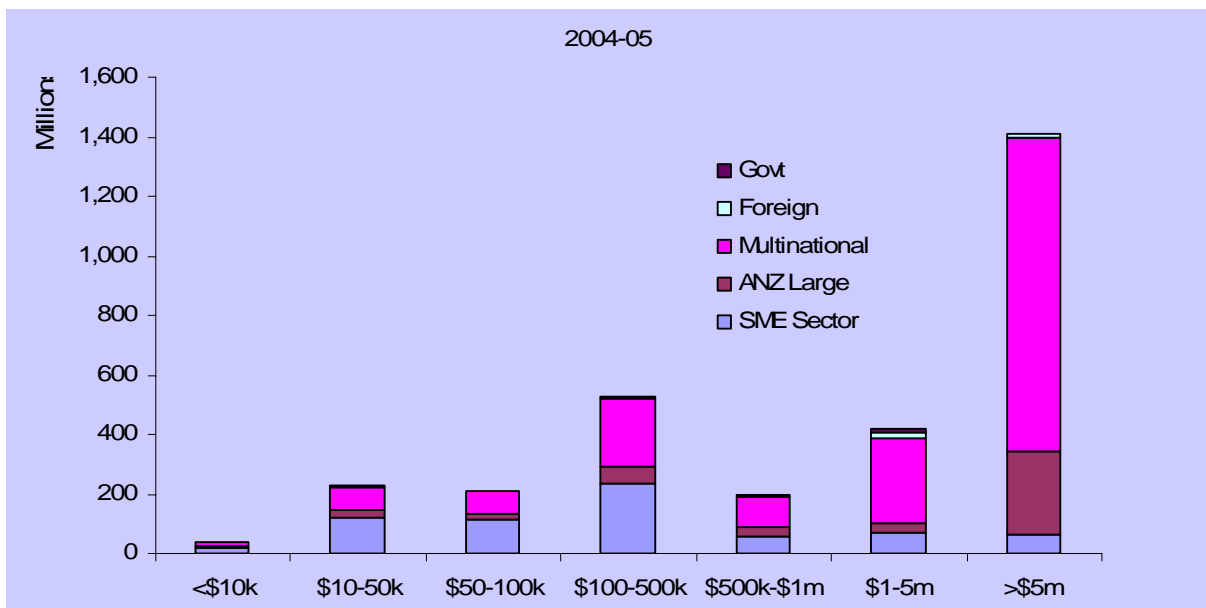
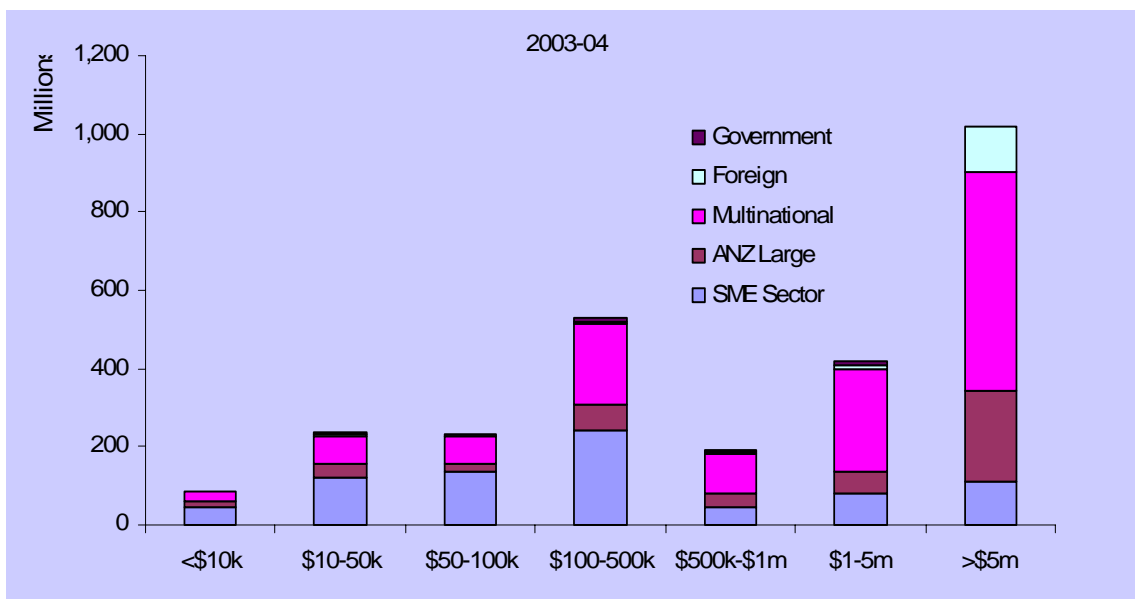


Table 5 : Total ICT & LOM Contracts by Supplier Type and Value Range for 2003-04

Value Range	SME Sector			ANZ Large			Multinational		
	No.	Value \$	% VR	No.	Value \$	% VR	No.	Value \$	% VR
<\$10k	9,905	46,432,366	53.44	3,254	14,627,206	16.84	5,085	23,482,210	27.03
\$10-50k	5,253	122,814,358	52.25	1,425	31,278,455	13.31	3,209	74,742,580	31.80
\$50-100k	1,807	135,130,742	58.56	290	20,050,406	8.69	993	71,551,634	31.01
\$100-500k	1,396	243,515,321	46.19	311	65,120,641	12.35	994	204,018,576	38.70
\$500k-\$1m	67	45,684,759	23.84	49	33,559,453	17.52	146	101,703,128	53.08
\$1-5m	43	81,504,029	19.55	30	56,624,746	13.58	136	261,676,212	62.77
>\$5m	11	109,480,160	10.73	14	234,793,305	23.01	30	558,239,379	54.70
<b>Total</b>	<b>18,482</b>	<b>784,561,735</b>	<b>28.96</b>	<b>5,373</b>	<b>456,054,212</b>	<b>16.83</b>	<b>10,593</b>	<b>1,295,413,719</b>	<b>47.82</b>

Value Range	Foreign			Govt			Total		
	No.	Value \$	% VR	No.	Value \$	% VR	No.	Value \$	% VR
<\$10k	223	1,049,531	1.21	255	1,289,928	1.48	18,722	86,881,241	100
\$10-50k	160	3,542,990	1.51	126	2,658,183	1.13	10,173	235,036,566	100
\$50-100k	31	2,098,239	0.91	27	1,926,656	0.83	3,148	230,757,677	100
\$100-500k	31	7,254,830	1.38	36	7,329,517	1.39	2,768	527,238,885	100
\$500k-\$1m	10	6,627,427	3.46	5	4,023,611	2.10	277	191,598,379	100
\$1-5m	4	7,461,840	1.79	6	9,607,008	2.30	219	416,873,835	100
>\$5m	4	118,078,289	11.57	0	0	0.00	59	1,020,591,132	100
<b>Total</b>	<b>463</b>	<b>146,113,146</b>	<b>5.39</b>	<b>455</b>	<b>26,834,902</b>	<b>0.99</b>	<b>35,366</b>	<b>2,708,977,715</b>	<b>100</b>

Chart 3 : Total ICT & LOM Contracts by Supplier Type and Value Range for 2003-04



## Agency Results

The table below shows the eleven agencies used in the previous study for comparison purposes.

AusTender Contracts Reported reports the expected value of a contract over its life. In the case of a multi-year contract, the contract is recorded in the financial year of its contract date. This means that agency values may fluctuate considerably from year to year as a result of the gazettal of high value, multi-year contracts. For example, ATO contract value was comparatively high in 2004-05, primarily as a result of major contracts with Accenture (\$253m) and EDS (\$193m). Customs and DIMIA also renewed major outsourcing agreements in 2004-05.

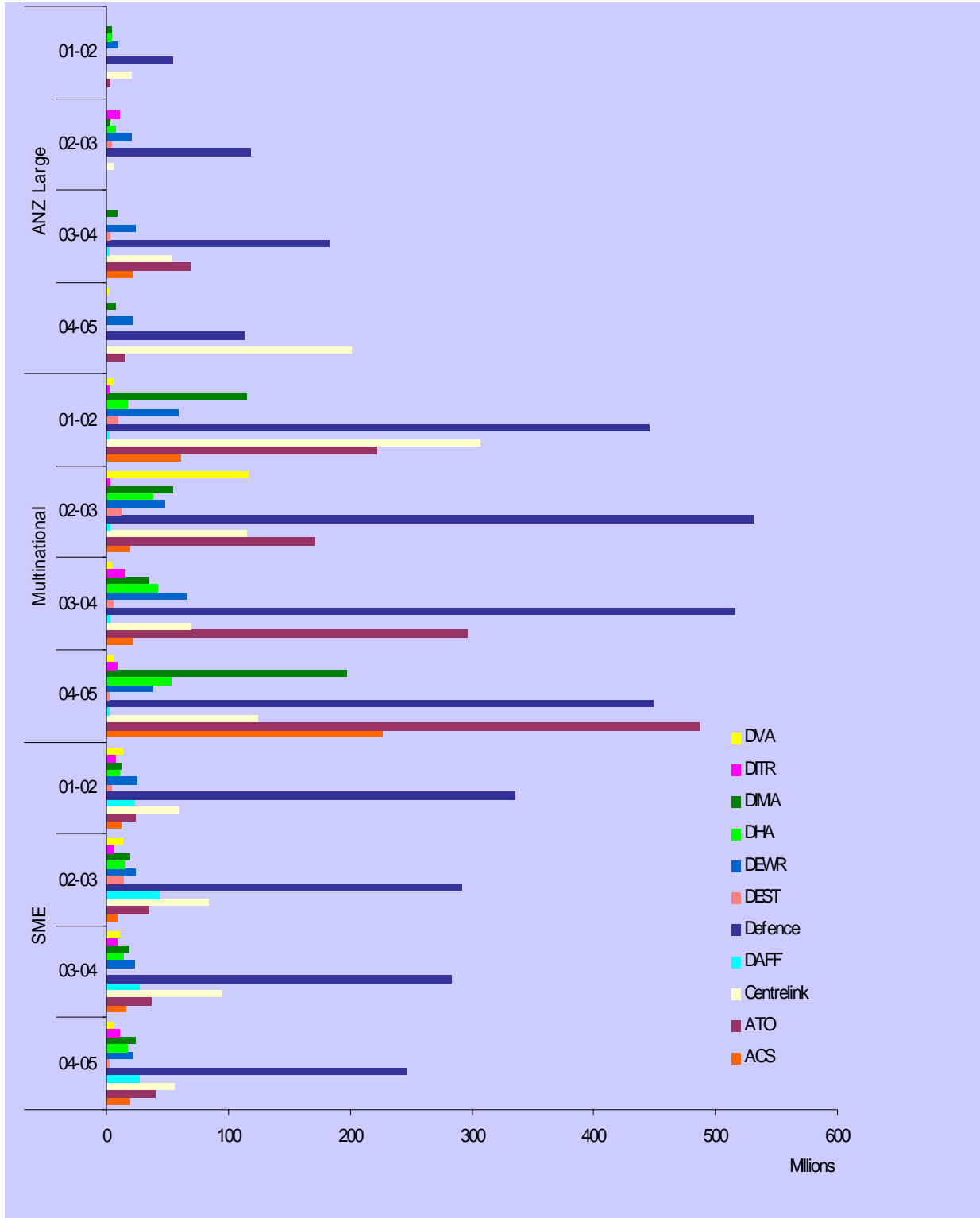
Major multi-year contracts also impact on the availability of business opportunities to suppliers more generally (not just SMEs) - the agency may not be in the market for that particular type of good or service for a number of subsequent years.

Table 6 : Total ICT & LOM Contract Value for Eleven Sample Agencies in \$

Agency	2004-05	2003-04	2002-03	2001-02
ACS	248,606,303	59,632,835	29,621,273	72,995,491
ATO	543,231,836	411,309,216	205,711,208	249,684,015
Centrelink	387,178,414	303,177,829	210,905,467	399,740,566
DAFF	30,807,660	32,039,186	48,613,579	25,141,581
Defence	842,387,404	1,024,277,285	978,321,974	857,293,984
DEST	4,326,686	10,509,977	30,925,995	15,298,027
DEWR	82,694,038	113,680,547	93,114,116	94,302,631
DHA	76,476,117	58,155,949	60,887,718	32,320,136
DIMIA	237,990,401	69,949,422	81,643,539	135,899,705
DITR	19,521,900	24,728,063	20,456,084	9,830,743
DVA	14,483,309	16,580,212	129,732,963	19,159,613

The chart below shows supplier category for each of the eleven sample agencies. Detailed information on agency results for all reporting agencies in 2004-05 and 2003-04 can be found in Section Four - AusTender Analysis.

Chart 4 : Supplier Category for the 11 Sample Agencies



It was suggested in the previous report that smaller agencies may be more likely to contract with SMEs, on the basis:

- SMEs may be better able to compete for the generally lower value contracts let by these agencies; and
- SMEs tended to be prevalent in lower value contract ranges.

This view is borne out by the table below, which shows that smaller agencies gave the majority of their new contract value to ANZ SMEs in the two years of the study. By contrast, the biggest agencies gave the majority of their new contract value to multinationals. The results support the common industry observation of a proportionate relationship between agency size and scope and supplier size – bigger agencies are more likely to deal with the biggest suppliers, smaller agencies with SMEs.

The table shows the total value and proportion of contract value awarded to the different supplier types by agencies of comparable size. Agencies were categorised according to their total ICT contract value for 2004-05. This categorisation was used for both years of the study to provide a basis for comparison.

Table 7 : Relationship Between Agency Size and Supplier Type – Contract Value in \$

Agencies with Total ICT Contract Value in 2004-05	Total Agency ICT Contract Value 2004-05					
	SME Sector \$	ANZ Large \$	Multinational \$	Foreign \$	Government \$	Total \$
> \$100m	385,695,851	338,588,515	1,482,964,299	41,940,187	10,205,507	2,259,394,359
\$20m-\$100m	189,985,785	84,623,336	251,881,845	2,105,212	6,423,331	535,019,509
\$1m-\$20m	98,283,804	29,325,136	86,371,611	1,345,284	9,404,040	224,729,874
<\$1m	5,644,075	722,485	2,848,150	14,625	36,200	9,265,535

Agencies with Total ICT Contract Value in 2003-04	Total Agency ICT Contract Value 2003-04					
	SME Sector \$	ANZ Large \$	Multinational \$	Foreign \$	Government \$	Total \$
> \$100m	448,832,552	335,429,434	938,376,012	137,116,289	8,592,300	1,868,346,587
\$20m-\$100m	198,236,515	60,829,908	238,730,507	4,481,348	10,256,802	512,535,079
\$1m-\$20m	114,577,226	51,945,405	109,715,592	2,057,036	7,247,955	285,543,213
<\$1m	22,915,443	7,849,465	8,591,609	2,458,474	737,845	42,552,836

Table 8 : Relationship Between Agency Size and Supplier Type – Percentage Analysis

Agencies with Total ICT Contract Value in 2004-05	Percentage of Total Agency ICT Contract Value 2004-05					
	SME Sector	ANZ Large	Multinational	Foreign	Government	Total
> \$100m	17.07	14.99	65.64	1.86	0.45	100
\$20m-\$100m	35.51	15.82	47.08	0.39	1.20	100
\$1m-\$20m	43.73	13.05	38.43	0.60	4.18	100
<\$1m	60.91	7.80	30.74	0.16	0.39	100

Agencies with Total ICT Contract Value in 2004-05	Percentage of Total Agency ICT Contract Value 2003-04					
	SME Sector	ANZ Large	Multinational	Foreign	Government	Total
> \$100m	24.02	17.95	50.22	7.34	0.46	100
\$20m-\$100m	38.68	11.87	46.58	0.87	2.00	100
\$1m-\$20m	40.13	18.19	38.42	0.72	2.54	100
<\$1m	53.85	18.45	20.19	5.78	1.73	100

It should be noted that agencies in the less than \$20m category accounted for only 12.1% of the total ICT contract value in 2003-04 and 7.7% in 2004-05. Nonetheless, that represented new contract value of \$328.1m and \$234.0m respectively for those years, of which SMEs received \$137.5m and \$103.9m. Smaller agencies therefore offer significant opportunities to SMEs for exposure and experience within the Government market.

### Supplier Results

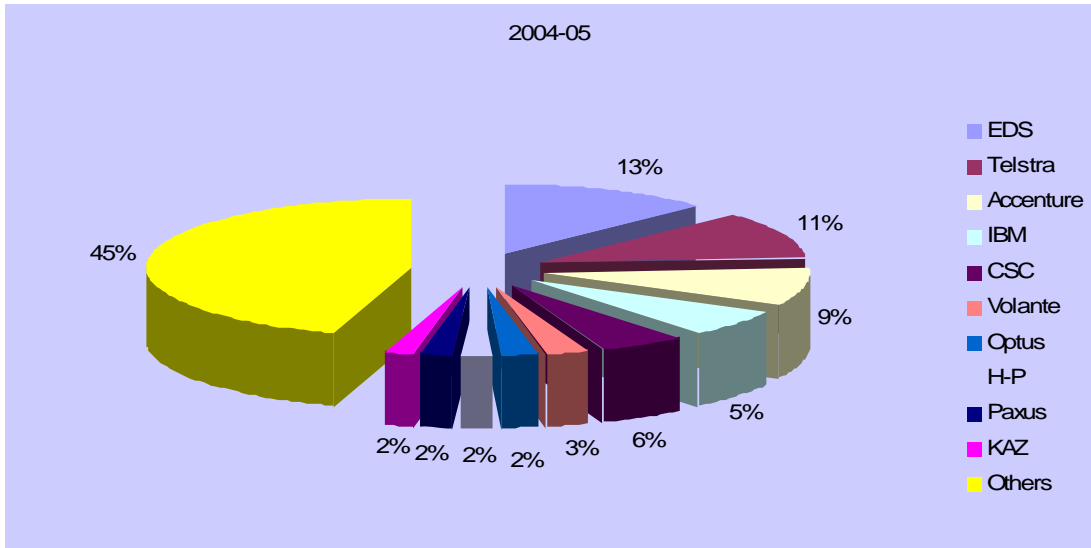
A multinational was the single largest supplier in thirty-four of seventy-nine agencies in 2004-05 and twenty-eight of seventy-five agencies in 2003-04. An SME was the single largest supplier in thirty-two agencies in 2004-05 and thirty agencies in 2003-04. In the previous study, an SME was the single largest supplier in three of the eleven agencies - Wizard (DITR and DVA) and Ipex<sup>4</sup> (DAFF). Smaller agencies are more likely to have an SME as the single largest supplier; larger agencies more likely to have a multinational.

The top five suppliers accounted for 33.58% of contract value in 2003-04 and 44.37% in 2004-05. Two and five of the Top Five were multinationals in 2003-04 and 2004-05 respectively. The Top Ten suppliers accounted for 42.29% of contract value in 2003-04 and 54.82% in 2004-05. Five and seven of the Top Ten were multinationals in 2003-04 and 2004-05 respectively.

<sup>4</sup> Now Volante

In 2003-04, fifty-six of the top one hundred contracts went to multinationals; seventy-one in 2004-05. These results indicate that, as in the previous study, the market was largely dominated by a few major vendors, typically large multinational suppliers of outsourcing services and / or enterprise solutions.

Chart 5 : Top 10 Supplier's Market Share 204-05



## ESA SME Survey Findings

SMEs listed in the Endorsed Supplier Arrangement were surveyed to gauge the degree to which they had success in achieving ICT business in the Australian Government as sub-contractors. This information cannot be gained from the AusTender 'Contracts Reported' database because it does not record details below the level of 'prime contractor'.

An electronic survey of 988 ESA ICT & LOM SMEs for the financial year was conducted on 28 February 2006. Overall the results were closely comparable to those of the previous survey.

In total, 302 responses were received. The response rate was almost exactly the same as the previous survey. Of these:

- 36 (or 12%) did not try to sell to Australian Government agencies. The two most common reasons were "Too hard" (eight) and "No opportunities" (eight);
- 47 (or 15%) tried to sell to Australian Government agencies but were unsuccessful; and
- 55 (or 18% - up from 15.5%) of SMEs attempting to sell to the Australian Government are businesses which have control over ICT intellectual property.

210 contracts were reported by respondents:

- In 86% (down from 90%) of contracts, the SME was the contractor;
- In 14% (up from 10%) of contracts, the SME was a sub-contractor;
- In 6% of reported contracts, a multinational was the prime contractor and the SME a sub-contractor (up from 2.4% in the previous study); and
- In 8% of reported contracts, an Australian company was the prime contractor and the SME a sub-contractor (up from 7.4%).

As in the previous survey, these results indicate that almost all ICT contracts awarded to SMEs were found and won as a result of their own resources and effort. Sub-contracting to multinationals does not appear to be an important vehicle for SMEs to access the Australian Government market.

90% or 189 of the 210 reported contracts were valued at less than \$500,000, which supports contracts data showing that SME contracts tend to be concentrated at the lower value end of the market.

## Open Approach Tender Survey Findings

Open Approach tenders are widely perceived as an important vehicle for SMEs to access the Australian Government market.

To assess this, Intermedium identified 187 ICT & LOM tenders that were publicly advertised by Australian Government agencies in 2004-05 by surveying the agency contact officers. The results of the survey for the thirty-eight tenders for which information was supplied by agencies were:

- Six (or 15%) were still under consideration or finalization at the time of the survey (7 months after the end of the financial year);
- Six (or 15%) did not proceed to contract, and
- Twenty-six (or 70%) proceeded to contract.

By comparison, about 50% of tenders proceeded to contract in the previous study.

Of the twenty-six tenders which proceeded to contract:

- Only one of the contracts was awarded to a multinational company;
- ANZ SMEs won twenty contracts as prime contractor. In two of these contracts, other ANZ SME's were engaged as sub-contractors;
- Telstra (ANZ Large) won one contract;
- An Australian university (Government) won two contracts and an SME was engaged as a sub-contractor in both contracts; and
- Two were for panel arrangements and SMEs were well represented on one of these panels.

These results are markedly different from the previous study, where twelve out of sixteen contracts were awarded to multinationals and SMEs four out of sixteen by the eleven sample agencies.

The small number of survey responses in both studies makes it difficult to assess whether this difference is significant. It is possible that the results reflect a greater willingness by smaller agencies (which are well represented in the survey responses here but were not included in the previous study) to engage with SMEs. The previous study sampled larger agencies only.

The release of tenders tends to be concentrated in the second half of the financial year, which may impact on the ability of SMEs to respond fully.

## 2. Research Approach

### Introduction

The Department of Communications, Information Technology and the Arts (DCITA) has an ongoing policy interest in monitoring levels of small and medium enterprise (SME) participation in the Australian Government ICT market.

The Government's definition of an SME in the ICT sector is a body corporate incorporated in Australia or New Zealand which, together with its Related Bodies incorporated and Parent Entities, has an average aggregate annual revenue over the last four financial years of less than \$500m.

In 2004 DCITA commissioned Intermedium to:

- Research the existing sources of Australian Government purchasing data for the years 2001-02 and 2002-03; and
- Establish and recommend a suitable methodology for measuring current SME participation in the Australian Government ICT and Large Office Machines purchasing market.

Intermedium's report "*SME Involvement in Australian Government ICT Contracts 2001-02 and 2002-03*" published in January 2005 established a suitable methodology and benchmark measures in this field. This report continues and extends that research to the 2003-04 and 2004-05 financial years.

Intermedium's on-going research of sources of Australian Government purchasing data has largely reaffirmed the views Intermedium expressed in its earlier report, namely there is no major source of public domain, readily accessible purchasing data other than AusTender Contracts Reported (AusTender). Intermedium has found the other available sources of information in this field, such as Senate "Murray Motion" reporting, too limited to be useful.

Agencies' Financial Management Information Systems (FMIS) are likely to contain contract data of higher integrity than AusTender, because of the accountable nature of such systems. However, Intermedium assessed then, and continues to believe now, that access to agency financial management information systems is impracticable as a source of purchasing data, due to the disparate nature of recording of purchasing data in those systems, and the resources required to extract, collate and make the data consistent across agencies.

### Methodology

As in the previous study, Intermedium's methodology was to:

- analyse ICT & LOM contracts published on AusTender for all reporting agencies for 2003-04 and 2004-05, for type of supplier;
- conduct a survey of agency contact officers with respect to all 'Open Approach' (publicly announced) tenders for and 2004-05; and

- conduct a survey of Endorsed Supplier Arrangement (ESA)-listed SMEs, principally to establish the degree to which SMEs achieve success in ICT contracts as sub-contractors (because this data is not available in AusTender).

## AusTender Analysis

### Contracts Data Source

The Australian Government's objective in maintaining the AusTender Contracts Reported database (managed by the Department of Finance and Administration) is primarily to provide visibility of government contracting activity.

Agencies subject to the *Financial Management and Accountability Act 1997* are required by the Commonwealth Procurement Guidelines to:

- Publish on AusTender contracts and standing offers with a value of \$10,000 or more;
- Demonstrate that public procurement is open and transparent, and
- Account for purchasing decisions.

From 1 January 2005, agencies subject to the Finance Minister's (CAC Act Procurement) Directions are also required to publish details of certain contracts and standing offers<sup>5</sup>.

AusTender provides a variety of search capabilities:

- Contract identifier;
- Contract date range;
- Gazettal date range;
- Contract value range;
- Supplier name or Australian Business Number;
- Agency office postcode;
- Contract agency reference;
- Agency reference;
- Portfolio;
- Agency or selection of agencies;
- Classification codes for goods and services; and
- Contracts gazetted last week.

The search results may be displayed as a list with hyperlinks to the individual entries or as a downloadable file.

---

<sup>5</sup> From AusTender <http://www.contracts.gov.au/DefaultOutput.asp>

As part of its normal business operations, Intermedium periodically downloads the dataset for **all** contracts published in AusTender Contracts Reported. Intermedium then:

- Imports the contracts data into Excel;
- Manually examines each contract entry;
- Identifies and extracts ICT and LOM contracts using a combination of contract description, supplier and, to a limited extent, AusTender ANZSCC codes<sup>6</sup> ;
- Identifies and cleanses high value duplicates (within the limits of the data available);
- Validates and cleanses supplier names by reference to the Australian Business Register Lookup facility;
- Cleanses any mis-spellings or errors in agency name; and
- Categorises each contract by the type of goods or services – Hardware, IT Services, Large Office Machines, Software, Telecommunications Equipment and Telecommunications Services, and then by sub-category within these.

The resulting data set is added to Intermedium's master database of ICT, telecommunications and LOM contracts.

The master database contains comprehensive ICT & LOM contracts data for all Australian Government agencies which published in the Gazette Publishing System (GaPS) - now called AusTender Contracts Reported - for the financial years 2001-02 to 2004-05 (also 2005-06 to the extent that these have been published). The master database for the financial years 2003-04 and 2004-05 provided the basis for the analysis in this report.

The data in this master database up to and including 30 November 2005 was used as the basis for this report.

Due to lack of timeliness of reporting by agencies into AusTender 'Contracts Reported', it is possible that contracts applicable to the research were published in AusTender after 30 November. If this occurred, they will not be reflected in Intermedium's results. This issue was also the case in the previous research.

## SME Identification

The same classification schema for suppliers (supplier type) was used as in the previous study:

### 1. Foreign-owned companies based overseas which sold directly to agencies

These suppliers were identified in the contracts data through the AusTender <SupplierOverseasCountry> field, either by the country of origin or, if blank, by other address components which indicated foreign origin.

A full list of foreign suppliers identified in the study is at Appendix 2.

---

<sup>6</sup> Intermedium has found from experience that the published ANZSCC coding in AusTender is unreliable and does not use it as a primary indicator for identifying appropriate contracts.

## 2. **Multinational companies operating in Australia**

These suppliers were majority or wholly owned by foreign companies and typically operated in Australia through a locally incorporated subsidiary. It should be noted that the Australian arms of some multinationals would by themselves meet the definition of an SME (below), and that this designation is based on foreign ownership rather than the size of Australian operations.

These suppliers were identified initially via the list of multinational companies developed by Intermedium for the previous research study and validated/updated by Web research.

Additional suppliers were added to the list as identified. To determine multinational status, Intermedium carried out a web search to locate company website and other sources, such as news items, trade directories etc. Web research was then pursued until foreign ownership was established. Foreign owner and country was noted.

A full list of multinational suppliers identified in the study is at Appendix 2.

## 3. **Australian Government agencies**

This includes the provision of services by one agency to another, on a fee for service or managed service basis.

Australian Government agencies were identified by supplier name. Universities and CSIRO were included in this group.

A full list of Australian Government suppliers is at Appendix 2.

## 4. **Australian/New Zealand Large companies**

These companies had annual turnover exceeding \$500m and were typically listed Australian public companies, headquartered in Australia and primarily operating in Australia.

These companies were identified by web search to locate company websites and other sources, such as news items, trade directories etc. Web research was then pursued until annual revenue was established.

A full list of Australian Large Companies included in the study is at Appendix 2.

## 5. **Australian/New Zealand Medium companies**

These companies have turnover or staffing levels which exceed those for ESA SME status and are majority or wholly Australian owned.

These suppliers were identified initially via the list of Medium Australian companies developed by Intermedium for the previous research study and validated/updated by Web research.

Additional suppliers were added to the list as identified. To determine Medium Australian status, Intermedium carried out a web search to locate company websites and other sources, such as news items, trade directories etc. Web research was then pursued until Australian ownership and turnover/staffing level was established.

A full list of Australian Medium companies identified in the study is at Appendix 2.

## 6. Australian Small - ESA

These companies are marked with a distinctive icon in the ESA list published to the web. They meet the definition of an SME used for the Endorsed Supplier Arrangement:

- Australian or New Zealand ownership of at least 51%;
- An annual turnover of less than \$20m; and
- Fewer than 200 employees.

These suppliers were identified via a list of ESA suppliers provided by the Department of Finance and Administration, indicating those with SME status, as at 23 November 2005. The Department of Finance and Administration was most helpful in providing this list, for which Intermedium would like to express its thanks.

The full list of Australian Small – ESA suppliers identified in the study is at Appendix 2.

## 7. Australian/New Zealand Small - non-ESA

As in the previous study, Intermedium found a number of suppliers who were not ESA listed and which, on available information, appeared to be SMEs. Agencies may, of course, contract with non-ESA suppliers for a variety of legitimate reasons. In addition, as in the previous study, Intermedium found a large number of minor suppliers with one or a handful of low value contracts.

Intermedium's experience has been that these suppliers are typically Australian SMEs, often used for local purchasing or specialist goods/services.

For all suppliers with aggregate contract value over \$750,000 for the two years of the study, Intermedium carried out a web search to locate company website and other sources, such as news items, trade directories etc. Web research was then pursued until ownership and turnover/staffing level was established and the supplier categorised.

Where web research proved fruitless, such as no company information available or too limited in scope for accurate categorisation, suppliers were assumed to be an Australian SME. Suppliers with aggregate contract value of less than \$750,000 for the two years of the study were also assumed to be Australian SMEs, except for a few cases known to Intermedium. However, it is possible that this group may include little-known multinationals, trading names and companies no longer in business. Since this group accounted for only 3.3% of contract value in 2003-04 and 2.7% in 2004-05, Intermedium does not believe that this materially affects the results of the study.

The full list of Australian Small – non-ESA suppliers identified in the study is at Appendix 2.

## SME Sector

The Government's definition of an SME in the ICT sector is a body corporate incorporated in Australia or New Zealand which, together with its Related Bodies incorporated and Parent Entities, has an average aggregate annual revenue over the last four financial years of less than \$500m. For the purposes of the research report, suppliers in the categories Medium Australian, Australian Small (ESA) and Australian Small (non-ESA) were regarded as meeting this definition of an SME and were aggregated in the reporting as the SME sector.

This supplier type identification formed the basis for the contract analysis.

## E-mail Survey of ESA SMEs

Intermedium undertook a similar email survey to that of the previous study of 988 SMEs listed in the Endorsed Supplier Arrangements. Minor modifications were made to simplify survey completion and further enhance the previously encouraging response rate. The survey was conducted over a period of one week from 28 February 2006.

Intermedium:

- Obtained SME e-mail addresses from the ESA list, with the co-operation of the Department of Finance and Administration, in November 2005;
- Updated and modified the previous online survey form. Experience in the previous survey suggested that some respondents found questions on sales to individual agencies for two years too complex, evidenced by the abandonment rate at this point. Intermedium simplified this section to seek an estimated total value for Australian Government contracts, identification of agencies to which sales were made, and details of any experience as a sub-contractor;
- Drafted a covering letter;
- Offered (as previously) a significant prize to respondents for participating. Intermedium once again believes this incentive helped ensure the relatively high response rate;
- Despatched the survey form and covering letter to ESA SMEs as a HTML based email;
- Received and logged responses to a secure email post box;
- Handled enquiries;
- Collated survey responses into Excel format; and
- Analysed responses.

Intermedium was supported in the conduct of the mail out and receipt of on-line responses by its IT service provider PeopleLogic. PeopleLogic's role was limited to technical support and it had no role in the collation and analysis of the responses.

## E-mail Survey of Agency Open Approach Tender Contact Officers

Intermedium conducted an email survey of the agency contact officers provided in open tender advertising, as in the previous study. The survey sought to track open tenders to completion and obtain data on the role of SMEs as primes and/or sub-contractors in any awarded contracts, using the same questions as the previous survey. The email survey was mailed out on 8-9 February 2006, with follow up contact as necessary between 13-24 February 2006.

Intermedium modified the survey format from Microsoft Word to Microsoft Excel to simplify response and collation, but otherwise the survey format was unchanged from the previous study.

Intermedium:

- Identified 187 ICT and LOM open tenders advertised by Australian Government agencies in 2004-05, through search of TenderLink, a commercial tender notification service to which Intermedium subscribes;
- Identified 186 agency contacts from the advertisement and their e-mail addresses (if no email address given, telephone number). One tender provided no contact details;
- Drafted a covering letter;
- Collated the survey forms (some contact officers were listed for more than one tender);
- Despatched the covering letter and survey form for 164 tenders to agency contact officers via email;
- Telephoned contact points for twenty-two tenders for which no email address was given, subsequently despatching a further fourteen surveys;
- Received thirty-eight completed responses to an Intermedium email address;
- Followed up enquiries and surveys not returned within the survey timeframe;
- Collated survey responses into Excel format; and
- Analysed responses.

### 3. Qualifications to the Findings

#### AusTender

In presenting its research, Intermedium must emphasise that these findings should be regarded as *sound indications* of SME participation in the Australian Government procurement market. However, AusTender has data quality issues which cannot be fully repaired or eliminated by Intermedium in its data extraction and analysis processes. Therefore the reader should consider the data presented in this report as indicative. The data quality issues include:

- mis-categorisation;
- poor or generic descriptions of goods or services, such as “other services” or “equipment”;
- mis-spelling;
- use of jargon;
- mis-reporting of values;
- duplication of entries; and
- timeliness of publication.

Despite these data quality issues, the significant volume and aggregate value of the contracts captured in the research leads Intermedium to believe that the issues do not affect the results to such a degree as to invalidate them. Intermedium has taken all reasonable care in compiling the results but cannot be responsible for any errors or omissions.

The nature of Intermedium’s remediation of the AusTender data, and its impact on the analysis is outlined below.

#### Results Likely To Be Understated

Intermedium’s methodology is based on manual examination of entries and does not rely on AusTender codes to identify IT and telecommunications-related entries. This approach eliminates problems to do with contracts which have been incorrectly coded by agencies and therefore are at risk of being mis-categorised. Entries which cannot be identified as IT or telecommunications-related with confidence are not included in Intermedium’s data.

Some inadequately described and/or miscoded entries which may be relevant may be excluded as a result. This is particularly likely where generic descriptions such as “equipment” or “services” are used, and where suppliers may not be exclusively focused on the field under study. In such cases, contracts are excluded unless there is clear identification. It is therefore likely that Intermedium results are understated.

Publication “lag” is also likely to contribute to understatement of results. It is possible that reporting for some smaller agencies may be erratic.

## Granularity

Lack of detail in contract description also leads to difficulties in categorising contracts with rigour. Where a contract cannot be categorised with confidence, it is classed as “Not Specified”. Because of the prevalence of “Not Specified” contracts across all category types, results are most accurate and useful at higher levels of granularity.

## Duplicate Entries

From previous research, Intermedium estimates that the volume of potential duplicated contracts could be between five and ten percent per annum. If so, this could inflate total contract values by two to five percent per annum.

Intermedium is able to cleanse its data of major contracts which appear to be duplicates by contacting the agency. Intermedium believes that duplicates which may exist for contracts under \$500,000 do not materially affect the analysis.

## Head Contracts

Where an agency enters into a contract for ongoing supply of goods or services, such as multi-year outsourcing or licensing, AusTender requires publication of the estimated value of the head contract. The agency is not then required to publish actual expenditure against the head contract.

Head contracts are included in AusTender data for the date and financial year in which they are reported, as this is the only point at which this data is available. It should be noted that actual expenditure does not necessarily occur at this point, nor always match initial estimates of the contract value over the life of the contract.

## Snapshot View

The AusTender data used in this report was downloaded on 30 November 2005 and is valid at this date. Any contracts which have been recorded in AusTender subsequent to this date (for the period covered by the research) will not appear in the analysis contained in this report.

## General Exclusions

Intermedium recognises growing technology convergence, particularly the integration of computing and telecommunications technologies, and both of these with military, scientific and technical systems.

Due to the highly specialised nature of these markets, Intermedium has generally excluded military, scientific and technical systems unless these are significantly ICT-based – for example, tracking system software, computer hardware installed in command centres. For future report series, Intermedium intends to adopt the same approach as that used by the Department of Defence for categorising these types of goods and services, to provide greater consistency in this field.

Highly technical equipment such as electron microscopes or photo spectrometers, military and law enforcement radio communications, electronic components and security/access control systems have been excluded.

Equipment for radio/television broadcasting or audio/video production has also been excluded.

## Other Factors

Other factors potentially influencing the findings to a minor degree:

- The analysis of publicly notified tenders required the co-operation of the relevant government agencies, and although by and large this was forthcoming, for a variety of reasons we were unable to gain information on some tenders from some agencies;
- The survey of SMEs may be over-represented with SMEs who found the survey easy to complete, due to the fact that they had no or few contracts to report on;
- The list of ESA SMEs used in the study was provided to Intermedium by the Department of Finance and Administration in November 2005. It was not feasible to extract historical ESA list records for the two years of the research. It is possible that some information in the ESA list used may not have been relevant for the period covered by the study;
- Similarly, it is possible that some companies which do not appear in the ESA list now were listed at the time of the study, and vice versa. This means that there may be minor discrepancies in the List of Suppliers between small companies and non-ESA SMEs;
- In the absence of known, reputable, public domain lists of Australian medium and multinational companies, it was necessary for Intermedium to research and develop these supplier lists during the course of the study. Status was determined from information sourced through company websites and trade directories. There may be errors and omissions in these supplier lists through reliance on these information sources; and
- It is possible that the non-ESA SME list may contain some little-known Australian medium or multinational companies, trading names or companies no longer in business.

## 4. Results of AusTender Analysis

Table 9 : Number and Value of ICT & LOM Contracts – All Reporting Agencies<sup>7</sup>

	2004-05		2003-04		2002-03		2001-02	
	No.	Value \$	No.	Value \$	No.	Value \$	No.	Value \$
<b>All Agencies</b>	24,321	3,028,409,277	35,366	2,708,977,715	*	*	*	*
<b>11 Sample Agencies</b>	14,611	2,487,289,761	22,552	2,122,577,867	22,128	1,856,400,205	23,654	1,910,340,753

\* Data not within scope of study

Table 10 : Total ICT & LOM Contracts by Value Range

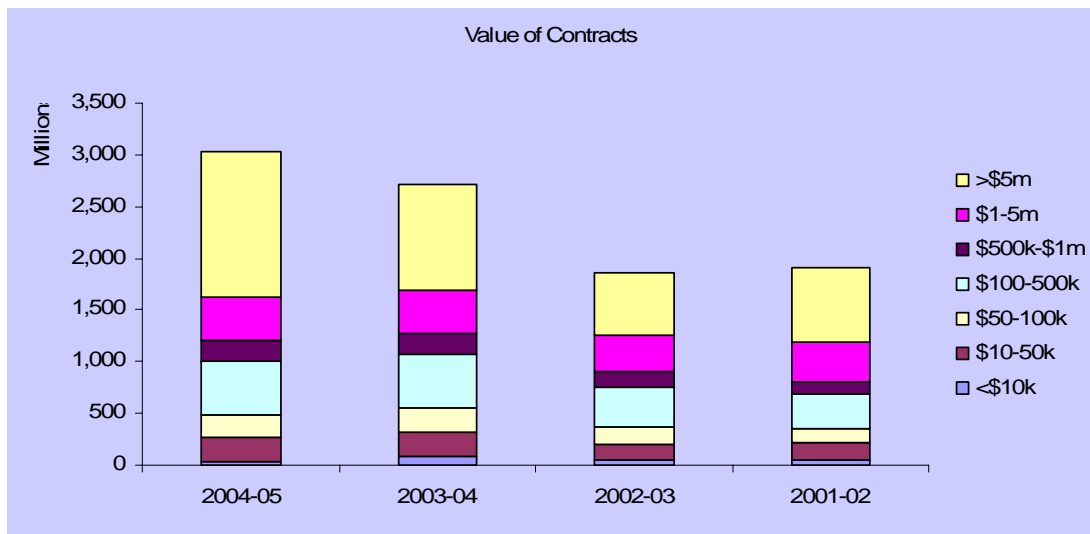
Value Range	2004-05			2003-04		
	No.	Value \$	% of Value	No.	Value \$	% of Value
<\$10k	8,214	38,105,967	1.26	18,722	86,881,241	3.21
\$10-50k	9,851	228,695,116	7.55	10,173	235,036,566	8.68
\$50-100k	2,939	210,650,367	6.96	3,148	230,757,677	8.52
\$100-500k	2,779	528,322,517	17.45	2,768	527,238,885	19.46
\$500k-\$1m	278	196,012,665	6.47	277	191,598,379	7.07
\$1-5m	204	418,226,541	13.81	219	416,873,835	15.39
>\$5m	56	1,408,396,103	46.51	59	1,020,591,132	37.67
<b>Total</b>	<b>24,321</b>	<b>3,028,409,277</b>	<b>100.00</b>	<b>35,366</b>	<b>2,708,977,715</b>	<b>100.00</b>

Value Range	2002-03*			2001-02*		
	No.	Value \$	% of Value	No.	Value \$	% of Value
<\$10k	11,170	52,796,803	2.84	11,681	56,365,505	2.95
\$10-50k	6,265	143,494,796	7.73	8,024	161,425,797	8.45
\$50-100k	2,267	170,558,619	9.19	1,758	127,210,806	6.66
\$100-500k	2,017	390,361,179	21.03	1,788	342,668,226	17.94
\$500k-\$1m	206	139,887,410	7.53	179	123,920,201	6.49
\$1-5m	168	353,921,543	19.06	187	383,009,987	20.05
>\$5m	35	605,500,814	32.61	37	715,751,827	37.47
<b>Total</b>	<b>22,128</b>	<b>1,856,521,168</b>	<b>100.00</b>	<b>23,654</b>	<b>1,910,340,753</b>	<b>100.00</b>

\* 11 Sample Agencies

<sup>7</sup> There may be minor differences between tables and charts due to rounding.

Chart 6 : Value of Contracts by Value Range\*



\*Eleven sample agencies only in 2002-03 and 2001-02

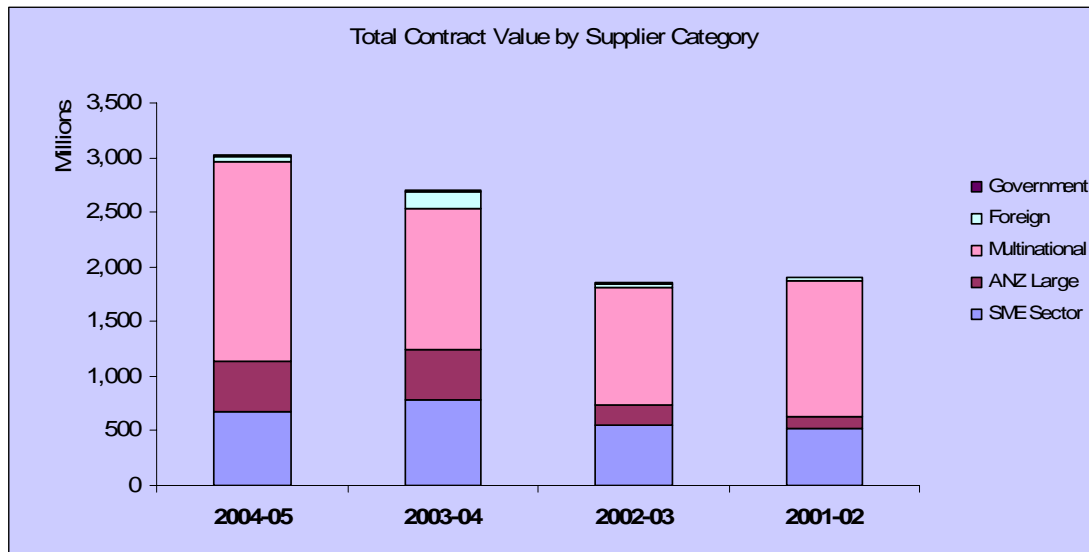
Table 11 : Total ICT & LOM Contract Value by Supplier Category

Supplier Type	2004-05		2003-04		2002-03*		2001-02*	
	Value \$	% Value	Value \$	% Value	Value \$	% Value	Value \$	% Value
a. ANZ SME - ESA	268,972,945	8.88	291,847,138	10.77	208,661,489	11.24	156,639,154	8.20
b. ANZ SME - non ESA	121,895,174	4.03	172,168,324	6.36	121,824,780	6.56	125,241,235	6.56
c. ANZ Medium	288,741,397	9.53	320,546,273	11.83	225,387,675	12.14	243,906,595	12.77
<b>SME Sector (a+b+c)</b>	<b>679,609,515</b>	<b>22.44</b>	<b>784,561,735</b>	<b>28.96</b>	<b>555,873,944</b>	<b>29.94</b>	<b>525,786,984</b>	<b>27.52</b>
ANZ Large	453,259,471	14.97	456,054,212	16.83	173,298,983	9.34	98,317,432	5.15
Multinational	1,824,065,905	60.23	1,295,413,719	47.82	1,078,966,902	58.12	1,245,717,066	65.21
Foreign	45,405,307	1.50	146,113,146	5.39	35,743,648	1.93	29,165,641	1.53
Government	26,069,078	0.86	26,834,902	0.99	12,516,729	0.67	11,353,629	0.59
<b>Total</b>	<b>3,028,409,277</b>	<b>100.00</b>	<b>2,708,977,715</b>	<b>100.00</b>	<b>1,856,400,205</b>	<b>100.00</b>	<b>1,910,340,753</b>	<b>100.00</b>

\* Based on sample of 11 major agencies

\*\* Made up of Australian Medium, Australian SME – non ESA suppliers (see section 1 for definitions)

Chart 7 : Value of Contracts by Supplier Category\*



\*Eleven sample agencies only in 2002-03 and 2001-02

Table 12 : Total ICT & LOM Contracts by Supplier Category and Value Range for 2004-05

Value Range	SME Sector			ANZ Large			Multinational		
	No.	Value \$	% VR	No.	Value \$	% VR	No.	Value \$	% VR
<\$10k	4,168	19,640,427	51.54	1,469	6,598,574	17.32	2,353	10,858,975	28.50
\$10-50k	5,171	120,097,395	52.51	1,216	26,693,654	11.67	3,144	74,794,450	32.70
\$50-100k	1,587	114,856,980	54.52	274	18,823,957	8.94	1,021	72,825,836	34.57
\$100-500k	1,286	233,082,793	44.12	265	55,960,941	10.59	1,177	229,578,895	43.45
\$500k-\$1m	83	57,443,194	29.31	49	34,004,153	17.35	136	96,696,037	49.33
\$1-5m	39	68,431,941	16.36	16	32,081,362	7.67	135	289,943,199	69.33
>\$5m	6	66,056,786	4.69	11	279,096,829	19.82	37	1,049,368,514	74.51
<b>Total</b>	<b>12,340</b>	<b>679,609,515</b>	<b>22.44</b>	<b>3,300</b>	<b>453,259,471</b>	<b>14.97</b>	<b>8,003</b>	<b>1,824,065,905</b>	<b>60.23</b>

Value Range	Foreign			Government			Total		
	No.	Value \$	% VR	No.	Value \$	% VR	No.	Value \$	% VR
<\$10k	102	457,228	1.20	122	550,763	1.45	8,214	38,105,967	100
\$10-50k	176	4,071,577	1.78	144	3,038,040	1.33	9,851	228,695,116	100
\$50-100k	37	2,717,016	1.29	20	1,426,578	0.68	2,939	210,650,367	100
\$100-500k	32	6,075,215	1.15	19	3,624,673	0.69	2,779	528,322,517	100
\$500k-\$1m	5	4,065,014	2.07	5	3,804,267	1.94	278	196,012,665	100
\$1-5m	7	14,145,283	3.38	7	13,624,757	3.26	204	418,226,541	100
>\$5m	2	13,873,974	0.99	0	0	0.00	56	1,408,396,103	100
<b>Total</b>	<b>361</b>	<b>45,405,307</b>	<b>1.50</b>	<b>317</b>	<b>26,069,078</b>	<b>0.86</b>	<b>24,321</b>	<b>3,028,409,277</b>	<b>100</b>

Chart 8 Value of ICT and LOM Contracts by Value Range and Supplier Category 2004-05

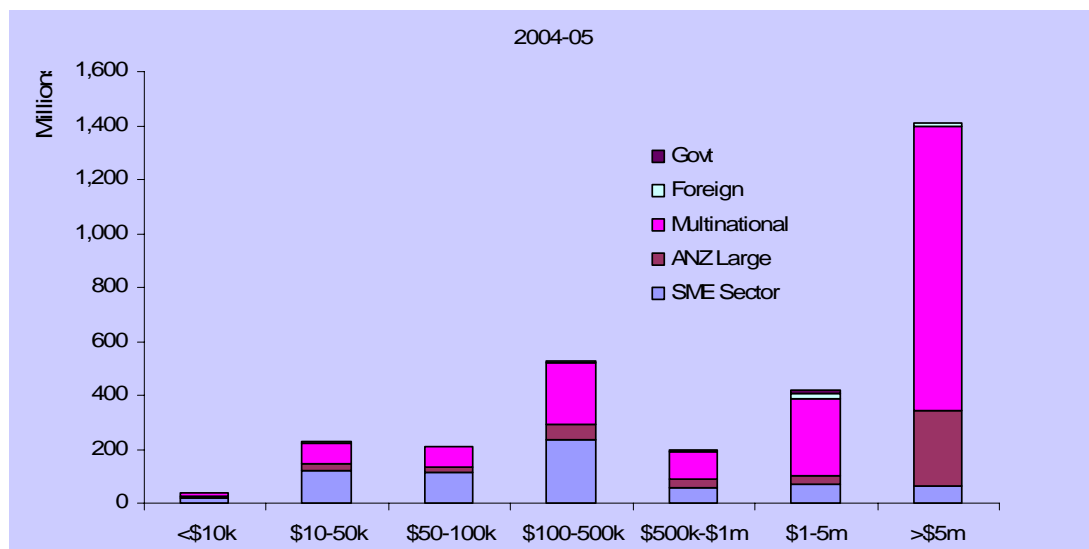


Table 13 : Total ICT & LOM Contracts by Supplier Category and Value Range for 2003-04

Value Range	SME Sector			ANZ Large			Multinational		
	No.	Value \$	% VR	No.	Value \$	% VR	No.	Value \$	% VR
<\$10k	9,905	46,432,366	53.44	3,254	14,627,206	16.84	5,085	23,482,210	27.03
\$10-50k	5,253	122,814,358	52.25	1,425	31,278,455	13.31	3,209	74,742,580	31.80
\$50-100k	1,807	135,130,742	58.56	290	20,050,406	8.69	993	71,551,634	31.01
\$100-500k	1,396	243,515,321	46.19	311	65,120,641	12.35	994	204,018,576	38.70
\$500k-\$1m	67	45,684,759	23.84	49	33,559,453	17.52	146	101,703,128	53.08
\$1-5m	43	81,504,029	19.55	30	56,624,746	13.58	136	261,676,212	62.77
>\$5m	11	109,480,160	10.73	14	234,793,305	23.01	30	558,239,379	54.70
<b>Total</b>	<b>18,482</b>	<b>784,561,735</b>	<b>28.96</b>	<b>5,373</b>	<b>456,054,212</b>	<b>16.83</b>	<b>10,593</b>	<b>1,295,413,719</b>	<b>47.82</b>

Value Range	Foreign			Government			Total		
	No.	Value \$	% VR	No.	Value \$	% VR	No.	Value \$	% VR
<\$10k	223	1,049,531	1.21	255	1,289,928	1.48	18,722	86,881,241	100
\$10-50k	160	3,542,990	1.51	126	2,658,183	1.13	10,173	235,036,566	100
\$50-100k	31	2,098,239	0.91	27	1,926,656	0.83	3,148	230,757,677	100
\$100-500k	31	7,254,830	1.38	36	7,329,517	1.39	2,768	527,238,885	100
\$500k-\$1m	10	6,627,427	3.46	5	4,023,611	2.10	277	191,598,379	100
\$1-5m	4	7,461,840	1.79	6	9,607,008	2.30	219	416,873,835	100
>\$5m	4	118,078,289	11.57	0	0	0.00	59	1,020,591,132	100
<b>Total</b>	<b>463</b>	<b>146,113,146</b>	<b>5.39</b>	<b>455</b>	<b>26,834,902</b>	<b>0.99</b>	<b>35,366</b>	<b>2,708,977,715</b>	<b>100</b>

Chart 9 : Value of ICT & LOM Contracts by Value Range and Supplier Category 2003-04

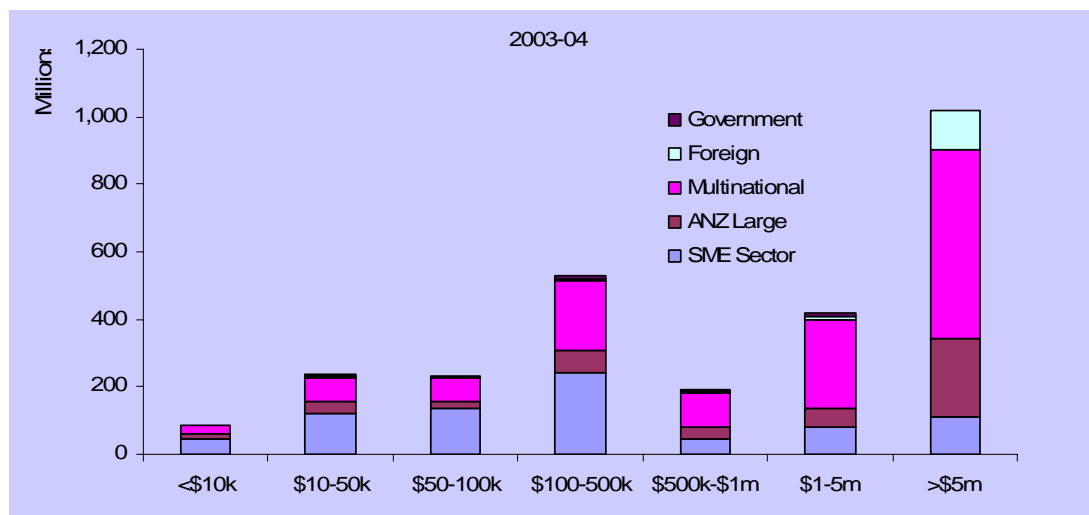


Table 14 : Top 100 Contracts by Supplier Category 2004-05

Top 100 Contracts By Supplier Category 2004-05						
	Supplier Name	Contract Value \$	Contract Description	Agency/ Department	Contract Date	Supplier Type
1	ACCENTURE AUSTRALIA HOLDINGS PTY LTD	253,863,189	Delivery Of TAS Package Code Under ATO ECMP Change	ATO	10/01/05	Multinational
2	EDS (AUSTRALIA) PTY LIMITED	193,050,000	Extension Of Contract For Supply Of IT Services	ACS	25/03/05	Multinational
3	TELSTRA	185,000,000	Managed Telecommunication Service	Centrelink	07/12/04	ANZ Large
4	EDS (AUSTRALIA) PTY LIMITED	152,489,547	Provision Of Baseline Information Technology Services To The ATO From 01/07/2004 To 30/6/2004	ATO	23/07/04	Multinational
5	CSC AUSTRALIA PTY. LIMITED	60,225,000	IT Consultants	DIMIA	05/07/04	Multinational
6	IBM AUSTRALIA LTD	51,052,409	Computer System Maintenance And Hardware	Defence	21/12/04	Multinational
7	IBM AUSTRALIA LTD	27,089,700	Monthly IT Services And Software Licenses Re The Department's Contract With IBMGSA	DHA	17/12/04	Multinational
8	TELSTRA	23,760,000	Telecommunication Services	Defence	20/08/04	ANZ Large
9	IBM AUSTRALIA LTD	23,194,158	Acquisition Of Additional Mainframe Capacity And Related Services Under The Existing IBM ELA.	Centrelink	17/06/05	Multinational
10	XANTIC B.V.	21,613,900	Satellite Communication Services	Defence	10/08/04	Multinational
11	CSC AUSTRALIA PTY. LIMITED	20,898,519	Extension Of An Existing Contract - Variation	Centrelink	01/02/05	Multinational
12	VOLANTE GROUP LIMITED	19,800,000	IPEX Outsourced SPRT Services	DAFF	15/06/05	ANZ Medium
13	OPTUS	18,971,760	Contractor	DIMIA	06/07/04	Multinational
14	VOLANTE GROUP LIMITED	18,287,500	IT Contracted Services	DOTARS	16/09/04	ANZ Medium
15	SAAB SYSTEMS PTY LTD	17,224,900	Development Of Release 8 Of The BCSS Capability	Defence	06/01/05	Multinational
16	EDS (AUSTRALIA) PTY LIMITED	15,596,240	Corporate Services	CSA	25/08/04	Multinational
17	CSC AUSTRALIA PTY. LIMITED	15,502,300	IT Consultants	DIMIA	05/07/04	Multinational
18	CSC AUSTRALIA PTY. LIMITED	14,143,937	Official Order 68 E-Commerce Development -Variation	DIMIA	27/10/04	Multinational
19	COMPUTER ASSOCIATES PTY LTD	13,970,000	Software Licensing, Maintenance & Support Services	ATO	11/01/05	Multinational
20	TELSTRA	12,251,917	Technical Help Desk Facility (ESD)	ATO	15/06/05	ANZ Large
21	IBM AUSTRALIA LTD	10,288,887	Contractor Services	DOFA	10/12/04	Multinational
22	COMPUTER ASSOCIATES PTY LTD	10,120,000	Development, Support & Warranty Services	ACS	01/07/04	Multinational

Top 100 Contracts By Supplier Category 2004-05

	Supplier Name	Contract Value \$	Contract Description	Agency/ Department	Contract Date	Supplier Type
23	NEC BUSINESS SOLUTIONS LTD	9,350,000	Inbound/Outbound Comms Charges	CSA	09/03/05	Multinational
24	TELSTRA	9,222,969	Managed Voice Services July & August 2004	Centrelink	01/07/04	ANZ Large
25	HEWLETT-PACKARD AUSTRALIA PTY LTD	9,133,300	Computer Equipment, Labour & Maintenance	Defence	05/05/05	Multinational
26	NAUTRONIX LTD	8,988,879	Supply Of Navigation Display System	Defence	27/04/05	Multinational
27	TELSTRA	8,500,000	To Provide Desktop Telephony Services Under The MTS (Managed Telecommunications Services) To CRS Australia, On Part Of A Consortium With Centrelink And DFACS	CRS Australia	07/12/04	ANZ Large
28	STRATOS COMMUNICATIONS (AUSTRALIA) PTY LTD	8,473,866	Satellite Communication Services	Defence	17/11/04	Multinational
29	VOLANTE GROUP LIMITED	8,280,011	IT Contracted Services	DOTARS	03/05/05	ANZ Medium
30	EDS (AUSTRALIA) PTY LIMITED	7,994,934	EDS Transition Project	ATO	26/04/05	Multinational
31	DELL AUSTRALIA PTY LIMITED	7,900,000	Provision Of Information Technology Business Equipment	ABC	20/06/05	Multinational
32	TELSTRA	7,882,699	Inbound/Outbound Call Carriage To June 2007 Contract CSA 646	CSA	22/06/05	ANZ Large
33	US SUPPLIER NEW YORK - UNNAMED	7,804,018	FMS Case Follow On Support For JCDX Formerly OSIS	Defence	12/07/04	Foreign
34	TELSTRA	7,700,000	Telecommunications	Defence	10/08/04	ANZ Large
35	TELSTRA	7,556,500	Data Services	DEWR	20/07/04	ANZ Large
36	ASI SOLUTIONS	7,493,750	Computer Hardware.	Defence	12/05/05	ANZ Medium
37	VOLANTE GROUP LIMITED	6,689,145	Software Services	Centrelink	01/10/04	ANZ Medium
38	IBM AUSTRALIA LTD	6,600,000	Extension Of C03/09909 - Provision Of Software Development Services & Strategic CCF Services	ACS	01/07/04	Multinational
39	ADI LIMITED	6,493,994	ADI Software Development Contract - 4500354608	Defence	22/07/04	Multinational
40	COMPUTER ASSOCIATES PTY LTD	6,491,084	Software Licence Agreement	ACS	17/11/04	Multinational
41	TELSTRA	6,267,277	Provide Managed Data Solutions (Managed Wan)	CRS Australia	11/04/05	ANZ Large
42	COMPUTER CORPORATION OF AMERICA USA	6,069,956	Enterprise Licence	Centrelink	23/06/05	Foreign
43	EDS (AUSTRALIA) PTY LIMITED	5,940,000	04/05 Recurring Midrange Services Provided By EDS	ATO	18/04/05	Multinational
44	STORAGE TECHNOLOGY OF AUSTRALIA PTY LTD	5,825,600	Software	Defence	22/06/05	Multinational

Top 100 Contracts By Supplier Category 2004-05

	Supplier Name	Contract Value \$	Contract Description	Agency/ Department	Contract Date	Supplier Type
45	KAZ TECHNOLOGY SERVICES PTY LTD	5,543,366	KAZ Core Contract Extension 01 Nov 04 To 30 June 2006 N260368	Defence	16/12/04	ANZ Large
46	EXCEED SYSTEMS INTEGRATION PTY LIMITED	5,506,380	Helpdesk And Desktop Support Agreement	DFAT	01/07/04	ANZ SME - ESA
47	SAP AUSTRALIA PTY LTD	5,482,062	MYSAP Business Suite Financials Licence Fee	Defence	14/04/05	Multinational
48	TELSTRA	5,412,100	Managed Voice Services	DEWR	20/07/04	ANZ Large
49	ACER COMPUTER AUSTRALIA PTY. LIMITED	5,402,650	Computers	Defence	23/05/05	Multinational
50	SAP AUSTRALIA PTY LTD	5,259,546	E-PSCD Software Licences And Annual Maintenance	Centrelink	05/07/04	Multinational
51	SAP AUSTRALIA PTY LTD	5,249,078	Sap Business Partners Software	Centrelink	05/08/04	Multinational
52	OPTUS	5,220,000	Satellite Bandwidth And Teleport Facilities	DFAT	14/09/04	Multinational
53	IBM AUSTRALIA LTD	5,167,155	Mainframe Software Maintenance	DEWR	26/07/04	Multinational
54	HEWLETT-PACKARD AUSTRALIA PTY LTD	5,058,195	ITSM Software Solutions, Group A	Centrelink	30/06/05	Multinational
55	MERCURY INTERACTIVE (AUSTRALIA) PTY. LIMITED	5,041,466	Application Management Solution	ATO	08/06/05	Multinational
56	NCR AUSTRALIA PTY LTD	5,002,253	Provision Of An Integrated Analysis Tool	ACS	22/04/05	Multinational
57	CSC AUSTRALIA PTY. LIMITED	4,950,000	IT Consultants	DIMIA	05/07/04	Multinational
58	ACCENTURE AUSTRALIA HOLDINGS PTY LTD	4,887,699	Development Of Standalone Deployment Solution For The CAMM2 Project.	Defence	03/12/04	Multinational
59	DELL AUSTRALIA PTY LIMITED	4,879,105	Computer Hardware	Defence	12/05/05	Multinational
60	HEWLETT-PACKARD AUSTRALIA PTY LTD	4,816,029	Software License And Maintenance.	Centrelink	30/06/05	Multinational
61	DELL AUSTRALIA PTY LIMITED	4,807,473	AI-D610 Dell Latitude D610 (Discrete) Laptops	Defence	27/05/05	Multinational
62	IBM AUSTRALIA LTD	4,767,145	Monthly IT Services And Software Licenses Re The Department's Contract With IBMGSA	DHA	17/12/04	Multinational
63	FUJITSU AUSTRALIA LTD	4,743,720	National Claims & Policies Database Contract Covers The Following: 1. Ongoing, Secure Collection And Transfer Of Claims And Policies Data From Multiple Sources External To APRA; 2. Secure Processing, Storage & Management; 3. Development, Production, Sale	APRA	25/10/04	Multinational
64	COGNOS PTY LTD	4,708,612	Software Licences	Defence	07/06/05	Multinational
65	SUN MICROSYSTEMS AUSTRALIA PTY LTD	4,634,886	Sun Servers And Associated Equipment	Centrelink	03/05/05	Multinational
66	CITEC	4,591,561	SAP Infrastructure And Application Support Services	ABC	04/11/04	Government

Top 100 Contracts By Supplier Category 2004-05

	Supplier Name	Contract Value \$	Contract Description	Agency/ Department	Contract Date	Supplier Type
67	PEOPLESOFT AUSTRALIA PTY. LIMITED	4,532,000	Software Maintenance Support	Defence	02/08/04	Multinational
68	IBM AUSTRALIA LTD	4,501,734	Desktop Services	DOFA	21/10/04	Multinational
69	HEWLETT-PACKARD AUSTRALIA PTY LTD	4,139,850	Computer Server Equipment	Defence	19/05/05	Multinational
70	LAN SYSTEMS PTY. LIMITED	4,110,251	Comms Equipment	Defence	20/05/05	Multinational
71	FIREARMS TRAINING SYSTEMS AUSTRALIA PTY LTD	4,088,341	WTSS Upgrade - USD Component	Defence	01/10/04	Multinational
72	SUN MICROSYSTEMS AUSTRALIA PTY LTD	4,015,555	Other Services	Defence	06/09/04	Multinational
73	TELSTRA	3,983,208	Facilities Management - Voice Operations Unit	DFAT	31/03/05	ANZ Large
74	XANTIC B.V.	3,861,704	Communication Services	Defence	17/11/04	Multinational
75	GETRONICS (AUSTRALIA) PTY LTD	3,859,591	Contractual Services	FACS	10/09/04	Multinational
76	CSC AUSTRALIA PTY. LIMITED	3,739,066	IT Network Support Services For Anzac SPO	Defence	18/01/05	Multinational
77	DIMENSION DATA AUSTRALIA PTY LIMITED	3,670,015	Microsoft Enterprise License Agreement. Extension Of Existing Agreement 917709	DFAT	25/06/05	Multinational
78	OPTUS	3,599,896	Technical Support	Defence	03/09/04	Multinational
79	RAYTHEON AUSTRALIA PTY LTD	3,535,657	ASLAY LOGMIS Support	Defence	19/01/05	Multinational
80	VOLANTE GROUP LIMITED	3,524,266	Desktop Support	DOFA	10/12/04	ANZ Medium
81	BOEING AUSTRALIA LIMITED	3,452,728	Hardware/Software Technical Support	Defence	06/07/04	Multinational
82	VOLANTE GROUP LIMITED	3,399,000	Professional Service Provider	Defence	12/05/05	ANZ Medium
83	KAZ TECHNOLOGY SERVICES PTY LTD	3,363,147	KAZ IT Outsourcing Contract	DCITA	13/08/04	ANZ Large
84	US SUPPLIER NEW YORK - UNNAMED	3,358,984	Purchase Of CCI	Defence	19/01/05	Foreign
85	CSC AUSTRALIA PTY. LIMITED	3,188,250	6 Months Extension Of Network Services Of NWR Contract.	Centrelink	31/12/04	Multinational
86	IBM AUSTRALIA LTD	3,108,965	Software Licensing & Maintenance	ATO	06/10/04	Multinational
87	IBM AUSTRALIA LTD	3,095,738	Contractor Services	DOFA	10/12/04	Multinational
88	NEC BUSINESS SOLUTIONS LTD	3,080,246	PABX Maintenance And Support Services. Contract Price Above Is For Equipment List As Per The Contract And Is Inclusive Of GST	ABC	01/02/05	Multinational
89	RLM SYSTEMS PTY LIMITED	3,043,700	Software Development	Defence	29/11/04	ANZ Large

Top 100 Contracts By Supplier Category 2004-05						
	Supplier Name	Contract Value \$	Contract Description	Agency/ Department	Contract Date	Supplier Type
90	LEXMARK INTERNATIONAL (AUSTRALIA) PTY LIMITED	3,036,000	Computer Equipment.	Defence	23/05/05	Multinational
91	CIT GROUP (AUSTRALIA) LIMITED	3,019,663	Lease For PELEUS Consolidation - 04/05	AFP	14/07/04	Multinational
92	COMPUTER ASSOCIATES PTY LTD	2,985,803	Software Licence Fees And Maintenance	DEWR	26/10/04	Multinational
93	LAN SYSTEMS PTY. LIMITED	2,968,978	Hardware	Defence	01/06/05	Multinational
94	ZETA ASSOCIATES INC	2,902,949	Enhanced ROSETTA Stone System	Defence	15/10/04	Foreign
95	CPT GLOBAL LIMITED	2,865,937	Provision Of Stress & Volume Testing Services	ACS	01/03/05	ANZ Medium
96	FIREARMS TRAINING SYSTEMS AUSTRALIA PTY LTD	2,861,165	Supply And Installation Of Weapons Training Simulation System (WTSS) To The Navy	Defence	21/10/04	Multinational
97	IBM AUSTRALIA LTD	2,838,000	External Evaluation GST - Transformation	DHA	29/07/04	Multinational
98	CERULEAN SOLUTIONS LTD	2,794,474	Computer Network Switches	Defence	31/05/05	Multinational
99	HEWLETT-PACKARD AUSTRALIA PTY LTD	2,746,362	IT&T System Design	Defence	16/05/05	Multinational
100	BRIDGE IT ENGINEERING PTY LTD	2,691,424	Technical Services Support - Facilities Management	DFAT	06/09/04	ANZ SME - ESA

Table 15 : Top 100 Contracts by Supplier Category 2003-04

Top 100 Contracts By Supplier Category 2003-04						
No.	Supplier Name	Contract Value \$	Contract Description	Agency/ Department	Contract Date	Supplier Type
1	EDS (AUSTRALIA) PTY LIMITED	173,566,787	Provision Baseline IT Services, 2003/2004	ATO	16/07/03	Multinational
2	IBM AUSTRALIA LTD	88,720,080	Software ELA Agreements	Defence	30/03/04	Multinational
3	COMPUTER CORPORATION OF AMERICA USA	77,000,000	Supply And Further Development Of M204 Database Software	Centrelink	01/10/03	Foreign
4	TELSTRA	41,700,000	Voice Services Carriage	ATO	15/04/04	ANZ Large
5	IBM AUSTRALIA LTD	32,934,624	IT Services & Technology Outsourcing Agreement-Yr4	DHA	15/10/03	Multinational
6	TELSTRA	30,000,000	Provision Of Outbound Calls & Mobile Phone Services To Centrelink And FACS	Centrelink	04/08/03	ANZ Large
7	KOCKUMS AB	25,000,000	Intellectual Property Licence	Defence	28/06/04	Foreign
8	DAMOVO (AUSTRALIA) PTY LTD	24,400,000	Facilities Management For Voice Services	ATO	15/04/04	ANZ Large
9	VOLANTE GROUP LIMITED	22,000,000	IT Services	DOTARS	03/06/04	ANZ Medium
10	TELSTRA	21,534,000	Managed Voice Services	Centrelink	12/01/04	ANZ Large
11	TELSTRA	20,988,000	Communication Services	Defence	13/10/03	ANZ Large
12	KAZ TECHNOLOGY SERVICES PTY LTD	20,242,036	For Provision Of Materiel Support Data Management Services Law Contract N260421	Defence	18/12/03	ANZ Large
13	XANTIC B.V.	19,182,902	Communication Services	Defence	28/08/03	Multinational
14	OPTUS	18,727,632	Voice And Data Services For EO	DOFA	17/10/03	Multinational
15	TELSTRA	17,441,000	Telecommunications Services	ACS	04/09/03	ANZ Large
16	IPEX INFORMATION TECHNOLOGY GROUP	17,160,000	IPEX Outsourced Sport Services	DAFF	18/06/04	ANZ Medium
17	IPEX INFORMATION TECHNOLOGY GROUP	16,700,000	IT Outsourcing Contract	DOTARS	17/12/03	ANZ Medium
18	NEC BUSINESS SOLUTIONS LTD	16,024,800	Call Centre Services	ATO	06/08/03	Multinational
19	TELSTRA	15,580,459	Telecommunications	Defence	10/05/04	ANZ Large
20	EDS (AUSTRALIA) PTY LIMITED	15,523,144	IT And Telecommunication Support Services	FACS	19/09/03	Multinational
21	IBM AUSTRALIA LTD	15,519,332	Touch Screens	DEWR	29/10/03	Multinational
22	FUJI XEROX AUSTRALIA PTY. LIMITED	13,500,000	Provision Of Printer, Photocopiers, Scanner And Facsimile Equipment	Centrelink	21/05/04	Multinational
23	IBM AUSTRALIA LTD	13,394,000	Desktops	DOFA	11/08/03	Multinational

**Top 100 Contracts By Supplier Category 2003-04**

No.	Supplier Name	Contract Value \$	Contract Description	Agency/ Department	Contract Date	Supplier Type
24	IBM AUSTRALIA LTD	11,096,573	Computer Hardware, Software And IT Services	Defence	07/11/03	Multinational
25	ACCENTURE AUSTRALIA HOLDINGS PTY LTD	11,065,234	IT Consultant - Change Program	ATO	25/05/04	Multinational
26	TELSTRA	9,550,595	Telecommunications - CITA Data	DEWR	28/07/03	ANZ Large
27	IBM AUSTRALIA LTD	9,505,542	Mainframe Software - Content Management & Document Management	ATO	18/06/04	Multinational
28	SABRE AUSTRALIA PTY LTD	9,269,011	Variation To Contract For Software Maintenance & Support Services	ACS	02/02/04	Multinational
29	SIEBEL SYSTEMS INC	9,227,004	Software License & Maintenance	ATO	23/03/04	Foreign
30	SAP AUSTRALIA PTY LTD	9,210,041	Software Licence	Defence	10/07/03	Multinational
31	ACER COMPUTER AUSTRALIA PTY. LIMITED	9,177,850	Computer Hardware	Defence	28/05/04	Multinational
32	ACCENTURE AUSTRALIA HOLDINGS PTY LTD	8,673,335	Analysis & Design Consultancy	ATO	06/04/04	Multinational
33	IBM AUSTRALIA LTD	8,411,179	Provision Of Application Development, Support & Professional Services	ACS	19/07/03	Multinational
34	CPS SYSTEMS PTY LTD	8,046,533	Consulting Services	DIMIA	04/07/03	ANZ SME - ESA
35	TELSTRA	7,916,224	Communication Services	Defence	08/10/03	ANZ Large
36	NAUTRONIX LTD	7,805,562	Mine Countermeasures Underwater Computer System	Defence	23/06/04	Multinational
37	GETRONICS (AUSTRALIA) PTY LTD	7,574,600	Provision Of ICT Infrastructure Facilities Management	DITR	22/04/04	Multinational
38	TURNAROUND SOLUTIONS PTY LTD	7,492,340	E-Tax Services	ATO	30/10/03	ANZ SME - ESA
39	SAP AUSTRALIA PTY LTD	7,482,618	Software Licence	Defence	10/07/03	Multinational
40	TELSTRA	7,039,000	Provision Of Mobile And Fixed Voice Services. Estimated Value Of The Contract Based On Model Used For Evaluation	ABC	15/06/04	ANZ Large
41	VOLANTE GROUP LIMITED	6,857,989	Equipment Supply & A/C Management	DOFA	04/09/03	ANZ Medium
42	COMPUTER CORPORATION OF AMERICA USA	6,851,284	Enterprise Licence Fee	Centrelink	25/06/04	Foreign
43	SMS CONSULTING GROUP LTD	6,790,660	JP2077-Improved Logistics Information Systems Programme Management Office	Defence	01/04/04	ANZ Medium
44	ADI LIMITED	6,725,093	ADI Software Development Contract C438876	Defence	08/06/04	Multinational
45	IPEX INFORMATION TECHNOLOGY GROUP	6,678,618	Computer Services	DEH	03/09/03	ANZ Medium

**Top 100 Contracts By Supplier Category 2003-04**

No.	Supplier Name	Contract Value \$	Contract Description	Agency/ Department	Contract Date	Supplier Type
46	TRADEGATE AUSTRALIA PTY	6,674,917	Extension To Contract To Establish Communication Network For Electronic Exchange Of Documents & Other Information	ACS	01/07/03	ANZ SME - non ESA
47	TELSTRA	6,550,489	Communication Services	Defence	08/10/03	ANZ Large
48	DELL AUSTRALIA PTY LIMITED	6,431,697	Dell Intel Rack Mounted Server	Centrelink	04/06/04	Multinational
49	TELSTRA	6,351,500	Telecommunications - CITA Voice	DEWR	28/07/03	ANZ Large
50	PEOPLESOFT AUSTRALIA PTY. LIMITED	6,316,076	Software Licence Fee Support Service Fee	Defence	25/06/04	Multinational
51	BOEING AUSTRALIA LIMITED	6,159,424	Software Implementation Services	Defence	24/11/03	Multinational
52	COMMUNICATIONS DESIGN & MANAGEMENT PTY. LIMITED	5,819,341	Warehouse Technology Hardware/Installation	Defence	10/02/04	ANZ Medium
53	OPTUS	5,748,600	Communication Services	Defence	30/07/03	Multinational
54	TELSTRA	5,500,000	Telecommunication Services	Defence	20/08/03	ANZ Large
55	MATRIUM TECHNOLOGIES PTY LTD	5,259,760	Computer Software	Centrelink	31/12/03	ANZ SME - ESA
56	UNISYS AUSTRALIA PTY LIMITED	5,200,000	2003-07 Outsourcing Services Contract	ANAO	25/07/03	Multinational
57	IBM AUSTRALIA LTD	5,125,867	Mainframe Software - EAI & Maintenance 2 Years	ATO	18/06/04	Multinational
58	NETSTAR AUSTRALIA PTY LTD	5,115,447	Network Infrastructure Equipment	Defence	23/04/04	Multinational
59	IBM AUSTRALIA LTD	5,052,319	Mainframe Software Maintenance 01/07/03-30/06/04	DEWR	24/07/03	Multinational
60	HEWLETT-PACKARD AUSTRALIA PTY LTD	4,969,250	Computer Hardware	Defence	18/05/04	Multinational
61	DELL AUSTRALIA PTY LIMITED	4,935,577	1000 X Dell D800 Laptops And Spares	Defence	16/06/04	Multinational
62	EDS (AUSTRALIA) PTY LIMITED	4,734,811	Upgrade And Support Of Teradata V2R5	ATO	22/06/04	Multinational
63	OPTIMA TECHNOLOGY SOLUTIONS PTY LTD	4,710,420	Computer Hardware	Defence	18/05/04	ANZ Medium
64	TELSTRA	4,395,600	Telephony Upgrade	DIMIA	23/06/04	ANZ Large
65	ACCENTURE AUSTRALIA HOLDINGS PTY LTD	4,275,810	Consultancy For Change Program	ATO	11/06/04	Multinational
66	EXCEED SYSTEMS INTEGRATION PTY LIMITED	4,262,865	ICT Support Services	PM&C	04/03/04	ANZ SME - ESA
67	NEC BUSINESS SOLUTIONS LTD	4,177,559	Call Centre Services	ATO	06/08/03	Multinational
68	PEOPLESOFT AUSTRALIA PTY. LIMITED	4,092,000	Professional Services	Defence	03/10/03	Multinational

**Top 100 Contracts By Supplier Category 2003-04**

No.	Supplier Name	Contract Value \$	Contract Description	Agency/ Department	Contract Date	Supplier Type
69	ACCENTURE AUSTRALIA HOLDINGS PTY LTD	3,948,945	Consultancy For Change Program	ATO	11/06/04	Multinational
70	HITACHI DATA SYSTEMS AUSTRALIA PTY LTD	3,820,653	IT Consultancy	DEWR	29/10/03	Multinational
71	RAYTHEON AUSTRALIA PTY LTD	3,677,919	Systems Integration Services	Defence	23/06/04	Multinational
72	BAE SYSTEMS AUSTRALIA LIMITED	3,668,889	Defence Formal Messaging Systems Support	Defence	09/06/04	Multinational
73	IOCORE ASIA PACIFIC PTY LTD	3,590,000	Application Development Project	ACS	23/07/03	ANZ Large
74	LEXMARK INTERNATIONAL (AUSTRALIA) PTY LIMITED	3,490,300	Printing Equipment	Defence	24/05/04	Multinational
75	CSC AUSTRALIA PTY. LIMITED	3,422,587	Asset Buyback CSC	DOFA	01/07/03	Multinational
76	IBM AUSTRALIA LTD	3,405,455	Lease Of Servers And Disk Arrays	DEH	09/12/03	Multinational
77	STRATOS COMMUNICATIONS (AUSTRALIA) PTY LTD	3,219,118	Satellite Communication Services	Defence	06/05/04	Multinational
78	IBM AUSTRALIA LTD	3,212,000	WAN	DOFA	11/08/03	Multinational
79	IBM AUSTRALIA LTD	3,188,486	IT Maintenance	DEWR	22/09/03	Multinational
80	SUN MICROSYSTEMS AUSTRALIA PTY LTD	3,129,424	Site Wide Maintenance By Sun Microsystems	Centrelink	30/10/03	Multinational
81	NCR AUSTRALIA PTY LTD	3,128,346	Computer Hardware Purchase; Hardware Maintenance; Software Support; Software Subscription	Centrelink	26/09/03	Multinational
82	MINCOM LIMITED	3,119,449	Detailed Design Work For ADF Deployable Logistic Solution	Defence	17/02/04	ANZ Medium
83	IBM AUSTRALIA LTD	3,080,000	P690 Servers	Defence	24/03/04	Multinational
84	COMPUCAT RESEARCH PTY. LIMITED	3,062,280	PSP Support FFGSPO	Defence	01/06/04	ANZ SME - ESA
85	DATA FLEX PTY. LIMITED	3,007,969	Acer 660 Notebooks	Centrelink	01/04/04	ANZ SME - ESA
86	IBM AUSTRALIA LTD	2,975,000	Midrange	DOFA	11/08/03	Multinational
87	EDS (AUSTRALIA) PTY LIMITED	2,970,000	Work Request, 2003/2004.	ATO	15/07/03	Multinational
88	KAZ TECHNOLOGY SERVICES PTY LTD	2,906,409	Provision Of Services To Manage And Support The ARC' Hardware, Software, IT Infrastructure And Data And Voice Services	ARC	26/05/04	ANZ Large
89	FUJITSU AUSTRALIA LTD	2,904,410	Consultancy Services For The ATO IT Service Management Improvement Program (ITSMIP)	ATO	06/08/03	Multinational

**Top 100 Contracts By Supplier Category 2003-04**

No.	Supplier Name	Contract Value \$	Contract Description	Agency/ Department	Contract Date	Supplier Type
90	EXCEED SYSTEMS INTEGRATION PTY LIMITED	2,851,428	Database Services	ACCC	10/02/04	ANZ SME - ESA
91	IPEX INFORMATION TECHNOLOGY GROUP	2,798,110	Computer Services	ATSIS	24/06/04	ANZ Medium
92	CORPORATE EXPRESS AUSTRALIA LIMITED	2,750,000	Provide Desktop Computer Systems	CRS Australia	03/05/04	ANZ Large
93	BOEING AUSTRALIA LIMITED	2,736,190	Replacement Of Pavetack Simulation Computer	Defence	30/01/04	Multinational
94	KAZ TECHNOLOGY SERVICES PTY LTD	2,727,000	To Provide Microsoft Large Account Reseller Services	DEST	01/07/03	ANZ Large
95	BLUEPHOENIX SOLUTIONS, BV	2,695,667	Software Maintenance & Licences	DIMIA	03/12/03	Foreign
96	SOUTHTECH SYSTEMS PTY LTD	2,681,466	Computer Equipment	Defence	18/08/03	ANZ SME - non ESA
97	NETWORK APPLIANCE (AUSTRALIA) PTY LTD	2,672,264	Computer Hardware	Defence	24/05/04	Multinational
98	NETWORK APPLIANCE (AUSTRALIA) PTY LTD	2,672,263	Computer Hardware	Defence	03/06/04	Multinational
99	NOVELL PTY. LTD.	2,671,749	Novell Annual Licence Renewal	Centrelink	23/09/03	Multinational
100	IPEX INFORMATION TECHNOLOGY GROUP	2,671,087	3rd Year Payment For MS EA Agreement	Centrelink	17/11/03	ANZ Medium

Table 16 : Number, Value, Percentage Share and Supplier Category for Top Ten Suppliers 2004-05

Number, Value, Percentage Share and Supplier Category for Top 10 Suppliers 2004-05				
Supplier	No.	Value \$	% Value	Supplier Type
EDS (AUSTRALIA) PTY LIMITED	124	389,738,507	12.87	Multinational
TELSTRA	1,460	336,575,596	11.11	ANZ Large
ACCENTURE AUSTRALIA HOLDINGS PTY LTD	15	266,879,001	8.81	Multinational
IBM AUSTRALIA LTD	329	194,391,074	6.42	Multinational
CSC AUSTRALIA PTY. LIMITED	239	156,147,500	5.16	Multinational
VOLANTE GROUP LIMITED	282	79,279,754	2.62	ANZ Medium
OPTUS	412	65,755,889	2.17	Multinational
HEWLETT-PACKARD AUSTRALIA PTY LTD	228	62,169,196	2.05	Multinational
PAXUS AUSTRALIA PTY LIMITED	590	55,651,502	1.84	Multinational
KAZ TECHNOLOGY SERVICES PTY LTD	560	53,459,477	1.77	ANZ Large
Others	20,082	1,368,361,781	45.18	
<b>Total</b>	<b>24,321</b>	<b>3,028,409,277</b>	<b>100.00</b>	

Chart 10 : Top 10 Suppliers' Market Share 2004-05

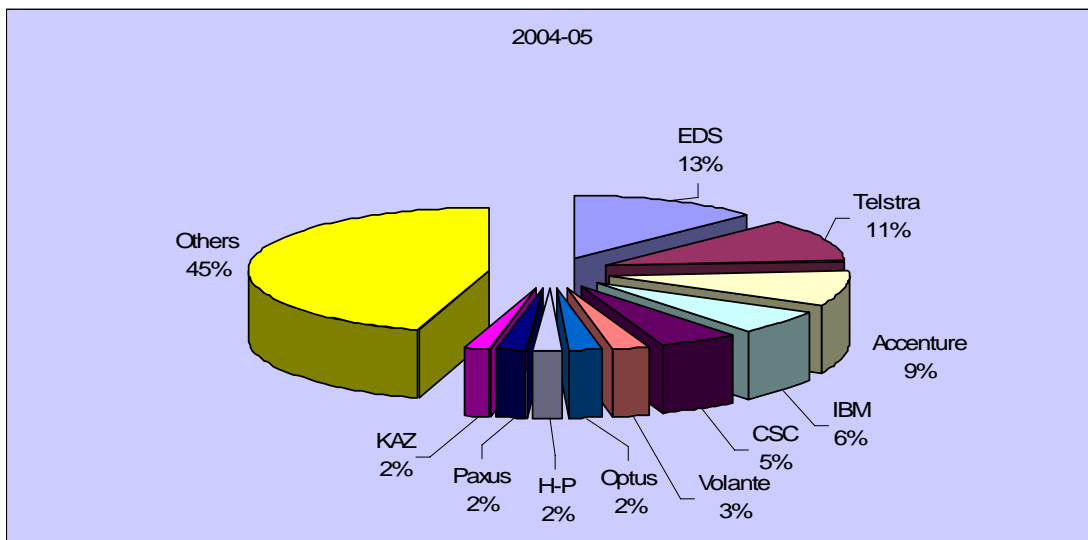


Table 17 : Number, Value, Percentage Share and Supplier Category for Top Ten Suppliers 2003-04

Number, Value, Percentage Share and Supplier Category for Top 10 Suppliers 2003-04				
Supplier	No.	Value \$	% Value	Supplier Type
TELSTRA	2,591	313,567,728	11.58	ANZ Large
IBM AUSTRALIA LTD	365	243,864,570	9.00	Multinational
EDS (AUSTRALIA) PTY LIMITED	185	206,146,855	7.61	Multinational
COMPUTER CORPORATION OF AMERICA USA	2	83,851,284	3.10	Foreign
KAZ TECHNOLOGY SERVICES PTY LTD	691	62,212,386	2.30	ANZ Large
IPEX INFORMATION TECHNOLOGY GROUP	216	57,338,876	2.12	ANZ Medium
OPTUS	600	56,847,418	2.10	Multinational
PEOPLEBANK AUSTRALIA LTD	610	42,311,124	1.56	ANZ Medium
PAXUS AUSTRALIA PTY LIMITED	381	40,371,311	1.49	Multinational
DELL AUSTRALIA PTY LIMITED	1,011	39,244,559	1.45	Multinational
Others	28,714	1,563,221,603	57.71	
<b>Total</b>	<b>35,366</b>	<b>2,708,977,715</b>	<b>100.00</b>	

Chart 11 : Top 10 Suppliers' Market Share 2003-04

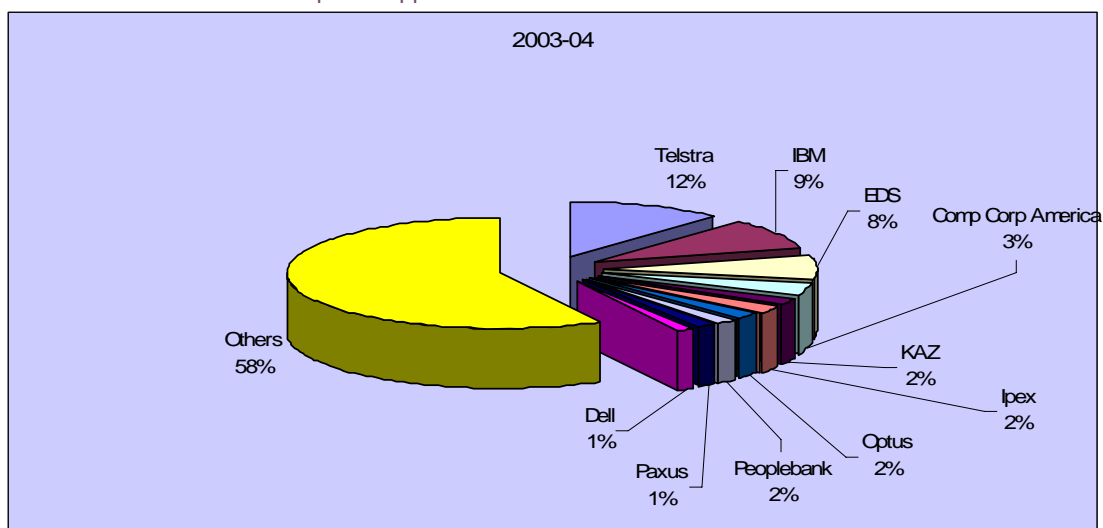


Table 18 : Number, Value, Percentage Share and Supplier Category for Top Ten Suppliers 2002-03\*

Number, Value, Percentage Share and Supplier Category for Top 10 Suppliers 2002-03*				
Supplier	No**	Value \$	% Value	Supplier Type
IBM		283,117,270	15.25	Multinational
TELSTRA		173,298,983	9.34	ANZ Large
CSC		72,336,857	3.90	Multinational
EDS		60,561,092	3.26	Multinational
SUN		46,616,255	2.51	Multinational
DIMENSION DATA		43,865,516	2.36	Multinational
IPEX		43,754,065	2.36	ANZ Medium
ASPECT/KAZ		34,761,448	1.87	ANZ Medium
I-GATE/MASTECH		31,852,070	1.72	Multinational
CA		24,289,010	1.31	Multinational
Others		1,041,947,639	56.13	
<b>Total</b>		<b>1,856,400,205</b>	<b>100.00</b>	

\* Eleven Sample Agencies

\*\* Number of contracts not available in previous study

Chart 12 Top 10 Suppliers' Market Share 2002-03

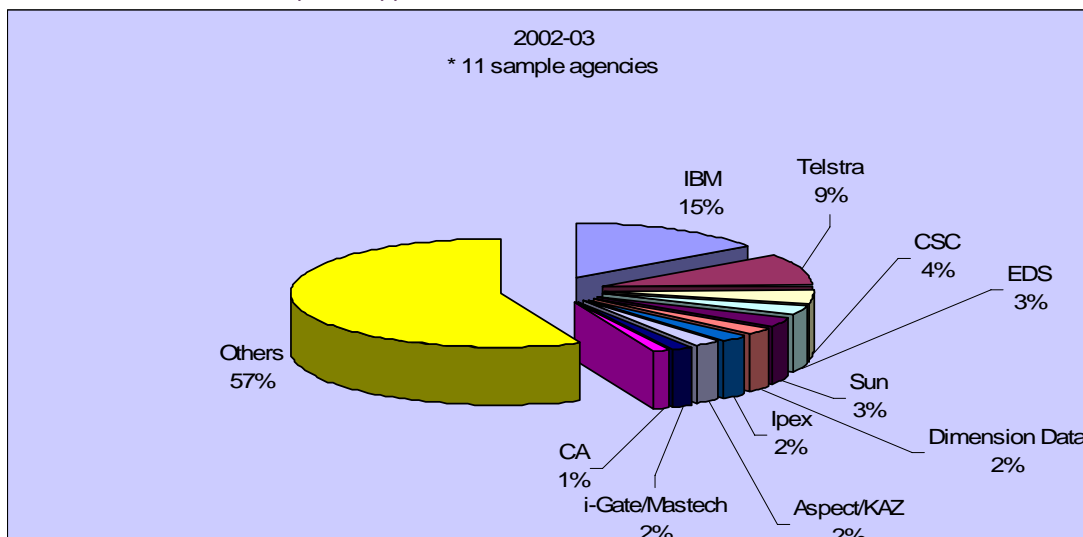


Table 19 : Number, Value, Percentage Share and Supplier Category for Top Ten Suppliers 2001-02\*

Number, Value, Percentage Share and Supplier Category for Top 10 Suppliers 2001-02*				
Supplier	No**	Value \$	% Value	Supplier Type
IBM		234,024,012	12.25	Multinational
EDS		185,300,219	9.70	Multinational
CSC		121,608,696	6.37	Multinational
TELSTRA		98,317,431	5.15	ANZ Large
OPTUS		96,376,916	5.05	Multinational
CA		55,493,416	2.90	Multinational
DELL		51,604,154	2.70	Multinational
ASPECT/KAZ		43,246,721	2.26	ANZ Medium
SUN		37,602,605	1.97	Multinational
IPEX		31,464,672	1.65	ANZ Medium
Others		955,301,911	50.01	
<b>Total</b>		<b>1,910,340,753</b>	<b>100.00</b>	

\* Eleven Sample Agencies

\*\* Number of contracts not available in previous study

Chart 13 : Top 10 Suppliers' Market Share 2001-02

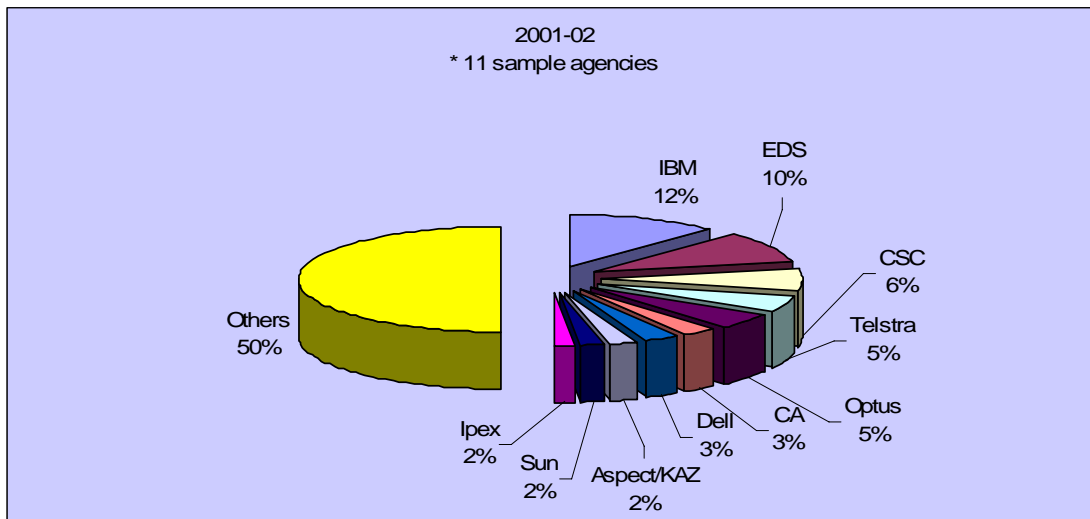


Table 20 : Number, Value and Percentage Share of Total Agency Contract Value by Supplier Type - Alphabetical Order -2004-05

PLEASE NOTE: Yellow = Sample Agencies AV = Agency Value

Number, Value and Percentage Share of Contract Value by Supplier Type - 2004-05																		
Agency	SME Sector			ANZ Large			Multinational			Foreign			Government			Total		
	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%
ATSIS	10	243,449	34	3	29,203	4	8	453,146	62	0	0	0	0	0	0	21	725,798	100
AAT	34	286,910	28	46	179,869	17	60	504,341	49	0	0	0	11	65,346	6	151	1,036,466	100
AQIS	193	4,559,444	39	120	5,037,069	43	88	1,953,689	17	1	100,000	1	5	182,369	2	407	11,832,571	100
AusAID	61	7,147,601	70	4	19,993	0	36	2,740,343	27	1	282,010	3	0	0	0	102	10,189,947	100
Austrade	1	512,000	100	0	0	0	0	0	0	0	0	0	0	0	0	1	512,000	100
AJP	1	15,507	100	0	0	0	0	0	0	0	0	0	0	0	0	1	15,507	100
ABC	0	0	0	0	0	0	5	12,828,039	74	0	0	0	1	4,591,561	26	6	17,419,600	100
ABS	117	4,191,220	18	65	3,237,363	14	201	15,976,583	68	0	0	0	3	59,580	0	386	23,464,746	100
ACIAR	27	159,866	42	12	50,552	13	16	170,283	45	0	0	0	0	0	0	55	380,701	100
ACMA	8	653,577	78	0	0	0	2	179,750	22	0	0	0	0	0	0	10	833,327	100
ACCC	90	3,560,000	70	24	558,400	11	23	897,800	18	1	40,800	1	1	16,500	0	139	5,073,500	100
ACC	15	574,869	43	1	10,946	1	7	738,827	55	0	0	0	1	26,400	2	24	1,351,042	100
ACS	215	19,897,755	8	21	1,463,550	1	68	226,668,249	91	5	460,210	0	5	116,540	0	314	248,606,303	100
AEC	27	2,225,549	74	5	81,213	3	12	701,652	23	0	0	0	0	0	0	44	3,008,414	100
AFP	552	18,861,130	39	347	6,184,914	13	547	21,915,873	46	12	491,657	1	11	365,098	1	1,469	47,818,671	100
AGIMO	6	777,923	97	2	5,660	1	5	22,229	3	0	0	0	0	0	0	13	805,812	100
AIR	43	1,828,721	52	29	1,081,308	31	32	612,802	17	0	0	0	0	0	0	104	3,522,831	100
ANAO	42	1,156,838	38	8	221,300	7	35	1,644,365	54	0	0	0	0	0	0	85	3,022,503	100
AOFM	5	72,777	61	2	37,051	31	1	10,106	8	0	0	0	0	0	0	8	119,934	100
APRA	0	0	0	0	0	0	2	5,291,295	100	0	0	0	0	0	0	2	5,291,295	100
APSC	11	52,471	41	7	20,549	16	5	53,552	42	0	0	0	0	0	0	23	126,571	100
ARPANSA	24	1,145,000	67	24	342,200	20	10	200,600	12	1	22,700	1	0	0	0	59	1,710,500	100

Number, Value and Percentage Share of Contract Value by Supplier Type - 2004-05																		
Agency	SME Sector			ANZ Large			Multinational			Foreign			Government			Total		
	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%
ARC	10	806,525	92	1	20,244	2	3	38,329	4	1	14,625	2	0	0	0	15	879,723	100
ATO	513	40,812,903	8	43	15,518,328	3	426	486,779,414	90	0	0	0	7	121,192	0	989	543,231,836	100
ATRAC	106	4,652,123	74	5	20,045	0	43	1,506,779	24	2	31,803	1	1	34,515	1	157	6,245,265	100
BOM	339	4,259,679	20	285	7,587,791	36	248	8,782,152	42	14	170,489	1	17	97,691	0	903	20,897,802	100
Centrelink	602	55,162,539	14	68	201,190,201	52	419	123,672,130	32	21	6,829,582	2	4	323,962	0	1,114	387,178,414	100
CSA	27	2,213,614	6	10	8,092,755	22	51	26,787,815	72	0	0	0	0	0	0	88	37,094,183	100
ComSuper	255	5,706,625	67	36	735,448	9	61	2,019,279	24	2	8,165	0	0	0	0	354	8,469,516	100
CDPP	14	554,673	14	4	85,016	2	18	3,304,100	83	1	30,560	1	0	0	0	37	3,974,348	100
CGC	3	45,337	68	0	0	0	5	21,754	32	0	0	0	0	0	0	8	67,091	100
COO	19	861,923	68	0	0	0	5	398,093	32	0	0	0	0	0	0	24	1,260,016	100
CrimTrac	1	81,600	9	0	0	0	3	854,755	91	0	0	0	0	0	0	4	936,355	100
CRS	77	3,717,453	16	4	15,190,074	65	52	4,606,080	20	1	14,131	0	0	0	0	134	23,527,738	100
CSIRO	1	182,476	14	0	0	0	1	1,100,000	86	0	0	0	0	0	0	2	1,282,476	100
DAFF	209	27,512,411	89	12	538,853	2	69	2,433,877	8	0	0	0	13	322,519	1	303	30,807,660	100
DCITA	138	7,021,993	36	67	7,371,228	38	88	4,295,855	22	2	20,500	0	8	662,217	3	303	19,371,793	100
Defence	4,784	246,193,712	29	1,362	112,917,556	13	2,348	448,529,380	53	229	33,834,059	4	33	912,697	0	8,756	842,387,404	100
DEST	65	1,892,239	44	10	584,743	14	98	1,769,322	41	4	43,516	1	2	36,866	1	179	4,326,686	100
DEWR	297	21,995,854	27	80	22,141,068	27	322	38,392,462	46	3	130,377	0	3	34,278	0	705	82,694,038	100
DFACS	182	8,611,467	24	46	8,713,177	24	144	18,919,381	52	0	0	0	2	56,340	0	374	36,300,364	100
DOFA	464	25,899,162	38	74	4,331,023	6	258	37,056,644	54	0	0	0	12	1,322,780	2	808	68,609,608	100
DFAT	272	24,901,327	45	54	6,542,359	12	204	22,242,979	40	12	1,272,909	2	1	6,138	0	543	54,965,712	100
DHA	306	17,341,944	23	47	1,421,417	2	169	53,651,300	70	1	25,649	0	15	4,035,807	5	538	76,476,117	100
DHS	1	20,000	18	1	15,408	14	3	78,469	69	0	0	0	0	0	0	5	113,877	100
DIMIA	376	23,628,943	10	52	7,498,880	3	694	197,315,127	83	13	816,335	0	94	8,731,116	4	1,229	237,990,401	100

Number, Value and Percentage Share of Contract Value by Supplier Type - 2004-05																		
Agency	SME Sector			ANZ Large			Multinational			Foreign			Government			Total		
	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%
DITR	196	10,520,200	54	6	43,600	0	117	8,260,600	42	1	2,300	0	5	695,200	4	325	19,521,900	100
DPS	196	5,598,724	42	61	3,688,159	28	100	3,910,339	30	2	23,271	0	0	0	0	359	13,220,492	100
DEH	166	5,998,847	56	11	1,331,380	12	62	1,751,556	16	4	82,913	1	11	1,624,666	15	254	10,789,362	100
DHR	28	655,746	53	4	22,666	2	20	562,217	45	0	0	0	0	0	0	52	1,240,629	100
PM&C	54	1,226,983	31	10	1,020,400	26	39	691,202	17	0	0	0	8	1,048,389	26	111	3,986,974	100
DOS	11	144,000	46	5	14,400	5	23	118,200	38	0	0	0	5	36,200	12	44	312,800	100
Treasury	63	1,445,481	41	29	1,375,410	39	27	652,245	19	0	0	0	4	46,638	1	123	3,519,773	100
DOTARS	166	30,480,526	94	53	642,543	2	61	1,116,699	3	0	0	0	5	123,100	0	285	32,362,868	100
DVA	106	6,977,061	48	13	1,854,718	13	50	5,618,048	39	1	14,783	0	2	18,700	0	172	14,483,309	100
Family Court	174	3,471,100	71	36	485,000	10	93	927,000	19	0	0	0	1	12,600	0	304	4,895,700	100
Federal Court	16	136,513	98	0	0	0	1	2,996	2	0	0	0	0	0	0	17	139,509	100
FMS	15	180,416	27	8	262,027	39	12	220,985	33	0	0	0	0	0	0	35	663,428	100
GA	146	3,637,488	36	14	1,260,144	12	158	4,773,353	47	17	476,290	5	3	63,474	1	338	10,210,749	100
HREOC	38	1,067,009	50	8	89,701	4	9	978,726	46	0	0	0	0	0	0	55	2,135,436	100
ITSA	56	2,048,000	50	4	72,900	2	43	1,973,100	48	0	0	0	0	0	0	103	4,094,000	100
IPA	115	5,845,461	42	17	1,001,417	7	85	6,981,361	50	3	28,973	0	0	0	0	220	13,857,213	100
NAA	57	1,359,433	49	12	78,400	3	44	1,278,700	46	0	0	0	8	68,000	2	121	2,784,533	100
NBA	5	72,647	100	0	0	0	0	0	0	0	0	0	0	0	0	5	72,647	100
NCA	4	380,148	100	0	0	0	0	0	0	0	0	0	0	0	0	4	380,148	100
NLA	74	1,775,300	29	6	140,300	2	88	3,941,600	65	6	136,700	2	6	62,100	1	180	6,056,000	100
NNTT	10	967,977	67	0	0	0	2	486,480	33	0	0	0	0	0	0	12	1,454,457	100
NOO	6	128,436	68	3	61,748	32	0	0	0	0	0	0	0	0	0	9	190,184	100
NWC	1	24,500	100	0	0	0	0	0	0	0	0	0	0	0	0	1	24,500	100
OFLC	29	577,302	99	0	0	0	1	5,720	1	0	0	0	0	0	0	30	583,022	100

Number, Value and Percentage Share of Contract Value by Supplier Type - 2004-05																		
Agency	SME Sector			ANZ Large			Multinational			Foreign			Government			Total		
	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%
ONA	35	544,218	28	6	532,164	27	53	813,901	41	0	0	0	8	88,500	4	102	1,978,783	100
OPC	3	22,285	20	1	25,206	23	4	62,468	57	0	0	0	0	0	0	8	109,959	100
OFPC	0	0	0	0	0	0	1	3,944	100	0	0	0	0	0	0	1	3,944	100
GovGen	17	255,629	57	10	156,734	35	6	36,935	8	0	0	0	0	0	0	33	449,298	100
ORER	1	1,787,795	85	0	0	0	1	264,000	13	0	0	0	1	60,000	3	3	2,111,795	100
PC	7	170,300	45	1	19,200	5	6	185,915	50	0	0	0	0	0	0	14	375,415	100
PSR	1	17,900	100	0	0	0	0	0	0	0	0	0	0	0	0	1	17,900	100
RAM	1	92,967	22	0	0	0	1	326,590	78	0	0	0	0	0	0	2	419,557	100
TGA	0	0	0	1	4,505	69	1	2,024	31	0	0	0	0	0	0	2	6,529	100
<b>Total</b>	<b>12,340</b>	<b>679,609,515</b>	<b>22</b>	<b>3,300</b>	<b>453,259,471</b>	<b>15</b>	<b>8,003</b>	<b>1,824,065,905</b>	<b>60</b>	<b>361</b>	<b>45,405,307</b>	<b>1</b>	<b>317</b>	<b>26,069,078</b>	<b>1</b>	<b>24,321</b>	<b>3,028,409,277</b>	<b>100</b>

PLEASE NOTE: Yellow = Sample Agencies

AV = Agency Value

Table 21 : Number, Value and Percentage Share of Total Agency Contract Value by Supplier Type - Alphabetical Order – 2003-04

PLEASE NOTE: Yellow = Sample Agencies; AV = Agency Value

Number, Value and Percentage Share of Contract Value by Supplier Type 2003-04																		
Agency	SME Sector			ANZ Large			Multinational			Foreign			Government			Total		
	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%
ATSIC	13	61,460	20	26	189,277	61	8	62,008	20	0	0	0	0	0	0	47	312,745	100
AT SIS	204	13,506,369	63	143	3,888,623	18	66	4,150,904	19	0	0	0	2	22,220	0	415	21,568,115	100
AAT	37	813,058	48	56	213,633	13	51	617,755	37	0	0	0	12	41,705	2	156	1,686,151	100
AGS	314	5,070,031	21	188	12,338,344	51	165	3,354,057	14	2	280,472	1	10	3,186,351	13	679	24,229,255	100
AusAID	49	3,853,397	72	7	195,784	4	32	1,284,128	24	2	9,382	0	3	28,530	1	93	5,371,219	100
AJF	1	16,800	50	1	6,254	19	1	10,289	31	0	0	0	0	0	0	3	33,343	100
ABC	7	2,476,379	19	1	7,039,000	55	2	3,355,436	26	0	0	0	0	0	0	10	12,870,815	100
ABS	33	1,001,863	16	27	1,547,155	25	56	3,529,078	58	0	0	0	1	3,420	0	117	6,081,517	100
ACIAR	22	123,015	55	10	33,272	15	7	66,317	30	0	0	0	0	0	0	39	222,604	100
ACMA	1	402,000	46	0	0	0	1	480,000	54	0	0	0	0	0	0	2	882,000	100
ACCC	114	4,537,345	52	49	3,535,378	40	55	689,143	8	0	0	0	0	0	0	218	8,761,866	100
ACC	70	1,541,378	60	6	23,937	1	71	1,008,235	39	0	0	0	1	2,750	0	148	2,576,300	100
ACS	171	16,448,096	28	17	21,537,058	36	62	21,609,068	36	1	3,000	0	5	35,614	0	256	59,632,835	100
AEC	71	4,915,671	69	21	675,218	10	32	1,489,057	21	0	0	0	0	0	0	124	7,079,946	100
AFP	603	24,069,542	43	365	6,435,562	12	546	23,174,690	42	10	1,784,181	3	11	165,866	0	1,535	55,629,841	100
AIR	53	1,396,506	50	51	862,780	31	25	534,127	19	0	0	0	0	0	0	129	2,793,413	100
ANAO	52	1,522,171	18	11	262,713	3	37	6,616,169	77	0	0	0	3	227,209	3	103	8,628,262	100
AOFM	4	71,877	64	1	3,924	3	3	36,374	32	0	0	0	0	0	0	8	112,175	100
APS	48	390,628	59	8	69,211	10	22	191,187	29	0	0	0	1	16,500	2	79	667,526	100
APSC	26	1,929,473	77	13	166,211	7	14	273,488	11	0	0	0	2	142,961	6	55	2,512,132	100
ARPANSA	36	523,361	40	31	241,639	19	15	537,781	41	1	2,005	0	0	0	0	83	1,304,787	100
ARC	9	1,656,995	32	4	2,921,284	57	4	37,554	1	1	502,403	10	0	0	0	18	5,118,235	100

Number, Value and Percentage Share of Contract Value by Supplier Type 2003-04																		
Agency	SME Sector			ANZ Large			Multinational			Foreign			Government			Total		
	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%
ATO	609	36,940,194	9	67	68,834,382	17	593	296,185,415	72	1	9,227,005	2	3	122,220	0	1,273	411,309,216	100
ATRAC	114	4,783,211	64	11	67,915	1	95	2,499,660	34	3	88,132	1	0	0	0	223	7,438,918	100
Centrelink	1,246	94,522,467	31	80	53,758,870	18	473	69,305,604	23	22	85,570,954	28	3	19,934	0	1,824	303,177,829	100
ComSuper	277	5,192,802	58	47	756,570	8	114	3,040,134	34	2	27,159	0	0	0	0	440	9,016,665	100
CDPP	38	942,167	18	8	810,032	15	72	3,571,721	67	0	0	0	0	0	0	118	5,323,920	100
CDC	3	53,628	29	1	3,359	2	19	125,544	69	0	0	0	0	0	0	23	182,531	100
COO	22	240,746	26	5	491,966	53	16	201,847	22	0	0	0	0	0	0	43	934,558	100
CrimTrac	3	585,357	22	0	0	0	1	85,000	3	1	1,956,071	74	0	0	0	5	2,626,428	100
CRS	59	2,816,816	37	31	3,775,269	49	23	954,025	12	0	0	0	1	153,886	2	114	7,699,996	100
DAFF	382	26,760,902	84	192	1,804,845	6	98	3,382,206	11	0	0	0	11	91,233	0	683	32,039,186	100
DCITA	206	4,631,587	35	83	3,151,723	24	156	3,884,942	30	1	4,600	0	36	1,434,317	11	482	13,107,169	100
Defence	8,298	282,884,462	28	2,395	182,939,104	18	3,935	516,023,027	50	297	39,062,698	4	40	3,367,993	0	14,965	1,024,277,285	100
DEST	89	1,362,635	13	22	3,212,464	31	245	5,702,946	54	0	0	0	2	231,932	2	358	10,509,977	100
DEWR	425	22,923,297	20	122	24,250,717	21	435	66,479,955	58	1	2,323	0	3	24,255	0	986	113,680,547	100
DFACS	375	17,795,299	31	100	8,166,313	14	194	28,297,687	49	0	0	0	20	3,266,928	6	689	57,526,227	100
DOFA	491	30,570,821	32	83	6,653,694	7	200	53,314,632	56	1	18,222	0	22	5,242,715	5	797	95,800,084	100
DFAT	531	16,703,165	42	152	4,303,391	11	482	15,245,317	39	38	2,676,622	7	4	420,383	1	1,207	39,348,877	100
DHA	358	13,931,919	24	61	870,374	1	186	42,872,492	74	0	0	0	13	481,164	1	618	58,155,949	100
DIMIA	326	18,037,333	26	110	8,360,020	12	350	35,252,899	50	9	3,252,632	5	133	5,046,539	7	928	69,949,422	100
DITR	229	8,791,493	36	29	318,021	1	130	15,077,674	61	2	18,500	0	4	522,375	2	394	24,728,063	100
DPS	95	2,290,235	36	41	1,832,285	29	83	2,270,245	36	0	0	0	0	0	0	219	6,392,765	100
DEH	680	15,390,073	37	343	8,078,662	19	285	17,900,551	43	27	236,213	1	27	350,453	1	1,362	41,955,952	100
DHR	30	469,091	25	9	63,741	3	55	1,214,277	66	0	0	0	1	93,500	5	95	1,840,609	100
DPL	14	660,633	63	2	7,800	1	8	289,872	28	0	0	0	2	93,500	9	26	1,051,805	100

Number, Value and Percentage Share of Contract Value by Supplier Type 2003-04																		
Agency	SME Sector			ANZ Large			Multinational			Foreign			Government			Total		
	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%
DPRS	129	3,824,736	52	45	1,476,606	20	99	1,952,613	27	3	35,376	0	0	0	0	276	7,289,331	100
PM&C	71	7,797,816	62	16	950,113	8	68	3,722,146	30	0	0	0	2	11,200	0	157	12,481,275	100
DOS	11	250,210	21	4	45,085	4	24	862,267	71	0	0	0	4	60,166	5	43	1,217,728	100
Treasury	101	2,138,244	47	33	1,103,768	24	54	1,085,729	24	0	0	0	7	245,042	5	195	4,572,784	100
DOTARS	149	41,662,890	89	85	3,022,586	6	87	1,480,426	3	0	0	0	11	406,954	1	332	46,572,856	100
DVA	207	11,125,256	67	5	824,860	5	67	4,412,846	27	0	0	0	3	217,250	1	282	16,580,212	100
Family Court	93	1,909,717	39	17	883,719	18	43	2,105,671	43	0	0	0	0	0	0	153	4,899,107	100
Federal Court	20	186,312	90	0	0	0	2	20,356	10	0	0	0	0	0	0	22	206,668	100
Mag Court	11	80,633	36	1	5,867	3	9	138,066	61	0	0	0	0	0	0	21	224,566	100
GA	250	3,770,506	38	27	816,965	8	182	4,943,387	50	20	277,145	3	4	28,500	0	483	9,836,503	100
HREOC	72	844,457	68	14	217,374	18	17	175,443	14	0	0	0	0	0	0	103	1,237,274	100
ITSA	67	1,673,725	52	7	70,782	2	62	1,445,713	45	0	0	0	1	7,700	0	137	3,197,920	100
IPA	141	7,003,410	36	22	1,278,521	7	108	11,122,259	57	3	25,452	0	0	0	0	274	19,429,642	100
Joint House	23	725,492	55	1	2,298	0	15	220,404	17	0	0	0	3	368,056	28	42	1,316,251	100
NAA	51	553,847	23	13	124,477	5	48	1,696,066	69	0	0	0	12	76,160	3	124	2,450,550	100
NBA	1	130,342	100	0	0	0	0	0	0	0	0	0	0	0	0	1	130,342	100
NCA	0	0	0	0	0	0	2	1,421,644	100	0	0	0	0	0	0	2	1,421,644	100
NLA	45	667,500	26	1	2,200	0	37	874,500	33	15	1,052,600	40	1	16,500	1	99	2,613,300	100
NNTT	6	670,410	99	0	0	0	1	4,567	1	0	0	0	0	0	0	7	674,977	100
NOO	37	231,359	72	1	5,965	2	5	85,782	27	0	0	0	0	0	0	43	323,107	100
NSTC	0	0	0	0	0	0	1	8,003	100	0	0	0	0	0	0	1	8,003	100
OFLC	18	150,681	96	1	3,451	2	1	3,069	2	0	0	0	0	0	0	20	157,202	100
ONA	47	468,141	38	3	14,118	1	69	682,491	56	0	0	0	7	64,925	5	126	1,229,676	100
OPC	8	118,588	69	1	20,702	12	8	33,623	19	0	0	0	0	0	0	17	172,914	100

Number, Value and Percentage Share of Contract Value by Supplier Type 2003-04																		
Agency	SME Sector			ANZ Large			Multinational			Foreign			Government			Total		
	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%	No.	Value \$	AV%
OFPC	6	396,805	86	3	41,855	9	2	24,438	5	0	0	0	0	0	0	11	463,097	100
GovGen	22	189,799	44	11	164,849	38	18	75,707	18	0	0	0	0	0	0	51	430,355	100
ORER	0	0	0	0	0	0	1	132,000	100	0	0	0	0	0	0	1	132,000	100
RAM	8	129,714	100	0	0	0	0	0	0	0	0	0	0	0	0	8	129,714	100
TGA	50	2,253,399	66	32	280,274	8	40	399,990	12	0	0	0	24	495,999	14	146	3,429,662	100
<b>Total</b>	<b>18,482</b>	<b>784,561,735</b>	<b>29</b>	<b>5,373</b>	<b>456,054,212</b>	<b>17</b>	<b>10,593</b>	<b>1,295,413,719</b>	<b>48</b>	<b>463</b>	<b>146,113,146</b>	<b>5</b>	<b>455</b>	<b>26,834,902</b>	<b>1</b>	<b>35,366</b>	<b>2,708,977,715</b>	<b>100</b>

PLEASE NOTE: Yellow = Sample Agencies

AV = Agency Value

Table 22 : Number, Value and Percentage Share of Total Agency Contract Value by Supplier Type - 2002-03

Note: AV = Agency Value

Agency	SME Sector		ANZ Large		Multinational		Foreign		Government		Total	
	Value \$	AV%	Value \$	AV%	Value \$	AV%	Value \$	AV%	Value \$	AV%	Value \$	AV%
ACS	8,597,116	29	5,368	0	19,591,646	66	538,943	2	888,200	3	29,621,273	100
ATO	34,793,362	17	26,076	0	170,497,009	83	385,500	0	9,261	0	205,711,208	100
Centrelink	84,146,667	40	6,772,172	3	114,978,900	55	5,005,228	2	2,500	0	210,905,467	100
DAFF	43,674,420	90	1,479,126	3	3,309,652	7	0	0	150,381	0	48,613,579	100
Defence	292,346,708	30	118,394,019	12	531,387,076	54	28,643,415	3	7,550,756	1	978,321,974	100
DEST	13,711,277	44	4,445,314	14	12,303,004	40	0	0	466,400	2	30,925,995	100
DEWR	24,454,636	26	20,374,306	22	48,250,652	52	14,564	0	19,958	0	93,114,116	100
DHA	15,193,233	25	7,491,828	12	38,007,735	62	0	0	194,922	0	60,887,718	100
DIMIA	20,087,825	25	3,237,013	4	54,096,269	66	1,125,469	1	3,096,963	4	81,643,539	100
DITR	7,047,877	34	10,498,629	51	2,746,028	13	5,700	0	157,850	1	20,456,084	100
DVA	12,831,192	10	666,832	1	116,199,158	90	24,826	0	10,955	0	129,732,963	100

Table 23 : Number, Value and Percentage Share of Total Agency Contract Value by Supplier Type - 2001-02

Note: AV = Agency Value

Agency	SME Sector		ANZ Large		Multinational		Foreign		Government		Total	
	Value \$	AV%	Value \$	AV%	Value \$	AV%	Value \$	AV%	Value \$	AV%	Value \$	AV%
ACS	11,753,949	16	53,309	0	61,166,702	84	13,702	0	7,829	0	72,995,491	100
ATO	24,020,900	10	3,216,350	1	222,419,350	89	0	0	27,415	0	249,684,015	100
Centrelink	60,053,824	15	20,850,179	5	307,045,013	77	11,791,550	3	0	0	399,740,566	100
DAFF	22,750,509	90	67,838	0	1,680,497	7	0	0	642,737	3	25,141,581	100
Defence	335,482,235	39	54,787,305	6	445,211,550	52	17,379,209	2	4,433,685	1	857,293,984	100
DEST	3,972,691	26	1,360,572	9	9,766,324	64	0	0	198,440	1	15,298,027	100
DEWR	25,381,125	27	9,520,392	10	58,921,564	62	3,167	0	476,383	1	94,302,631	100
DHA	10,660,543	33	4,287,650	13	16,975,171	53	0	0	396,772	1	32,320,136	100
DIMIA	11,484,890	8	3,843,608	3	115,434,066	85	34,836	0	5,102,305	4	135,899,705	100
DITR	7,534,046	77	330,224	3	1,963,298	20	3,175	0	0	0	9,830,743	100
DVA	13,496,042	70	0	0	5,663,571	30	0	0	0	0	19,159,613	100

Chart 14 : Sample Agencies - Market Share by Supplier Type

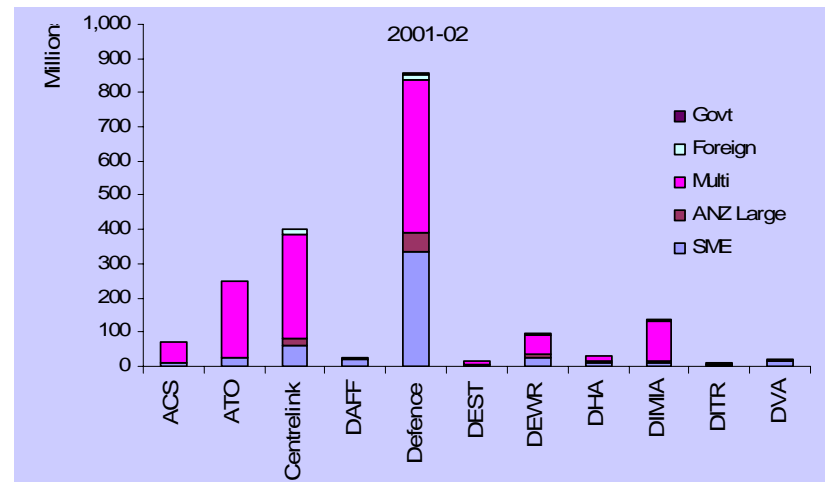
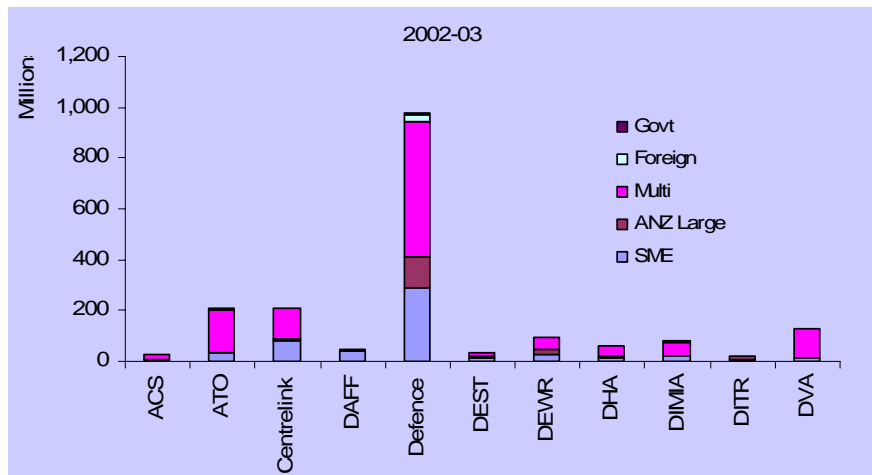
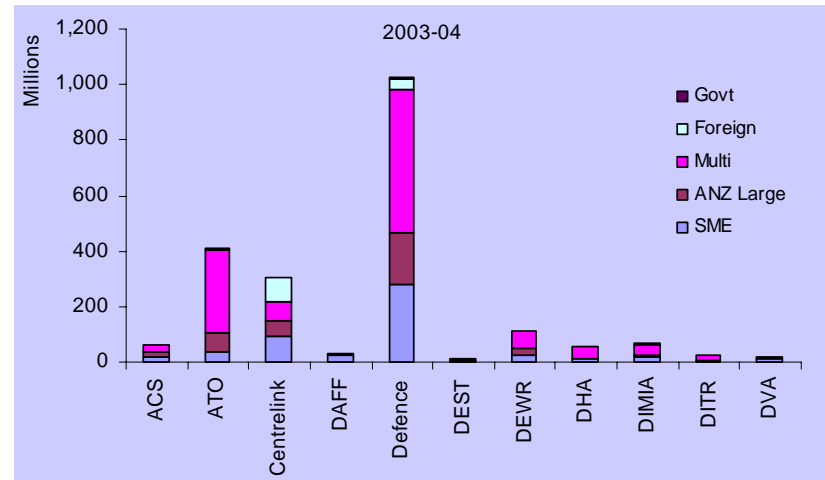
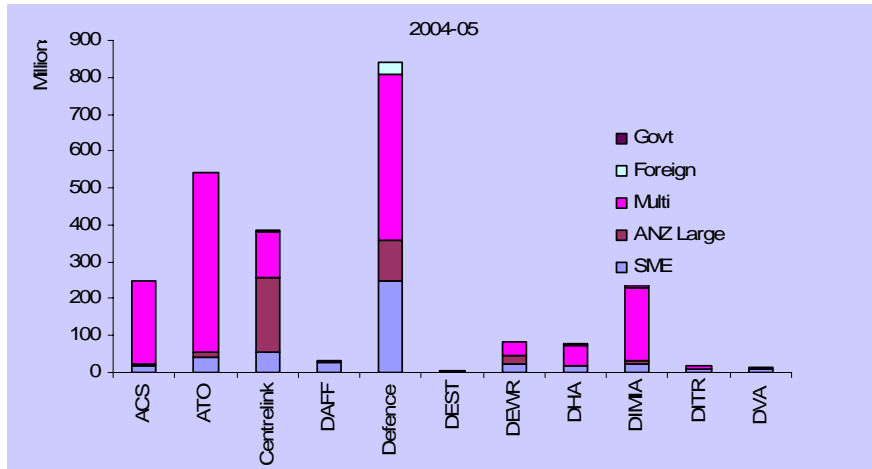


Table 24 : Single Largest Supplier for Each Reporting Agency 2004-05 - Listed Alphabetically by Agency

Single Largest Supplier for Each Reporting Agency 2004-05					
Agency	Single Largest Supplier	Supplier Type	Value \$	% of Agency Value	Total Agency Value \$
ATSIS	DELL AUSTRALIA PTY LIMITED	Multinational	292,722	40.33	725,798
AAT	TELSTRA	ANZ Large	176,129	16.99	1,036,466
AGs	TELSTRA	ANZ Large	1,901,189	16.07	11,832,571
AusAID	TARAKAN CONSULTING PTY LTD	ANZ SME - ESA	1,609,168	15.79	10,189,947
Austrade	SALMAT	ANZ Medium	512,000	100.00	512,000
AJF	AOZORA CONSULTING PTY LTD	ANZ SME - ESA	15,507	100.00	15,507
ABC	DELL AUSTRALIA PTY LIMITED	Multinational	7,900,000	45.35	17,419,600
ABS	IBM AUSTRALIA LTD	Multinational	4,109,645	17.51	23,464,746
ACIAR	SYSTEMS UNION PTY LTD	Multinational	105,267	27.65	380,701
ACMA	LUNOAN PTY LTD	ANZ SME - non ESA	195,000	23.40	833,327
ACCC	EXCEED SYSTEMS INTEGRATION PTY LIMITED	ANZ SME - ESA	1,572,300	30.99	5,073,500
ACC	MAPINFO AUSTRALIA PTY. LIMITED	Multinational	605,044	44.78	1,351,042
ACS	EDS (AUSTRALIA) PTY LIMITED	Multinational	193,050,000	77.65	248,606,303
AEC	ACUMEN ALLIANCE (ACT) PTY LIMITED	ANZ SME - ESA	1,099,828	36.56	3,008,414
AFP	OPTUS	Multinational	3,639,647	7.61	47,818,671
AGIMO	MACQUARIE TELECOM PTY LIMITED	ANZ Medium	553,805	68.73	805,812
AIR	COMPUTERCORP PTY LTD	ANZ Medium	1,096,597	31.13	3,522,831
ANAO	UNISYS AUSTRALIA PTY LIMITED	Multinational	661,300	21.88	3,022,503
AOFM	SOUTHERN CROSS COMPUTING PTY LIMITED	ANZ SME - ESA	40,996	34.18	119,934
APRA	FUJITSU AUSTRALIA LTD	Multinational	4,743,720	89.65	5,291,295
APSC	SAS INSTITUTE AUSTRALIA PTY. LIMITED	Multinational	43,850	34.64	126,571
ARPANSA	SYNTHESYS PTY LTD	ANZ SME - ESA	748,200	43.74	1,710,500
ARC	INQUIRION PTY LTD	ANZ SME - ESA	172,600	19.62	879,723
ATO	ACCENTURE AUSTRALIA HOLDINGS PTY LTD	Multinational	256,077,769	47.14	543,231,836

Single Largest Supplier for Each Reporting Agency 2004-05					
Agency	Single Largest Supplier	Supplier Type	Value \$	% of Agency Value	Total Agency Value \$
ATRAC	FREELANCE CONSULTING SERVICES	ANZ SME - non ESA	888,400	14.23	6,245,265
BOM	TELSTRA	ANZ Large	4,381,417	20.97	20,897,802
Centrelink	TELSTRA	ANZ Large	198,443,438	51.25	387,178,414
CSA	EDS (AUSTRALIA) PTY LIMITED	Multinational	15,643,850	42.17	37,094,183
ComSuper	SUPERSOFT PTY LTD	ANZ SME - non ESA	1,152,119	13.60	8,469,516
CDPP	HEWLETT-PACKARD AUSTRALIA PTY LTD	Multinational	1,625,142	40.89	3,974,348
CGC	CES COMPUTERS PTY. LIMITED	ANZ SME - ESA	42,433	63.25	67,091
COO	BEETHOVEN COMPUTER SERVICES	ANZ SME - ESA	440,000	34.92	1,260,016
CrimTrac	CYBERTRUST AUSTRALIA PTY LIMITED	Multinational	741,155	79.15	936,355
CRS	TELSTRA	ANZ Large	15,190,074	64.56	23,527,738
CSIRO	SILICON GRAPHICS PTY. LTD.	Multinational	1,100,000	85.77	1,282,476
DAFF	VOLANTE GROUP LIMITED	ANZ Medium	21,814,523	70.81	30,807,660
DCITA	KAZ TECHNOLOGY SERVICES PTY LTD	ANZ Large	6,760,185	34.90	19,371,793
Defence	IBM AUSTRALIA LTD	Multinational	68,315,230	8.11	842,387,404
DEST	DELL AUSTRALIA PTY LIMITED	Multinational	859,547	19.87	4,326,686
DEWR	TELSTRA	ANZ Large	17,864,206	21.60	82,694,038
DFACS	GETRONICS (AUSTRALIA) PTY LTD	Multinational	4,388,592	12.09	36,300,364
DOFA	IBM AUSTRALIA LTD	Multinational	24,514,036	35.73	68,609,608
DFAT	OPTUS	Multinational	6,978,905	12.70	54,965,712
DHA	IBM AUSTRALIA LTD	Multinational	37,691,658	49.29	76,476,117
DHS	ACCENTURE AUSTRALIA HOLDINGS PTY LTD	Multinational	44,000	38.64	113,877
DIMIA	CSC AUSTRALIA PTY. LIMITED	Multinational	114,125,994	47.95	237,990,401
DITR	JUSTIN POYSER & ASSOCIATES CONSULTANCY SERVICES PTY LTD	ANZ SME - ESA	1,931,400	9.89	19,521,900
DPS	TELSTRA	ANZ Large	2,572,297	19.46	13,220,492
DEH	VOLANTE GROUP LIMITED	ANZ Medium	1,899,140	17.60	10,789,362

Single Largest Supplier for Each Reporting Agency 2004-05					
Agency	Single Largest Supplier	Supplier Type	Value \$	% of Agency Value	Total Agency Value \$
DHR	FUJI XEROX AUSTRALIA PTY. LIMITED	Multinational	395,351	31.87	1,240,629
PM&C	CENTARI SYSTEMS	ANZ Large	1,008,900	25.30	3,986,974
DOS	DATA FLEX PTY. LIMITED	ANZ SME - ESA	75,200	24.04	312,800
Treasury	TELSTRA	ANZ Large	580,290	16.49	3,519,773
DOTARS	VOLANTE GROUP LIMITED	ANZ Medium	26,626,924	82.28	32,362,868
DVA	WIZARD GROUP	ANZ Medium	1,698,246	11.73	14,483,309
Family Court	DATA#3 GROUP	ANZ Medium	1,089,000	22.24	4,895,700
Federal Court	UNITED GROUP SERVICES PTY LTD	ANZ SME - non ESA	108,968	78.11	139,509
Mag Court	DELL AUSTRALIA PTY LIMITED	Multinational	123,467	18.61	663,428
GA	DELL AUSTRALIA PTY LIMITED	Multinational	1,261,343	12.35	10,210,749
HREOC	CIT GROUP (AUSTRALIA) LIMITED	Multinational	893,533	41.84	2,135,436
ITSA	PAXUS AUSTRALIA PTY LIMITED	Multinational	828,300	20.23	4,094,000
IP Australia	FUJITSU AUSTRALIA LTD	Multinational	1,747,318	12.61	13,857,213
NAA	MACQUARIE TELECOM PTY LIMITED	ANZ Medium	410,400	14.74	2,784,533
NBA	EXCEED SYSTEMS INTEGRATION PTY LIMITED	ANZ SME - ESA	37,084	51.05	72,647
NCA	BEYOND COMPUTING TECHNOLOGIES PTY LTD	ANZ SME - ESA	244,200	64.24	380,148
NLA	IBM AUSTRALIA LTD	Multinational	2,132,900	35.22	6,056,000
NNTT	DIALOG PTY. LTD.	ANZ Medium	682,100	46.90	1,454,457
NOO	COMPUTERLAND HOBART	ANZ SME - non ESA	128,436	67.53	190,184
NWC	SYNERGY BUSINESS SOLUTIONS	ANZ SME - non ESA	24,500	100.00	24,500
OFLC	STARCOM GROUP PTY LTD	ANZ SME - ESA	290,411	49.81	583,022
ONA	CENTARI SYSTEMS	ANZ Large	532,164	26.89	1,978,783
OPC	CYBERTRUST AUSTRALIA PTY LIMITED	Multinational	38,508	35.02	109,959
OFPC	DELL AUSTRALIA PTY LIMITED	Multinational	3,944	100.00	3,944
GovGen	TELSTRA	ANZ Large	137,776	30.66	449,298

Single Largest Supplier for Each Reporting Agency 2004-05					
Agency	Single Largest Supplier	Supplier Type	Value \$	% of Agency Value	Total Agency Value \$
ORER	AUSREGISTRY INTERNATIONAL PTY LTD	ANZ SME - ESA	1,787,795	84.66	2,111,795
PC	DIMENSION DATA AUSTRALIA PTY LIMITED	Multinational	99,115	26.40	375,415
PSR	ACUMEN ALLIANCE (ACT) PTY LIMITED	ANZ SME - ESA	17,900	100.00	17,900
RAM	DIVERSE DATA COMMUNICATIONS PTY LTD	Multinational	326,590	77.84	419,557
TGA	TELSTRA	ANZ Large	4,505	69.00	6,529

Table 25 Single largest Supplier for Each Reporting Agency 2003-04 – Listed Alphabetically by Agency

Single largest Supplier for Each Reporting Agency 2003-04					
Agency	Single Largest Supplier	Supplier Type	Value	% of Agency Value	Total Agency Value \$
ATSIC	TELSTRA	ANZ Large	189,277	60.52	312,745
ATSIS	IPEX INFORMATION TECHNOLOGY GROUP	ANZ Medium	9,465,593	43.89	21,568,115
AAT	VOLANTE GROUP LIMITED	ANZ Medium	308,766	18.31	1,686,151
AGs	KAZ TECHNOLOGY SERVICES PTY LTD	ANZ Large	8,748,094	36.11	24,229,255
AusAID	ONE PLANET SOLUTIONS PTY LTD	ANZ SME - ESA	2,271,687	42.29	5,371,219
AJF	AOZORA CONSULTING PTY LTD	ANZ SME - ESA	16,800	50.38	33,343
ABC	TELSTRA	ANZ Large	7,039,000	54.69	12,870,815
ABS	DELL AUSTRALIA PTY LIMITED	Multinational	1,140,560	18.75	6,081,517
ACIAR	FULTON TECHNOLOGY PTY LTD	ANZ SME - ESA	38,353	17.23	222,604
ACMA	OPTUS	Multinational	480,000	54.42	882,000
ACCC	TELSTRA	ANZ Large	3,529,578	40.28	8,761,866
ACC	INFRONT SYSTEMS PTY LIMITED	ANZ SME - ESA	700,046	27.17	2,576,300
ACS	TELSTRA	ANZ Large	17,747,910	29.76	59,632,835
AEC	SALMAT	ANZ Medium	2,100,000	29.66	7,079,946
AFP	KEY EQUIPMENT FINANCE AUSTRALIA PTY LIMITED	Multinational	4,871,334	8.76	55,629,841
AIR	RENTWORKS LIMITED	ANZ Medium	931,589	33.35	2,793,413
ANAO	UNISYS AUSTRALIA PTY LIMITED	Multinational	5,409,536	62.70	8,628,262
AOFM	SMS CONSULTING GROUP LTD	ANZ Medium	44,735	39.88	112,175
APS	AUSTRALIAN INTEGRATED FINANCE PTY LTD	ANZ Medium	143,870	21.55	667,526
APSC	IPEX INFORMATION TECHNOLOGY GROUP	ANZ Medium	1,803,010	71.77	2,512,132
ARPANSA	CERULEAN SOLUTIONS LTD	Multinational	493,554	37.83	1,304,787
ARC	KAZ TECHNOLOGY SERVICES PTY LTD	ANZ Large	2,906,409	56.79	5,118,235
ATO	EDS (AUSTRALIA) PTY LIMITED	Multinational	190,282,070	46.26	411,309,216
ATRAC	FREELANCE CONSULTING SERVICES	ANZ SME - non ESA	1,086,360	14.60	7,438,918
Centrelink	COMPUTER CORPORATION OF AMERICA USA	Foreign	83,851,284	27.66	303,177,829
ComSuper	SUPERSOFT PTY LTD	ANZ SME - non ESA	1,579,492	17.52	9,016,665

Single largest Supplier for Each Reporting Agency 2003-04					
Agency	Single Largest Supplier	Supplier Type	Value	% of Agency Value	Total Agency Value \$
CDPP	HEWLETT-PACKARD AUSTRALIA PTY LTD	Multinational	1,442,229	27.09	5,323,920
CGC	DELL AUSTRALIA PTY LIMITED	Multinational	61,050	33.45	182,531
COO	TELSTRA	ANZ Large	491,966	52.64	934,558
CrimTrac	SAGEM SA	Foreign	1,956,071	74.48	2,626,428
CRS	CORPORATE EXPRESS AUSTRALIA LIMITED	ANZ Large	2,750,000	35.71	7,699,996
DAFF	IPEX INFORMATION TECHNOLOGY GROUP	ANZ Medium	17,526,249	54.70	32,039,186
DCITA	KAZ TECHNOLOGY SERVICES PTY LTD	ANZ Large	1,893,058	14.44	13,107,169
Defence	IBM AUSTRALIA LTD	Multinational	119,275,613	11.64	1,024,277,285
DEST	KAZ TECHNOLOGY SERVICES PTY LTD	ANZ Large	2,945,659	28.03	10,509,977
DEWR	IBM AUSTRALIA LTD	Multinational	25,968,362	22.84	113,680,547
DFACS	EDS (AUSTRALIA) PTY LIMITED	Multinational	15,564,463	27.06	57,526,227
DOFA	IBM AUSTRALIA LTD	Multinational	22,344,709	23.32	95,800,084
DFAT	HEWLETT-PACKARD AUSTRALIA PTY LTD	Multinational	4,187,396	10.64	39,348,877
DHA	IBM AUSTRALIA LTD	Multinational	36,192,282	62.23	58,155,949
DIMIA	PAXUS AUSTRALIA PTY LIMITED	Multinational	21,188,305	30.29	69,949,422
DITR	GETRONICS (AUSTRALIA) PTY LTD	Multinational	7,621,900	30.82	24,728,063
DPS	TELSTRA	ANZ Large	1,060,652	16.59	6,392,765
DEH	IPEX INFORMATION TECHNOLOGY GROUP	ANZ Medium	6,688,269	15.94	41,955,952
DHR	CSC AUSTRALIA PTY. LIMITED	Multinational	840,664	45.67	1,840,609
DPL	VISIONBYTES PTY LTD	ANZ SME - ESA	553,880	52.66	1,051,805
DPRS	TELSTRA	ANZ Large	1,275,707	17.50	7,289,331
PM&C	EXCEED SYSTEMS INTEGRATION PTY LIMITED	ANZ SME - ESA	5,342,135	42.80	12,481,275
DOS	CERULEAN SOLUTIONS LTD	Multinational	404,082	33.18	1,217,728
Treasury	TELSTRA	ANZ Large	641,203	14.02	4,572,784
DOTARS	VOLANTE GROUP LIMITED	ANZ Medium	22,000,000	47.24	46,572,856
DVA	WIZARD GROUP	ANZ Medium	1,736,537	10.47	16,580,212
Family Court	DELL AUSTRALIA PTY LIMITED	Multinational	1,042,281	21.27	4,899,107

Single largest Supplier for Each Reporting Agency 2003-04					
Agency	Single Largest Supplier	Supplier Type	Value	% of Agency Value	Total Agency Value \$
Federal Court	UNITED KFPW PTY LTD	ANZ SME - non ESA	107,808	52.16	206,668
Mag Court	DELL AUSTRALIA PTY LIMITED	Multinational	94,943	42.28	224,566
GA	DELL AUSTRALIA PTY LIMITED	Multinational	1,056,650	10.74	9,836,503
HREOC	DATA#3 GROUP	ANZ Medium	280,348	22.66	1,237,274
ITSA	PAXUS AUSTRALIA PTY LIMITED	Multinational	1,024,222	32.03	3,197,920
IPA	FUJITSU AUSTRALIA LTD	Multinational	4,164,483	21.43	19,429,642
Joint House	RENTWORKS LIMITED	ANZ Medium	452,340	34.37	1,316,251
NAA	GETRONICS (AUSTRALIA) PTY LTD	Multinational	618,853	25.25	2,450,550
NBA	MACQUARIE TELECOM PTY LIMITED	ANZ Medium	130,342	100.00	130,342
NCA	HEWLETT-PACKARD AUSTRALIA PTY LTD	Multinational	1,421,644	100.00	1,421,644
NLA	ENDEAVOR INFORMATION SYSTEMS INC	Foreign	859,400	32.89	2,613,300
NNTT	TECHNOLOGY ONE LIMITED	ANZ Medium	258,100	38.24	674,977
NOO	COMPUTERLAND HOBART	ANZ SME - non ESA	195,291	60.44	323,107
NSTC	FUJITSU AUSTRALIA LTD	Multinational	8,003	100.00	8,003
OFLC	THE ADELAIDE RESEARCH & INNOVATION INVESTMENT TRUST	ANZ SME - non ESA	37,686	23.97	157,202
ONA	HEWLETT-PACKARD AUSTRALIA PTY LTD	Multinational	260,310	21.17	1,229,676
OPC	OFFICE PRODUCTIVITY CENTRE (CANBERRA) PTY. LIMITED	ANZ SME - ESA	53,604	31.00	172,914
OFPC	DATA#3 GROUP	ANZ Medium	347,028	74.94	463,097
GovGen	TELSTRA	ANZ Large	162,314	37.72	430,355
ORER	THE MARKETPLACE COMPANY	Multinational	132,000	100.00	132,000
RAM	INFRONT SYSTEMS PTY LIMITED	ANZ SME - ESA	75,677	58.34	129,714
TGA	DIALOG PTY. LTD	ANZ Medium	1,237,740	36.09	3,429,662

Table 26 : Single Largest Supplier for each of the Eleven Sample Agency in Alphabetical Order- 2002-03 and 2001-02

Agency	2002-03 Single Largest Supplier for Each Sample Agency			2001-02 Single Largest Supplier for Each Sample Agency		
	Supplier	Value \$m	% Agency Value	Supplier	Value \$m	% Agency Value
ACS	Computer Associates	48.77	66.81	IBM	5.45	18.41
ATO	EDS	180.93	72.47	EDS	60.46	34.81
Centrelink	IBM	164.38	41.19	Acer	26.08	12.41
DAFF	Ipex	16.6	66.02	Ipex	35.01	72.06
Defence	Telstra	54.79	6.39	IBM	118.74	12.14
DEST	Dell	6.14	40.11	Telstra	4.45	14.39
DEWR	Telstra	9.52	10.1	Telstra	20.37	21.9
DHA	IBM	5.26	16.27	IBM	29.81	49.03
DIMIA	CSC	63.42	46.77	CSC	46.49	56.95
DITR	Wizard	1.48	15.44	Telstra	10.41	51.55
DVA	Wizard	2.7	14.11	IBM	110.43	85.12

Table 27 : 2004-05 and 2003-04, Supplier Type – Number, Value and Share of Procurement Method

2004-05 Supplier Type	Open Approach*			Other			Restricted			Sole		
	No.	Value \$	% Value	No.	Value \$	% Value	No.	Value \$	% Value	No.	Value \$	% Value
ANZ Large	1,110	258,999,943	22.60	358	36,360,305	8.99	798	86,863,092	18.98	1,034	71,036,131	6.96
Foreign	50	3,712,793	0.32	23	7,755,434	1.92	70	9,635,106	2.10	218	24,301,974	2.38
Government	92	14,308,932	1.25	6	1,322,909	0.33	100	2,185,591	0.48	119	8,251,646	0.81
Multinational	2,375	633,147,082	55.25	429	295,805,655	73.15	1,985	188,897,046	41.27	3,214	706,216,122	69.22
ANZ Medium	1,162	117,102,376	10.22	300	41,227,405	10.20	1,275	68,293,597	14.92	972	62,118,019	6.09
ANZ SME - ESA	1,353	88,566,344	7.73	231	17,269,743	4.27	1,499	71,366,756	15.59	1,616	91,770,102	8.99
ANZ SME - non ESA	1,157	30,189,789	2.63	172	4,621,642	1.14	1,027	30,487,316	6.66	1,576	56,596,427	5.55
<b>Total</b>	<b>7,299</b>	<b>1,146,027,261</b>	<b>100.00</b>	<b>1,519</b>	<b>404,363,093</b>	<b>100.00</b>	<b>6,754</b>	<b>457,728,504</b>	<b>100.00</b>	<b>8,749</b>	<b>1,020,290,420</b>	<b>100.00</b>

2003-04 Supplier Type	Open Approach*			Other			Restricted			Sole			Not Stated		
	No.	Value \$	% Value	No.	Value \$	% Value	No.	Value \$	% Value	No.	Value \$	% Value	No.	Value \$	% Value
ANZ Large	851	92,273,860	25.30	193	22,610,160	25.44	595	47,803,899	14.50	708	55,208,543	11.05	3,026	238,157,750	16.70
Foreign	43	13,196,812	3.62	20	109,867	0.12	25	1,188,801	0.36	103	115,644,640	23.15	272	15,973,027	1.12
Government	64	2,021,830	0.55	5	421,046	0.47	37	485,874	0.15	75	1,369,522	0.27	274	22,536,631	1.58
Multinational	1,301	144,181,031	39.53	345	40,265,387	45.31	1,334	138,596,164	42.03	1,830	203,874,303	40.82	5,783	768,496,835	53.89
ANZ Medium	682	50,364,889	13.81	265	14,550,632	16.37	941	74,403,864	22.56	635	46,946,762	9.40	2,719	134,280,125	9.42
ANZ SME - ESA	744	48,464,212	13.29	182	7,763,568	8.74	1,145	47,448,426	14.39	968	41,704,943	8.35	3,306	146,465,989	10.27
ANZ SME - non ESA	838	14,276,847	3.91	231	3,149,977	3.54	864	19,853,034	6.02	1,045	34,739,531	6.96	3,917	100,148,935	7.02
<b>Total</b>	<b>4,523</b>	<b>364,779,481</b>	<b>100.00</b>	<b>1,241</b>	<b>88,870,637</b>	<b>100.00</b>	<b>4,941</b>	<b>329,780,062</b>	<b>100.00</b>	<b>5,364</b>	<b>499,488,244</b>	<b>100.00</b>	<b>19,297</b>	<b>1,426,059,291</b>	<b>100.00</b>

\*For a definition of 'open approach' and the other procurement category terms, see the [Procurement Publishing Obligations](#) published by the Department of Finance and Administration

## 5. E-mail Survey of ESA SMEs

As with the previous survey, the principal reason for surveying SMEs was to gauge the degree to which they had success in achieving ICT business in the Australian Government as sub-contractors. This information cannot be gained from the AusTender 'Contracts Reported' database because it does not record details below the level of 'prime contractor'.

The methodology used in the previous survey was utilised again.

Government Endorsed Supplier Arrangement SMEs were surveyed to ascertain whether they were predominantly a supplier of goods or a supplier of services and were then asked firstly if they had succeeded in supplying goods or services to the Australian Government in 2004-05. If they responded in the affirmative, they were then asked:

- To which agencies;
- Whether this supply was part of a prime contract;
- The value of the contract to the prime;
- The value to the SME;
- The mode of procurement;
- An open tender;
- A selective sourcing process (eg a panel contract);
- A restricted tender; or
- A sole source purchase.

If the SME indicated that they had not won business with the Australian Government, they were asked to indicate whether this was because they did not try or if they tried and were unsuccessful. This was the last question they were asked.

### Number of Responses

Out of 988 surveys issued, 302 were fully completed compared to 252 responses in the previous survey. This represents a 30.6 response (compared to 30.4 in the previous survey). The extremely close overall response rate is the first of a number of points of similarity between the two surveys, providing a level of assurance that the surveys are sound indicators of the behaviour of the Australian Government ICT procurement market with regard to ESA SME activity.

## SMEs Developing and Selling Their Own Products

103 (or 34 of) respondents (29 in the previous survey) stated that they mainly supplied goods - hardware, software, telecommunications or large office machines - to the Australian Government. The other 199 respondents (or 66) supplied services (professional, labour hire, consultancy etc).

Of the suppliers of goods, fifty-five (or 53) said that they mainly sold products developed by their own company, whilst the other forty-eight (or 47) mainly resell third party product. The percentage result is exactly the same as in the previous survey, even though the number of respondents is slightly different. In other words, based on this survey, fifty-five respondents out of 302 or 18.2 (up from 15.5) of SMEs attempting to sell to the Australian Government are businesses which have control over ICT intellectual property.

The SMEs with control over intellectual property are likely to correlate most strongly with those Australian ICT companies which are also already attempting, or likely to attempt to export ICT products.

## SMEs Not Attempting Sales

In response to the question 'did you sell any ICT goods or services to the Australian Government in 2004-05, thirty-six or 12 (down from 17) stated they did not try to. The main reasons advanced are listed in the table below.

Table 28 : SME Reasons for Not Attempting Sales

Reason Given For Not Trying To Sell To The Australian Government	Number of Responses
Not endorsed supplier then	1
No opportunities	8
Did not seek government work then	3
Too hard/waste of time	8
Company did not exist then	0
Mainly worked in state government then	1
Too hard to compete with a large company	0
No relevant tenders for goods or services offered	6
Security clearance needed first	0
Tenders not successful in past	0
Risk coverage obligations are too high	0
Utilises a business channel to sell	1
Other	2

## Unsuccessful SMEs

Forty-seven respondents or 15 (up from 13 in the previous survey) stated that they tried to sell to the Australian Government but were unsuccessful. The following were choices that they were able to select as reasons. More than one reason per respondent was allowed.

Table 29 : Reasons for failing to win business with the Australian Government

Reasons	Number		Previous Survey
The company failed to meet the mandatory requirements	2	5	11
The preferred supplier met the criteria to a greater degree	15	33	34
The preferred supplier was able to meet the contractual requirements to a greater degree	2	4	4
The preferred supplier was more competitive on price	8	30	27
The preferred supplier met value for money' criteria to a higher degree	2	5	0
The company had insufficient testimonials (references)	9	23	25

## SME Success as a Contractor

Of the 210 contracts detailed by respondents, in 86 (down from 90) of instances, the SME was the contractor, and in 14 (up from 10) the SME was a sub-contractor. This 14 breaks down into 6 (up from 2.4) primed by a multinational and 8 (up from 7.4) primed by Australian companies.

As with the last survey, this means that almost all ICT & LOM contract work awarded to SMEs is being found and won using their own resources or the resources of other Australian SMEs, rather than under the auspices of a multinational corporation.

## Contractor vs Sub-contractor Participation

This table shows details of responses for each of the agencies available for selection in the survey. Some of the agencies in the survey are relatively small ICT & LOM purchasers and results for these may be affected by the correspondingly small number of responses.

Table 30 : Contractor and Sub-contractor Participation in ICT & LOM Contracts 2004-05

Agency	Total No. of Contracts	SME as Prime		SME as Sub-contractor	
		No.		No.	
Airservices Australia	10	9	90	1	10
Attorney-General's Department	9	7	78	2	22
Australian Broadcasting Corporation	9	9	100	0	0
Australian Bureau of Statistics	4	4	100	0	0
Australian Competition and Consumer Commission	6	5	83	1	175
Australian Crime Commission	4	2	50	2	50
Australian Customs Service	12	11	92	1	8
Australian Electoral Commission	4	2	50	2	50
Australian Federal Police	10	10	100	0	0
Australian Government Solicitor	1	0	0	1	100
Australian Maritime Safety Authority	2	2	100	0	0
Australian National Audit Office	1	1	100	0	0
Australian Prudential Regulatory Authority	5	5	100	0	0
Australian Security and Investments Commission	1	0	0	1	100

Agency	Total No. of Contracts	SME as Prime		SME as Sub-contractor	
		No.		No.	
Australian Tax Office	28	23	82	5	18
Austrade	4	3	75	1	25
Australian Transaction Reports and Analysis Centre	1	1	100	0	0
Bureau of Meteorology	6	4	67	2	33
Centrelink	13	9	69	4	31
Child Support Agency	4	3	75	1	25
Civil Aviation Safety Authority	1	1	100	0	0
Comcare	5	5	100	0	0
CSIRO	6	3	50	3	50
ComSuper	2	3	150	0	0
CrimTrac	2	2	100	0	0
Commonwealth Rehabilitation Service Australia	2	2	100	0	0
Defence Housing Authority	4	4	100	0	0
Department of Agriculture, Forestry and Fisheries	11	8	73	3	27
Department of Communications, Information Technology and the Arts	7	6	86	1	14
Department of Education, Science and Training	5	5	100	0	0
Department of Employment and Workplace Relations	8	8	100	0	0
Department of Defence	58	51	88	7	12
Department of Family and Community Services	4	3	75	1	25
Department of Finance and Administration	7	5	71	2	29
Department of Foreign Affairs and Trade	5	4	80	1	20
Department of Health and Ageing	14	12	86	2	14
Department of Immigration, Multicultural and Indigenous Affairs	7	6	86	1	14
Department of Industry, Tourism and Resources	7	7	100	0	0
Department of the Environment and Heritage	4	4	100	0	0
Department of the Prime Minister and Cabinet	7	7	100	0	0
Department of Transport and Regional Services	5	5	100	0	0
Department of Veterans Affairs	8	8	100	0	0
The Treasury	4	4	100	0	0
Health Insurance Commission	9	8	89	1	11
Insolvency and Trustee Service of Australia	0	0	0	0	0
IP Australia	4	4	100	0	0
National Archives of Australia	1	1	100	0	0
Reserve Bank of Australia	0	0	0	0	0
Other	26	23	88	3	12
<b>Total</b>	<b>358</b>	<b>309</b>	<b>86</b>	<b>49</b>	<b>14</b>

### Contract value to SME as the Contractor

As can be seen from the table below, 90 (down from 94) of all SME respondents' contracts fell below \$500,000, again remarkably consistent with the results of the previous survey. This supports the view that large contracts tend to be won by larger contractors and that many SMEs do not have the financial and human resources to service contracts that exceed \$500,000.

This finding correlates with the findings from the AusTender Contracts Reported analysis which showed that 51 of total SME sector contract value was for contracts valued at less than \$10,000 i.e. concentrated in the lower value range.

Table 31 : Contract Value to SME as Prime 2004-05 Compared to Previous Survey

Contract Value Range	2004-05		Previous Survey	
	Number of Contracts	Percentage	Number of Contracts	Percentage
Less than \$2000	23	6	44	6
\$2000 - \$10,000	44	12	170	22
\$10,000 - \$100,000	172	48	361	46
\$100,000 - \$500,000	90	25	162	21
\$500,000 - \$1 million	15	4	21	3
\$1 million - \$5 million	13	4	26	3
Over \$5 million	1	0	0	0

In 85 (down from 86) of instances, the value of the sales off the contract met the original expectations as to how much this contract would be worth the SME contractor.

### Contract value to Prime Contractor

As illustrated in the table below, in 24 of the instances where the ESA SME was a sub-contractor, the SME did not know the value of the contract to the prime. Where the value was known, ten of the respondents indicated that the contract was worth over \$5m to the contractor.

Table 32 : Estimated Contract Value to Prime Contractor where SME was Sub-Contractor

Contract Value Range	2004-05		Previous Survey	
	Number of Contracts	Percentage	Number of Contracts	Percentage
Less than \$50,000	3	6	7	9
\$50,000 - \$100,000	12	24	9	12
\$100,000 - \$500,000	7	14	16	21
\$500,000 - \$1 million	4	8	3	4
\$1 million - \$5 million	6	12	4	5
Over \$5 million	5	10	3	4
Not Known	12	24	33	44
<b>Total</b>	49	100	75	100

### Multinational vs Australian Prime Contractor

Of the seventy-five contracts where respondents indicated that they were a sub-contractor to a prime, in twenty-one contracts or 42 of responses (up from 28) the prime was a multinational corporation and in twenty-eight contracts, or 57 (down from 72), the prime contractor was an Australian company.

### Agency Procurement Method

In the previous study, it had been hypothesised that as SMEs may not have dedicated sales professionals or business development managers available to them to pursue opportunities, a tender announcement might be the first knowledge that an SME has of an opportunity. However, it was concluded that SMEs are participating in sales cycles sufficiently early to be on the agency's 'radar' to be contenders.

This conclusion is again born out in the 2004-05 survey results.

Table 33 : Agency Procurement Method 2004-05 Compared to Previous Survey

Procurement Method	2004-05		Previous Survey	
	Number of Contracts	Percentage	Number of Contracts	Percentage
Sole Source	50	14	112	14
Restricted Source	55	15	138	18
Open Approach	75	21	117	15
Panel or Standing Offer	61	17	68	9
Direct Purchase Order Based On Quotation	83	23	212	27
Not Known	34	9	137	17
<b>Total</b>	<b>358</b>	<b>100</b>	<b>784</b>	<b>100</b>

## 6. E-mail Survey of Agency Open Approach Tender Contact Officers

'Open Approach' tenders are widely perceived as an important vehicle for SMEs to access the Australian Government market.

To assess this, Intermedium identified 187 ICT & LOM tenders publicly advertised by Australian Government agencies in 2004-05, through search of TenderLink, a commercial tender information service. For the previous study, Intermedium researched 70 tenders advertised by the eleven sample agencies in 2001-02 and 2002-03. Experience with that survey indicated that attempting to research 2003-04 tenders was unlikely to yield useful results, given the passage of time.

On 8/9 February 2006, Intermedium followed up these tenders by emailing and telephoning agency contact officers with a survey to identify:

- Whether the procurement resulted in a contract;
- The value of the contract;
- Whether the contract was awarded to a Prime Contractor (Prime);
- The name of the Prime;
- Whether the Prime had any sub-contractors;
- Whether any contractors were SMEs;
- The value of the work to the SMEs; and
- Knowledge of Endorsed Supplier Arrangement requirements and financial viability testing.

Follow-up contact was made as necessary during the two weeks 13-24 February 2006.

The relatively small number and diversity of responses mean that results do not lend themselves to detailed statistical analysis and must be interpreted with some caution. In addition, it is possible that abandoned tenders are over-represented in the sample, as being easiest to return.

Intermedium would like to thank agency staff for their assistance with the survey. Location of suitable contact officers proved difficult for many tenders and not possible for seventeen tenders in total, after pursuing e-mail and/or telephone enquiry. Some factors which contributed to this were continuing changes to agency structures and accommodation arrangements, staff mobility, and the growing use of non-personal e-mail "post boxes" for procurement projects (closed down at the end of the project and hence a dead-end for later contact).

Identification of contact officers for Defence procurements was particularly difficult because Defence does not provide the name of the contact officer, only her/his position title, and a telephone number in its advertising. Although Defence staff were most helpful, it was not possible to identify a contact officer for eleven of the twenty-two Defence tenders.

The table below provides details of survey participation by agencies. If an agency is not listed, no advertised tenders were found for that agency in 2004-05.

Table 34 : Survey Participation by Agencies

Agency	No contact found	No response	Survey returned	Grand Total
Administrative Appeals Tribunal	0	2	0	2
AirServices Australia	0	0	2	2
Attorney-General's Department	0	2	0	2
Austrade	0	5	1	6
Australian Antarctic Division	0	2	0	2
Australian Broadcasting Corporation	1	5	0	6
Australian Communications Authority	0	2	0	2
Australian Customs Service	0	2	0	2
Australian Electoral Commission	0	2	0	2
Australian Federal Police	0	2	0	2
Australian Fisheries Management Authority	0	1	0	1
Australian Government Information Management Office	0	2	1	3
Australian Industrial Registry	0	2	1	3
Australian Institute for Aboriginal and Torres Strait Islander Studies	0	1	0	1
Australian Maritime Safety Authority	0	1	0	1
Australian National Audit Office	0	0	1	1
Australian National Maritime Museum	0	0	1	1
Australian Nuclear Science and Technology Organisation	0	1	1	2
Australian Prudential Regulation Authority	0	2	0	2
Australian Securities and Investment Commission	0	1	0	1
Australian Sports Drug Agency	0	1	0	1
Australian Taxation Office	0	7	3	10
Australian Valuation Office	0	2	0	2
Australian War Memorial	0	1	0	1
Centrelink	0	6	1	7
Child Support Agency	0	1	0	1
Comcare	0	1	0	1
Commonwealth Director of Public Prosecutions	0	1	1	2
Commonwealth Ombudsman	0	1	0	1
Commonwealth Scientific and Industrial Research Organisation	0	3	1	4
Department of Agriculture, Fisheries and Forests	0	0	1	1
Department of Communications, Information Technology and the Arts	0	5	2	7
Department of Defence	11	7	4	22
Department of Employment and Workplace Relations	0	1	4	5
Department of Finance and Administration	2	2	0	4
Department of Foreign Affairs and Trade	0	11	1	12
Department of Health and Ageing	3	4	2	9
Department of Human Services	0	0	1	1
Department of Immigration and Multicultural and Indigenous Affairs	0	1	1	2
Department of Industry, Tourism and Resources	0	1	0	1

Agency	No contact found	No response	Survey returned	Grand Total
Department of Parliamentary Services	0	1	0	1
Department of the Environment and Heritage	0	4	0	4
Department of the Prime Minister and Cabinet	0	3	0	3
Department of the Treasury	0	0	1	1
Department of Transport and Regional Services	0	3	0	3
Department of Veterans Affairs	0	0	1	1
Family Court of Australia	0	1	1	2
Geoscience Australia	0	5	0	5
Great Barrier Reef Marine Park Authority	0	1	0	1
Health Insurance Commission	0	4	0	4
Insolvency and Trustee Service Australia	0	1	0	1
IP Australia	0	0	2	2
National Archives of Australia	0	2	1	3
National Blood Authority	0	1	0	1
National Library of Australia	0	2	0	2
National Museum of Australia	0	3	1	4
National Oceans Office	0	2	0	2
National Offshore Petroleum Safety Authority	0	1	0	1
Office of National Assessments	0	1	0	1
Office of the Renewable Energy Regulator	0	1	0	1
Productivity Commission	0	1	1	2
Reserve Bank of Australia	0	1	0	1
Social Security Appeals Tribunal	0	1	0	1
Therapeutic Goods Administration	0	2	0	2
<b>Total</b>	<b>17</b>	<b>132</b>	<b>38</b>	<b>187</b>

Table 35 : Responses by Agency 2004-05

Agency	Did not proceed to contract	Not yet finalised	Proceeded to contract	Total
AirServices Australia	0	1	1	2
Austrade	0	0	1	1
Australian Government Information Management Office	0	0	1	1
Australian Industrial Registry	0	0	1	1
Australian National Audit Office	1	0	0	1
Australian National Maritime Museum	0	0	1	1
Australian Nuclear Science and Technology Organisation	0	0	1	1
Australian Taxation Office	0	1	2	3
Centrelink	0	1	0	1
Commonwealth Director of Public Prosecutions	0	0	1	1
Commonwealth Scientific and Industrial Research Organisation	0	1	0	1
Defence	1	0	3	4
Department of Agriculture, Forestry and Fisheries	0	0	1	1
Department of Communications, Information Technology and the Arts	0	0	2	2
Department of Employment and Workplace Relations	2	0	2	4
Department of Foreign Affairs and Trade	0	0	1	1
Department of Health and Ageing	0	0	2	2
Department of Human Services	0	0	1	1
Department of Immigration and Multicultural and Indigenous Affairs	1	0	0	1
Department of the Treasury	0	1	0	1
Department of Veterans Affairs	1	0	0	1
Family Court of Australia	0	0	1	1
IP Australia	0	0	2	2
National Archives of Australia	0	1	0	1
National Museum of Australia	0	0	1	1
Productivity Commission	0	0	1	1
<b>Total</b>	<b>6</b>	<b>6</b>	<b>26</b>	<b>38</b>

Six tenders had not been finalised at the time of the survey. Only six out of the thirty-eight tenders for which responses were received did not proceed to contract. This is markedly less than the result in the previous study, as shown in the table below.

Table 36 : Summary of Responses by Agency – Previous Study 2001-02 and 2002-03

Agency	Did not proceed to contract	Proceeded to contract	Not known	Total
Customs	1	2	1	4
ATO	3	2	0	5
Centrelink	2	5	0	7
Defence	0	3	2	5
DEST	1	0	1	2
DEWR	0	2	0	2
DHA	0	2	1	3
DIMIA	1	0	0	1
DVA	1	0	0	1
<b>Total</b>	<b>9</b>	<b>16</b>	<b>5</b>	<b>30</b>

Reasons given for not proceeding were:

- Did not go to RFT;
- Issued as an ITR, never intended to award a contract from this process;
- No acceptable technical solution;
- Not deemed to be value for money;
- Operational Requirements Changed; and
- Analysis of the proposed offerings would present an unacceptable level of risk to (agency's) operational environment at a similar cost to that of continuing with (current) products.

## Tender Outcomes

### Panel Arrangements

Of the twenty-six responses which proceeded to contract, two were for panel arrangements.

One was for a panel arrangement with six suppliers, with estimated value \$1m. Supplier names were not given. There were no sub-contractors.

The other was for a panel arrangement with a ten member main panel and twenty-one member reserve panel. The agency advised that seventeen members are SMEs.

It should be noted that a panel arrangement provides opportunities to supply an agency but does not in itself guarantee that any actual sales will be made.

## Prime Contracts Notified by Agencies

This section provides details of the twenty four agency responses for tenders which went to a prime contractor:

- Only one of the contracts was awarded to a multinational company;
- ANZ SMEs won twenty contracts as prime contractor. In two of these contracts, other ANZ SME's were engaged as sub-contractors.
- Telstra (ANZ Large) won one contract; and
- An Australian university (Government) won two contracts and an SME was engaged as a sub-contractor in both contracts.

These results are markedly different to the previous study, where twelve out of sixteen contracts were awarded to multinationals and SMEs four out of sixteen, by the eleven sample agencies.

The small number of survey responses in both studies makes it difficult to assess whether this difference is significant. It is likely that the results reflect a greater willingness by smaller agencies (which are well represented in the survey responses here but were not included in the previous study) to engage with SMEs, as noted earlier in discussion of contracts data results. The previous study sampled larger agencies only.

The table below shows contract details as advised by the agency.

Table 37 : Contract Details as Advised by Agency

Agency	Supplier	Contract Value \$	Sub-contractor/s	Value to Sub-contractors \$
AirServices	KPMG	850,000		
Austrade	Geoff Alford Research Services	100,000		
AGIMO	Dialog Information Technology	72,259		
AIR	Aurion Corporation	169,000		
ANMM	Chimo (Adelaide)	70,000		
ANSTO	Nexon	300,000		
ATO	PricewaterhouseCoopers	148,500		
ATO	Telstra	12,251,918		
CDPP	Forward Consulting Pty Ltd	400,000		
DAFF	Opticon Australia, Utility Service Corp Ltd	95,328		
DCITA	KPMG	51,422		
DCITA	Rodport Pty Ltd trading as Coretech	146,838	14 regional SMEs	71,336
Defence	Sensolid Pty Ltd, T/A Austest Laboratories	136,630		
Defence	The University of New South Wales at the Australian Defence Force Academy	92,047	SMS Management and Technology	20,020.00
Defence	The University of New South Wales at the Australian Defence Force Academy	104,331	SMS Management and Technology	57,750.00
DEWR	Dataflex	4,000,000		

Agency	Supplier	Contract Value \$	Sub-contractor/s	Value to Sub-contractors \$
DFAT	Hewlett-Packard	5,500,000		
DHA	Healthcare Management Advisors Pty Ltd	176,000	Spatial Vision	Not known
DHA	Trilogy Information Solutions (International)	185,707		
Family Court	Data#3	1,089,000		
IP Australia	Noetic Solutions Pty Limited	60,500		
IP Australia	Southern Cross Computing Pty Ltd	908,741		
National Museum	Aurion Corporation	349,897		
Productivity Commission	Aurion Corporation	Not stated		

### Knowledge of Endorsed Supplier Arrangement

Respondents were asked about their knowledge of the Endorsed Supplier Arrangement (ESA). In relation to the twenty-four tenders which went to contract:

- Nineteen suppliers were endorsed at the time of contract;
- Endorsement was not required in one case for a CAC agency;
- ESA status was not considered relevant in two cases for IT strategic consultancies;
- No known suppliers were ESA endorsed for a Defence contract; and
- ESA endorsement was not considered necessary in one contract where the IT component was being delivered by an ESA-endorsed sub-contractor.

Endorsed Supplier status was confirmed by:

- Already knew it – five;
- Checking the ESA website – ten;
- Telephoning ESA Helpline – one; and
- Supplier – three.

All respondents in cases where ESA endorsed status was not considered necessary/relevant were aware of the ESA arrangements.

These results are consistent with those of the previous study, where:

- Twelve of the sixteen suppliers were endorsed at the time of the contract; and
- Endorsed supplier status was confirmed via the ESA web-site for nine out of the thirteen checked.

### Financial Viability Test

Fifteen respondents undertook financial viability tests as part of the tender evaluation, although one did not indicate what kinds of checks were undertaken. In eight cases, the agency researched financial viability through financial statements, annual reports and reference checks, while four used Dunn & Bradstreet. In the remaining three cases, financial information was provided as part of a tender response.

Those who did not undertake a financial viability test gave the following as reasons:

- There was a payment schedule for several phases based on the performance of several consultants - failure to provide service was low risk;
- (Supplier) declared in their tender that they had the resources to ensure that the project was completed well and to the highest quality, and that the sub-contractors also had the resources and expertise to ensure that the Geographic Information System components of the project were completed according to the RFT requirements;
- Existing supplier of services with long track record with (agency);
- Relatively short term and low risk;
- Not warranted for this contract;
- Previous dealings with contractor;
- The Department of Finance does a financial viability check as part of the ESA accreditation;
- Consultant had detailed all possible costs (with whom he had previously worked) and when these were checked with supplier, all was viable;
- Known and trusted supplier to (agency), who is endorsed under DOFA's ESA program;
- Relatively low value contract;
- Tender submission and ESA registration by the supplier were sufficient to establish bona fides;
- Publicly listed company with solid credentials – 51 share owned by the Commonwealth;
- Not considered relevant at this stage of the process;
- Endorsed Supplier; and
- Respondents were Multinational Corporations who are listed corporations and whose financial structures are public record.

These results were also consistent with the previous study.

## Timing of Tenders

The table below shows the distribution of tenders (based on their closing date) through the financial year.

Table 38 :Number and Percentage of Publicly Advertised Tenders by Quarter 2004-05

Quarter	Number of Tenders	% of Tenders
Q1	32	17.11
Q2	38	20.32
Q3	50	26.74
Q4	64	34.22
Not stated	3	1.60
<b>Total</b>	<b>187</b>	<b>100.00</b>

The concentration of tenders in the second half of the financial year may impact on the ability of SMEs to respond fully to tenders.

This result is consistent with the previous study, which found nearly a quarter of tenders concentrated in the December/January period and around the end of the financial year.

## 7. Appendix 1 – Government Agencies

Agency	
Aboriginal and Torres Strait Islander Commission	ATSIC
Aboriginal and Torres Strait Islander Services	ATSISS
Administrative Appeals Tribunal	AAT
Attorney-General's Department	AGs
AusAID (Australian Agency for International Development)	AusAID
Australia Japan Foundation	AJF
Australian Broadcasting Corporation	ABC
Australian Bureau of Statistics	ABS
Australian Centre for International Agricultural Research	ACIAR
Australian Competition and Consumer Commission	ACCC
Australian Crime Commission	ACC
Australian Customs Service	ACS
Australian Electoral Commission	AEC
Australian Federal Police	AFP
Australian Industrial Registry	AIR
Australian National Audit Office	ANAO
Australian Office of Financial Management	AOFM
Australian Protective Service	APS
Australian Public Service Commission	APSC
Australian Radiation Protection And Nuclear Safety Agency	ARPNSA
Australian Research Council	ARC
Australian Taxation Office	ATO
Australian Transaction Reports And Analysis Centre	AUSTRAC
Centrelink	Centrelink
Commissioner for Superannuation	ComSuper
Commonwealth Director of Public Prosecutions	CDPP
Commonwealth Grants Commission	CGC
Commonwealth Ombudsman Office	COO
CrimTrac	CrimTrac
CRS Australia	CRS
Department of Agriculture, Fisheries and Forestry	DAFF
Department of Communications, Information Technology and the Arts	DCITA
Department of Defence	Defence
Department of Education, Science and Training	DEST
Department of Employment and Workplace Relations	DEWR
Department of Family and Community Services	DFACS
Department of Finance and Administration	DOFA
Department of Foreign Affairs and Trade	DFAT
Department of Health and Ageing	DHA
Department of House of Representatives	DHR
Department of Immigration, Multicultural and Indigenous Affairs	DIMIA
Department of Industry, Tourism and Resources	DITR
Department of Parliamentary Services	DPS
Department of the Environment and Heritage	DEH
Department of the House of Representatives	DHR
Department of the Parliamentary Library (retired)	DPL(ret)

Agency	
Department of the Parliamentary Reporting Staff (retired)	DPRS(ret)
Department of the Prime Minister and Cabinet	PM&C
Department of the Senate	DOS
Department of the Treasury	Treasury
Department of Transport and Regional Services	DOTARS
Department of Veterans Affairs	DVA
Family Court of Australia	Family Court
Federal Court of Australia	Federal Court
Federal Magistrates Service	FMS
Geoscience Australia	GA
Human Rights and Equal Opportunity Commission	HREOC
Insolvency and Trustee Service Australia	ITSA
IP Australia	IPA
Joint House Department (retired)	Joint House
National Archives of Australia	NAA
National Capital Authority	NCAPA
National Crime Authority	NCA
National Library of Australia	NLA
National Native Title Tribunal	NNTT
National Oceans Office	NOO
National Science and Technology Centre	NSTC
Office of Film and Literature Classification	OFLC
Office of National Assessments	ONA
Office of Parliamentary Counsel	OPC
Office of the Federal Privacy Commissioner	OFPC
Office of the Official Secretary of the Governor-General	GovGen
Office of the Renewable Energy Regulator	ORER
Royal Australian Mint	RAM
Therapeutic Goods Administration	TGA
Screen Sound Australia	SSA
Productivity Commission	PC
Office of OASCS and Commercial Support	OASCS
Australian Surveying and Land Information Group (retired)	ASLIG(ret)
Department of Education, Training and Youth Affairs (retired)	DETYA(ret)
Department of Employment, Workplace Relations and Small Business (retired)	DEWRSB(ret)

## 8. Appendix 2 – Suppliers Lists

### Multinational Suppliers

3D NETWORKS (AUSTRALIA) PTY LTD  
 3M AUSTRALIA PTY LTD  
 3M TOUCH SYSTEMS AUSTRALIA PTY LTD  
 90 EAST (ASIA PACIFIC) PTY LTD  
 ABB AUSTRALIA PTY LTD  
 ABRAXAS TECHNOLOGIES PTY LTD  
 ACCENTURE AUSTRALIA HOLDINGS PTY LTD  
 ACCPAC AUSTRALIA PACIFIC INC  
 ACER COMPUTER AUSTRALIA PTY. LIMITED  
 ACQIRIS  
 ACT TELECONFERENCING PTY LTD  
 ACTERNA ASIA PACIFIC PTY LTD  
 ACTIVE VOICE LLC  
 ACTUATE ASIA PACIFIC  
 ADECCO SERVICES PTY LTD  
 ADI LIMITED  
 ADOBE SYSTEMS PTY LTD  
 ADVANTECH AUSTRALIA PTY LTD  
 AGENT ORIENTED SOFTWARE PTY LTD  
 AGFA-GEVAERT LTD  
 AGILENT TECHNOLOGIES AUSTRALIA PTY LTD  
 ALLEN SYSTEMS GROUP INC  
 ALPHAWEST SERVICES PTY LTD  
 ALSTOM AUSTRALIA LIMITED  
 ALSTOM NETWORK SERVICES  
 AMERICAN EXPRESS INTERNATIONAL INC  
 ANIXTER AUSTRALIA PTY LTD  
 APPLE COMPUTER AUSTRALIA PTY LTD  
 ASCENTIAL AUSTRALIA PTY LTD  
 ASCENTIAL SOFTWARE PTY LTD  
 ASIA NETCOM AUSTRALIA PTY LTD  
 AT&T GLOBAL NETWORK SERVICES AUSTRALIA PTY LTD  
 ATTACHMATE AUSTRALASIA PTY LTD  
 AVANADE AUSTRALIA PTY LIMITED  
 AVAYA AUSTRALIA PTY LTD  
 BAE SYSTEMS AUSTRALIA LIMITED  
 BALL SERVICES SOLUTIONS PTY LIMITED  
 BALL SOLUTIONS GROUP PTY LTD  
 BARCO SYSTEMS PTY LIMITED  
 BEA SYSTEMS PTY LTD  
 BEACON IT SOLUTIONS  
 BEARINGPOINT AUSTRALIA PTY LTD  
 BLACK BOX NETWORK SERVICES AUSTRALIA PTY LTD  
 BLUEPHOENIX SOLUTIONS PTY LTD  
 BMC SOFTWARE ASIA PACIFIC PTE LTD  
 BOEING AUSTRALIA LIMITED  
 BOISE CASCADE OFFICE PRODUCTS  
 BOOZ ALLEN HAMILTON (AUSTRALIA) LTD  
 BORLAND AUSTRALIA PTY LTD  
 BT AUSTRALASIA PTY LTD  
 BUSINESS OBJECTS AUSTRALIA PTY LTD  
 BUTLER DIRECT PTY LTD  
 CAE AUSTRALIA PTY LTD  
 CALLSCAN AUSTRALIA PTY LTD  
 CANDLE CORPORATION  
 CANON AUSTRALIA PTY. LTD.  
 CAPGEMINI AUSTRALIA PTY LIMITED  
 CAPITAL MARKETS CO-OPERATIVE  
 CERULEAN SOLUTIONS LTD  
 CHLORIDE POWER PROTECTION PTY LTD  
 CHUBB AUSTRALIA LTD  
 CHUBB SECURITY AUSTRALIA PTY LTD  
 CINCOM SYSTEMS OF AUSTRALIA PTY LTD  
 CISCO SYSTEMS AUSTRALIA PTY LIMITED  
 CIT GROUP (AUSTRALIA) LIMITED  
 CITRIX SYSTEMS ASIA PACIFIC PTY LTD  
 CLICK2LEARN (ASIA PACIFIC) PTY LTD  
 CMG IT SERVICES PTY LIMITED  
 COGNOS PTY LTD  
 COMPAQ COMPUTER AUSTRALIA PTY LTD  
 COMPUTER ASSOCIATES PTY LTD  
 COMPUWARE ASIA-PACIFIC PTY LTD  
 CORNING CABLE SYSTEMS PTY LTD  
 CRAY AUSTRALIA PTY LTD  
 CRYSTAL DECISIONS (AUST) PTY LTD  
 CSC AUSTRALIA PTY. LIMITED  
 CYBERTRUST AUSTRALIA PTY LIMITED  
 DATAWATCH PTY LTD  
 DELL AUSTRALIA PTY LIMITED

DIMENSION DATA AUSTRALIA PTY LIMITED  
 DIVERSE DATA COMMUNICATIONS PTY LTD  
 DIVERSITI PTY LTD  
 DRAKE AUSTRALIA PTY LTD  
 DYNIX PTY LTD  
 EATON ELECTRIC SYSTEMS PTY LTD  
 EATON POWER QUALITY PTY LTD  
 EDS (AUSTRALIA) PTY LIMITED  
 EISTREAM (AUSTRALIA) PTY LTD  
 ELECTRONIC WARFARE ASSOCIATES - AUSTRALIA PTY. LIMITED  
 EMBARCADERO TECHNOLOGIES AUSTRALIA PTY LTD  
 EMC GLOBAL HOLDINGS COMPANY AUSTRALIAN BRANCH  
 EMERSON NETWORK POWER AUSTRALIA PTY LTD  
 ERICSSON AUSTRALIA PTY LTD  
 ERICSSON CORPORATE NETWORKS  
 ERNST & YOUNG  
 ESIGN AUSTRALIA LTD  
 ESPIRE INFOLABS PTY LTD  
 ESRI-AUSTRALIA PTY LTD  
 EUROLINK CONSULTING AUSTRALIA PTY LTD  
 EXPERIAN ASIA PACIFIC PTY LTD  
 EXPRESS DATA  
 FILENET CORPORATION PTY LTD  
 FIREARMS TRAINING SYSTEMS AUSTRALIA PTY LTD  
 FLUKE AUSTRALIA PTY LTD  
 FOUNDRY NETWORKS  
 FUJI XEROX AUSTRALIA PTY. LIMITED  
 FUJI XEROX PRINTERS  
 FUJITSU AUSTRALIA LTD  
 GARTNER AUSTRALASIA PTY LIMITED  
 GBC/FORDIGRAPH PTY LTD  
 GENESYS LABORATORIES AUSTRALASIA  
 GETRONICS (AUSTRALIA) PTY LTD  
 GIGASAT. ASIA PACIFIC PTY LTD  
 GLOBAL 360 (AUSTRALIA) PTY LTD  
 GREYTHORN PTY LTD  
 GSL (AUSTRALIA) PTY LTD  
 HAGEMEYER AUSTRALIA  
 HAYS PERSONNEL SERVICES (AUSTRALIA) PTY LIMITED  
 HERMES PRECISA AUSTRALIA  
 HEWLETT-PACKARD AUSTRALIA PTY LTD  
 HEYDAY GROUP PTY LIMITED  
 HITACHI DATA SYSTEMS AUSTRALIA PTY LTD  
 HONEYWELL LTD  
 HPS GLOBAL SYSTEMS PTY LTD  
 HUDSON GLOBAL RESOURCES (AUST) PTY LIMITED  
 HUMMINGBIRD AUSTRALIA PTY LTD  
 HUTCHISON TELECOMMUNICATIONS (AUSTRALIA) LIMITED  
 HYPERION SOLUTIONS AUSTRALIA PTY LTD  
 IIR PTY LTD  
 IBM AUSTRALIA LTD  
 ICON RECRUITMENT PTY LTD  
 IDENTITY SYSTEMS PTY LTD  
 IHS AUSTRALIA PTY LTD  
 INFORMATION BUILDERS PTY LTD  
 INTELLISYS TECHNOLOGY (AUST) PTY LTD  
 INTERGRAPH CORPORATION PTY LTD  
 INTERGRAPH PUBLIC SAFETY PTY LTD  
 INTERNET SECURITY SYSTEMS PTY LTD  
 INTERWOVEN AUSTRALIA PTY LTD  
 INVENSYS ENERGY SYSTEMS PTY LTD  
 IONA TECHNOLOGIES ASIA PACIFIC PTY  
 IPL DATRON PTY LTD  
 IT GLOBAL (UK) LIMITED  
 IXOS SOFTWARE AUSTRALIA PTY LTD  
 JACOBS SVERDRUP AUSTRALIA PTY LTD  
 JSC AUSTRALIA PTY LTD  
 KANBAY PTY LIMITED  
 KELLOGG BROWN & ROOT PTY LTD  
 KELLY SERVICES (AUSTRALIA) LTD  
 KEY EQUIPMENT FINANCE AUSTRALIA PTY LTD  
 KOBRA SHREDDERS AUSTRALIA  
 KODAK (AUSTRALASIA) PTY LTD  
 KONICA MINOLTA BUSINESS SOLUTIONS AUSTRALIA PTY LTD  
 KYOCERA MITA AUSTRALIA PTY LTD  
 LAN SYSTEMS PTY. LIMITED  
 LANIER AUSTRALIA PTY LTD  
 LEICA GEOSYSTEMS GEOSPATIAL IMAGING PTY LTD  
 LEICA MICROSYSTEMS PTY LTD  
 LEVI RAY & SHOUP INC  
 LEXMARK INTERNATIONAL (AUSTRALIA) PTY LTD

LOGICACMG PTY LTD  
 LUCENT TECHNOLOGIES AUSTRALIA PTY LTD  
 MANAGE SOFT  
 MANPOWER SERVICES (AUSTRALIA) PTY LTD  
 MAPINFO AUSTRALIA PTY. LIMITED  
 MARCONI AUSTRALIA PTY LTD  
 MARCUS EVANS (AUSTRALIA) PTY LTD  
 MAXNETWORK PTY LTD  
 MAXWARE AUSTRALIA PTY LTD  
 MCI WORLDCOM AUSTRALIA PTY LTD  
 MERANT PTY LTD  
 MERCURY INTERACTIVE (AUSTRALIA) PTY. LIMITED  
 META GROUP AUSTRALIA HOLDINGS PTY LTD  
 METAL MANUFACTURES LIMITED  
 MGE-UPS SYSTEMS AUSTRALIA PTY LIMITED  
 MICROSOFT PTY LTD  
 MOBIPRO ASIA PACIFIC PTY LIMITED  
 MOTOROLA AUSTRALIA PTY LTD  
 NATIONAL 1 LTD  
 NATIONAL INSTRUMENTS AUSTRALIA CORPORATION  
 NATIONAL OFFICE PRODUCTS LTD  
 NAUTRONIX LTD  
 NCR AUSTRALIA PTY LTD  
 NCS PEARSON PTY LTD  
 NEC BUSINESS SOLUTIONS LTD  
 NETG AUSTRALIA PTY LTD  
 NETIQ PTY. LTD.  
 NETRATINGS AUSTRALIA PTY LTD  
 NETSTAR AUSTRALIA PTY LTD  
 NETWORK APPLIANCE (AUSTRALIA) PTY LTD  
 NEW SKIES NETWORKS PTY LTD  
 NORTEL NETWORKS AUSTRALIA PTY. LIMITED  
 NOVELL PTY. LTD.  
 OCE-AUSTRALIA LIMITED  
 O'DONNELL GRIFFIN PTY LIMITED  
 OPTUS  
 ORACLE CORPORATION AUSTRALIA PTY LIMITED  
 ORANGEHUTCHISON TELECOMMUNICATIONS  
 OVUM PTY LTD  
 PACIFIC DATACOM  
 PANASONIC AUSTRALIA PTY LTD  
 PAXUS AUSTRALIA PTY LIMITED  
 PENNANT AUSTRALASIA PTY LTD  
 PEOPLESOFT AUSTRALIA PTY. LIMITED  
 PEREGRINE SYSTEMS AUSTRALIA PTY LTD  
 PEROT SYSTEMS TSI (SINGAPORE) PTE LTD  
 PINK ELEPHANT INTERNATIONAL PTY LTD  
 PITNEY BOWES AUSTRALIA PTY LIMITED  
 POLYCOM GLOBAL SERVICES  
 POPKIN SOFTWARE  
 PRAXA LIMITED  
 PREMIERE CONFERENCING PTY LTD  
 PRIMUS TELECOMMUNICATIONS PTY LTD  
 PROTIVITI PTY LTD  
 QAS PTY LTD  
 QUANTUM MULTIMEDIA COMMUNICATIONS  
 QUEST SOFTWARE PTY LTD  
 RAND WORLDWIDE  
 RAYTHEON AUSTRALIA PTY LTD  
 RED HAT ASIA-PACIFIC PTY LTD  
 REXEL AUSTRALIA LIMITED  
 RICOH AUSTRALIA PTY LTD  
 RIGHTNOW TECHNOLOGIES (AUSTRALIA) PTY LTD  
 ROBERT WALTERS PTY LTD  
 ROCKWELL COLLINS AUSTRALIA PTY LIMITED  
 ROHDE & SCHWARZ (AUSTRALIA) PTY LTD  
 SAAB SYSTEMS PTY LTD  
 SABRE AUSTRALASIA PTY  
 SABRE AUSTRALIA PTY LTD  
 SAGEM AUSTRALASIA PTY LTD  
 SAP AUSTRALIA PTY LTD  
 SAS INSTITUTE AUSTRALIA PTY. LIMITED  
 SCANSOFT AUSTRALIA PTY LTD  
 SEARCH SOFTWARE AMERICA PTY LTD  
 SECUREDATA GROUP PTY LTD  
 SECURENET LTD  
 SEEBEYOND PTY LTD  
 SGE PTY LTD  
 SGI AUSTRALIA PTY LTD  
 SHARP CORPORATION OF AUSTRALIA PTY LTD  
 SHRIRO AUSTRALIA PTY LTD  
 SIEBEL SYSTEMS AUSTRALIA PTY LIMITED  
 SIEMENS LTD  
 SILICON GRAPHICS PTY. LTD.  
 SKILLSOFT ASIA PACIFIC PTY LTD

SMA PTY LTD  
SOCIETE INTERNATIONALE DE  
TELECOMMUNICATION AERONAUTIQUES  
SOFTWARE AG AUSTRALIA PTY LTD  
SOFTWARE SPECTRUM PTY LIMITED  
SOLUTION 6 PTY LTD  
SONY AUSTRALIA PTY LTD  
SOPHOS PTY LTD  
SPEECHWORKS (BVI) LTD  
SPSS AUSTRALASIA PTY. LIMITED  
STORAGE TECHNOLOGY OF AUSTRALIA PTY  
LTD  
STRATOS COMMUNICATIONS (AUSTRALIA) PTY  
LTD  
SUN MICROSYSTEMS AUSTRALIA PTY LTD  
SURFCONTROL PTY LTD  
SYBASE AUSTRALIA PTY LIMITED  
SYMANTEC (AUSTRALIA) PTY LTD  
SYSTEMS UNION PTY LTD  
TECHNOLOGY LEASING LTD  
TECHNOLOGY PARTNERS INTERNATIONAL INC  
TELELOGIC AUSTRALIA PTY LTD

## ANZ Large

AARQUE ANITECH PTY LTD  
CENTARI SYSTEMS  
COMMANDER (QLD) PTY LIMITED  
COMMANDER AUSTRALIA  
COMMANDER ENTERPRISE SERVICES PTY  
LIMITED  
COMMANDER INTEGRATED NETWORKS PTY  
LIMITED  
COMMONWEALTH BANK OF AUSTRALIA  
COMPUTERQUEST PTY LTD  
CORPORATE EXPRESS AUSTRALIA LIMITED  
CREATEC PTY LTD  
DAMOVO (AUSTRALIA) PTY LTD  
DAVID JONES LTD  
DICK SMITH ELECTRONICS PTY LTD  
DOWNER ELECTRICAL PTY LTD  
HARRIS TECHNOLOGY PTY LTD  
HILLS INDUSTRIES LIMITED  
IOCORE ASIA PACIFIC PTY LTD  
KAZ TECHNOLOGY SERVICES PTY LTD  
MACQUARIE BANK LTD

HALES UNDERWATER SYSTEMS PTY LTD  
THE CBORD GROUP INC  
THE MARKETPLACE COMPANY  
TIBCO SOFTWARE AUSTRALIA PTY LTD  
TMP WORLDWIDE E-RESOURCING LTD  
TOSHIBA (AUSTRALIA) PTY LTD  
TREND MICRO AUSTRALIA PTY. LTD.  
TUSC COMPUTER SYSTEMS PTY. LTD.  
TYCO AUSTRALIA PTY LIMITED  
UNIGRAPHICS SOLUTIONS AUSTRALIA PTY  
UNISYS AUSTRALIA PTY LIMITED  
VERISIGN AUSTRALIA PTY LTD  
VERITAS DGC AUSTRALIA PTY LTD  
VERITAS SOFTWARE PTY LTD  
VIGNETTE PTY LIMITED  
VODAFONE PTY LIMITED  
XANTIC B.V.  
XPEDITE PROFESSIONAL SERVICES PTY LTD  
XPEDITE SYSTEMS PTY LTD  
XYVISION ENTERPRISE SOLUTIONS INC

MULTIPLEX ASSET MANAGEMENT PTY LTD  
MYER LIMITED  
NEXTGEN NETWORKS PTY LTD  
OUTSOURCE AUSTRALIA PTY LTD  
RECALL TOTAL INFORMATION MANAGEMENT  
RLM SYSTEMS PTY LIMITED  
RSL COM BUSINESS COMMUNICATIONS  
SPOTLESS P&F PTY LTD  
SPOTLESS SERVICES AUSTRALIA LIMITED  
SPT TELECOMMUNICATIONS PTY LTD  
STEP ELECTRONICS AUSTRALIA PTY LTD  
SUNCORP METWAY LTD  
TELSTRA  
TENIX DATAGATE PTY LTD  
TENIX DEFENCE PTY LTD  
THE PORTABLE COMPUTER SYSTEMS COMPANY  
THL AUSTRALIA PTY LIMITED  
TVNZ AUSTRALIA PTY LTD

## ANZ Medium

AAPT LIMITED

AAS CONSULTING PTY LTD  
 ADACEL TECHNOLOGIES LIMITED  
 ADCORP AUSTRALIA LTD  
 ADVANCED BUILDING TECHNOLOGIES GROUP PTY LTD  
 AFFINITY IT RECRUITMENT PTY LIMITED  
 ALLIED TECHNOLOGIES AUSTRALIA PTY LIMITED  
 ALTIUM LIMITED  
 AMBER TECHNOLOGY PTY LTD  
 AMBIT GROUP PTY LIMITED  
 ASI SOLUTIONS  
 AUSTRALIAN BUSINESS TELEPHONE CO. PTY. LTD.  
 AUSTRALIAN INTEGRATED FINANCE PTY LTD  
 AWA LIMITED  
 AXIS CONSULTING PTY LTD  
 BCA IT LTD  
 CANDLE AUSTRALIA LIMITED  
 CHANDLER MACLEOD GROUP LIMITED  
 COMMUNICATIONS DESIGN & MANAGEMENT PTY. LIMITED  
 COMPLETE OFFICE SUPPLIES PTY LTD  
 COMPUTERCORP PTY LTD  
 CORPORATE NETWORK SOLUTIONS  
 CPT GLOBAL LIMITED  
 DARONMONT TECHNOLOGIES PTY LTD  
 DATA#3 GROUP  
 DELOITTE TOUCHE TOHMATSU  
 DELOITTE TOUCHE TOHMATSU NZ  
 DESA AUSTRALIA (QLD) PTY LIMITED  
 DESA AUSTRALIA PTY LIMITED  
 DIALOG PTY. LTD.  
 EDEN TECHNOLOGY PTY LTD  
 ELECTROBOARD PTY LTD  
 ERACOM TECHNOLOGIES AUSTRALIA PTY LTD  
 FINITE RECRUITMENT PTY. LTD.  
 FORSTAFF AUSTRALIA PTY LTD  
 FREDON INDUSTRIES PTY. LTD.  
 FRONTLINE SYSTEMS AUSTRALIA PTY. LIMITED  
 GAP IT CONSULTING PTY LTD  
 GIBSON QUAI - AAS PTY LTD  
 HAL DATA SERVICES PTY LTD  
 HALLMARK COMPUTER INTERNATIONAL  
 ICEMEDIA PTY LTD  
 INDIGO INFORMATION SYSTEMS PTY LTD  
 IPEX INFORMATION TECHNOLOGY GROUP  
 JADE DIRECT AUSTRALIA PTY LTD  
 KLM GROUP LTD  
 KPMG  
 MACQUARIE TELECOM PTY LIMITED  
 MINCOM LIMITED  
 NET OPTIONS PTY LTD  
 OAKTON SERVICES PTY LTD  
 OBJECT CONSULTING PTY LTD  
 OFFICEMATRIX PTY LTD  
 OPTICON  
 OPTIMA TECHNOLOGY SOLUTIONS PTY LTD  
 OTIS BUILDING TECHNOLOGIES PTY  
 OZEMAIL PTY LTD  
 PEOPLEBANK AUSTRALIA LTD  
 POWERTEL LIMITED  
 PRICEWATERHOUSECOOPERS  
 PROFESSIONAL ADVANTAGE PTY LTD  
 QSP ASIA PACIFIC PTY LTD  
 RED ROCK CONSULTING PTY LTD  
 RENTWORKS LIMITED  
 ROSS HUMAN DIRECTIONS LIMITED  
 RSM BIRD CAMERON  
 SALMAT  
 SINCLAIR KNIGHT MERZ PTY LTD  
 SIRIUS TELECOMMUNICATIONS LTD  
 SMS CONSULTING GROUP LTD  
 SOUTHERN CROSS COMPUTER SYSTEMS PTY LTD  
 SPHERION GROUP LTD  
 STOWE AUSTRALIA PTY LTD  
 STOWE AUSTRALIA SOUTH COAST BRANCH  
 SYNERGY PLUS PTY LTD  
 T.C. COMMUNICATIONS PTY. LIMITED  
 TECHNOLOGY ONE LIMITED  
 TELSYTE PTY LTD  
 THE WESTBOURNE GROUP PTY LTD  
 TODAYTECH IT SOLUTIONS  
 TODAYTECH WHOLESALE (AUST) PTY LTD  
 TOTAL PERIPHERALS GROUP PTY LTD  
 TOWER TECHNOLOGY PTY LTD  
 TURNING POINT ALCOHOL AND DRUG CENTRE INC  
 UPSTREAM TECHNOLOGY PTY LTD  
 UTILITY SERVICES CORPORATION

VOLANTE GROUP LIMITED  
WALTERTURNBULL PTY LTD  
WEBCENTRAL  
WIZARD GROUP  
XSI DATA SOLUTIONS PTY LIMITED

## ANZ SME – ESA

3 DIMENSIONAL CONSULTING PTY LTD  
3RD MILL IT AND INTERNET  
80-20 SOFTWARE PTY LTD  
AB & ASSOCIATES PTY LTD  
ABM SYSTEMS AUSTRALIA PTY LTD  
ABSOLUTE CABLING SYSTEMS PTY LTD  
ABSOLUTE COMPUTING PTY LTD  
ABSOLUTE DATA GROUP PTY LTD  
ACACIA COMPUTING PTY LTD  
ACCESS ONLINE PTY LTD  
ACHIEVE - TRAINING; EMPLOYMENT AND  
BUSINESS SOLUTIONS PTY LTD  
ACSPRO PTY LTD  
ACUMEN ALLIANCE (ACT) PTY LIMITED  
ADD-COM PTY LTD  
ADDIS COMPUTER SERVICES PTY. LTD.  
ADEPT KM PTY LTD  
ADRENALIN COMPUTERS & SOFTWARE  
ADTEC COMMUNICATIONS PTY. LTD.  
ADVANCE VISION TECHNOLOGY PTY LTD  
ADVANTEDGE BUSINESS SOLUTIONS PTY LTD  
AFC GROUP PTY. LTD.  
AGILE DIGITAL ENGINEERING PTY LTD  
AGILEWARE PTY LTD  
ALADN SYSTEMS SOLUTION PTY LTD  
ALC TRAINING PTY LTD  
ALESE PTY LTD  
ALFA COMPUTERS PTY LTD  
ALLETTE SYSTEMS (AUSTRALIA) PTY LTD  
ALLIANCE CONSULTING GROUP PTY LTD  
ALLIED DATA SYSTEMS PTY LTD  
ALLOY COMPUTER PRODUCTS (AUSTRALIA) TY.  
LTD  
ALPHA COMPUTER CONSULTANTS PTY LTD  
ALTIS CONSULTING PTY LTD  
AMBITION RECRUIT PTY LIMITED  
ANSWERZ PTY LIMITED

ANTEON AUSTRALIA PTY LTD  
AOZORA CONSULTING PTY LTD  
APERIUM PTY LTD  
APIS CONSULTING GROUP PTY LIMITED  
APPLIED DATA CONTROL PTY LTD  
APT BUSINESS SOLUTIONS PTY LTD  
AQUION PTY LTD  
ARGUS SOLUTIONS LTD  
ARION SYSTEMS PTY LTD  
ARISING TECHNOLOGY SYSTEMS PTY LTD  
ASCENT GOVERNANCE PTY LTD  
ASIA PACIFIC (ASG) PTY LTD  
ASSIST PTY LTD  
ATDEC PTY LTD  
ATI AUSTRALIA PTY LTD  
ATI GROUP PTY LTD  
AUREC PTY LTD  
AURION CORPORATION PTY LTD  
AUSREGISTRY INTERNATIONAL PTY LTD  
AUSTRALIA WIDE COMPUTER RESOURCES  
AUSTRALIAN COMMUNICATIONS CONSORTIUM  
LTD  
AUSTRALIAN CORPORATE INFORMATION  
SOLUTIONS  
AUSTRALIAN INTERACTIVE MULTIMEDIA PTY  
LTD  
AUSTRALIAN PRESENTATION SYSTEMS  
AUSTRALIAN PRIVATE NETWORKS PTY LTD  
AUSTRALIAN SURVEY RESEARCH GROUP PTY  
LTD  
AUSWIDE COMPUTERS  
AUTOMATION & CONTROL ELECTRICS PTY LTD  
AVIKO PTY LTD  
AXE GROUP PTY LTD  
B & H AUSTRALIA PTY LIMITED  
BAIN COMMUNICATIONS PTY LTD  
BAR CODE DATA SYSTEMS PTY LTD  
BAY TECHNOLOGIES PTY LTD  
BEETHOVEN COMPUTER SERVICES  
BELL TECHNOLOGY SERVICES PTY LTD  
BENNETT COMMERCIAL ELECTRONICS PTY.  
LIMITED  
BERKELEY INFORMATION TECHNOLOGY PTY  
LTD  
BETTER NETWORK SERVICES GROUP PTY LTD  
BEVINGTON CONSULTING PTY LTD

BEYOND COMPUTING TECHNOLOGIES PTY LTD  
 BIOMETIX PTY LTD  
 BIZCOM (NT) PTY LTD  
 BIZI BYTES PTY LIMITED  
 BLACK RANGE DEVELOPMENTS PTY. LIMITED  
 BREX PTY LTD  
 BRIDGE GLOBAL ICT SERVICES PTY LTD  
 BRIDGE IT ENGINEERING PTY LTD  
 BRIKULA PTY LTD  
 BRILLIANT TRAINING & CONSULTING PTY LTD  
 BULLETPROOF NETWORKS  
 BURTON TECHNOLOGIES (AUST) PTY LTD  
 BUSINESS INFORMATION SERVICES (NSW) PTY. LIMITED  
 BUTLIN & LLOYD PTY LTD  
 BY JINGO BUSINESS SERVICES PTY LTD  
 CAD/CAM COMPUTER DESIGN PTY  
 CANBERRA PROFESSIONAL EQUIPMENT  
 CANONDALE PTY LTD T/A SAVE TIME VISUALS  
 CANOPUS COMMUNICATIONS PTY LTD  
 CAPITAL TELEPHONES PTY LTD  
 CAREERS UNLIMITED PTY LTD  
 CASTELAIN PTY LTD  
 CATALYST INTERACTIVE PTY LTD  
 CAYLX SOFTWARE PACIFIC PTY LTD  
 CCA SOFTWARE PTY LTD  
 CCS INDEX PTY LTD  
 CEANET PTY LTD  
 CELTRON PTY LTD  
 CES COMPUTERS PTY. LIMITED  
 CHIMO PTY LTD  
 CHRIS FARRELL CONSULTING PTY LTD  
 CIRRUS TECHNOLOGIES PTY LTD  
 CISTECH SOLUTIONS  
 CITY SOFTWARE PTY. LTD.  
 CLASSIC BLUE COMPUTERS PTY LTD  
 CLEAR LEAD PTY LTD  
 CODARRA ADVANCED SYSTEMS PTY LTD  
 COGENT BUSINESS SOLUTIONS PTY LTD  
 COLLECTIVE RESOURCES IT RECRUITMENT  
 COM NET SOLUTIONS PTY. LTD.  
 COMAXES CORPORATION PTY LTD  
 COMMAND RECRUITMENT GROUP (ACT) PTY TD  
 COMMAND RECRUITMENT GROUP (VICTORIA) PTY LTD  
 COMMERCIAL COMPUTER CENTRE PTY LTD  
 COMMINGINE PTY LTD  
 COMMSECURE  
 COMMUNICATION & ELECTRONICS DEVELOPMENTS  
 COMOPS AUSTRALIA PTY LTD  
 COMPAS PTY. LTD.  
 COMPUCAT RESEARCH PTY. LIMITED  
 COMPUCON COMPUTERS (NSW) PTY LTD  
 COMPUCRAFT SOFTWARE SOLUTIONS  
 COMPUTER CONSULTANTS INTERNATIONAL PTY LTD  
 COMPUTER EASY AUSTRALIA PTY LTD  
 COMPUTER FLEET MANAGEMENT PTY LTD  
 COMPUTER MANUFACTURING AND NTEGRATION PTY LTD  
 COMPUTER RESALE BROKERS PTY LTD  
 COMPUTER SYSTEMS (AUSTRALIA) PTY. LIMITED  
 COMPUTER-EASY AUSTRALIA PTY LTD  
 COMSEC ENTERPRISES PTY LTD  
 CONGRUENT PROFESSIONAL SERVICES PTY LTD  
 CONNECT ELECTRONICS (VIC) PTY LTD  
 CONQUEST ENTERPRISE  
 CONSILIUM INTERNATIONAL GROUP PTY LTD  
 CONSOLVE PTY LTD  
 CONSULTING INSIGHTS PTY LTD  
 CONVERGENCE E-BUSINESS SOLUTIONS PTY LTD  
 CONVERGENT SYSTEMS PTY LTD  
 COPE MEDIA  
 CORDELTA PTY LTD  
 CORINELLA SERVICES PTY LTD  
 CORPORATE GIS CONSULTANTS AUSTRALIA PTY LTD  
 CPIC.COM.AU PTY LIMITED  
 CPS SYSTEMS PTY LTD  
 CRANK MEDIA PTY LTD  
 CRUX PTY LTD  
 CRYSTAL APPROACH PTY LTD  
 CSM TECHNOLOGY & MANAGEMENT SERVICES PTY LTD  
 CUSTOM BUSINESS SOLUTIONS PTY LTD  
 CXC CONSULTING PTY LTD  
 CYBERSOURCE PTY LTD  
 DAITRONICS CORPORATION

DATA & VOICE PTY LTD  
 DATA FLEX PTY. LIMITED  
 DATA FLOW PTY LTD  
 DATATECH AUSTRALIA PTY LIMITED  
 DATAVOICE COMMUNICATIONS PTY LIMITED  
 DATAVOICE COMMUNICATIONS SOUTHERN  
 DAVID JESS & ASSOCIATES PTY LTD  
 DAVIS COMPUTER CONSULTANTS PTY LTD  
 DAWNSTAR TECHNOLOGIES PTY LTD  
 DBR GROUP PTY LTD  
 DEAKINKM PTY LTD  
 DEARNMAK PTY LTD T/A IISM GROUP  
 DEGISOFT CONSULTING PTY LTD  
 DES PTY LTD  
 DESCISYS  
 DH4 PTY LTD  
 DIGICOR (N.S.W.) PTY LTD  
 DIGICOR PTY LTD  
 DIGITAL (DIGEST) DATA DESIGN PTY LIMITED  
 DIGITAL NETWORKS AUSTRALIA  
 DIPOLAR PTY LTD  
 DOLL MARTIN ASSOCIATES PTY LTD  
 DOTNET SOLUTIONS PTY LTD  
 DPI SYSTEMS PTY LTD  
 DR ELECTRICS  
 DRAGON DICTATE AUSTRALIA PTY LTD  
 DYNAMIC WEB TRAINING PTY LTD  
 E.LAW AUSTRALIA PTY LTD  
 EB2B.COM PTY LTD  
 EBOR COMPUTING PTY LTD  
 ECAREER EMPLOYMENT SERVICES PTY LTD  
 ECLIPSE SYSTEMS PTY LTD  
 ECOWISE SERVICES (AUSTRALIA) PTY LTD  
 EDCOMP PTY LTD  
 EFFECTIVE PEOPLE PTY LTD  
 EGLOBAL INTERNATIONAL  
 EJOBS RECRUITMENT SPECIALISTS PTY LTD  
 ELYSIUM CONSULTANTS PTY LTD  
 EMAK COMMUNICATIONS PTY LTD  
 EMTEC COMMUNICATIONS  
 EMTOR PTY LTD  
 ENCORE IT SERVICES PTY LTD  
 ENIGMA INTERACTIVE PTY LTD  
 ENTERPRISE CARE TELECONFERENCING UNIT TRUST  
 EPI-USE AUSTRALIA PTY LTD  
 ERGONOMICOFFICE PTY LIMITED  
 ESSENTIAL COMPUTER SYSTEMS PTY LTD  
 ESSENTIAL UTILITIES CORPORATION PTY LTD  
 ETHAN GROUP PTY LTD  
 ETHAN SI PTY LTD  
 EUCALYPT SOFTWARE PARTNERS  
 EUROFIELD INFORMATION SOLUTIONS PTY LTD  
 EVALUA PTY LTD  
 EXCEED SYSTEMS INTEGRATION PTY LIMITED  
 EXCELERATED CONSULTING PTY LTD  
 EZIFILE PTY LTD  
 F1 SOLUTIONS PARTNERSHIP  
 FACE 2 FACE RECRUITMENT PTY LTD  
 FAZTECH PTY LTD  
 FED IT PTY. LTD  
 FGB TECHNOLOGY SOLUTIONS PTY LTD  
 FIRST HIT PTY LTD  
 FLAVOUR SOLUTIONS PTY LTD  
 FORGE DATA SOLUTIONS PTY LIMITED  
 FORSYTHES INFORMATION TECHNOLOGY  
 FORWARD CONSULTING PTY LTD  
 FORWARD MEDIA  
 FOTO RIESEL  
 FRONTIER GROUP AUSTRALIA PTY LIMITED  
 FRONTIER SOFTWARE PTY. LTD.  
 FULTON TECHNOLOGY PTY LTD  
 FUTURETRAIN PTY LTD  
 GAINS RESOURCES ASIA-PACIFIC PTY LTD  
 GEOMETRY PTY LTD  
 GESIX AUSTRALIA PTY LTD  
 GHD PTY LTD  
 GLENCOM CONSULTANCY PTY LTD  
 GLENDAR CONSULTING SERVICES PTY LTD  
 GLOBAL CONSULTING SERVICES PTY LTD  
 GLOBAL IT TECHNOLOGIES  
 GLOBAL ONE  
 GMT CANBERRA PTY LTD  
 GREEN & GOLD ENTERPRISES PTY LTD  
 GROSVENOR MANAGEMENT CONSULTING  
 GWA INVESTMENTS PTY LTD  
 HALLAM MANUFACTURING PTY LTD

HALLAM OZ CONNECT  
 HARVESTROAD LIMITED  
 HEARNE SCIENTIFIC SOFTWARE PTY LTD  
 HELP DESK ASSOCIATION AUSTRALASIA PTY  
 HERE TECHNOLOGY PTY LTD  
 HINESIGHT DEVELOPMENT  
 HITECH GROUP AUSTRALIA LIMITED  
 HOBOTECH PTY LTD  
 HORWATH COMPUTER SERVICES PTY. LIMITED  
 HOUSLEY COMPUTER COMMUNICATIONS  
 HS & MW GRANDE PTY LIMITED  
 HUMAN SOLUTIONS PTY LTD  
 HUMAN TOUCH RESOURCES PTY LTD  
 HURLOME PTY LTD  
 HYRO PTY LTD  
 I&TC SOLUTIONS PTY LTD  
 IBS GROUP PTY  
 ICEFIRE TECHNOLOGIES PTY LTD  
 ICOGNITION PTY LTD  
 ICOM (AUSTRALIA) PTY LTD  
 ICONTACT AUSTRALIA PTY LTD  
 ICT PRO PTY LTD  
 IGATECH CONSULTING PTY LTD  
 IMPART CORPORATION PTY LTD  
 INCOTRADE AUSTRALIA PTY LTD  
 INDEC CONSULTING  
 INDIGO PACIFIC PTY. LIMITED  
 INFINITE CONSULTING PTY LIMITED  
 INFO RAIL PTY LTD  
 INFOFOCUS AUSTRALIA PTY LTD  
 INFOPEOPLE RECRUITERS PTY LTD  
 INFORM SYSTEMS AUSTRALIA PTY LIMITED  
 INFORMATION SOURCES AUSTRALIA PTY LTD  
 INFORMATION TECHNOLOGIES AUSTRALIA PTY LTD  
 INFORMATION TECHNOLOGY MANAGEMENT SOLUTIONS  
 INFRA CORPORATION PTY LIMITED  
 INFRASTRUCTURE SPECIALIST GROUP PTY LTD  
 INFRONT SYSTEMS PTY LIMITED  
 INNOVATIVE BUSINESS COMPUTING PTY LTD  
 INQUIRION PTY LTD  
 INSIGHT INFORMATICS PTY LTD  
 INSITEC  
 INTECH SOLUTIONS PTY LTD  
 INTEG COMMUNICATION SOLUTIONS PTY LTD  
 INTEGRAL CONSULTING SERVICES PTY LTD  
 INTEGRATED CABLING SOLUTIONS PTY LTD  
 INTEGRATED VISION PTY LTD  
 INTEGRATION SYSTEMS PTY LTD  
 INTERACTIVE CABLING PTY LTD  
 INTERACTIVE PERIPHERALS (QLD) PTY LTD  
 INTERNATIONAL EDUCATION & EMPLOYMENT INKS (IEELINKS) PTY LTD  
 INTERPRO AUSTRALIA PTY LTD  
 INTERQUARTZ (A'ASIA) PTY LTD  
 INTERSECT ALLIANCE PTY LTD  
 INTERWORLD ELECTRONICS & COMPUTER INDUSTRIES (AUSTRALIA) PTY LTD  
 INTOLOGY PTY LTD  
 INTRAIN CORPORATION PTY LTD  
 INTRAVISION PTY LTD  
 IPP CONSULTANCY SERVICES PTY LTD  
 IRM TRAINING PTY LTD  
 ISIDORE IT PTY LTD  
 ISN DESIGN PTY LTD  
 ISYS SEARCH SOFTWARE PTY LTD  
 IT MATTERS RECRUITMENT SERVICES PTY LIMITED  
 IT NEWCOM PTY LTD  
 IT PROJECT SUPPORT PTY LTD  
 IT SYSTEMS CONSULTING PTY LTD  
 ITC LEARNING  
 ITERATIVE CONSULTING PTY LTD  
 ITILICS PTY LTD  
 IV & V AUSTRALIA PTY. LTD.  
 JAV IT Group TRUST  
 JEAS SOLUTIONS PTY LTD  
 JEBEL CONSULTANT GROUP PTY LTD  
 JUSTIN POYSER & ASSOCIATES CONSULTANCY SERVICES PTY LTD  
 K.J. ROSS AND ASSOCIATES PTY LTD  
 KAYARM PTY LTD  
 KELLAWAY PTY. LTD.  
 KEY IT PTY LTD  
 KEYLINK TECHNOLOGY PTY LTD  
 KINETIC IT  
 KSM AUSTRALIA PTY LTD  
 KWONG AUSTRALASIA PTY LTD  
 LAN 1 PTY LTD  
 LANEC SERVICES PTY LTD

LASER TECHNOLOGIES PTY LTD  
 LAYTON TECHNOLOGY PTY LTD  
 LEADER CABLING SYSTEMS PTY LTD  
 LEADING EDGE COPIERS & FAXES PTY LTD  
 LEARNING CURVE PTY LTD  
 LIGHTSOURCE TECHNOLOGIES AUSTRALIA PTY. LIMITED  
 LNB COMPUTING CONSULTANCY PTY LTD  
 LODESTAR CONSULTING PTY LTD  
 LOGISTIC ENGINEERING SERVICES PTY LTD  
 LOGI-TECH  
 LONGLEY STAPLETON  
 LUCID IT PTY LTD  
 MACRO RECRUITMENT AUSTRALASIA PTY LTD  
 MADLIN PROJECTS PTY LTD  
 MANAGEMENT INFORMATION PRINCIPLES (AUST) PTY LTD  
 MANAGEMENT SOLUTIONS PTY. LIMITED  
 MANAGESOFT CORPORATION PTY LIMITED  
 MARK GURRY & ASSOCIATES  
 MASSMEDIA STUDIOS PTY LTD  
 MASTERS LE MESURIER PTY LTD  
 MATRIUM TECHNOLOGIES PTY LTD  
 MATRIX 1 PTY LTD T/A INMATRIX  
 MAXAMINE INTERNATIONAL PTY LTD  
 MCGIRR INFORMATION TECHNOLOGY PTY LIMITED  
 MCR COMPUTER RESOURCES PTY. LIMITED  
 MEASURE IT PTY LTD  
 MERCURY COMPUTER SYSTEMS (AUST) PTY LTD  
 MILLHOUSE ENTERPRISES PTY LTD  
 MIMP COMPUTER CABLES PTY LTD  
 MKRL CONSULTING (ACT) PTY LTD  
 MTC AUSTRALASIA  
 MULTIMEDIA CONCEPTS PTY LTD  
 MULTISYSTEM COMMUNICATIONS  
 MURPHY RECRUITMENT PTY LTD  
 MWA SYSTEMS PTY LTD  
 NATIONAL INFORMATION AND LIBRARY SERVICE  
 NET RETURN PTY LIMITED  
 NETCAT.BIZ PTY LTD  
 NETCOMM LTD  
 NETIMPACT ONLINE PUBLISHING PTY LTD  
 NETMAP ANALYTICS PTY LTD  
 NETRIGHT TECHNOLOGIES PTY LTD  
 NETWORK LOGISTICS MANAGEMENT AUSTRALIA PTY. LTD.  
 NETWORKING CONSULTING & COMPUTING NGA.NET PTY. LTD.  
 NGIS AUSTRALIA PTY LTD  
 NOETIC SOLUTIONS PTY LTD  
 NORDIC TECHNOLOGY PTY LTD  
 NSC CARRIER TECHNOLOGIES PTY LIMITED  
 NU SOLUTIONS PTY LTD  
 NUIX PTY LTD  
 OASIS SOLUTIONS PTY. LTD.  
 OBJECTIFY PTY LTD  
 OBJECTIVE CORPORATION LIMITED  
 OBS PTY LTD  
 OCEAN INTERNET PTY LTD  
 OCEAN SOFTWARE PTY LTD  
 OFFICE PRODUCT SOLUTIONS  
 OFFICE PRODUCTIVITY CENTRE (CANBERRA) PTY. LIMITED  
 OFFICE PROJECT SERVICES PTY LTD  
 OMAHA IT SERVICES PTY LTD  
 ONE PLANET SOLUTIONS PTY LTD  
 ONLINE 89 PTY LIMITED  
 OOSW CONSULTING PTY LIMITED  
 OPEN INTEGRATION (SERVICES) PTY LTD  
 OPEN SYSTEMS AUSTRALIA  
 OPERATIONAL SOLUTIONS  
 OPTICAL SOLUTIONS AUSTRALIA  
 PACLINK (ACT)  
 PACLINK TECHNOLOGIES PTY. LTD.  
 PALADIN SYSTEMS PTY LTD  
 PARALLEL SOLUTIONS & DISTRIBUTION PTY LTD  
 PARTNERS IN COMPUTING PTY LTD  
 PATCHPOINT PTY LTD  
 PATRIOT ALLIANCE PTY LTD  
 AW PRODUCTS PTY LTD  
 PEGASUS IT CONSULTING PTY LTD  
 PEN COMPUTER SYSTEMS PTY LTD  
 PENCLIFF CONSULTING PTY LTD  
 PERMIAN PTY LTD  
 PHOENIX IT & T CONSULTING PTY LTD  
 PIENETWORKS LIMITED  
 PIONEER COMPUTERS AUSTRALIA PTY LTD

PIXEL IT PTY LTD  
 PJC IT PTY LTD  
 PLANEX SALES PTY LTD  
 PLANIT TEST MANAGEMENT SOLUTIONS PTY LTD  
 PLANWELL TECHNOLOGY PTY LTD  
 PLAUT IT (AUSTRALIA) PTY LTD  
 PLM SERVICES PTY LTD  
 PLUS CORPORATION PTY LTD  
 POLARIS COMMUNICATIONS PTY LTD  
 POLLAK LEARNING ALLIANCE PTY LTD  
 POWER TECH SYSTEMS PTY LTD  
 POWERCORP PTY LTD  
 POWYR SOLUTIONS  
 PRACTICAL PC PTY LTD  
 PRECISION METALS QUEANBEYAN PTY LTD  
 PREEMPTIVE CONSULTING PTY LTD  
 PREMIER TECHNOLOGIES AUST PTY LTD  
 PRESENCE OF IT - VICTORIA PTY LTD  
 PRIMAVERA AUSTRALIA PTY LTD  
 PRIMED ONLINE PTY LTD  
 PRISM INTERNATIONAL PTY. LIMITED  
 PROACTIVE COMMUNICATION SOLUTIONS PTY LTD  
 PROACTIVE SERVICES PTY LTD  
 PRODATA PTY LTD  
 PRODUCT LIFECYCLE MANAGEMENT  
 PROFESSIONAL CAREERS AUST PTY LTD  
 PROFESSIONALS ONLINE PTY LTD  
 PROLOGIC PTY LTD  
 PROMETHEUS INFORMATION PTY. LIMITED  
 PROSCAN AUSTRALIA PTY LTD  
 PRO-TECH SERVICES  
 PROTECOM DEVELOPMENT SYSTEMS PTY LTD  
 PS CONSULTING CORPORATION PTY LTD  
 PS MANAGEMENT CONSULTANTS PTY LTD  
 PSI CONSULTING PTY LTD  
 PURE CODE PTY LTD  
 PURE HACKING  
 QIRX PTY LTD  
 QUALTECH INTERNATIONAL PTY LTD  
 QUEENSLAND DATA N ELECTRICAL SERVICES (QLD) PTY LTD  
 QVALENT PTY LTD  
 R & D PROFESSIONAL IT SERVICES PTY LTD  
 R&D PROFESSIONAL IT SERVICES PTY LTD  
 RANDOM COMPUTING SERVICES PTY LTD  
 RAPID TECHNOLOGY GROUP PTY LTD  
 RAPTEK (AUSTRALIA) PTY LTD  
 READIFY PTY LTD  
 REITAN HOLDINGS PTY LTD  
 RELEGEN PTY LTD  
 REMORA TECHNOLOGIES PTY LTD  
 RESOLUTION CONSULTING SERVICES PTY LTD  
 RFJD PTY LTD  
 RHE & ASSOCIATES PTY LTD  
 RICHARDSON O'ROURKE CONSULTING PTY LTD  
 RIVERCORP PTY LTD  
 ROBERT BARNETT & ASSOCIATES PTY LTD  
 ROSE SOLUTIONS PTY LTD  
 ROSH TECH PTY LTD  
 ROSSER COMMUNICATIONS PTY LTD  
 RTM PTY LTD  
 RULEBURST LIMITED  
 S-3 CONSULTING PTY LTD  
 SAFETRAC PTY LTD  
 SAFETYNET CONSULTING PTY LTD  
 SAGE COMPUTING SERVICES  
 SAHAR COMPANY PTY LTD  
 SCOTT MERRICK ASSOCIATES PTY. LTD.  
 SECURELINK PTY LTD  
 SECURIX AUSTRALIA PTY LTD  
 SEDCOM COMMUNICATIONS PTY LTD  
 SEGAR CONSULTING PTY LTD  
 SERVICEPOINT AUSTRALIA PTY LIMITED  
 SHERBORNE CONSULTING PTY LTD  
 SIGMA MANAGEMENT SCIENCE PTY LTD  
 SIMPLE NET AUSTRALIA PTY LTD  
 SKILLSEARCH CONTRACTING PTY LTD  
 SKYWIRE (AUSTRALIA) PTY LTD  
 SMART WORKS SYSTEMS PTY LTD  
 SOCIAL CHANGE ONLINE PTY LIMITED  
 SOFTLAW CORPORATION LIMITED  
 SOFTWARE ENGINEERING AUSTRALIA (NATIONAL) LIMITED  
 SOFTWARE IMPROVEMENTS PTY LTD  
 SONNET ENTERPRISE SERVICES PTY LTD  
 SOURCE TECHNOLOGY PTY LTD  
 SOUTHERN CROSS COMPUTING PTY LIMITED

SPACE-TIME RESEARCH PTY LTD  
 SPARX SYSTEMS PTY LTD  
 SPD CONSULTING PTY LTD  
 SQUIZ PTY LTD  
 SRA INFORMATION TECHNOLOGY PTY LTD  
 SRICO PTY LTD  
 SRIGO PTY LTD  
 STAMFORD INTERACTIVE PTY LTD  
 STARCOM GROUP PTY LTD  
 STATSEEKER PTY LTD  
 STENNING & ASSOCIATES  
 STEP TWO DESIGNS PTY LTD  
 STEPSOFT PTY LTD  
 STRATAGEM COMPUTER CONTRACTORS PTY. LIMITED  
 STRATSEC.NET PTY LTD  
 STUART CONSULTING GROUP PTY LTD  
 STYGRON SYSTEMS PTY. LTD.  
 SUMTOTAL AUSTRALIA & NEW ZEALAND PTY LIMITED  
 SUPPLY CHAIN CONSULTING PTY LTD  
 SVS TECHNOLOGIES PTY LTD  
 SYMMARL PTY LTD  
 SYNDETIOM PTY LTD  
 SYNOP PTY LTD  
 SYNTHESYS PTY LTD  
 SYPAQ SYSTEMS PTY LTD  
 TACTICS CONSULTING PTY. LIMITED  
 TANNER JAMES MANAGEMENT CONSULTANTS PTY LTD  
 TARAKAN CONSULTING PTY LTD  
 TARDIS TECHNOLOGY PTY LTD  
 TASKEY PTY LTD  
 TECHNOTRONICS BUSINESS SYSTEMS PTY LTD  
 TECHPOINT CONSULTING PTY LTD  
 TEK - CO PTY LTD  
 TENFOLD NETWORK SOLUTIONS PTY LTD  
 TERRA FIRMA PTY LTD  
 TESTRIGHT COMPUTING PTY LTD  
 THE ART OF SERVICE PTY LTD  
 THE AUSTRALIAN SOFTWARE COMPANY PTY LTD  
 THE DISTILLERY PTY LTD  
 THE ETHAN GROUP  
 THE FIBRE OPTIC SHOP  
 THE FRAME GROUP PTY LIMITED  
 THE GREEN & GREEN GROUP PTY LIMITED  
 THE HISER GROUP PTY LTD  
 THE LAPTOP COMPANY  
 THE OTOBAS GROUP PTY LTD  
 THE PERFORMANCE TECHNOLOGIES GROUP TY LTD  
 THETA TECHNOLOGIES PTY LTD  
 THREEEL PTY LTD  
 TIER-3 PTY LTD  
 TITAN CONSULTING SERVICES  
 TOLDARK PTY LTD  
 TOPS OFFICE & BUSINESS SYSTEMS PTY LTD  
 TOTAL CABLING SOLUTIONS WA PTY LTD  
 TOTAL LEARN PTY LTD  
 TOTAL RISC TECHNOLOGY PTY LTD  
 TOUCHPAPER AUSTRALASIA PTY LTD  
 TOUGH PTY LTD  
 TOWER SOFTWARE  
 TRANSACT CAPITAL COMMUNICATIONS PTY LTD  
 TRANS-MIT PTY LTD  
 TRILOGY CSI PTY LTD  
 TRILOGY INFORMATION SOLUTIONS (INTERNATIONAL) PTY LTD  
 TRI-STATE ELECTRICAL PTY LTD  
 TRUE NORTH CONSULTING PTY LTD  
 TURNAROUND SOLUTIONS PTY LTD  
 TURNKEY SYSTEMS PTY LTD  
 UNIFY SOLUTIONS PTY LTD  
 U-NIQ CONSULTING PTY LTD  
 UNIQUE IDEAS AUSTRALIA PTY LTD  
 UNIQUE WORLD PTY LTD  
 UPSONIC POWER PTY LTD  
 VALUE FOCUSED CONSULTING PTY LTD  
 VALUE SYSTEMS CONSULTING PTY LTD  
 VANTAGE SYSTEMS PTY LTD  
 VECTRA CORPORATION LTD  
 VISASYS PTY LTD  
 VISIONBYTES PTY LTD  
 VISOR PTY LTD  
 VISUAL ANALYSIS PTY LTD  
 VOICERECOGNITION.COM.AU PTY LTD  
 VOIP PTY LTD  
 VON CORPORATION PTY LTD  
 VORG DEVELOPMENTS PTY LTD

VOTAR PARTNERS PTY LTD  
 VTR CONSULTING PTY LTD  
 WALLIS & BRANDIS PTY. LTD.  
 WATTS COMMUNICATIONS PTY LTD  
 WEBMCQ PTY LTD  
 WEBTRAX PTY LTD  
 WHETSTONE SOLUTIONS PTY LTD  
 WILLIAMS ELECTRICAL SERVICE PTY LTD  
 WINMILL INFORMATION TECHNOLOGY PTY LTD  
 WYLKEN PTY LTD  
 XENON PTY LTD  
 XYCONYX PTY LTD  
 YACCA GOLD PTY LTD  
 ZALLCOM PTY LIMITED  
 ZERIDIAN PTY LTD  
 ZINTEL ENTERPRISE PTY LTD  
 ZOO COMMUNICATIONS PTY LTD  
 ZVENO PTY LTD

AMERICAN COMPUTER HOME WL  
 AMPEX DATA SYSTEMS CORPORATION  
 AMREIN ENGINEERING AG  
 AMS - GEMATRONIK GMBH  
 AMS OVERSEAS LTD  
 ANALYTICAL GRAPHICS INC  
 ANSOFT CORPORATION  
 ANSYS INC  
 ANTEON CORPORATION  
 APES SOLUTIONS  
 APPLICATIONS TECHNOLOGY INC  
 APPLIED IMAGE TECH  
 APPEK  
 APTITUNE CORPORATION  
 ARGONNE NATIONAL LABORATORY  
 ARMARI LTD  
 ARTICSOFT LTD  
 ARTWORK CONVERSION SOFTWARE INC  
 ASR DATA ACQUISITION & ANALYSIS  
 ASUMEN VENTRUE  
 ATLANTIS SCIENTIFIC INC  
 AUTOMETRIC, INC  
 AWARE INC  
 BAE SYSTEMS INTEGRATED DEFENSE  
 BAE SYSTEMS MISSION SOLUTIONS  
 BA-INSIGHT LLC  
 BALLARD TECHNOLOGY  
 BASIA E MACKENZIE  
 BATTELLE MEMORIAL INSTITUTE INC  
 BATTLEFRONT COM INC  
 BEARCOM SALES  
 BEECO INC  
 BENDIXEN CONSULTING  
 BEST BUY  
 BEST BUY 00004309  
 BIGTEC PRIVATE LTD  
 BITMOVER INC  
 BLUE MARBLE  
 LUE PHOENIX SOLUTIONS  
 BLUEPHOENIX SOLUTIONS UK LTD  
 BLUEPHOENIX SOLUTIONS, BV  
 BRITISH METEOROLOGICAL OFFICE, UK  
 C - PRODUCTS  
 C B T NUGGETS

## Foreign

1E  
 3566218 CANADA INC  
 ACCESSDATA CORP  
 ACQUISITION SERVICES CONSULTING  
 ACROAMATICS INC  
 ADDAMARK TECHNOLOGIES INC  
 ADMINTRACK  
 ADVANCED MICRO PERIPHERALS LTD  
 ADVANCED PROGRAMMING CONCEPTS INC  
 ADVANCED PROGRAMS, INC  
 ADVINNO TECHNOLOGIES PRIVATE LTD  
 AEGIS TECHNOLOGIES GROUP  
 AELITA SOFTWARE CORPORATION IRELAND  
 AELITA SOFTWARE CORPORATION UK  
 AEROTECH TELUB  
 AGILEDELTA INC.  
 AL ABBAS TRADING CO  
 ALENIA MARCONI LTD  
 ALLIED COMMUNICATIONS INC  
 ALLSUNPLUS INC  
 ALPHA DATA  
 ALTOVA GMBH  
 ALTOVA GMBH USA  
 AMERICAN ARIUM

CACI INC  
 CACI PRODUCTS CO  
 CADENCE DESIGN SYSTEMS (IRELAND)  
 CAE INC  
 CAMBER CORPORATION  
 CARIS  
 CARREKER CORPORATION  
 CARTENAV SOLUTIONS INC  
 CATALYZE LTD  
 CDW\*DIRECT  
 CENTURY DYNAMICS INC.  
 CEPHEID  
 CLEARSWIFT LTD  
 CLOCKWORK SOLUTIONS  
 CMR TECHNOLOGIES INC  
 COGNITEC SYSTEMS GMBH  
 COLE SOFTWARE LLC  
 COMPUMART  
 COMPUTER CORPORATION OF AMERICA UK  
 COMPUTER CORPORATION OF AMERICA USA  
 COMPUTER INTERNATIONAL  
 CONDUANT CORPORATION DBA BOULDER  
 CONSTRUX SOFTWARE  
 COPC  
 CORSAIR TECHNOLOGY INC  
 CRAY INC  
 CROSSWIND TECHNOLOGIES  
 CSC USA  
 CYBEREXTRUDER  
 CYBERNET SOFT SYS INC  
 CYBERRISK ASSOCIATED LTD  
 D E SYSTEMS LTD OTTAWA  
 DASH OPTIMIZATION LTD  
 DATA DYNAMICS USA  
 DATA RESCUE  
 DEFINIENS IMAGING GMBH  
 DELPHI ENGINEERING GROUP INC  
 DEMARC SECURITY INC  
 DEREK K EMPSON  
 DEUTSCHER WETTERDIENST  
 DIGIBUY  
 DIGITAL CONSULTING INSTITUTE  
 DIGITALNET GOVERNMENT SOLUTIONS  
 DKC\*DIGI KEY CORP  
 DNA SOFTWARE INC  
 DT MEDIA LTD  
 DYNETICS INC  
 EARTH DECISION SCIENCES  
 EIVA A/S  
 ELTA ELECTRONICS INDUSTRIES LT  
 EM SOFTWARE & SYSTEMS (SA) PTY LTD  
 EMBARCADERO EUROPE INC.  
 EMBARCADERO TECHNOLOGIES INC.  
 EMIRATES COMPUTERS CO  
 ENDEAVOR INFORMATION SYSTEMS INC  
 ENGENUITY TECHNOLOGIES INC  
 EOS INTERNATIONAL PTY LTD  
 ERIC SADLER  
 ESIM GAMES  
 EXCOSOF  
 FATWIRE CORPORATION  
 FCS SIMULATOR SYSTEMS B.V.  
 FIRST VIRTUAL COMMUNICATIONS  
 FLIGHT DECK RESOURCES  
 FLOMERICS LTD  
 FRETWELL-DOWNING INFORMATICS LTD UK  
 GALORATH AFFILIATES LTD  
 GAMMA REMOTE SENSING AG  
 GD CALIFORNIA INC  
 GENERAL DYNAMICS C4  
 GENERAL DYNAMICS C4 SYSTEMS  
 GENERAL DYNAMICS CANADA LTD  
 GENERAL DYNAMICS DECISION SYSTEMS  
 GENERAL DYNAMICS GOV SYS CORP  
 GEO-SLOPE INTERNATIONAL  
 GEOTEK LTD  
 GFORGE GROUP LLC  
 GLOBAL NETWORK SERVICES  
 GLOBECOMM SYSTEMS INC  
 GROUP 1 SOFTWARE ASIA PACIFIC  
 GUIDANCE SOFTWARE INC  
 HANDANGO SALES  
 HARRIS RF COMMUNICATIONS  
 HEALTH PROTECTION AGENCY  
 HEWLETT-PACKARD FIJI  
 HEWLETT-PACKARD USA  
 HUGIN EXPERT A/S  
 HVR CONSULTING SERVICES LTD

HYDROCABLE SYSTEMS LTD  
 HYDROSERVICE AS  
 HYDROSOFT INTERNATIONAL  
 IBM BELGIUM NV  
 ICAM TECHNOLOGIES CORPORATION  
 ILOG (S) PTE LTD  
 ILOG (S) PTY LTD  
 INCHCAPE SHIPPING SERVICES (DUBAI)  
 INCHCAPE SHIPPING SERVICES BAHRAIN  
 INCOGNITO SOFTWARE INC  
 INCOMING CALLS MANAGEMENT INSTITUTE  
 INDEL-DAVIS (S) PTE LTD  
 INDEPENDENT ELECTRONIC COMPONENTS  
 I-NET SOFTWARE  
 INFORM GMBH  
 INFORMATION SECURITY CORPORATION  
 INNOVALINK CORPORATION  
 INNOVARTIS LTD  
 INNOVATION DATA PROCESSING INC  
 INNOVATIVE COMPUTER ENGINEERING INC  
 INNOVATIVE INTERFACES  
 INSTANT TECHNOLOGIES  
 INSYS LTD  
 INTELLIGENT INTERFACES INC  
 INTERACTIVE VISUALIZATION SYSTEMS  
 CANADA  
 INTERACTIVE VISUALIZATION SYSTEMS USA  
 INTERFACING TECHNOLOGIES  
 INTERMAP TECHNOLOGIES  
 INTERNATIONAL AEROSPACE ASIA PTY LTD  
 IP UNWIRED INC.  
 IREA ATOMIC ENERGY  
 ISEE SYSTEMS  
 ISI RESEARCHSOFT  
 ITRES RESEARCH LTD  
 ITRONIX CORPORATION  
 IVS 3D  
 JETBRAINS  
 JUNGO LTD  
 KEPTOOL  
 KENNEDY CARTER LTD  
 KINEMATRICS INC.  
 KNOWLEDGE PLATFORM  
 KOCKUMS AB  
 KONTRON MBL E CMPUTNG INC  
 K-TEAM SA  
 KUGLER-WOMAKO GMBH  
 LARSON SOFTWARE TECHNOLOGY INC  
 LEAD TECHNOLOGIES INC  
 LITEMAX ELECTRONICS INC  
 LIVERMORE SOFTWARE TECHNOLOGY  
 LMS INEMATIONAL NV  
 LMS INTERNATIONAL  
 LOCKWOOD TECHNICAL SERVICE INC  
 LOEWEN AVIATION LTD.  
 LONDON NAMEPLATE MFG CO LTD  
 LUXCOM TECHNOLOGIES INC  
 M.C. DEAN, INC  
 MACDONALD DETTWILER AND ASSOCIATES  
 MACROVISION CORPORATION  
 MAINLINE NOTEBOOKS  
 MANPOWER SOFTWARE PLC  
 MAPS.COM  
 MARCONI MOBILE LTD  
 MARTEC LTD  
 MATRIX GAMES  
 MAX TECHNOLOGIES  
 MAXVISION  
 MEDICAL INFORMATICS ENGINEERING INC  
 MEMORYX NET  
 MERCURY COMPUTER SYSTEMS INC  
 METALOGIX  
 METAMATRIX LTD  
 METAVR INC.  
 METEOROLOGICAL OFFICE, UK  
 METROPOLITAN COOPERATIVE LIBRARY  
 MICRO ANALYSIS & DESIGN  
 MICRO-G SOLUTIONS  
 MICROSOFT USA  
 MICROSTRAIN, INC  
 MIND NV  
 MIRA GEOSCIENCE LTD  
 MOMENTUM DATA SYSTEMS  
 MULTISOURCE  
 MYIP LTD  
 MYKOTRONX  
 NAKED OBJECTS GROUP LTD  
 NEC BUSINESS SOLUTIONS NEW CALEDONIA

NETEGRITY ASIA PACIFIC PTY LTD*BLCO	PRISMTECH LTD
NETWORK & SECURITY TECHNOLOGIES	PROCLARITY INTERNATIONAL
NEWMAN & SPURR CONSULTANCY LTD	PROVANTAGE CORP
NEXOR	PT SAMAFITRO
NEXUS INTERNATIONAL SALES CORP	PX INSTRUMENT TECHNOLOGY
NORAN ENGINEERING INC	QUANTITIVE SOFTWARE MANAGMENT
NORTEL NETWORKS INC	R C SIMULATIONS
NORTHROP GRUMMAN CORPORATION	RADOS TECHNOLOGY OY
NORTHROP GRUMMAN DEFENSE MISSI	RADVIEW
NORTHROP GRUMMAN SPACE & MISSION	RADYNE COMSTREAM INC
NOVODYNAMICS INC	RAVEN RESEARCH LTD
NSCA TECHNOLOGY LLC	RAW MATERIALS GROUP
NUFERN	RCM2 LTD
OBJECTIVE INTERFACE SYSTEMS	REACTION DESIGN
OBJECTIVITY INC	RED RIVER ENGINEERING INC.
ONTAR CORPORATION	REGSOFT.COM
ONTOPIA	RELIASOFT CORPORATION
ORACLEWORLD US 2003	RENDERX INC
ORAPUB INCORPORATED	RESE APPLICATIONS SCHLAPFER
OVERSEAS PAYMENTS VENDOR	RESEARCH SYSTEMS INC
PACSYS LTD	RF SPACE INC
PALISADE CORPORATION	RICARDO SOFTWARE
PANAMETRICS	RISK DECISIONS LTD
PARAGON DECISION TECHNOLOGY B.V.	ROBBERT ASSOCIATES LTD
PARAMETRIC TECHNOLOGY CO-ORPERATION	ROBERT A SCHLESS & CO. INC
PARASOFT CORPORATION	ROCKLIFFE SYSTEMS
PAYNE CONSULTING GROUP INC	ROLANDS & ASSOCIATES CORPORATION
PC *PC CONNECTION	RPC TELECOMMUNICATIONS LTD
PDF TOOLS AG	RSICC
PEDESTAL SOFTWARE	SAGEM SA
PEN*KMI CORPORATION	SANDFIELD SYSTEMS LTD
PENTLAND SYSTEMS LTD	SANS INSTITUTE
PERFORCE SOFTWARE	SAVI TECHNOLOGY INC
PGP CORPORATE	SCANSOFT BELGIUM
PHOTOTELEESIS CORPORATION	SCIENCE WARES INC
PITCH KUNSKAPSUTVECKLING AB	SCIENTIFIC TOOLWORKS INC
PLATFORM COMPUTING CORP	SEASPACE CORPORATION
PLATFORM COMPUTING INC	SECURE DATA IN MOTION INC
POET SOFTWARE GMBH	SECURE PRINT SYSTEMS GMBH
POLITIE	SEMANTIC TS
POLITIE KLPD CONCERTADMINISTRATIE	SHARP ELECTRONICS (SINGAPORE)
POLYCOM HONG KONG LTD	SHAW PITMANN LLP
POWERWORLD CORPORATION	SIEBEL SYSTEMS INC
PRINTER PROPERTIES PRO	SIEMENS COMMUNICATIONS INTER'L

SILICON VILLAGE  
 SIRIUS SOFTWARE INC  
 SMITHS AEROSPACE LLC  
 SMITHS HEIMANN BIOMETRICS GMBH  
 SOCIETE INTERNATIONALE DE TELECOMMUNICATION AERONAUTIQUES USA  
 SOFTSTAR SYSTEMS  
 SOFTWARE & MANAGEMENT ASSOCIATES  
 SOFTWARE DISTRIBUTION & SERVICES  
 SOFTWARE METRICS INC  
 SOFTWARE QUALITY ENGINEERING  
 SONNET SOFTWARE INC  
 SOUND TECHNOLOGY  
 SOUTHWEST RESEARCH INSTITUTE  
 SPC SYSTEMS LTD  
 SQUARE BOX SYSTEMS LTD  
 STARNET COMMUNICATIONS  
 STASYS LTD  
 STATKONTORET  
 STRATADATA  
 STRATECH SYSTEMS LTD  
 STRATEGIC TEST SCANDINAVIA AB  
 STT ELEARNING PTY LTD  
 SUPPORT WIZARD INC  
 SWEDISH INSTITUTE OF COMPUTER SCIENCE AB  
 SYBARI SOFTWARE INC.,  
 SYMANTEC Singapore  
 SYMETRICS INDUSTRIES LLC  
 SYSTEM DEVELOPMENT INC  
 SYSTEM SUPPORT SOLUTIONS INC  
 SYSTEMS IN MOTION  
 SYSTEMWARE INC.  
 TACTICAL SOFTWARE LLC  
 TAVVE SOFTWARE CO.  
 TEAMSTUDIO JAPAN K.K.  
 TECH SOURCE INC  
 TECHNOLOGY MANAGEMENT ASSOCIATES  
 TECHNOLOGY TRAINING CORPORATION  
 TECOLOTE RESEARCH INC  
 TEKTRON MICRO ELECTRONICS INC  
 TELTONE CORPORATION  
 TERREX TERRAIN EXPERTS INC  
 TGS INC  
 THALES COMMUNICATIONS  
 THALES NEDERLAND BV  
 THALES NORWAY A/S  
 THE UNITED KINGDOM HYDROGRAPHIC  
 THINQ LEARNING SOLUTIONS  
 THOMSON FINANCIAL PUBLISHING  
 TIBCO  
 TITAN CORPORATION  
 TITAN LINKABIT  
 TITUS INTERNATIONAL INC  
 TRANSCENDER LLC  
 TRANSFINITE SYSTEMS LTD  
 TRANSITIVE LTD  
 TRIDENT SYSTEMS INC  
 TRIMBLE NAVIGATION LTD  
 TRITON ELICS INTERNATIONAL INC  
 TROLLTECH AS  
 TTI TACTICAL TECHNOLOGIES INC  
 ULTRA ELECTRONICS SONAR AND  
 UNITED STATES DEPT OF THE AIR  
 UNIVERSAL POWER SYSTEMS INC  
 UNIVERSAL SYNAPTICS CORPORATIO  
 UNIVERSAL SYSTEMS LTD  
 UNIVERSITY OF MASSACHUSETTS LOWELL CENTRE - ATMOS  
 UNIVERSITY OF WISCONSIN-MADISON  
 US SUPPLIER NEW YORK - UNNAMED  
 USERS SIDE 2  
 VAREC (ENDRESS & HAUSER)  
 VECTOR COMMAND LTD  
 VENTURCOM INC  
 VERINT SYSTEMS LTD  
 VERITAS SOFTWARE - SINGAPORE  
 VIRTUAL TECHNOLOGY CORPORATION  
 VISUAL SOLUTIONS INC  
 VISUALL INC.  
 VIZUALL INC  
 VSOURCE BVI LTD  
 W R DAVIS ENGINEERING LTD  
 WEBCT  
 WINGRA TECHNOLOGIES, LLC  
 WISE SOLUTIONS INC  
 XS INTERNATIONAL INC.  
 XTRAS.NET  
 X-WAYS SOFTWARE TECHNOLOGY

XYVISION INC  
ZETA ASSOCIATES INC  
ZTI COMPUTING & TELECOM

## Government

ARNET PTY LTD  
ACCESS AUSTRALIA CMC PTY LTD  
ADMINISTRATION OF NORFOLK ISLAND  
ADMINISTRATIVE APPEALS TRIBUNAL  
ADVANCED MESSAGING TECHNOLOGIES  
AIRSERVICES AUSTRALIA  
ATTORNEY-GENERALS DEPARTMENT  
AUSTRALIA  
AUSTRALIAN ANTARCTIC DIVISION  
AUSTRALIAN CRIME COMMISSION  
AUSTRALIAN DEFENCE FORCE ACADEMY  
AUSTRALIAN FEDERAL POLICE  
AUSTRALIAN GOVERNMENT SOLICITOR  
AUSTRALIAN SECURITY INTELLIGENCE ORGANISATION  
AUSTRALIAN TAXATION OFFICE  
BUREAU OF METEOROLOGY  
CENTRELINK  
CHARLES DARWIN UNIVERSITY  
CITEC  
COMMONWEALTH SCIENTIFIC AND INDUSTRIAL RESEARCH ORGANISATION  
CRIMTRAC  
DEFENCE COMPUTING BUREAU  
DEFENCE MATERIAL ORGANISATION  
DEFENCE SCIENCE & TECHNOLOGY ORGANISATION  
DEFENCE SIGNALS DIRECTORATE  
DEPARTMENT OF FAMILY AND COMMUNITY SERVICES  
DEPARTMENT OF PREMIER AND CABINET - TAS  
DEPARTMENT OF AGRICULTURE, FISHERIES AND FORESTRY  
DEPARTMENT OF COMMUNICATIONS, INFORMATION TECHNOLOGY AND THE ARTS  
DEPARTMENT OF DEFENCE  
DEPARTMENT OF EDUCATION, SCIENCE AND TRAINING  
DEPARTMENT OF EMPLOYMENT AND WORKPLACE RELATIONS  
DEPARTMENT OF FAMILY AND COMMUNITY SERVICES

DEPARTMENT OF FINANCE AND ADMINISTRATION  
DEPARTMENT OF FOREIGN AFFAIRS AND TRADE  
DEPARTMENT OF HEALTH AND AGEING  
DEPARTMENT OF HEALTH AND COMMUNITY SERVICES  
DEPARTMENT OF HEALTH AND HUMAN SERVICES  
DEPARTMENT OF IMMIGRATION AND MULTICULTURAL AND INDIGENEOUS AFFAIRS  
DEPARTMENT OF INDUSTRY, TOURISM AND RESOURCES  
DEPARTMENT OF LAND ADMINISTRATION  
DEPARTMENT OF PARLIAMENTARY SERVICES  
DEPARTMENT OF PREMIER & CABINET  
DEPARTMENT OF PRIMARY INDUSTRIES AND FISHERIES  
DEPARTMENT OF THE ENVIRONMENT AND HERITAGE  
DEPARTMENT OF THE PARLIAMENTARY REPORTING STAFF  
DEPARTMENT OF THE PRIME MINISTER AND CABINET  
DEPARTMENT OF THE TREASURY  
DEPARTMENT OF TRANSPORT AND REGIONAL SERVICES  
DEPARTMENT OF TREASURY  
EAST GIPPSLAND INSTITUTE OF TAFE  
EDITH COWAN UNIVERSITY  
FEDERAL COURT OF AUSTRALIA  
GEOSCIENCE AUSTRALIA  
MEDICARE AUSTRALIA  
MIGRATION REVIEW TRIBUNAL  
MONASH UNIVERSITY  
MUSEUM OF VICTORIA  
NATIONAL LIBRARY OF AUSTRALIA  
NSW DEPARTMENT OF COMMERCE  
NSW POLICE  
OFFICE OF THE BOARD OF STUDIES (NSW)  
POWERHOUSE MUSEUM  
QLD UNIVERSITY OF TECHNOLOGY  
REFUGEE REVIEW TRIBUNAL  
RIVERINA COMMUNITY COLLEGE  
ROYAL MELBOURNE INSTITUTE OF TECHNOLOGY  
SOUTHERN CROSS UNIVERSITY  
THE FLINDERS UNIVERSITY OF SOUTH AUSTRALIA

THE UNIVERSITY OF ADELAIDE  
 THE UNIVERSITY OF NEW SOUTH WALES  
 THE UNIVERSITY OF QUEENSLAND  
 THE UNIVERSITY OF SYDNEY  
 UNIVERSITY OF ADELAIDE  
 UNIVERSITY OF BALLARAT  
 UNIVERSITY OF MELBOURNE  
 UNIVERSITY OF NEW SOUTH WALES  
 UNIVERSITY OF QUEENSLAND  
 UNIVERSITY OF SOUTH AUSTRALIA  
 UNIVERSITY OF SYDNEY  
 UNIVERSITY OF TASMANIA  
 UNIVERSITY OF WESTERN AUSTRALIA  
 UNIVERSITY OF WOLLONGONG

## ANZ SME – non ESA

1 ON 1 PERSONAL COMPUTER TRAINING  
 3CS ASIAPACIFIC  
 4SIGHT PTY LTD  
 5 SEAS PTY LTD  
 A & R COMPUTER SERVICES PTY LTD  
 A & T COMPUTERS  
 A E HUDSON PTY LTD  
 A I SCIENTIFIC  
 A Z COMPUTER SERVICES PTY LTD  
 A. P. LIHOSSIER & ASSOCIATES PTY. LTD.  
 A.A. RADIO SERVICES PTY. LTD.  
 A.J.F. ELECTRICAL DISTRIBUTORS PTY LTD  
 A.P.S. PLASTICS PTY LTD  
 A.V. PRO-AUDIO VISUAL PTY LTD  
 AAA TEAM PTY LTD  
 AAB EQUIPMENT PTY LTD  
 AB&T SYSTEMS  
 ABACUS CALCULATORS PTY LTD  
 ABACUS RENT IT PTY LTD  
 ABILITY  
 ABLE BUSINESS MACHINES  
 ABLED DISABLED  
 ABLEOWL EXCEL SPECIALISTS  
 ABM TECHNOLOGIES AUSTRALIA PTY LTD  
 ABS TRUST  
 ABSALOM SYSTEMS AUSTRALIA PTY LTD  
 ABSOLUTE AUDIO VISUAL

ABSOLUTE TRAINING PROFESSIONALS PTY LTD  
 ABUZZ TECHNOLOGIES PTY LTD  
 ACA PACIFIC PTY LTD  
 ACACIA RESEARCH PTY LTD  
 ACADEMY OF INTERACTIVE ENTERTAINMENT LTD  
 ACCENT COMMUNICATIONS  
 ACCENT OFFICE SOLUTIONS  
 ACCESS DATACOM  
 ACCESS TESTING CENTRE  
 ACCRA CORPORATION  
 ACE BUSINESS PRODUCTS  
 ACIS PTY LTD  
 ACL SYSTEMS AUSTRALIA PTY LTD  
 ACORN TRAINING SERVICES PTY LTD  
 ACOUSTIC DIRECTIONS PTY LTD  
 ACOUSTIC TECHNOLOGIES PTY LTD  
 ACS TELECOMM  
 ACT ESSENTIAL BUSINESS  
 ACT TELEPHONES  
 ACT TODAY  
 ACTION AV PTY LTD  
 ACTION COPIERS  
 ACTION OFFICE MACHINES  
 ACTIVE IDEAS PTY LTD  
 ACTNOW ACCOUNTING PTY LTD  
 ACTTECH PTY LTD  
 ACUMEN CONTRACTING PTY LTD  
 ADA CAD PARTNERS PTY. LTD.  
 ADAPTA BUSINESS PRODUCTS  
 ADDSOFT PTY LTD  
 ADECS COMPUTERS PTY LTD  
 ADELAIDE BINDING & BUSINESS EQUIPMENT  
 ADELAIDE ON-LINE COMPUTERS  
 ADELAIDE RECHARGE  
 ADELONG COMPUTERS  
 ADEPT ELECTRONIC SOLUTIONS PTY LTD  
 ADIMEX PTY LTD  
 ADL INDUSTRIES  
 ADMINISTRATIVE AID PTY LTD  
 ADMORE PTY LTD  
 ADNET TECHNOLOGY AUSTRALIA PTY LTD  
 ADVA TEL  
 ADVANCE SOFTWARE GROUP

ADVANCE SUPPLIER PTY LTD  
 ADVANCED AUDIO  
 ADVANCED AUDIO VISUALS (AUST.) PTY LTD  
 ADVANCED CAM PTY LTD  
 ADVANCED COMMUNICATIONS AUSTRALIA PTY LIMITED  
 ADVANCED COMMUNICATIONS SYSTEMS PTY LIMITED  
 ADVANCED COMPONENT DISTRIBUTORS PTY  
 ADVANCED ELECTRICAL EQUIPMENT PTY  
 ADVANCED INSTRUMENTATION PTY LTD  
 ADVANCED MGT TECHNOLOGY SOFTWARE  
 ADVANCED OFFICE MACHINES  
 ADVANCED RECORDS MANAGEMENT  
 ADVANCED SYSTEMS PTY LTD  
 ADVANCED TECHNOLOGY PRODUCTS  
 ADVANCED USER SYSTEMS PTY LTD  
 ADVANCED VIDEO INTEGRATION PTY LTD  
 ADVANCED VISUAL DESIGN  
 AEC SYSTEMS PTY. LTD.  
 AERO & MILITARY PRODUCTS PTY LTD  
 AERONAUT INDUSTRIES PTY LTD  
 AEROSPACE & DEFENCE PRODUCTS  
 AEROSTRUCTURES TECHNOLOGIES PTY LTD  
 AGIMA COMPUTING PTY LTD  
 AGN COMPUTER TECHNOLOGY  
 AGREON PTY LTD  
 AHRENS ENGINEERING PTY LTD  
 AIM DIGITAL IMAGING  
 AIMS INDEPENDENT COMPUTER PROF  
 AIMTEC PTY LTD  
 AIPC BUSINESS CONSULTING GROUP  
 AIRLECT CONTRACTING SERVICES  
 AIRPORT DATA & ELCTRICAL PTY LTD  
 AISH DATA & DESIGN PTY LTD  
 ALANTICX TECHNOLOGIES PTY LTD  
 ALBERTNO NUNO TEIXEIRA  
 ALBURY COMPUTERS  
 ALBURY LAMPS & TUBES  
 ALCEDO SYSTEM ENGINEERING PTY LTD  
 ALFA-TEK AUSTRALIA  
 ALFATRON PTY LTD  
 ALIENWARE CORPORATION  
 ALL A.V. PTY LIMITED  
 ALL INTERACTIVE  
 ALLCOM NETWORKS PTY LTD  
 ALLEN STENHOUSE  
 ALLIANCE EQUIPMENT FINANCE PTY LTD  
 ALLIANCE RECRUITING  
 ALLIANCE SI  
 ALLIED COMMUNICATION SYSTEMS  
 ALLIED TELESYN INTERNATIONAL (AUST.) PTY LIMITED  
 ALLPHONES PTY LTD  
 ALLSECURE-IT  
 ALMOS SYSTEMS PTY LTD  
 ALPHA COMPUTER (AUST.) PTY. LTD.  
 ALPHA CONSULTANTS  
 ALPHABET OFFICE SUPPLIES & SERVICE  
 ALTASYS SOFTWARE PTY LTD  
 ALTECH COMPUTERS  
 ALTERED STATED LTD  
 ALTIRIS AUSTRALIA PTY LTD  
 AMALGEN TECHNOLOGIES PTY LTD  
 AMEYA COMPUTERS PTY. LTD.  
 AMI SALES  
 AMLINK TECHNOLOGIES PTY LTD  
 AMPL SOFTWARE PTY LTD  
 AMRISTAR SOLUTIONS PTY LTD  
 AMT SOFTWARE  
 AMTEX ELECTRONICS PTY LTD  
 AMTRONICS  
 ANADEX PTY LTD  
 ANALYSER SALES PTY LTD  
 ANALYSIS & TECHNOLOGY AUST PTY LTD  
 ANALYTICA INTERNATIONAL PTY LTD  
 ANDERSON CORPORATION PTY LTD  
 ANDREW CORPORATION (AUSTRALIA) PTY LTD  
 ANDREW LEE-KOO  
 ANDREWS COMPUTER CABLING  
 A-NET CABLING SYSTEMS  
 ANGEL TRAIN PTY LTD  
 ANGLES & ANGELS PTY LTD  
 ANITCOM  
 ANITECH PTY LTD  
 ANNEXUS PTY LTD  
 ANRITSU PTY LTD  
 ANSELINES HOME APPLIANCE  
 ANTARES CORPORATION PTY LTD

ANTE MARETIC  
 ANTHONY CAMERON  
 ANTHONY S BAYLISS  
 ANY BOOKS  
 APC TECHNOLOGY PTY LTD  
 APEC COMPUTERS  
 APJ COMMUNICATIONS PTY LTD  
 APOZEMA PTY LTD  
 APPLAUD IT PTY LTD  
 APPLECENTRE ADELAIDE  
 APPLECENTRE CAIRNS  
 APPLECENTRE CANBERRA CITY  
 APPLECENTRE MAC 1  
 APPLECENTRE MOONEE PONDS  
 APPLECENTRE NEXT BYTE  
 APPLICATION DEVELOPMENT SUPPORT SERVICES PTY LTD  
 APPLICON AUSTRALIA PTY LTD  
 APPLIED SATELLITE TECHNOLOGY  
 APRISMA MANAGEMENT TECHNOLOGIES  
 AQKNOWLEDGE SYSTEMS PTY LTD  
 QUITAINE CONSULTING  
 ARC COMPUTERS  
 ARCHITECTUS BRISBANE PTY LTD  
 ARDEN PTY LTD  
 ARDENT OFFICE EQUIPMENT PTY LTD  
 RGENT TECHNO-RACKING PTY LTD  
 ARIES AUSTRALIA  
 ARK GROUP AUSTRALIA PTY LTD  
 ARRB TRANSPORT RESEARCH LTD  
 ARROW COMPUTERS  
 ART DIRECTION CREATIVE PTY LTD  
 ARTDEC PTY LTD  
 ARTREF  
 ASCHERB COMPUTING PTY LTD  
 ASCOM NIRA PTY LTD  
 ASD TECHNOLOGY  
 ASG SOFTWARE SOLUTIONS  
 ASIA-PACIFIC APPLIED SCIENCE ASSOCIATES  
 ASIASTAR CONFERENCES PTY LTD  
 ASIS PTY LTD  
 ASNET AUSTRALIA PTY LTD  
 ASP MICROCOMPUTERS  
 ASPREY DI DONATO DESIGN PTY LTD  
 ASSET CAPITAL  
 ASSET CAPITAL RENTALS PTY LIMITED  
 ASSET MANAGEMENT SYSTEMS PTY LTD  
 ASSOCIATION & COMMUNICATION EVENTS  
 ASSURED NETWORK SOLUTIONS  
 AST AUSTRALIA PTY LTD  
 ATC IT SUPPLIES  
 ATC TRAINING AUSTRALASIA PTY LTD  
 ATD CANBERRA PTY LTD  
 ATD TECHNOLOGIES PTY LTD  
 ATECH COMPUTERS  
 ATI-MIRAGE PTY LTD  
 ATLAB IMAGE & SOUND TECHNOLOGY  
 ATLANTEK MICROSYSTEMS PTY LTD  
 ATLAS BUSINESS SERVICES PTY LTD  
 ATRAD  
 AUDIO SOLUTIONS  
 AUDIO SOLUTIONS SIGHT & SOUND  
 AUDIO TECHNOLOGY (N.T.) PTY LIMITED  
 AUDIO TELEX COMMUNICATIONS PTY LTD  
 AUDIO VISUAL DIRECT (VIC) PTY LTD  
 AUDIO VISUAL IMAGENATION PTY LTD  
 AUDIT & ASSURANCE CONSULTING SERVICES  
 AUS PC-MARKET PTY LTD  
 AUSBUS CONSULTING PTY LTD  
 AUSLANG INTERNATIONAL PTY LTD  
 AUSLEC  
 AUSPAC COMPUTERS PTY LTD  
 AUSSIE I.T.  
 AUSTAN RENTALS  
 AUSTASIA COMPUTER ENGINEERING PTY LTD  
 AUSTEK COMMUNICATIONS PTY LTD  
 AUSTEKNIS PTY LTD  
 AUSTRALASIA-ECONOMICS PTY LTD  
 AUSTRALASIAN CONSTRUCTIONS  
 AUSTRALIA SURVEY RESEARCH GROUP PTY LTD  
 AUSTRALIAN AEROSPACE LIMITED  
 AUSTRALIAN COMPUTER CLEARANCE  
 AUSTRALIAN COMPUTER SOCIETY INCORPORATED  
 AUSTRALIAN COMPUTER TRADERS PT  
 AUSTRALIAN CORPORATE TECHNOLOGY  
 AUSTRALIAN DATA CABLE SYSTEMS  
 AUSTRALIAN FIBRE WORKS

AUSTRALIAN GRAPHIC SERVICING PTY  
 AUSTRALIAN INFORMATION TECHNOLOGY SUPPLIES  
 AUSTRALIAN MICROFILM SERVICES  
 AUSTRALIAN ORACLE USER GROUP  
 AUSTRALIAN SATELLITE SERVICES  
 AUSTRALIAN SECURITY TECHNOLOGY  
 AUSTRALIAN SIMULATION  
 AUSTRALIAN SPECIAL INFORMATION SYSTEMS PTY LTD  
 AUSTRALIAN SUBMARINE CORP  
 AUSTRALIAN SYSTEMS ENGINEERING PTY. LTD.  
 AUSTRALIAN TARGET SYSTEMS PTY LTD  
 AUSTRALIAN TECHNOLOGY INFORMATION PTY LIMITED  
 AUSTRALIAN TEL-TEC PTY LTD  
 AUSTRALIAN TONER CARTRIDGE CO  
 AUSTRALIAN TRADE DEVELOPMENT  
 AUSTRALIANET IT PTY LTD  
 AUTOMATION SYSTEMS PTY LTD  
 AUTOTECH COMPUTING PTY LTD  
 AV CENTRAL  
 AV DESIGN CUSTOM PTY LTD  
 AV EXPERTISE PTY LTD  
 AV MEDIA SYSTEMS  
 AV SOLUTIONS  
 AVALANCHE TECHNOLOGY GROUP PTY LTD  
 AVALON AIRPORT AUSTRALIA PTY LTD  
 AVANTEC PTY LTD  
 AVCT PTY LTD  
 AVE INTEGRATION PTY LTD  
 AVID AUSTRALIA  
 AVNET COMPUTER MARKETING  
 AVOTUS AUSTRALIA PTY LIMITED  
 AVPRO  
 AWARD ONE TECHNOLOGY PTY LTD  
 AWAY VOICE & DATA  
 AWB COMMSDESIGN  
 AXIENT PTY LTD  
 AXION AUSTRALIA PTY LTD  
 AXON SOFTWARE PTY LTD  
 AYERS MANAGEMENT PTY LTD  
 AYLIN  
 AYR DATA SYSTEMS PTY LTD  
 AZTEC NETWORKING SOLUTIONS  
 BAC AUSTRALIAN SYSTEMS PTY LTD  
 BACKPLANE SYSTEMS TECHNOLOGY PTY LTD  
 BALANCED ERGONOMICS  
 BALTRONICS PTY LTD  
 BANKSIA SOFTWARE PTY LTD  
 BARATH CONSULTANCY PTY  
 BARCODE DIRECT PTY LTD  
 BARCODE PRODUCTS PTY LTD  
 BARCODE SOLUTIONS PTY LIMITED  
 BARCODING & DATA COLLECTION SYSTEMS PTY. LIMITED  
 BARE AUSTRALIA PTY LTD  
 BARKING DOG IT SOLUTIONS PTY LTD  
 BARKING SPIDER PTY LTD  
 BARRETT COMMUNICATIONS PTY LTD  
 BARWON COMPUTER SOLUTIONS PTY LTD  
 BAX IT SERVICES PTY LTD  
 BEAR COMMUNICATIONS AUSTRALIA LTD  
 BEECOM TECHNOLOGIES PTY LTD  
 BELL COMPUTER SYSTEMS  
 BELLA IT & MANAGEMENT CONSULTING  
 BELLALA PTY LTD  
 BELLINGER INSTRUMENTS PTY LTD  
 BEMAC SECURITY PTY LTD  
 BENASH MAINTENANCE SERVICES  
 BENTLEY SYSTEMS PTY LTD  
 BERDAT PTY LTD  
 BEST DEAL 4 U COMPTR  
 BETTA ELECTRICAL  
 BETTER BUILD CONSTRUCTIONS PTY LTD  
 BEYOND COMMUNICATIONS PTY LTD  
 BEYOND COMPUTERS AUST PTY LTD  
 BEYOND IT PTY LTD  
 BFL FINANCE PTY LTD  
 BHO IT CONSULTING PTY LTD  
 BIG BRIDGE PTY LTD  
 BILL ROSS & ASSOCIATES PTY LTD  
 BINARY LOGIC PTY LTD  
 BING LEE ELECTRICS PTY LTD  
 BIOMASH EQUIPMENT LTD  
 BIOSTRATA PTY  
 BIRDON MARINE PTY LTD  
 BIT SYSTEMS PTY LTD  
 BITS N PCS

BITS PTY LTD  
BITWORX PTY LTD  
BIZ-LYNX TECHNOLOGY  
BIZTECH  
BJ & JLW ENTERPRISES PTY LTD  
BLACKBAUD PACIFIC PTY LTD  
BLAKE DAWSON WALDRON  
BLAZE BUSINESS SOFTWARE PTY LTD  
BLOCK SOFTWARE PTY LTD  
BLUE CONNECTIONS PTY. LTD.  
BLUE SKY INDUSTRIES PTY LTD  
BLUE TECH PTY LTD  
BLUECHIP INFOTECH  
BLUEFIRE CORPORATION  
BLUELINE SOFTWARE PTY LTD  
BLUEPOINT DEVELOPMENT PTY LTD  
BLUEWATER SYSTEMS PTY LTD  
BLUPEN SOLUTIONS PTY LTD  
BNR SERVICES  
BOHEMIA INTERACTIVE AUSTRALIA PTY LTD  
BONNIE C Y CHAN  
BOOMERANG MATRIX  
BOOMERANG TCR PTY LTD  
BOOST COMPUTERS  
BOQ EQUIPMENT FINANCE LTD  
BORDER WHOLESALE STATIONERY PTY. LTD.  
BORNAS, WILLIAM  
BOSE PTY LTD  
BOSTON TECHNOLOGY PTY LTD  
BOTTOM UP MANAGEMENT SYSTEMS  
BOWRUSH PTY LTD  
BOYDS BETTA ELECTRICAL  
BPS AUSTRALIA  
BRAD MACNEVIN  
BRADDON COMPUTING  
BRAEMAC (S.A.) PTY. LIMITED  
BRAEMAC PTY LTD  
BRAETEC PTY LTD  
BRAINWAAVE INTERACTIVE PTY LTD  
BRAVO SYSTEMS SERVICES PTY LTD  
BRE AVCENTRAL  
BRIAN F BAILEY  
BRIAN HART  
BRIDGE POINT COMMUNICATIONS PTY LTD  
BRIDGE2THINK AG  
BRIGHTPOINT AUSTRALIA PTY LTD  
BRIO SOFTWARE PTY LTD  
BRISBANE CITY CARTRIDGES  
BRITISH TELECOM AUSTRALASIA  
BROOME OFFICE SUPPLIES & SERVICES  
BROWNING, JOCELYN LOUISE  
BRUEL & KJAER AUSTRALIA PTY LTD  
BRUKER DALTONICS PTY LTD  
B-SEC PTY LTD  
BTEC COMMUNICATIONS PTY LTD  
BTELL  
BUCHHORN, MARKUS  
BURYTECH PTY LTD  
BUSHCOMM PTY LTD  
BUSINESS INFORMATION SYSTEMS PTY LTD  
BUSINESS MACHINES SPECIALISTS  
BUSINESS TECHNOLOGIES (TAS) PTY LTD  
BUYQUICK COM LTD  
BUZZBYTE  
BWG COMPUTING PTY LTD  
BYTE&SEE  
BYTESET REPROGRAPHICS  
C & C CASES  
C & G CONSULTANCY PTY LTD  
C J GROSE & COMPANY PTY LTD  
C J OFFICE CHOICE  
C M G AUSTRALIA LTD  
C.B.T.S. (AUSTRALIA) PTY. LIMITED  
C.V. CLARKE  
C1 CONSULTING PTY LTD  
CABLE LAYERS COMMUNICATIONS  
CADCENTRE ASIA PACIFIC PTY LTD  
CADGROUP AUSTRALIA PTY. LIMITED  
CADVANTAGE  
CAIRNS BATTERY FACTORY  
CAIRNS ELECTRONICS  
CAIRNS EXCEL ELECTRICS PTY LTD  
CALCULATOR & ORGANISER KING  
CALL PROCESSING SYSTEMS PTY. LTD.  
CALVERT TECHNOLOGIES  
CALYTRIX TECHNOLOGIES PTY LTD  
CAMCOM INTERNATIONAL PTY LTD  
CAMERA ACTION CAMERA HOUSE

CAMERA CITY  
 CAMERA CLINIC COLLINGWOOD  
 CAMERA HOUSE  
 CAMERA HOUSE PARRAMATTA  
 CAMERALAND WA PTY LTD  
 CAMPBELL SCIENTIFIC AUSTRALIA PTY LTD  
 CANBERRA ALARMS PTY LTD  
 CANBERRA MAILING & ENVELOPES  
 CANBERRA WHOLESALE COMPUTERS PTY LIMITED  
 CANBERRANET IT  
 CAN-DO AUSTRALIA PTY LTD  
 CANON OFFICE MACHINES (TAMWORTH)  
 CAPABILITY BY DESIGN PTY LTD  
 CAPACITY REPORTING SERVICES PTY LTD  
 CAPITAL EASY FINANCE & LEASING  
 CAPITAL FINANCE AUSTRALIA LIMITED  
 CAPITAL OFFICE SUPPLIES  
 CAPITAL RENT PTY LTD  
 CAPITAL SECURITY SOLUTIONS  
 CAPTELL DEVELOPMENTS PTY LTD  
 CARD BASE  
 CARDGATE.NET PTY LTD  
 CAREER SOLUTIONS  
 CAREERS MULTILIST LTD  
 CARR COMPUTER CONSULTING  
 CARRARD SOLUTIONS  
 CARTRIDGE WORLD BENDIGO  
 CARTRIDGE WORLD FRANKSTON  
 CARTRIDGE WORLD PENRITH  
 CARTRONICS  
 CASH FOCUS PTY LTD  
 ASITECH ADVANCED SOLUTIONS  
 CASTLE IT PTY LTD  
 CBD BUSINESS SYSTEMS PTY LTD  
 CBDKM PTY LTD  
 CC2GO.NET  
 CCH BUSINESS SERVICES  
 CDM AUSTRALIA PTY LTD  
 CDT TECHNOLOGY PTY LTD  
 CEA TECHNOLOGIES PTY LIMITED  
 CEL LINK COMMUNICATIONS  
 CELLHIRE PTY LTD  
 CELLNET COMMUNICATIONS GROUP LTD  
 CELLNET GROUP LIMITED  
 CENTAMAN SYSTEMS  
 CENTRAL BUSINESS EQUIPMENT  
 CENTRE COM HAWTHORN PTY LTD  
 CENTRE COM SUNSHINE PTY LTD  
 CENTRE FOR OPEN SYSTEMS PTY LTD  
 CENTRE.COM.AU PTY LTD  
 CENTURY SOFTWARE PTY LTD  
 CHANDLERS DARWIN  
 CHANDLERS INDOOROOPILLY  
 CHANGE DRIVERS PTY LTD  
 CHANNEL WORX PTY LTD  
 CHARISMATEK  
 CHEMISTRY CENTRE WA  
 CHHABBRA COMPUTER CONSULTANCY PTY  
 CHK GRIDSENSE PTY LTD  
 CHRIS LE ROY CONSULTING PTY LTD  
 CHRISTMAS ISLAND INTERNET  
 CI TECHNOLOGIES PTY LTD  
 CIC SECURE PTY LTD  
 CIEFFE (AUSTRALIA) PTY LTD  
 CIRCADIAN SOLUTIONS PTY LTD  
 CIRCUIT CENTRAL  
 CIRRUS REAL TIME PROCESSING SYSTEMS  
 CIT SOLUTIONS PTY LIMITED  
 CITADEL SECURIX PTY LTD  
 CITICOMP COMPUTER SYSTEMS PTY LTD  
 CITITEC SYSTEMS  
 CITR ASIA PACIFIC PTY LTD  
 CITR PTY LTD  
 CITY NOTEBOOK CENTRE  
 CITYWIDE BUSINESS MACHINES P/LTD  
 CIVICA PTY LTD  
 CLARINOX TECHNOLOGIES  
 CLARITY VISUAL INTELLIGENCE  
 CLARKE & SEVERN ELECTRONICS  
 CLARUS DESIGN PTY LTD  
 CLASS TECHNOLOGY PTY LTD  
 CLASS TRAINING  
 CLEARSWIFT (ASIA/PACIFIC) PTY LIMITED  
 CLEARTECH TRADING PTY LTD  
 CLEARZ PTY LTD  
 CLEF RETRAVISION  
 CLEVER PEOPLE IN COMPUTERS (CPIC)

CLICK CRAFT PTY LTD  
 CLICK-N-LEARN PTY LTD  
 CLICKSTART COMPUTER TRAINING  
 CLIENTWISE PTY LTD  
 CLIVE PEETERS ELECTRICAL  
 CLMS NATIONAL PTY LTD  
 CM TELUS PTY LTD  
 C-MAP AUSTRALIA PTY LTD  
 COASTAL PHONES & DATA PTY LTD  
 CODE & DATA  
 CODY CORPORATION  
 COEFFICIENCY PTY LTD  
 COGNITUS PTY LTD  
 COLEMANS OFFICE TECHNOLOGY  
 COLIN COPE  
 COM CONNEXIONS  
 COMBYTE TECHNOLOGIES  
 COMCORP COMPUTERS PTY LTD  
 COMDATE PTY LTD  
 COMMAND INTEGRATE NETWORK  
 COMMAND SOFTWARE AUST PTY LTD  
 COMMAND SOFTWARE PTY LTD  
 COMMAND SOFTWARE SYSTEMS  
 COMMETRICS PTY LTD  
 COMMSFORCE PTY LTD  
 COMMUNICATIONS TASMANIA  
 COMMUNIQUE CORPORATE  
 COMMVault SYSTEMS (AUSTRALIA) PTY LTD  
 COMPACT SOFTWARE & SYSTEMS PTY LTD  
 COMPLETE LOGISTICS SOLUTIONS  
 COMPLEXIA PTY LTD  
 COMPONENT SOURCE  
 COMPUTATIONAL MECHANICS AUS PTY LTD  
 COMPUTER ALLIANCE  
 COMPUTER CABLING SERVICES  
 COMPUTER CONTRACTING SERVICES PTY LTD  
 COMPUTER CORP PTY LTD  
 COMPUTER CYBERSHOP  
 COMPUTER DENCITY  
 COMPUTER GALLERY PTY LTD  
 COMPUTER INFO  
 COMPUTER MERCHANTS PTY LTD  
 COMPUTER PLUS INTEGRATIONS PTY LTD  
 COMPUTER POWER GROUP PTY LTD  
 COMPUTER SALES NT  
 COMPUTER SUPPLIES PROFESSIONALS  
 COMPUTER SUPPORT SYSTEMS PTY LTD  
 COMPUTER SYSTEMS PROG PTY  
 COMPUTER TRANSITION SYSTEMS  
 COMPUTER VOICE TECHNOLOGY  
 COMPUTER WORLD VICTORIA PTY LTD  
 COMPUTERISED ACCOUNTING SYSTEMS  
 COMPUTERLAND HOBART  
 COMPUTERPLUS INTEGRATIONS PTY LTD  
 COMPUTERS & PARTS LAND LTD  
 COMPUTERS & TECHNOLOGY PLUS  
 COMPUTERS NOW PTY LTD  
 COMPUTRONICS CORPORATION LTD  
 COMPUZONE  
 COMSERVICE PTY LTD  
 COMSTRA PTY LTD  
 COMSYST  
 COMVISION PTY LTD  
 COMWARE PTY LTD  
 CONCENTRIC ASIA PACIFIC PTY. LIMITED  
 CONCEPT AUDIO VIDEO  
 CONCEPT AUDIO VISUAL  
 CONCEPT TRAINING INSTITUTE PTY LTD  
 CONCORDE COMPUTERS PTY LTD  
 CONCURRENT COMPUTER CORPORATION  
 CONDITION MONITORING AUSTRALIA  
 CONDOR BUSINESS MACHINES (SA)  
 CONERSTONE TSS PTY LTD  
 CONEXUS PTY LTD  
 CONFIDENTIAL DATA DESTRUCTION  
 CONNECT INTERNET SOLUTIONS PTY LTD  
 CONNECTED SOLUTIONS GROUP  
 CONNEXION POINT PTY LTD  
 CONNEXUS INTERNET  
 CONOR SMYTH AND ASSOCIATES PTY LTD  
 CONSTANT 3D IMAGING  
 CONSUL ASIA PACIFIC PTY LTD  
 CONSULT IT PTY LTD  
 CONSULTANTS NETWORK AUSTRALIA PTY LTD  
 CONSULHOLT PTY LTD  
 CONSUMABLE SUPPLIES PTY LTD  
 CONSUNET PTY LTD  
 CONTEC GROUP INTERNATIONAL LTD

CONTENT SPECIALISTS PTY LTD  
 CONTRACTOR MANAGEMENT SERVICES PTY LTD  
 CONTROL DEVICES AUSTRALIA PTY LTD  
 CONTROLLED COMPUTING PTY LTD  
 CONTROLWARE ASIA PACIFIC PTY  
 CONVERGENT TECHNOLOGY SERVICES  
 COOL CHILLI PTY LTD  
 COOLIT AUSTRALIA PTY. LTD.  
 COOLONG CONSULTING (AUSTRALIA) PTY LTD  
 COPPING COMPUTER SERVICES PTY LTD  
 COPY FIRST PTY LTD  
 COPY MANAGEMENT SYSTEMS PTY LTD  
 COPYLINE 2000  
 COPYMATE PTY LTD  
 COPYWORLD  
 CORDUKES LTD  
 CORETECH  
 CORNERSTONE TSS PTY LTD  
 CORODEN INVESTMENTS  
 CORPORATE INITIATIVES AUST PTY LTD  
 CORPORATE MONTAGE  
 CORPORATE SOFTWARE AUSTRALIA  
 CORPORATE SYSTEMS PTY LTD  
 CORVU AUSTRALASIA PTY LTD  
 COST MASTER  
 COSTLESS OFFICE SUPPLIES  
 COUGAR COMPUTERS CANBERRA PTY LTD  
 COUNTRY COPIERS  
 COVERDEN PTY LTD  
 COVERTEL  
 CPE SYSTEMS PTY LTD  
 CPG INTERNATIONAL PYT LTD  
 CPM GROUP PTY LTD  
 CPS NATIONAL  
 CRAIG B ROBILLIARD PTY LTD  
 CRANDON SERVICES PTY LTD  
 CREATIVE INTERACTIVE SYSTEMS  
 CROSSHATCH SYSTEMS  
 CROWN MANAGEMENT CONSULTANTS PTY LTD  
 CRYSTAL ECHO PTY. LTD.  
 CSW  
 CT TRAINING  
 CTAM PTY LTD  
 CTO SERVICES PTY LTD  
 CUBE SPACE PTY LTD  
 CUETEL PTY LTD  
 CUEWORD PTY LTD  
 CULTURAL PARTNERS  
 CUSTOMTEL (TAS) PTY LTD  
 CUSTOMTEL(NSW) PTY LTD  
 CWS PTY LTD  
 CX COMPUTER SUPERSTORE  
 CYBERIOUS PTY LTD  
 CYBERNET GROUP (AUSTRALIA) PTY LTD  
 CYBERONE INTERNET SERVICES  
 CYBERSAFE  
 CYGNUS TECHNOLOGIES PTY. LTD.  
 CYPCOPIC PTY LTD  
 CYPHER RESEARCH LABORATORIES PTY LTD  
 CYPKOM PTY LTD  
 CYRACHROME  
 CYTECH INTERSEARCH PTY LTD  
 D & M ELECTRICAL/COMMUNICATIONS  
 D & M SYSTEMS PTY LTD  
 D MIDDLETON & ASSOCIATES PTY LTD  
 D W ADAMS PTY. LTD.  
 D.C.S. (AUST.) PTY. LIMITED  
 D.M.E HI FI  
 DAEDALUS TECHNOLOGIES PTY LTD  
 DAEMON INTERNET CONSULTANTS  
 DAHLE AUSTRALIA PTY LTD  
 DAINTREE SYSTEMS PTY LTD  
 DAMEC PTY LTD  
 DAMIEN DANIELS PTY LTD  
 DANIEL JACOBSON  
 DANKA AUSTRALIA PTY LIMITED  
 DANRE PTY LTD  
 DAPADAN RECHARGE TONER CARTRIDGE  
 DARKLAND JAVOSI PTY LTD  
 DARREN FAIRALL  
 DARWIN BUSINESS MACHINES  
 DARWIN CABINET MAKERS & JOINERS  
 DARWIN COMPUTER ACADEMY  
 DARWIN INTERNATIONAL AIRPORT PTY LTD  
 DARWIN OFFICE TECHNOLOGY  
 DASCEM HOLDINGS PTY LTD  
 DATA & ELECTRICAL SERVICES PTY LTD

DATA ACQUISITION  
 DATA AND ELECTRICAL SERVICES PTY LTD  
 DATA CABLING SOLUTIONS  
 DATA CAPTURE AND ANALYSIS  
 DATA DYNAMICS  
 DATA FACILITIES PTY LTD  
 DATA KEY SYSTEMS PTY LTD  
 DATA MANAGEMENT SOLUTIONS PTY LTD  
 DATA MOBILITY VOICE PTY LTD  
 DATA POWER SYSTEMS AUSTRALIA  
 DATA STORAGE SOLUTIONS  
 DATA STREAM SOLUTIONS  
 DATA TORQUE LTD  
 DATACORD (SA) PTY LTD  
 DATALEK SYSTEMS & ELECTRICAL  
 DATANET PTY LTD  
 DATAPLEX PTY LIMITED  
 DATASIG PTY LTD  
 DATATRAX PTY LTD  
 DATFOR COMMUNICATIONS PTY LTD  
 DATUM SYSTEMS INTEGRATION  
 DAVID DONOHUE  
 DAVID J FOREMAN & ASSOCIATES  
 DAVID JOHNSTONE & ASSOCIATES  
 DAVIDSON MEASUREMENT PTY LTD  
 DAVIS COMMUNICATIONS CONSULTANCY  
 DBM CONSULTANTS PTY LTD  
 DEADLINE SERVICES  
 DEC INSTALLATIONS  
 DECISIONMAX SOFTWARE PTY LTD  
 DEDICATED MICRO SYSTEMS PTY LTD  
 DEDICATED SYSTEMS AUSTRALIA PTY LTD  
 DEFENCE COMMUNICATIONS INDUSTRY  
 DEFENCE SERVICES AUSTRALIA PTY LTD  
 DELTA OFFICE SOLUTIONS  
 DELTA TECHNOLOGY ACT PTY LTD  
 DEMORGAN INFORMATION SECURITY SYSTEMS  
 DEMPERS & SEYMOUR PTY LTD  
 DESIGN DEVELOPMENT MANAGEMENT  
 DESIGNING NEW WORKPLACE  
 DESIGNWYSE AUSTRALIA PTY LTD  
 DESKTOP MARKETING SYSTEMS PTY LTD  
 DESKTOP PEOPLE  
 DEVOTION GROUP PTY LTD  
 DIAD CONSULTING PTY LTD  
 DIAGNOSTIC TECHNOLOGY PTY LTD  
 DIALOG AUSTRALIA PTY LTD  
 DIAMOND AUSTRALIA PTY LTD  
 DIAMONDS CAMERA & VIDEO  
 DIBA CONSULTANTS GROUP PTY LTD  
 DICOM AUSTRALIA PTY LTD  
 DICTATION CENTRE (VIC) PTY LTD  
 DICTATION SOLUTIONS  
 DIGICALL ROCKINGHAM  
 DIGILAND PTY LTD  
 DIGILIFE  
 DIGISQUARE COMPUTERS  
 DIGISTOR PTY. LIMITED  
 DIGITAL BUSINESS TECHNOLOGY  
 DIGITAL BY DESIGN  
 DIGITAL CAMERA WAREHOUSE PTY LTD  
 DIGITAL CITY PTY LTD  
 DIGITAL DOMAIN (SA) PTY LTD  
 DIGITAL EARTH PTY LTD  
 DIGITAL INTERIORS  
 DIGITAL OFFICE  
 DIGITAL PARTNERS PTY LTD  
 DIGITAL RIVER  
 DIGITAL STAR COMPUTERS SUPER CENTRE  
 DIGITAL VISION DESIGNS  
 DIGITAL WORLD COMPUTERS  
 DIGITUS INFORMATION SYSTEMS PTY LTD  
 DIGIWORLD COMPUTERS  
 DIMPLE SOFTWARE PTY LTD  
 DIRECT NATIONAL BUSINESS MACHINES  
 DIRECT OFFICE PRODUCTS PTY LTD  
 DIRECT2U AUSTRALIA PTY LTD  
 DIRECTIONS MANAGEMENT & CONSULTING  
 DISA DESIGNS  
 DISCOSOURCE AUSTRALIA PTY LTD  
 DISEGNO GROUP PTY LTD  
 DIVERSE COMPUTER SERVICES  
 DIVERSIFIED SOFTWARE SYSTEMS  
 DKSH AUSTRALIA PTY LTD  
 DMG AUSTRALIA  
 DOCMATRIX PTY LTD  
 DOCUMENT CORPORATION SALES  
 CONSULTANCY PTY LTD

DOCUMENT SOLUTIONS INT. PTY LTD  
 DOCUMENTCORP (CAD/CAM)  
 DOCUVAN PTY LTD  
 DOCWARE PTY LTD  
 DOMAIN CONSULTING PTY LTD  
 DOMAYNE  
 DORAN CONSULTING SERVICES  
 DOSSIER SOFTWARE PTY LTD  
 DOT EDUCATE PTY LTD  
 DOUGLAS GRAHAM MCLEOD  
 DOUGLAS JOINERY PTY LTD  
 DOWNER CONNECT PTY LTD  
 DOWNS OFFICE EQUIPMENT PTY LTD  
 DOWNTOWN SOFTWARE  
 DP EDUCATION (SEMINARS) PTY LTD  
 DPM CONSULTING  
 DPR ENGINEERING SERVICES PTY LTD  
 DR AUDIO  
 DRACK CONSULTING PTY LTD  
 DRAWNING/OFFICE EQUIP  
 DRM AUDIO VISUAL SOLUTIONS  
 DRM PROJECTION SOLUTIONS (WYNCORP)  
 DRYDEN TECHNOLOGIES PTY LTD  
 DS TECHWRITE  
 DUNECURE PTY LTD  
 DURATONE HI-FI PTY LTD  
 DVK CONSULT PTY LTD  
 DYCOM BUSINESS SYSTEMS PTY LTD  
 DYNAMIC GRAPHICS PTY LTD  
 DYNJAB TECHNOLOGIES PTY LTD  
 EAGLE TECHNOLOGY  
 EAN AUSTRALIA LTD  
 EARCOM TECHNOLOGIES  
 EARTH RESOURCES MAPPING  
 EARTH SYSTEMS PTY LTD  
 EAST COAST AUDIO VISUAL PTY LTD  
 EASTCOAST BUSINESS EQUIPMENT PTY  
 EASY TALK PTY LTD  
 EATTEN'S PTY LTD  
 EBUSINESS PARTNERS PTY LTD  
 EC ENABLE LTD  
 ECEFAST SYDNEY  
 ECJ TECHNOLOGY  
 ECLIPSE COMPUTING AUSTRALIA PTY LTD  
 ECLIPSE GROUP PTY LTD  
 ECOLE BUSINESS SOLUTIONS  
 ECOM COMPUTERS PTY LTD  
 E-COMPUTERS INTERNATIONAL PTY LTD  
 ECONOMETRIC SOFTWARE  
 ECONTECH PTY LTD  
 ECR CAPITAL PTY LTD  
 EDA SOLUTIONS PTY LTD  
 E-DATA GROUP  
 EDGE SOFTWARE PTY LTD  
 EDUCATION.AU LTD  
 DUCOM AUSTRALIA PTY LTD  
 E-FRAME TECHNOLOGIES PTY LTD  
 E-JOBS@ADVANTAGE PTY LTD  
 EJW SYSTEM PTY LTD  
 EKONSULTING PTY LIMITED  
 ELAVONI PTY LTD  
 ELCO ELECTRONICS  
 ELECTECK  
 ELECTINSPECT PTY LTD  
 ELECTRICAL CONSTRUCTION MAINTENANCE  
 ELECTRO ELECTRIC  
 ELECTRO GROUP TRAINING  
 ELECTRO OPTICS PTY LTD  
 ELECTROLOGIC PTY LTD  
 ELECTRON FLOW  
 ELECTRONIC CONCEPTS PTY LTD  
 ELECTRONIC DESIGN & MANUFACTURING  
 ELECTRONIC DEVELOPMENT SALES PTY LTD  
 ELECTRONIC SERVICES PTY LTD  
 ELECTRONICS BOUTIQUE  
 ELECTRONIQUE PTY LTD  
 ELECTROTECH AUSTRALIA PTY LIMITED  
 ELECTUS PTY LTD  
 ELEMAX  
 ELSAFE AUSTRALIA  
 EMAG AUSTRALIA PTY LTD  
 EMAGEN PTY LTD  
 E-MAGINEIT  
 EMAIL MANAGEMENT SOLUTIONS  
 EMBEDDED LOGIC SOLUTIONS PTY LTD  
 EMITCH PTY LTD  
 EMPEROR'S MIND  
 EMU DESIGN

ENA  
 ENABLE SOFTWARE  
 ENCODE PTY LTD  
 ENCOM TECHNOLOGY PTY LTD  
 ENDEAVOUR SOFTWARE  
 ENDORSED COMMERCIAL FURNITURE PTY LIMITED  
 ENGINEERED CONTROL SYSTEMS PTY LTD  
 ENGINEERING IT PTY LTD ATF TRIFOI FAMILY TRUST  
 ENIGMA BUSINESS PRODUCTS  
 ENISUN COMPUTERS  
 ENTECH GROUP  
 ENTERPRISE INFORMATION MANAGEMENT  
 ENTERPRISE MANAGEMENT SOLUTIONS PTY LTD  
 ENTERPRISE OUTSOURCING  
 ENTIQUE SYSTEMS  
 ENVIRONMENTAL COMPUTING & VISUALIZATION  
 ENVIRONMENTAL SYSTEMS AND SERVICES PTY LTD  
 ENVISION SOLUTIONS PTY LTD  
 EP&T PTY LTD  
 EPUBLISH WORLD WIDE WORDS  
 EQUANT  
 EQUATE IT CONSULTING PTY LTD  
 EQUATORIAL SKILLS  
 EQUITRAC SYSTEMS OF AUSTRALIA PTY LTD  
 ERA TECHNOLOGY PTY LTD  
 ERGOPORT  
 ERICO LIGHTNING TECHNOLOGIES  
 ERICSSON BUSINESS PHONE CENTRE  
 ES&S ENVIRONMENTAL SYSTEMS & SERVICES PTY LTD  
 ESC TECHNOLOGY PTY LTD  
 ESE SYSTEMS PTY LTD  
 ESIS PTY LTD  
 ESKER AUSTRALIA PTY LTD  
 ESOLVE IT PTY LTD  
 ESSENTIAL NETWORK SERVICES PTY LTD  
 ESSENTIAL OFFICE PRODUCTS  
 ESSENTIAL OFFICE SUPPLIES  
 ESSIST  
 ESTOQUAL ENTERPRISES CO PTY LTD  
 ETMC TECHNOLOGIES PTY LTD  
 E-TONER CARTRIDGES  
 ETRANSLATE.COM.AU  
 EUGENE CHAN  
 EVANS, MR PHILLIP  
 EVENTFUL MANAGEMENT PTY LTD  
 EVERYTHING LINUX  
 EVIDEO COMMUNICATIONS  
 EVISION PTY LTD  
 EVOLUTION DYNAMICS  
 EVOLUTION XTREME  
 EVOLVER PTY LTD  
 EWORD DEVELOPMENT  
 EWT CONSULTING PTY LTD  
 EXA-MIN TECHNOLOGIES PTY LTD  
 EXCOM EDUCATION PTY LTD  
 EXHIBITION SERVICES  
 EXPAND NETWORKS  
 EXPANSYS AUSTRALIA  
 EXPERT DATA CABLING PTY LTD  
 EXPLAIN  
 EXPRESS OFFICE PRODUCTS PTY LTD  
 EXPRESS OFFICE SYSTEMS PTY LTD  
 EXPRESSAPPS PTY LTD  
 EXPRO QLD PTY LTD  
 EXTECH EQUIPMENT PTY LTD  
 EXTEK PACIFIC PTY LTD  
 EXTENDED ENTERPRISE SOLUTIONS PTY LTD  
 EXTRACOMM TECHNOLOGIES LTD  
 EYESPYSHOP AUSTRALIA  
 EYLEX PTY LTD  
 EYO TECHNOLOGIES PTY LTD  
 EZICOMMS PTY LTD  
 EZUP PTY LTD  
 EZY'TALK  
 F5 PTY. LTD.  
 FACTORY SOUND  
 FAIRSTAR COMPUTER CENTRES  
 FALLQUIST & ASSOCIATES PTY LTD  
 FARNELL ELECTRONIC COMPONENTS PTY LIMITED  
 FAST TRACK AUSTRALIA PTY LTD  
 FASTBIND PTY LTD  
 FASTWAVE COMMUNICATIONS PTY LTD  
 FAULDING HEALTHCARE PTY LTD

FBM AUSTRALIA PTY LTD  
 FELCAM PTY LTD  
 FERGUSON PROJECT MANAGEMENT  
 FFRAMA AUSTRALIA PTY LTD  
 FIBRE OPTIC CONNECTIONS  
 FILEMAKER INC  
 FINANCEPLUS SOFTWARE PTY LTD  
 FINANCIAL SYNERGY  
 FINZAC PTY LTD  
 FIREWALL SYSTEMS  
 FISCHER INDUSTRIES PTY LTD  
 FITZGERALD TECHNOLOGIES PTY LTD  
 FIVE STAR ELECTRICAL (ACT) PTY. LTD.  
 FLETCHERS FOTOGRAHICS  
 FLIGHT DATA SYSTEMS PTY LTD  
 FMS AUSTRALIA  
 FOCAL COMMUNICATIONS PTY LTD  
 FOCAL POINT COMPUTING PTY LTD  
 FOCUS CAPITAL GROUP LIMITED  
 FOCUS EQUIPMENT FINANCE LTD  
 FONE ZONE PTY LTD  
 FONESYNERGY  
 FORENSIC DATA  
 FORMULA BUSINESS PRODUCTS  
 FORMULA ONE SOFTWARE PTY LTD  
 FORREST TRAINING PTY LTD  
 FORRESTVALE AUST PTY LTD  
 FORWOOD SOLUTIONS PTY LTD  
 FOURIER TECHNOLOGIES PTY LTD  
 FOURSTICKS  
 FOURTHLINE IT  
 FOX TECHNOLOGY PTY LTD  
 FOXBORO AUSTRALIA  
 FRACTAL TECHNOLOGIES  
 FRAMA AUSTRALIA PTY LTD  
 FRANCO TYP-POSTALIA AUSTRALIA PTY LIMITED  
 FRANK VAUGHAN BUSINESS ELECTRONICS  
 FRANKSTON HI-FI  
 FRASERS ELECTRONIC REPAIRS  
 FRED PALMER & SON PTY LTD  
 FREELANCE CONSULTING SERVICES  
 FRETWELL-DOWNING INFORMATICS LTD  
 FREUND ENGINEERING PTY LTD  
 FRONTRANGE SOLUTIONS ASIA PACIFIC P  
 FROST & SULLIVAN AUSTRALIA PTY LIMITED  
 FULCRUM MANAGEMENT  
 FULLAGAR GEOPHYSICS PTY LTD  
 FUNZIONE PTY LTD  
 FUTURE ECHOES BUSINESS SOLUTIONS  
 FUTURE TOWNSVILLE  
 FUTURETECH ELECTRONICS PTY LTD  
 FYBERLYNX PTY LTD  
 FYSHCOM PTY LTD  
 G & D COMPUTING  
 G R SERVICES  
 GAFLIN PTY LTD  
 GAMMA SOLUTIONS PTY LTD  
 GANT CONSULTING  
 GARRICKS CAMERA HOUSE  
 GBC WESTERN AUSTRALIA PTY LTD  
 GBM LOGIC PTY LTD  
 GE COMMERCIAL CORPORATION (AUSTRALIA) PTY LTD  
 GEAC COMPUTERS PTY LTD  
 GENERAL BUSINESS MACHINES PTY LTD  
 GENERIC SYSTEMS AUSTRALIA PTY LTD  
 GENERYX PTY LTD  
 GENESIS AUTOMATION PTY LTD  
 GENESYS  
 GENESYS CONFERENCING PTY LTD  
 GENSERIC CORPORATION PTY LTD  
 GENTAC AUSTRALIA PTY LTD  
 GEOCOMP SYSTEMS PTY. LTD.  
 GEOFF HOWE BUSINESS MACHINES PTY LTD  
 GEOIMAGE PTY LTD  
 GEONAUTICS INTERNATIONAL PTY LTD  
 GEORGE COLEMAN  
 GEORGE OGILVIE FIBRE WORKS  
 GEOSOFT AUSTRALIA PTY LTD  
 GETRIGHT COMPUTERS  
 GETRIGHT INTERNATIONAL PTY LTD  
 GFI ASIA PACIFIC PTY LTD  
 GHULAM YAHYA ABAWI  
 GKN AEROSPACE ENGINEERING SERVICES PTY LTD  
 GLENN GEARY THE GOOD GUYS  
 GLENYS GOULD T/A  
 GLOBAL CABLING SERVICES  
 GLOBAL CUSTOMER SERVICES

GLOBAL ENVIRONMENTAL MODELLING	H RZEPECKI
GLOBAL LEADERSHIP FOUNDATION	H.J. ELECTRICS PTY LIMITED
GLOBAL LEARNING PTY LTD	HAMILTON JAMES & BRUCE
GLOBAL OFFICE MACHINES	HAMMETT TECHNOLOGIES
GLOBAL TRADING INDUSTRIES PTY LTD	HANDITOVER
GLOBALL IT CONSULTANTS (AUST) PTY LIMITED	HANDS ON COMPUTER TRAINING
GLOBALPOS PTY LTD	HANDS-ON SYSTEMS
GLOBALSTAR AUSTRALIA PTY LTD	HARDCAT PTY LTD
GLOBE SOFTWARE PTY LTD	HARKER INTERNET PTY LTD
GLOBEX SYSTEMS PTY LTD	HARMAN COMPUTER HARDWARE PTY LTD
GMB RESEARCH & DEVELOPMENT PTY LTD	HARRIS BUSINESS MACHINES PTY LTD
GNS SERVICES AUSTRALIA PTY LTD	HARTLAND CABLES
GO AUDIO	HARVEY NORMAN
GO SYSTEMS PTY LTD	HEADLAND MACHINERY PTY LTD
GOPAY PTY LTD	HEADSET SOLUTIONS PTY LTD
GOVOTE	HEALTH COMMUNICATION NETWORK LIMITED
GOVQUIP	HEAPS BIG ABUNDANCE PTY LTD
GPS ONLINE LIMITED	HEARING CONSERVATION SERVICES
GPSAT SYSTEMS AUSTRALIA PTY LTD	HEIDELBERG GRAPHIC EQUIPMENT LTD
GPSOZ	HELEC SALES & SYSTEMS
GPT DESIGNS PTY LTD	HERRIMANS STATIONERY SUPPLIES
GR8 BUSINESS SOLUTIONS PTY LTD	HI FI SUPERMARKET
GR8SCOTT PTY LTD	HIGHWAY 20 PTY LTD
GRAHAM A BROWN & ASSOCIATES	HILL HOSPITALITY SYSTEMS WA PTY LTD
GRAHAM HALL PTY LTD	HINDLEY COMPUTER CITY
GRAPHICS PLUS	HIRE INTELLIGENCE
GREEN WALSH ENTERPRISES AND DUFFY DESIGN TRADING A	HIRECOM AUSTRALIA PTY LTD
GREEN WORDS & IMAGES	HISEC IT PTY LTD
GREENTHORPE PTY LTD	HI-TECH AUTOMATION PRODUCTS PTY LTD
GREENWORLD	HITECH DISTRIBUTION
GREG FARRUGIA ENTERPRISES PTY LTD	HI-TEQ BUSINESS MACHINES
GRENFELL HI-FI	HITWISE PTY LTD
GRESHAM COMPUTING PTY LTD	HOADLEY BUDGE OPHERT AND EDWARDS MADIGAN TORZILLO BRIGGS ACT PTY LTD
GREY WORLDWIDE PTY LTD	HOBSONS AUSTRALIA PTY LIMITED
GREY3	HOLISTECH PTY LTD
GRIFFITH TELEPHONE SERVICES	HOLZAPFEL ERNEST F
GROUP SERVICES AND SYSTEMS	HOMEKO FURNITURE & ELECTRICAL
GROUPUTER SOLUTIONS PTY LTD	HOPEWISER LTD
GRYPHON CONSULTANTS PTY LTD	HORIZON INFORMATION TECHNOLOGY PTY
GSOFT COMPUTERS	HORNET INFOGRAPH PTY LTD
GUARDIAN DATA PTY LTD	HRM CONSULTING PTY LTD
GUARDIAN TECH	HSA SYSTEMS PTY LTD
GUIDELINE ACT PTY LTD	HUBER&SUHNER (AUSTRALIA) PTY LTD

HUGONNET, PETER JOHN  
 HUNTER SYSTEMS  
 HUNTS COMPUTER SHOP  
 HYBRID COMPUTERS  
 HYDSTRA PTY LTD  
 I D & ASSOCIATES PTY LTD  
 I -SITE LTD  
 I T LOGISTICS SERVICES PTY LTD  
 I TECHNOLOGY SOLUTIONS  
 I&H DEVELOPMENT  
 I.T. LOGISTICS SERVICES PTY LTD  
 IA & NE ROSEWARNE COMMUNICATIONS  
 IAN D MACLEAN PTY LTD  
 IANS TABOR PTY LTD  
 IBATEX CONSULTING  
 ICAD CONSULTANTS PTY LTD  
 ICADS  
 ICC  
 ICE SYSTEMS PTY LTD  
 ICOM TRAINING PTY LTD  
 ICON OFFICE TECHNOLOGY PTY LTD  
 ICONNEX  
 ICORP CONSOLIDATED PTY LTD  
 ICP ELECTRONICS AUSTRALIA PTY LTD  
 ICP GLOBAL PTY LTD  
 ICT RISK PTY LTD  
 ID WAREHOUSE PTY LTD  
 IDAAD DESIGN PTY LTD  
 IDEAS! PTY LTD  
 IDENTISEAL PTY LTD  
 IGATECH SYSTEMS PTY LTD  
 II NET LTD  
 IIT TRAINING PTY LTD  
 IKNOWMA PTY LTD  
 ILFORD IMAGING AUSTRALIA PTY LTD  
 ILLAWARRA BUSINESS EQUIPMENT PTY LTD  
 ILLAWARRA CABLE SERVICES  
 IMAG AUSTRALIA PTY LTD  
 IMAGE ANALYSIS & MAPPING PTY  
 IMAGE DESIGN TECHNOLOGY PTY LTD  
 IMAGING INNOVATIONS (AUST) PTY LTD  
 IMAGINIT TECHNOLOGIES  
 IMC COMMUNICATIONS  
 IMCEDA SOFTWARE AUSTRALIA PTY LTD  
 IMEDIA IMAGING SUPPLIES (SPBF)  
 IMSI MINDSCAPE  
 IN LEARNING PTY LTD  
 IN TO SHREDS  
 INDEPENDENT BUSINESS EQUIPMENT  
 INDEPENDENT COMPUTER RETAILERS  
 INDEPENDENT INFORMATION  
 INDEPENDENT SYSTEMS INTEGRATORS PTY.  
 LIMITED  
 INDIGO SOFTWARE LTD  
 INDIGO TITAN PTY LTD  
 INDUSTRIAL EVOLUTION  
 INDUSTRY WIDE NETWORK PTY LTD  
 INFINITE SYSTEMS PTY LTD  
 INFINITY COMPUTER GROUP  
 INFINITY COMPUTERS PTY LTD  
 INFO SALONS AUSTRALIA PTY LTD  
 INFOBREAK PTY LTD  
 INFOCOMMUNICATIONS INTERNATIONAL  
 INFORMA AUSTRALIA PTY LTD  
 INFORMATICA CONSULTING PTY LTD  
 INFORMATICA PTY LTD  
 INFORMATION ASSURANCE SOLUTIONS PTY  
 LTD  
 INFORMATION CONSULTANTS PTY LTD  
 INFORMATION GATEWAYS PTY LTD  
 INFORMATION MANAGEMENT SOLUTIONS PTY  
 INFORMATION POTENTIAL PTY LTD  
 INFORMATION SOLUTIONS WORKS PTY LTD  
 INFORMATION SYSTEMS AUDIT & CONTROL  
 INFORMATION SYSTEMS AUDIT & CONTROL  
 SYSTEM  
 INFOSTREAM PTY LTD  
 INFOVISION TECHNOLOGY PTY LTD  
 INK WELL OFFICE SOLUTIONS  
 INKMAN  
 INNOVATION SCIENCE PTY LTD  
 INNOVATIVE SOUND & MEDIA  
 INSIGHT ELECTRONICS PTY LTD  
 INSIGHT INTEGRATION PTY LTD  
 INSIGHT SRC PTY LTD  
 INSTANT IT  
 INSTRON PTY LTD  
 INTASOFT AUSTRALIA  
 INTEC 1 PTY LTD

INTEC CONSULTING GROUP  
 INTEGRATED ASSET MANAGEMENT PTY LIMITED  
 INTEGRATED COMMUNICATIONS CABLING  
 INTEGRATED CONTROLS & ENGINEERING PTY LTD  
 INTEGRATED DATABASE SOLUTIONS  
 INTEGRATED SOFTWARE PTY LTD  
 INTEGRATED TECHNICAL SERVICES PTY LTD  
 INTEGRE PTY LTD  
 INTEGRITY ENTERPRISES INTERNATIONAL PTY LTD  
 INTELLIGENT ENERGY SYSTEMS PTY LTD  
 INTELLIGENT FIRE SYSTEMS  
 INTELLIGENT SYSTEMS AUSTRALIA  
 INTELLIGENT TECHNOLOGY  
 INTER DYNAMICS PTY LTD  
 INTER LAB TECHNOLOGY PTY LTD  
 INTER STAFFING SERVICES PTY LTD  
 INTERACT BROADBAND PTY LTD  
 INTERACTION TRAINING PTY LTD  
 INTERCAD (SA) PTY LTD  
 INTERCAD PTY LTD  
 INTERFACE PACIFIC PTY LTD  
 INTERFLEET AUSTRALASIA PTY LTD  
 INTERIM TECHNOLOGY ASSOCIATES  
 INTERLOCK IT PTY LTD  
 INTERNATIONAL CAMERA STORE  
 INTERNATIONAL DB2 USERS GROUP  
 INTERNATIONAL DYNAMICS AUSTRALASIA PTY LTD  
 INTERNATIONAL QUALITY & PRODUCTIVITY CENTRE PTY LIMITED  
 INTERNATIONAL SOFTWARE WAREHOUSE  
 INTERNATIONAL TELEMANAGEMENT PTY  
 INTERNET INDUSTRY ASSOCIATION  
 INTERNET SHERRIF TECHNOLOGY  
 INTERNODE SYSTEMS PTY LTD  
 INTEROPERABILITY CONSULTING PTY LTD  
 INTIERRA LTD  
 INTO-SHREDS  
 INTREPID GEOPHYSICS  
 INVIZAGE PTY LTD  
 IOCOMM TECHNOLOGIES PTY LTD  
 IOPEN CHANNEL SOLUTIONS  
 IP GLOBAL PTY LTD  
 IPERA INFORMATION TECHNOLOGY PTY LTD  
 IPS INTELLIGENT SYSTEMS PTY LTD  
 IPS RADIO & SPACE SERVICES  
 IQ INTELLIGENT INTERNET  
 IQMS PTY LTD  
 IRIDESCENT PTY LTD  
 ISAS - INTEGRATED SWITCHGEAR AND YSTEMS PTY LTD  
 ISE PTY LTD  
 ISI (APPLICATIONS) PTY. LTD  
 I-SITE PTY LTD  
 ISO BUSINESS MANAGEMENT  
 IT & T EDUCATION PTY LTD  
 IT BOUTIQUE PTY LTD  
 IT CHANNEL  
 IT COMPUTER SUPERMARKET  
 IT CONSUMABLE SOLUTIONS PTY LTD  
 IT DIRECT AUST PTY LTD  
 IT ENVIRONMENTAL (AUSTRALIA) PTY LTD  
 IT IMAGING PTY LTD  
 IT MANAGEMENT SOLUTIONS  
 IT SERVICE MANAGEMENT FORUM  
 IT WAREHOUSE PTY LTD  
 ITAC SECURITY  
 ITE AUSTRALIA PTY LTD  
 I-TECH GROUP PTY LTD  
 ITECHNOLOGY SOLUTIONS PTY LTD  
 ITIM AUSTRALIA LTD  
 ITMATTERS SOLUTIONS  
 ITREE PTY LTD  
 ITRON-AUSTRALASIA PTY. LIMITED  
 IT-SPARK PTY LTD  
 IVAN YAN  
 IVONE ISABEL COELHO  
 J F KEIR PTY LTD  
 K S COMMUNICATIONS  
 J.F.TEAGUE  
 J.H. COMPUTER SERVICES PTY LTD  
 J.V. PRECISION ENGINEERING  
 JABIT SOLUTIONS  
 JACKSON SECURITY  
 JACOBYTE DIGITAL SECURITY SOLUTIONS  
 JAGATE DISTRIBUTION PTY LTD  
 JAICOR BUSINESS EQUIPMENT

JAK COMMUNICATIONS  
 JAKEMAN BUSINESS SOLUTIONS PTY LTD  
 JAMES & MORE  
 JAMIE ERICSON  
 JANET MILLER  
 JANISON SOLUTIONS  
 JASON MCPHERSON  
 JASON TIMOTHY SCOTT  
 JAYBEL OFFICE CHOICE  
 JAYCAR ELECTRONICS  
 JAYS BUSINESS EQUIPMENT  
 JB HI-FI GROUP PTY LTD  
 B HUNTER TECHNOLOGY  
 JENKINS ENGINEERING DEFENCE SYSTEMS  
 JEWELL & BUCKLEY ELECTRICAL  
 JGP DIRECT ELECTRICAL  
 JH COMPUTER SERVICES  
 JIM HENDRICKSON & ASSOCIATES PTY. LTD.  
 JIRAH COMPUTING PTY LTD  
 JIRGENS CONTRACTING PTY LTD  
 JKS COMMUNICATIONS  
 JMA CONSULTANTS  
 JMB CONSULTANTS  
 JMS AUTOMATION PTY LTD  
 JOB COMMUNICATIONS PTY LTD  
 JOCELLIN JANSSON  
 JOHN ABBOTT BUSINESS MACHINES PTY LTD  
 JOHN MITCHELL COMPUTING PTY LTD  
 JOHN MORSE COMPUTER CLARITY PTY LTD  
 JOHN R TURK PTY LTD  
 JOHN ROBERT EVANS  
 JOHN ROBERTS ELECTRICS PTY LTD  
 JOHN ROBINSON CONSULTING SERVICES PTY LTD  
 JOHN THORP AUSTRALIA  
 JOHNNY APPLESEED GPS  
 JOHNSON COMMUNICATIONS PTY LTD  
 JONGSOLUTIONS.COM  
 JRP IT SERVICES PTY LTD  
 JUST I.T. SOLUTIONS PTY LTD  
 JUMBO VISION INTERNATIONAL PTY LTD  
 K G CONSULTING PTY LTD  
 KABED CONSULTING PTY LTD  
 KARDEX VCA PTY LTD  
 KAREL CAD  
 KAREN FERRIS  
 KARERA COMMUNICATIONS PTY LTD  
 KATALINIC COMPUTERS  
 KATHERINE OFFICE MACHINE (N.T) PTY LTD  
 KAYEDAR PTY LTD  
 KAYELL NSW PTY LTD  
 KAZ ELECTRONICS PTY LTD  
 KE SOFTWARE AUSTRALIA PTY LTD  
 KEE PAD PTY LTD  
 KEENYEAR PTY LTD  
 KESEM INTERNATIONAL PTY LTD  
 KEYSTONE SYSTEMS PTY LTD  
 KFPW PTY LTD  
 KG CONSULTING PTY LTD  
 KIAM PTY LTD  
 KIM VI HUYNH  
 KIMBERLEY CAMPING & OUTBACK SUPPLIE  
 KINETICA PTY LTD  
 KINGDOM PTY LTD  
 KINGFISHER INTERNATIONAL PTY LTD  
 KINGSWAY TECHNOLOGY PTY. LIMITED  
 KINKEAD PTY LTD  
 KIZMET CONSULTING GROUP PTY LTD  
 KLA AUSTRALIA PTY LTD  
 KNOW HOW TECHNOLOGY PTY LTD  
 KNOWLEDGE GROUP OF COMPANIES  
 KNOWLEDGE PARTNERS PTY LTD  
 KNOWLEDGE RESOURCE GROUP  
 KNOX CITY RETRAVISION  
 KONICA TOWNSVILLE  
 KOOKABURRA STUDIOS PTY LTD  
 KORTINK PTY LTD  
 KRIEGSPIEL DEVELOPMENTS PTY LTD  
 KTEC SOLUTIONS PTY LTD  
 TI ELECTRONIC SYSTEMS PTY LTD  
 KUDOS AUSTRALASIA PTY LTD  
 KURINATA SOFTWARE AND SERVICES  
 KVM AUSTRALIA PTY LTD  
 KW CONSULTING PTY LTD  
 L & L ADVANCED COMMUNICATIONS  
 L F BERWICK & CO PTY LTD  
 L K TECHNICAL PTY LTD  
 L LECTREC APPLIANCE

L&L ADVANCED COMMUNICATION PTY LTD  
 LAB VOLT  
 LAERDAL PTY LTD  
 LAGEN SPATIAL PTY LTD  
 LANCASTER ELECTRICAL  
 LANDMARK COMPUTERS  
 LANE TECHNICAL SERVICES PTY LTD  
 LANGE CONSULTING  
 LANGUEDOC HOLDINGS PTY LTD  
 LANIER VOICE  
 LANSA PTY LIMITED  
 LAPTOP UPGRADES  
 LASER PLUS 1996 PTY LTD  
 LASER TECHNOLOGY AUSTRALIA PTY LTD  
 LASERFAST TECHNOLOGY SERVICES  
 LASERNET COMPUTING SYSTEMS PTY LTD  
 LASERTECS PTY LTD  
 LASTEK PTY LTD  
 LAWNFIN PTY LTD  
 LAWRENCE COMPUTING PTY LTD  
 LAWSON & TRELOAR PTY LTD  
 LAWSON CONSULTING GROUP  
 LAYRIB PTY LTD  
 LC MATHEWS & ASSOCIATES (LCMA)  
 LDD CONSULTING PTY LIMITED  
 LEAD UP SOFTWARE  
 LEADING EDGE AUTOMATION (ACT) PTY LTD  
 LEADING EDGE COMPUTERS  
 LEADING EDGE INFORMATION PTY LTD  
 LEADING SOLUTIONS PTY. LTD.  
 LEADTEC  
 LEAF SOFTWARE ENGINEERING PTY LTD  
 LEAP AUSTRALIA PTY LTD  
 LEAPFROG TRAINING & DEVELOPMENT  
 LEARNING LAB PTY LTD  
 LEBLANC COMMUNICATIONS PTY LTD  
 LEEDALL PRESENTATION SYSTEMS  
 LEGEND PERFORMANCE TECHNOLOGY  
 LEGION INTERACTIVE PTY LIMITED  
 LEISURE COAST COPIERS  
 LEONARDO CONSULTING  
 LEONHARD KURZ (AUST) PTY LTD  
 LEVEL X  
 LIBRARIES ALIVE  
 LIDCAM TECHNOLOGY PTY LTD  
 LIEBERT CORPORATION AUSTRALIA PTY LTD  
 LIGHTFAR PTY LTD  
 LIGHTNING ELECTRICAL SERVICES  
 LINCAST AUSTRALIA PTY LTD  
 LINCOLN INDICATORS  
 LINEA COMPUTING CONSULTANTS PTY LTD  
 LINGUA TEN PTY LTD  
 LINK COMMUNICATIONS CORPORATION PTY LTD  
 LINK WEB SERVICES PTY LTD  
 LINKED BUSINESS CONCEPTS PTY LTD  
 LINSSELL INDUSTRIAL SUPPLIES PTY LTD  
 LINUX AUSTRALIA PTY LTD  
 LIQUIP INTERNATIONAL PTY LTD  
 LITHGOW CABLE REPAIR PTY LTD  
 LITTLE COMPUTERS  
 LITTLE OAK PTY LTD  
 LIVE & LEARN SOFTWARE & TRAINING  
 LIVERPOOL OFFICE SUPPLIES PTY LTD  
 LJF COMMUNICATIONS  
 LKR ELECTRICAL COMMUNICATIONS  
 L'LECTREC APPLIANCE & COMPUTER  
 LM GEMPLUS PTY LTD  
 LOCKHART PTY LTD  
 LOCKSTEP CONSULTING  
 LOGICA ENTERPRISE SERVICES PTY LTD  
 LOGICAL ADDITIONS PTY. LIMITED  
 LOGICAL CHOICE TRAINING PTY LTD  
 LOGICAL IDEAS PTY LTD  
 LOOP TECHNOLOGY PTY LTD  
 LOQUINAR PTY LTD  
 LORAC SYSTEMS PTY LTD  
 LOUISE BRAYNT  
 LSE TECHNOLOGY AUSTRALIA PTY LTD  
 UCUGENICS PTY LTD  
 LUKMAN SUSANTO  
 LUMIGENT TECHNOLOGIES  
 LUMINATE SOFTWARE OF AUSTRALIA  
 LUMINOVA AUSTRALIA  
 LUNOAN PTY LTD  
 LYNN FARKAS INFORMATION SERVICES PTY TD  
 LYNX TECHNOLOGIES PTY LTD  
 M & H POWER SYSTEMS PTY LTD

M BRODRIBB PTY LTD  
M RUTTY AND CO PTY LTD  
M2C SYSTEMS PTY LTD  
M5 NETWORKS AUSTRALIA PTY LTD  
MA@D COMMUNICATION  
MAC RENT COMPUTER HIRE PTY LTD  
MACAYA PTY. LTD.  
MACK CONSULTING GROUP PTY LTD  
MACKAY STEREO SALES  
MACMEDIA AUSTRALIA PTY LTD  
MACRAY SPECIALISED SERVICES PTY LTD  
MACRO DYNAMICS PTY LTD  
MACROMATIX PTY LTD  
MACROMEDIA  
MACSENSE AUSTRALIA PTY LTD  
MADSSENS CAMERAS  
MAGELLAN POWERTRONICS PTY LTD  
MAGENTA TECHNOLOGIES PTY LTD  
MAGIBOARD PRESENTATIONS  
MAGWASH IT PTY LTD  
MAIL ORDER SOFTWARE  
MAINPAC PTY LTD  
MAINSTAY IT PTY LTD  
MAINTECH IMAGING PTY LTD  
MAINTENANCE SYSTEMS CONSOLIDATED PTY.  
LTD.  
MAJOR TRAINING SERVICES PTY LTD  
MANAGEMENT AND RISK SYSTEMS PTY LTD  
MANAGEMENT EFFECTIVENESS PTY LTD  
MANAGEMENT LEARNING PTY LTD  
MANDT RESOURCES FORMERLY  
MANGO 4 OFFICE TECHNOLOGY  
MANUCO ELECTRONICS  
MAPRAK PTY LTD  
MAPTEK PTY LTD  
MARCH HARE PTY LTD  
MARCHELLEEN BUSINESS PRODUCTS  
MARCHRED COMPUTING PTY LTD  
MARCOM-WATSON GROUP  
MARINE NAVAID SYSTEMS AUSTRALIA  
MARINGA PROJECT MANAGERS &  
CONSULTANTS  
MARIPOSA NEW MEDIA CONCEPTS  
MARK SPONG & ASSOCIATES PTY LTD  
MARK WHITNALL JOINERY AND KITCHENS PTY  
LIMITED  
MARLEC PTY LTD  
MARTIN DONNELLY  
MARTIN HUNGERFORD  
MARTIN LACK & ASSOCIATES  
MARTIN SESSIONS AND ASSOCIATES  
MARTYN YANG  
MASER TECHNOLOGY GROUP PTY LTD  
MASTERBIND INTERNATIONAL PTY LTD  
MASTERSOFT RESEARCH PTY LTD  
MATERA CONSULTING PTY LTD  
MATHSTAT SOFTWARE  
MATS SYSTEMS  
MAVMAW PTY LTD  
MAX SHANAHAN & ASSOCIATES PTY LTD  
MAXCO PTY LTD  
MAXUS AUSTRALIA PTY LTD  
MAZUR CONSULTING PTY LTD  
MCARTHUR MANAGEMENT SERVICES (VIC)  
MCCABE & ASSOCIATES INTERNATIONAL  
MCCALLS SERVICES  
MCG COMPUTER  
MCKESSON ASIA-PACIFIC PTY LIMITED  
MCKIBBIN SOFTWARE GROUP PTY LTD  
MCMILLAN STAFF DEVELOPMENT  
MCMULLEN NOLAN & PARTNERS SURVEYORS  
MDM ELECTRICAL SERVICES PTY LTD  
ME TECHNOLOGIES  
MEASUREMENT & ANALYSIS CAMERA SYSTEMS  
PTY. LTD.  
MEASUREMENT ENGINEERING  
MED-E-SERV PTY LTD  
MEDIA MONITORS AUSTRALIA PTY LTD  
MEDIACENTRE  
MEDIASCAPE ANALYTICAL & RESEARCH  
MEDIWARE SOLUTIONS  
MEDISYS AUST PTY LTD  
MEIER BUSINESS SYSTEMS LTD  
MELBOURNE AIRPORT  
MELBOURNE CORPORATE BUSINESS SERVICES  
MELBOURNE TELEPHONIST BUREAU  
MELRAY INVESTMENTS PTY LTD  
MEMEC  
MEMO COMMUNICATIONS CO PTY LTD

MENTIS TECHNOLOGIES PTY LTD  
 MENTOR TECHNOLOGIES  
 MERCER COMMUNICATIONS PTY LTD  
 MERCER HUMAN RESOURCE CONSULTING PTY LTD  
 MET SOFTWARE SOLUTIONS  
 METABROWSER SYSTEMS  
 METER OFFICE PRODUCTS  
 METHODWARE LTD  
 METRICS  
 METROMATICS PTY LTD  
 METROPOLITAN COMPUTERS & SUPPLIES  
 MFB PRODUCTS PTY LTD  
 MG ELECTRICOM  
 MGH INTERIOR PROJECTS  
 MGI WAMSTEKERS  
 MICHAELS CAMERA & VIDEO  
 MICRO FOCUS PTY LTD  
 MICRO GRAM COMPUTERS  
 MICRO PLANNING INTERNATIONAL ASIA  
 MICRO SHACK AUSTRALIA  
 MICRO SKILLS  
 MICRO TRAINING  
 MICROARTS AUSTRALIA PTY LTD  
 MICROBITS  
 MICROBOSS  
 MICROCADD PTY LTD  
 MICROELECTRONIC  
 MICROELECTRONIC TECHNOLOGIES PTY  
 MICROFOCUS PTY  
 MICROGRAM COMPUTERS  
 MICROHELP  
 MICROHIRE PTY LTD  
 MICROMAX PTY LTD  
 MICROPAY PTY LTD  
 MICROTECH (AUST) PTY LTD  
 MICROTECH SALES PTY LTD  
 MICROVIEW BUSINESS MACHINES PTY LTD  
 MICROVIEW SOLUTIONS PTY LTD  
 MICROVISUAL TECHNOLOGY  
 MICROWAY  
 MIDSPAR SYSTEMS PTY LTD  
 MIDWARE SOLUTIONS  
 MIJOGO CONSULTING  
 MILCOM COMMUNICATIONS PTY LTD  
 MILES ELECTRONICS PTY LTD  
 MILESTONE SOLUTIONS PTY LTD  
 MILLENNIUM AUDIO VISUAL  
 MILLPOST TECHNOLOGIES PTY LIMITED  
 MINDSYSTEMS  
 MINDWERX INTERNATIONAL PTY LTD  
 MINI KITS  
 MINOLTA ADELAIDE  
 MINTEC SYSTEMS PTY LTD  
 MINTER ELLISON CONSULTING  
 MINTLOG PTY LTD  
 MIRANDA HI-FI  
 MIRRADEN PTY LTD  
 MISLISA  
 MIVATECH PTY LTD  
 MM ELECTRICAL MERCHANDISING  
 MNS AUSTRALIA  
 MOBICON SYSTEMS PTY  
 MOBILE LAPTOPS & NOTEBOOKS  
 MOBILE OFFICE EQUIPMENT  
 MOBILE PHONE SERVICES S & H AUST  
 MOBILES GALORE  
 MOBILEWORLD OPERATING PTY LTD  
 MOBILSYNC PTY LTD  
 MOEBIUS SYSTEM PTY. LTD.  
 MOJO IT PTY LTD  
 MOMENTUM TECHNOLOGIES GROUP PTY. LTD.  
 MONASH DOT NET PTY LTD  
 MONASH IT PTY LTD  
 MONITECH  
 MONITOR BUSINESS MACHINES PTY LTD  
 MONITOR BUSINESS SOLUTIONS  
 MONTROSE COMPUTER SERVICES PTY LTD  
 MORISON & WALL INTERACTIVE  
 MORLEY CONSULTING PTY LTD  
 MPA SYSTEMS PTY LTD  
 MR & PA PRITCHARD  
 MRO SOFTWARE AUSTRALIA PTY LTD  
 MSC OFFICE SOLUTIONS  
 MSC. SOFTWARE AUSTRALIA PTY LIMITED  
 MSI BUSINESS SOLUTIONS PTY LTD  
 MSI BUSINESS SYSTEMS PTY LTD  
 MUIRFIELD COMPUTER SERVICES

MULTICOM COMMUNICATIONS PTY LTD  
 MULTIE TECHNOLOGY DISTRIBUTION  
 MULTIFILE  
 MULTIMEDIA PEOPLE  
 MULTITECFBM (ASIA PACIFIC) PTY LTD  
 MULTITECH AUSTRALIA PTY LTD  
 MULTI-TECH TRADING  
 MUSIAK & LIBSON  
 MY MAC AUSTRALIA PTY LTD  
 MYCOM AUSTRALIA PTY LTD  
 MYCROFT SYSTEMS LTD  
 NAI FLETCHERS FOTOGRAHICS PTY LTD  
 NAIKO PERSONAL COMPUTERS  
 NAMESOFT COMPUTER & MUSIC SERVICES  
 NASA TECHNOLOGY PTY LTD  
 NATIONAL CAPITAL COMMUNICATIONS PTY LTD  
 NATIONAL CENTRE FOR BIOMETRICS  
 NATIONAL CONSUMABLES SUPPLIERS  
 NATIONAL ICT AUSTRALIA LTD  
 NATIONAL LASER CONSUMABLES PTY LTD  
 NATIONAL OFFICE TECHNOLOGY  
 NATIONAL RENTAL CORP LTD  
 NATIONAL VIDEO CENTRE PTY LTD  
 NATIONWIDE DIGITAL PRODUCTS  
 NATURAL POWER SOLUTIONS PTY. LTD.  
 NAVIGATE PTY LTD  
 NBC COMMUNICATIONS  
 NCH SWIFT SOUND  
 NDA COMPUTING PTY LTD  
 NDC LTD  
 NEBULON PTY LTD  
 NECTARINE  
 NEO PRODUCTS PTY LTD  
 NESHER COMPUTING  
 NET SENTIALS  
 NETFORCE PTY LTD  
 NETLUMINOUS SERVICES PTY LTD  
 NETMONKEY  
 NETPLUS MICRO COMPUTERS  
 NETRICS  
 NETSPEED INTERNET COMMUNICATIONS  
 NETWORK BROKERS PTY LTD  
 NETWORK BUILDERS  
 NETWORK COMPUTER SOFTWARE PTY LTD  
 NETWORK CONNECT AUSTRALIA PTY LTD  
 NETWORK DESIGN & CONSTRUCTION LTD  
 NETWORK OFFICE SUPPLIES PTY LTD  
 NETWORK SYSTEMS INTEGRATION PTY LTD  
 NETWORKING IT PTY LTD  
 NETWORKS BROKERS PTY LTD  
 NETYMON PTY LTD  
 NEW COMPUTERS.COM.AU PTY LTD  
 NEW HORIZONS LEARNING CENTRE  
 NEWBASE COMPUTER SERVICES PTY LTD  
 NEWCASTLE/HUNTER REGION MRC LTD  
 NEWCOMPUTERS.COM.AU PTY LTD  
 NEWELL COMPUTERS  
 NEXT BYTE (SA) PTY LTD  
 NEXT FOR MAC  
 NEXUS ELECTRONICS PTY LTD  
 NEXUS SOFTWARE SOLUTIONS PTY LTD  
 NICK HARKNESS PTY LTD  
 NICOLE THOMPSON CONSULTING PTY LTD  
 NIDUS CONSULTING PTY LTD  
 NIGHT SKY SOFTWARE CONSULTANTS  
 NIKON ON BROADWAY  
 NIKSTAR ENTERPRISES PTY LTD  
 NINETY FOURTH PESO PTY LTD  
 NIR SERVICES PTY LTD  
 NOBLE SYSTEMS PTY LTD  
 NOBLE-SOFT SYSTEMS PTY LTD  
 NOISEBOX ENTERTAINMENT SYSTEMS  
 NOM OFFICE SOLUTIONS  
 NORBUILT PTY LTD  
 NORFOLK TELECOM  
 NORTH QUEENSLAND AIR TRAINING CORPS  
 NORTH QUEENSLAND AUDIOVISUAL  
 NORTH SHORE CONNECTIONS  
 NORTHERN BUSINESS COMMUNICATIONS PTY LTD  
 NOTEBOOK DEPOT  
 NOTEBOOK LAND  
 NOVA AEROSPACE  
 NOVA IT  
 NOVA MULTIMEDIA  
 NOVATECH CONTROLS AUST PTY LTD  
 NQEA AUSTRALIA LTD  
 NR PTY LTD

NRJ PRO-TEK COMPUTERS SALE PTY LTD  
 NST WORLDWIDE  
 NTT AUST IP PTY LTD  
 NTT AUSTRALIA  
 NUCLETRON PTY LTD  
 NUMERIX PTY LTD  
 NVSI  
 O T TALKA PTY LTD  
 O.M. DATA TECHNIQUE PTY. LTD.  
 OA-COMPUTING PTY. LTD.  
 OAKEY ELECTRICAL DISCOUNT CENTRE  
 OAKTON COMPUTING  
 OA-LINK COMPUTERS PTY. LTD.  
 OAS COMPUTERS PTY LTD  
 OASIS BETTA ELECTRICAL  
 OBJECT CRAFT PTY LTD  
 OBJECT TECHNOLOGY SYSTEMS PTY LTD  
 OCEAN LOGIC PTY LTD  
 ODCG PTY LTD  
 ODINN PTY LTD  
 ODYSSEY DEVELOPMENT PTY LTD  
 OFFICE COMMUNICATIONS  
 OFFICE EQUIPMENT SOLUTIONS  
 OFFICE EQUIPMENT WAREHOUSE  
 OFFICE EVERYTHING  
 OFFICE LOGICS PTY LTD  
 OFFICE MART WA PTY LTD  
 OFFICE MATRIX PTY LTD  
 OFFICE NATIONAL BAIRNSDALE  
 OFFICE NATIONAL BLACK FOREST  
 OFFICE NATIONAL RIVERINA  
 OFFICE NATIONAL TOWNSVILLE  
 OFFICE PRINT PTY LTD  
 OFFICE STAR  
 OFFICE TECHNOLOGY CENTRE PTY LTD  
 OFFICE-PRO  
 OFFICEWORKS SUPERSTORES PTY LTD  
 OFFSET TECHNOLOGY PTY LTD  
 OJ HOLDINGS  
 OLEX AUSTRALIA PTY LTD  
 OLYMPIA OFFICE & COMPUTER CONSUMABLES  
 OMEGA COMPUTER INDUSTRIES PTY LTD  
 OMEGA PERSONNEL PTY LTD  
 OMEGA TOWER COMMUNICATIONS  
 OMNISTAR PTY LTD  
 OMNISUCCESS PTY LTD  
 OMNIVISION TECHNOLOGIES  
 ONA PTY LTD  
 ONE TIME DEPARTMENTAL VENDOR  
 ONLINE UPS SPECIALIST PTY LTD  
 ONLINE-ENGINEER  
 OPAL HICOMM PTY LTD  
 OPEN CHANNEL SOLUTIONS  
 OPEN FRAMEWORKS PTY LTD  
 OPEN WINDOWS AUSTRALIA PTY LTD  
 OPENTEC PTY LTD  
 OPNET TECHNOLOGIES INC  
 OPTEK SYSTEMS  
 OPTEL AUDIO VISUAL PTY LTD  
 OPTICAL DATA SERVICES PTY LTD  
 OPTICAL FIBRE TECHNOLOGY CENTRE  
 OPTICAL SYSTEMS DESIGN PTY LTD  
 OPTICON SENSORS PTY LTD  
 OPTIMUM DESIGN ASSOCIATES PTY LTD  
 OPTIMUS PRIME PTY LTD  
 ORACLE USER GROUP (ACT)  
 ORGANISER WORLD PTY LTD  
 ORIIUM CORPORATION  
 ORTEX INTERNATIONAL PTY LTD  
 OSCMAR INTERNATIONAL LTD  
 OWEN DUFFY & ASSOCIATES PTY LTD  
 OWEN INTERNATIONAL PTY LTD  
 OWORKS 900  
 OZITRONICS  
 OZ-LINCS PTY LTD  
 OZPATCH SYSTEMS PTY LTD  
 OZPRO WEB SERVICES  
 OZSOFT SOLUTIONS PTY LTD  
 P & D BUILDING MAINTENANCE  
 P C H COMPUTER & OFFICE SUPPLIES  
 P MCGUIGANS NOTEBOOK  
 P4LAPTOPS  
 PACIFIC BROADBAND NETWORKS  
 PACIFIC COMMUNICATIONS  
 PACIFIC DATA SYSTEMS PTY LTD  
 PACIFIC DATABASE PTY LTD  
 PACIFIC ENGINEERING SYSTEMS  
 PACIFIC LABORATORY PRODUCTS

PACIFICRIM TRADING PTY LTD  
 PACKARD SERVICES  
 PACKSTRAP INTERNATIONAL  
 PACOM  
 PACTOR COMMUNICATIONS AUSTRALIA  
 PADJ PTY. LTD.  
 PAGE DATA PTY LTD  
 PAGEX  
 PALAEOGRAPHICS PTY LTD  
 PALISADE ASIA-PACIFIC PTY LTD  
 PALL AUSTRALIA  
 PANALYSIS PTY LTD  
 PANAMETRICS PTY LTD  
 PANASEER PTY LTD  
 PANASONIC CORPORATE COMMUNICATIONS  
 PAPER HANDLING EQUIPMENT PTY LTD  
 PARADIGM COMMUNICATIONS PTY LTD  
 PARADIGM GEOPHYSICAL PTY LTD  
 PARADIGM SOFTWARE PTY LTD  
 PARAGON (N.T.) PTY LTD  
 PARAMOUNT COMPUTERS  
 PARSONS BRINCKERHOFF AUSTRALIA PTY LTD  
 OTHERS  
 PATACAT PTY LTD  
 PATHWAY COMMUNICATIONS PTY LTD  
 PATHWAY CONSULTANTS PTY LTD  
 PATRICK DEFENCE LOGISTICS  
 PATTENS GROUP PTY LTD  
 PAUL HUDSON  
 PAXTON PHOTOGRAPHICS  
 PBA SOLUTIONS PTY LTD  
 PC CONNECTIONS  
 PC HIRE PTY LTD  
 PC SPACE  
 PC SURPLUS  
 PC USERS GROUP (ACT) INC  
 PCA NU SYSTEMS PTY LTD  
 PCS AUSTRALIA PTY LTD  
 PDF SOFTWARE PTY LTD  
 PEACOCK BROS PTY LTD  
 PEAK SYSTEMS SOLUTIONS PTY LTD  
 PELICAN PRODUCTS AUSTRALIA PTY LTD  
 PENTACOM  
 PEOPLE IN COMPUTERS  
 PERFEKT COM PTY LTD  
 PERIPHERAL PC  
 PERKINELMER PTY LTD  
 PERKINS ENGINEERING PTY LTD  
 PERSONAL COMPUTER SOLUTIONS  
 PERTH AUDIOVISUAL  
 PERTH BUILDING COMPANY PTY LTD  
 PERTH CAMERA HOUSE  
 PERTH PRO SALES IMAGING SOLUTIONS  
 PETER BARNES  
 PETER BRIAN RAYNER  
 PETER LARBALESTIER  
 PETROSYS PTY LTD  
 PFE INTERNATIONAL (AUSTRALIA) PTY LTD  
 PHD SITES PTY LTD  
 PHILLIP MARCHANT  
 PHOENIX GLOBAL VISION  
 PHOENIX TECHNOLOGIES PTY LTD  
 PHONE CONTROL  
 PHONWARE COMMUNICATION SYSTEMS PTY LTD  
 PHOTO RESOURCE PTY LTD  
 PHOTO-CONTINENTAL PTY. LTD.  
 PHOTOGRAPHIC WHOLESALERS  
 PI BELL ENTERPRISES  
 PICTION.COM PTY LTD  
 PINNACLE SOFTWARE PTY LTD  
 PIVOTAL BUSINESS TECHNOLOGY PTY LTD  
 PLE COMPUTERS PTY LTD  
 POERLAIN FINANCE  
 POSEIDON SCIENTIFIC INSTRUMENTS  
 POWER & AUTOMATION HOBART  
 POWER HOUSE (QLD)  
 POWER ON  
 POWER PARAMETERS PTY LTD  
 POWER QUALITY TECHNOLOGIES PTY LTD  
 POWERBOX AUSTRALIA PTY LTD  
 POWERCOR AUSTRALIA LTD  
 POWERCORP RESEARCH & DEVELOPMENT PTY LTD  
 POWERFIRM  
 POWERLAN FINANCE PTY LTD  
 POWERMEDIA SYSTEMS PTY LTD  
 POWERNET SERVICES PTY LTD  
 POWERUP

PPS AUST PTY LTD  
 PRACTICAL PERIPHERALS CORPORATION  
 PRAXA RENTALS  
 PRD SOFTWARE PTY LTD  
 PRECISE DATA RECOVERY SERVICES  
 PRECISE PRINTERS  
 PRECISION SCIENTIFIC TECHNOLOGY PTY  
 PREMIUM BUSINESS SOLUTIONS  
 PREMIUM OFFICE SUPPLIES PTY LTD  
 PRESS BUSINESS MACHINES  
 PRESTIGE MINOLTA RENTALS  
 PRIME COMPUTER SYSTEMS  
 PRIME DEAL PTY LTD  
 PRINTER FACTS  
 PRINTER RE-INKING NORTH QUEENSLAND  
 PRIORITY MANAGEMENT - MELBOURNE PTY  
 LTD  
 PRIORITY MANAGEMENT BRISBANE  
 PRIORITY MANAGEMENT-SYDNEY PTY LTD  
 PRISMAC SYSTEMS AUSTRALASIA  
 PRIVACY & IT CONSULTANTS PTY LTD  
 PRO AUDIO  
 PRO ELEXTRONIX PTY LTD  
 PROACTIVE SOLUTIONS  
 PROATOMIC SOFTWARE DEVELOPMENT  
 PROCOM ENHANCED SERVICES PTY LTD  
 PROCUITY PTY LTD  
 PRODATA MICROGRAPHICS PTY LTD  
 PRODATA SOLUTIONS PTY LTD  
 PRODIGITAL PTY LTD  
 PRODISC SYSTEMS PTY LTD  
 PRODUCTION AUDIO SERVICES PTY LTD  
 PROFAX COMMUNICATIONS PTY LTD  
 PROFESSIONAL CABLING SERVICES  
 PROFESSIONAL PEOPLE PTY LTD  
 PROGRAM IT PTY LTD  
 PROGRAMMERS PARADISE PTY LTD  
 PROGRAMS PLUS  
 PROGRESS SOFTWARE PTY LTD  
 PROGROUPE AUSTRALIA  
 PROJECT & FINANCE CONSULTING PTY  
 PROJECT COMPUTING PTY LTD  
 PROJECT OUTCOMES PTY. LTD.  
 PROJECT PERFECT PTY LTD  
 PROJECT PERFORMANCE AUSTRALIA  
 PROJECTION PLUS (AUST) PTY LTD  
 PROLOG SOLUTIONS PTY LTD  
 PROMIM PTY LTD  
 PROMPT COMPUTER SOLUTIONS  
 PROMPTUS COMMUNICATIONS PTY LTD  
 PRON SOFTWARE PTY LTD  
 PROSPECTORS EARTH SCIENCES PTY LTD  
 PROTAC INTERNATIONAL COMPUTERS PTY  
 PROTECH AUSTRALASIA PTY LTD  
 PROTECTIVE SECURITY MANAGEMENT PTY LTD  
 PROTESHAY PTY LTD  
 PROVISUAL AUSTRALIA PTY LTD  
 PROWARE PTY LTD  
 PROXIMA TECHNOLOGY  
 PSM COMPUCAD  
 PT COMPUTER PROFESSIONALS  
 PTO CONSULTING  
 PUBLIC SAFETY INDUSTRY TRAINING  
 PULSE DATA AUSTRALIA PTY LTD  
 PURPOSE BUILT SOFTWARE PTY LTD  
 PURSUE IT  
 Q2 SOLUTIONS PTY LTD  
 QANTM STUDIO  
 QBIS AUSTRALIA PTY LTD  
 QCT (AUSTRALASIA) PTY LTD  
 QCT WA TONERS  
 QIAGEN PTY LTD  
 QINDEX PTY LTD  
 Q-LAB PTY. LTD.  
 QSKILLZ QUALITY EMPLOYMENT SERVICES  
 QSR INTERNATIONAL PTY LTD  
 QUALITY SYSTEMS INTRNATONAL PTY LTD  
 QUALMARK  
 QUANTUM  
 QUANTUM TECHNOLOGY IND. PTY LTD  
 QUANTUM TECHNOLOGY PTY LTD  
 QUEENSLAND INVESTMENT COMPANY PTY LTD  
 QUEST NOVA PTY LTD  
 QUICKCOMM PTY LTD  
 QUILL CONSULTANCY  
 QUINTO COMMUNICATIONS PTY LTD  
 R & MS CROSBIE  
 R F INDUSTRIES PTY LTD

R P OFFICE SYSTEMS PTY LTD  
 R T EDWARDS  
 R.F.I. INDUSTRIES PTY. LIMITED  
 R@CE CONSULTING  
 RACK TECHNOLOGIES PTY LTD  
 RADCOMM INSTALLATION & REPAIR  
 RADIO COMPUTING SERVICES OF AUSTRALIA PTY LTD  
 RADIO RENTALS LTD  
 RADMILL PTY LTD  
 RADTRONICS PTY LTD  
 RADUM PTY LTD  
 RAECO INTERNATIONAL PTY LTD  
 RAINES CAMERA HOUSE  
 RAM AGENCIES PTY. LTD.  
 RAM PAPER & OFFICE PRODUCTS PTY LTD  
 RANDTRONICS PTY LTD  
 RAPID COMPUTING SERVICES PTY LTD  
 RAPID LEARNING  
 RAPID WEB SOLUTIONS  
 RAPIDMAP PTY LTD  
 RAYMOND P JOHNSON  
 RAYWOOD COMMUNICATIONS PTY LTD  
 RAZOR IT SYSTEMS  
 RBE INTERNET SERVICES  
 RBM I.T. PTY. LTD.  
 RBS RVIB VAF LTD  
 REACTION TRAINING  
 READSOFT PTY LTD  
 REAL WORLD ENTERPRISES PTY LTD  
 REALVIEW TECHNOLOGIES PTY LTD  
 RECRUITMENT ONE  
 RED ENTERPRISE INTERNATIONAL  
 REDFLEX COMMUNICATIONS SYSTEMS PTY LTD  
 REDPATH TECHNICAL SERVICES PTY LTD  
 REDROCK COMMUNICATIONS PTY LTD  
 REDTHORN AUSTRALIA  
 REED CONSTRUCTION DATA  
 REGEN PACIFIC PTY LTD  
 REL CORP MANAGEMENT SERVICES PTY LTD  
 RELEVANCE  
 RELLIANCE AUSTRALIA PTY LTD  
 REMTEC  
 RENTAL MANAGEMENT PTY LTD  
 REPTECHNIC PTY LTD  
 RESEARCH PLUS  
 RESOLVE FM PTY LIMITED  
 RESTORX VICTORIA PTY LTD  
 RETRAVISION  
 RF INNOVATIONS PTY LTD  
 RIA MOBILE GIS  
 RICH SOFTWARE PTY LTD  
 RICHARD EARNGEY & ASSOSSIATES PTY LTD  
 RICHARDSON ELECTRONICS PTY LTD  
 RICK HART  
 RICOH BUSINESS CENTRE  
 RICOH BUSINESS CENTRE (CANBERRA)  
 RICOH BUSINESS CENTRE (WOLLONGONG)  
 RICON PTY LTD  
 RIORDAN COX & ASSOCIATES PTY LTD  
 RISK AT WORKPLACES PTY LTD  
 RITECH COMMUNICATIONS  
 RITTAL PTY LTD  
 RIVERINA DOCUMENT CENTRE  
 RIVERINA VISUALS  
 RIVET GROUP PTY LTD  
 RLS DATA & ELECTRICAL PTY LTD  
 RMS (AUST) PTY LTD  
 RND PTY LTD  
 ROB DOBSON & ASSOCIATES PTY LIMITED  
 ROBERT CROSBIE  
 ROBPEN ENTERPRISES  
 ROBSON LABORATORIES PTY LTD  
 ROBTEC CONTROL SOLUTIONS PTY LTD  
 ROCKETBOOTS PTY LTD  
 ROCKINGHAM BETTA ELECTRICAL-GAS  
 ROCKINGHAM RETRAVISION  
 RODDA COMMUNICATIONS  
 ROGER J DACE  
 ROJONE PTY LTD  
 ROK TECHNOLOGY PTY LTD  
 ROSEBACK PTY LTD  
 ROSS ALLEN  
 ROYAL VICTORIAN INSTITUTE FOR THE BLIND  
 RPC COMPUTER CONSULTANCY PTY LTD  
 RPT GROUP PTY LTD  
 RS COMPONENTS PTY LTD  
 RT EDWARDS RETRAVISION

RURAL PHONES N' DATA  
 RUSS ADAMS HI FI  
 RUSSELL SMITH ELECTRICAL SERVICE  
 RWE PILLER PTY LTD  
 S J ELECTRIC (NSW) PTY LTD  
 SABR PTY LTD  
 SABRASOFT PTY LTD  
 SAFE IN CASE  
 SAFEGUARD SECURITY  
 SAGENTRANT  
 SAI SOLUTIONS  
 SAMSUNG ELECTRONICS  
 SANDEM SYSTEMS PTY LTD  
 SAP CONSULTING  
 SAS STRATEGIC PTY LTD  
 SATO COMPUTERS  
 SATORI ASSURANCE PTY LTD  
 SATPAC  
 SAVANT IT SOLUTIONS PTY LTD  
 SAVCOR ART PTY LTD  
 SAVE TIME VISUALS  
 SAVILLE & HOLDSWORTH AUSTRALIA PTY LTD  
 SBA OFFICE NATIONAL  
 SCANDRETT FAMILY TRUST  
 SCANFAST TECHNOLOGIES  
 SCANMAN  
 SCHEMACTOR PTY LTD  
 SCHIAVELLO COMMERCIAL INTERIORS PTY  
 SCHLUMBERGER OILFIELD AUSTRALIA PTY  
 LIMITED  
 SCHNEIDER PTY LTD  
 SCIENTEX PTY LTD  
 SCIENTIFIC DEVICES AUSTRALIA PTY LTD  
 SCIENTIFIC INSTRUMENT & OPTICAL  
 SCIENTIFIC MANAGEMENT ASSOCIATES  
 (OPERATIONS) PTY LTD  
 SCITECH PTY LTD  
 SCOTT DELLAR  
 SCOTTISH PACIFIC BUSINESS FINANCE PTY LTD  
 SCSi INTEGRATION PTY LTD  
 SDM SALES PTY LTD  
 SDR CLINICAL TECHNOLOGY  
 SDS  
 SE RENTALS PTY LTD  
 SECURATRAK PTY LTD  
 SECURE SYSTEMS LTD  
 SECURE TEC AUSTRALASIA PTY LTD  
 SECUREDGE PTY LTD  
 SECURITIES INDUSTRY RESEARCH CENTRE OF  
 ASIA-PACIFIC (SIRCA) LIMITED  
 SECURITY CAMERA SPECIALISTS PTY LTD  
 SECURITY COMMUNICATION SOLUTIONS  
 SECURITY SOLUTIONS AUSTRALIA PTY LTD  
 SEEING MACHINES PTY LTD  
 SELECT BUSINESS SOL  
 SENSIS PTY LTD  
 SENTEQ INFORMATION SYSTEMS PTY LTD  
 SENTINEL PTY LTD  
 SERCO MAPS PTY LIMITED  
 SERRON CYBERCENTRE  
 SERVER RACKS ONLINE PTY LTD  
 SERVICE WEST  
 SEYMOUR COMPUTERS  
 SGE INTERNATIONAL PTY LTD  
 SHAPEMAKERS  
 SHARP ELECTRONICS NEWCASTLE  
 SHEATHER & MERRIGAN BUSINESS EQUIPMENT  
 SHERIDAN MANAGEMENT SERVICES PTY LTD  
 SHIMADZU SCIENTIFIC INSTRUMENTS PTY LTD  
 SHOCK AND VIBRATION TECHNOLOGY  
 SI COMPUTER PRODUCTS  
 SIDEWINDER ASIA PACIFIC PTY LTD  
 SIEMIC ASIA PACIFIC PTY LTD  
 SIGHT & SOUND INSTALLATIONS  
 SIGMACOM PTY LTD  
 SILICON MEMORY TECHNOLOGIES PTY LTD  
 SILICON ROSE PTY LTD  
 SILK MEDIA  
 SILLER SYSTEMS ADMINISTRATION  
 SILVER COMMUNICATIONS PTY LTD  
 SILVER TRAK DIGITAL  
 SIMLINE SOLUTIONS  
 SIMPLE NET@PRAISE PTY LTD  
 SIMULATION MODELLING SERVICES PTY LTD  
 SINEWAVE TELECOMMUNICATIONS  
 SIROCCO COMMUNICATIONS  
 SIRSI AUSTRALIA PTY. LIMITED  
 SJN CONSULTING  
 SKYE GROUP PTY LTD

SMARTFORCE AUSTRALIA PTY LTD  
 SMARTONE PTY LTD  
 SMCS COMPUTING PTY LTD  
 SMITHS DETECTION (ASIA PACIFIC) PTE LTD  
 SMITHS OFFICE MACHINES PTY LTD  
 SML ENTERPRISES PTY LTD  
 SMS COMPUTER SUPPLIES  
 SNA TRADING CORPORATION PTY LTD  
 SNG ELECTRICS PTY LTD  
 SOCCOL AERONAUTICS  
 SOCIETE GENERALE  
 SOE SERVICE PTY LTD  
 SOFTLINK AUSTRALIA PTY LTD  
 SOFTMET.COM PTY LTD  
 SOFTSCAPE SOLUTIONS PTY LTD  
 SOFTWARE DESIGN ASSOCIATES PTY LTD  
 SOFTWARE DUPLICATION SERVICE PTY LTD  
 SOFTWARE EDUCATION ASSOCIATES LTD  
 SOFTWARE EDUCATION AUSTRALIA  
 SOFTWARE ENGINEERING AND RESEARCH CORPORATION OF AUSTRALIA TRUST  
 SOFTWARE PARAGON COMPUTER SYSTEMS  
 SOFTWARE SUPERMARKET PTY LTD  
 SOFTWORK PEOPLE PTY LTD  
 SOFTWORKS BUSINESS SYSTEM SOLUTIONS  
 SOLAR CITY OFFICE EQUIPMENT  
 SOLEX ELECTRONICS & COMPUTERS  
 SOLIMAN HANNA & ASSOCIATES PTY LTD  
 SOLUTIONS FROM SILICON PTY LTD  
 SOLVED AT MCCONCHIE PTY LTD  
 SONARDATA PTY LTD  
 SONARDATA TASMANIA PTY  
 SONNET INFORMATION SYSTEM PTY LTD  
 SONY CENTRAL  
 SOS COMPUTER SERVICES  
 SOS RECRUITMENT  
 SOUND ADVICE AUSTRALIA PTY LIMITED  
 SOUND DEVICES PTY LTD  
 SOUNDCORP PTY LTD  
 SOUTHERN BUSINESS MACHINES  
 SOUTHERN SUPPLIES  
 SOUTH PAC FINANCE PTY LTD  
 SOUTHTECH SYSTEMS PTY LTD  
 SPADE COMPUTER & KILGOURS OFFICE  
 SPARKE HELMORE  
 SPECIALIST COMPUTER SUPPLIES  
 SPECIALIST TRAINING COMPANY LTD  
 SPECIALTY OFFICE SUPPLIES  
 SPENDVISION LTD  
 SPENDVISION PTY LTD  
 SPINIFEX IT  
 SPIRE INNOVATIONS PTY LTD  
 SPIRIT COMPUTER SERVICES PTY LTD  
 SPIRIT RIVER PTY LTD  
 SPIRRET TECHNOLOGIES PTY LTD  
 SPRINGFORD BUSINESS MACHINES  
 SPRINT INTERNATIONAL  
 SPRINTQUIP PTY LTD  
 SPS SUPPLY  
 SPURION TECHNOLOGY PTY LTD  
 SPYNET SYSTEMS  
 SRC SOLUTIONS PTY LTD  
 STAFF CHECK PTY LTD  
 STAFFING AND OFFICE SOLUTIONS PTY LTD  
 STALLARDS CAMERA HOUSE  
 STANDARD COMPUTERS AUSTRALIA PTY LTD  
 STANFORD TECHNOLOGIES PTY LTD  
 STARTEK TECHNOLOGY PTY LTD  
 STATSCOUT PTY LTD  
 STATSOFT PACIFIC PTY LTD  
 STATUS TECHNOLOGIES PTY LTD  
 STEP BY STEP TRAINING DEVELOPMENT  
 STEP GLOBAL PTY LTD  
 STEP UP SYSTEMS  
 STIRLING OFFICE EQUIPMENT  
 STORAGE MEDIA SOLUTIONS  
 STORM FX PTY LTD  
 STOTT & HOARE PTY LTD  
 STRATEGIC AIRSPACE  
 STRATEGIC BUSINESS SYSTEMS PTY LTD  
 STRATEGIC CORPORATE ASSESSMENT  
 STRATEGIC DATA MANAGEMENT PTY LTD  
 STRATEGIC SOFTWARE SOLUTIONS  
 STRATHFIELD GROUP LTD  
 STRATUM COMMUNICATIONS PTY LTD  
 STREAMLINERS  
 STROHL SYSTEMS AUSTRALIA PTY LTD  
 STRONGLINK PTY LTD

STROUDGATE AUSTRALASIA PTY  
 STUART & DUNN OFFICE SUPPLIES  
 STUDIO CONNECTIONS  
 SUBLIME WEB DESIGN  
 SUE WOODWARD  
 SULLIVAN BLAZEJOWSKI & ASSOCIATES PTY LTD  
 SUNSHINE TECHNOLOGIES PTY LTD  
 SUPERIOR BUSINESS SUPPLIES PTY LTD  
 SUPERIOR SOFTWARE FOR WINDOWS PTY LIMITED  
 SUPERSOFT PTY LTD  
 SUPPORT I.T. PTY LTD  
 SUPPORTLINK SYSTEMS PTY LTD  
 SURE POWER  
 SURECHEM INDUSTRIES PTY LTD  
 SURPAC MINEX GROUP PTY LTD  
 SURRY OFFICE SUPPLIES  
 SURVEY DESIGN & ANALYSIS SERVICES  
 SUSTAINABLE SOLUTIONS  
 SWANTAN PTY LTD  
 SWELL DESIGN GROUP PTY LTD  
 SWITCHES PLUS  
 SWORDFISH COMPUTING PTY LTD (ATF)  
 SYBIZ SOFTWARE PTY LTD  
 SYDAC PTY LTD  
 SYDNEY MICRO PTY LTD  
 SYMMETRY INNOVATIONS PTY LTD  
 SYMTEC COMPUTER WHOLESALE  
 SYNCHRONISED SOFTWARE PTY LTD  
 SYNCHROTECH SOFTWARE  
 SYNCROTECH SYSTEMS DESIGN PTY LTD  
 SYNER LOGIC MICROSYSTEMS PTY LTD  
 SYNERCON MANAGEMENT CONSULTING PTY LTD  
 SYNERGY BUSINESS SOLUTIONS  
 SYNERGY INNOVATIONS  
 SYNERLOGIC MICROSYSTEMS PTY LTD  
 SYNIX PTY LTD  
 SYNRAx AUSTRALIA PTY LTD  
 SYNTEC INTERNATIONAL  
 SYSTECH CONSULTANTS  
 SYSTEM SOLUTIONS AUSTRALIA PTY. LTD  
 SYSTEM THINKING PTY LTD  
 SYSTEMIK SOLUTIONS PTY LTD  
 SYSTEMS ENGINEERING AUSTRALIA PTY. LTD.  
 SZILVESTER, MARK  
 T DATA PTY LTD  
 T E & J L DEECKE  
 T O TECHNOLOGY  
 T.H.L.E ENTERPRISES PTY LTD  
 TAB DATAFILE  
 TAF & ASSOCIATES PTY LTD  
 TALK FORCE COMMUNICATIONS PTY LTD T/A IT MATTERS  
 TALLSHIPS SOLUTIONS  
 TALSICO  
 TAMERLANE DIVERSIFIED INVESTMENTS  
 TANTIA PTY TLD  
 TAPE PRODUCTS RESEARCH HOLDINGS PTY. LTD.  
 TASC DIGITAL CONTROL SYSTEMS PTY  
 TASMAN AUDIO VISION PTY LTD  
 TASMANIAN PRINCIPAL COMPUTERS  
 TASX PTY LTD  
 TAZ-E PTY LTD  
 TDSW PTY LTD  
 TDU PTY LTD  
 TEAM DIGITAL  
 TEAM SYSTEMS PTY LTD  
 TEAMLINK AUSTRALIA  
 TEC CHIPS COMPUTER SERVICES  
 TECH COMPUTER  
 TECH KNOWLEDGES PTY LTD  
 TECH PRECISION  
 TECH RENTALS PTY LTD  
 TECH SUPPLIES PTY LTD  
 TECHBUY PTY. LTD.  
 TECHEX COMMUNICATIONS PTY LTD  
 TECHNEAT SYSTEMS INSTALL PTY LTD  
 TECHNETIUM SYSTEMS PTY LTD  
 TECHNICAL & SCIENTIFIC EQUIPMENT CO  
 TECHNICAL ARCHITECTURE SOLUTIONS  
 TECHNICAL SOLUTIONS  
 TECHNOCRATICS PTY LTD  
 TECHNOLAB MARKETING PTY  
 TECHNOLOGY SALES & SUPPLIES  
 TECHNOLOGY SOLUTIONS GROUP PTY LTD  
 TECHNOLOGY WAREHOUSE AUSTRALIA PTY LIMITED

TECHONI TECHNOLOGIES  
 TECH-PRECISION PTY LTD  
 TECH-RENTALS PTY LTD  
 TECHRESCUE PTY LTD  
 TECHTEL PTY LTD  
 TECHXPRESS IT SOLUTIONS & SUPPORT  
 TECS COMPUTER MEGASTONE  
 TECS IMPORTS PTY LTD  
 TECSOUND  
 TECSOUND (SA) PTY LTD  
 TED'S CAMERA STORES (VIC.) PTY. LIMITED  
 TEGLYN SERVICES PTY LTD  
 TEK CAD & SIGN SYSTEMS  
 TEKNET COMPUTER SERVICES PTY. LTD.  
 TEL.NET MEDIA LTD  
 TELCO HEADSET WHOLESALERS (THW)  
 TELECOMMUNICATIONS MANAGEMENT  
 DIVISION AND COMPUTING SERVICES (DPAC)  
 TELEFONIX TECHNOLOGY GROUP PTY LTD  
 TELEPHONE APPLICATIONS AUSTRALIA PTY  
 LTD  
 TELEPHONE WRECKERS PTY LTD  
 TELEQUIP PTY LTD  
 TELERESOURCES PTY LTD  
 TELETALK CENTRE PTY LTD  
 TELPRO PTY LTD  
 TELUS PTY LTD  
 TENANGO HOLDINGS PTY LTD  
 TERRANOVATE GROUP PTY LTD  
 TERRAPINN (AUSTRALIA) PTY LIMITED  
 TESSERACT COMPUTING  
 TEST & MEASUREMENT AUSTRALIA PTY LTD  
 TESTCOM-DATA  
 TESTY PTY LTD  
 TFS TECHNOLOGY & COMMUNICATIONS  
 THAMES COMPUTER GROUP PTY LTD  
 THAT COMPUTER BLOKE  
 THE ADELAIDE RESEARCH & INNOVATION  
 INVESTMENT TRUST  
 THE ALBANY CONSULTING COMPANY  
 THE ALUMINIUM ROAD CASE CO  
 THE BOSS SHOP  
 THE CALCULATOR KING  
 THE CAMERA EXCHANGE  
 THE CONTENT BANK  
 THE CONTENT GROUP  
 THE COUCH DESIGN STUDIO PTY LTD  
 THE DOCUMENT BUSINESS CENTRE  
 THE FAX CLINIC  
 THE FAX DOCTOR  
 THE FAX THERAPIST  
 THE FORD & PHIN CONSULTING GROUP  
 THE GOOD GUYS  
 THE HENSHER GROUP  
 THE INTACT GROUP  
 THE LEARNING LABORATORY PTY LTD  
 THE LESTER PARTNERSHIP PTY LTD  
 THE MICROCARE CD GROUP  
 THE OFFICE TECHNOLOGY GROUP  
 THE OUTPUT PEOPLE PTY LTD  
 THE PERIPHERAL PEOPLE PTY LTD  
 THE SCANNER AND PRINTER PLACE  
 THE SOFTWARE SHOP  
 THE SONY SHOP  
 THE SYMTEC TRUST  
 THE TENNYSON GROUP  
 THE THOMSETT COMPANY PTY LTD  
 THE VOICE RECOGNITION PROFESSIONALS  
 THE XEROX SHOP  
 THE XEROX SHOP TOWNSVILLE  
 THENTEC SOFTWARE PTY LTD  
 THERAPEUTIC GOODS ADMINISTRATION  
 THERMO INFORMATICS ASIA PACIFIC PTY LTD  
 THIS TO THAT PTY LTD  
 THOMAS ELECTRONICS OF AUSTRALIA PTY LTD  
 THOMSON EDUCATION DIRECT  
 THOR SOFTWARE CONSULTANTS PTY. LTD.  
 THOR SOLUTIONS PTY LTD  
 THOUGHTWEB PTY LTD  
 THUMBSPLUS PTY LTD  
 THX COMPUTER SYSTEMS  
 THYCON INDUSTRIAL PTY LTD  
 TIE ENTERPRISES PTY LTD  
 TIG INTERNATIONAL PTY LTD  
 TIME & BILLING SOFTWARE CONSULTANTS PTY  
 LTD  
 TLC DATA SYSTEMS  
 TLE ELECTRICAL  
 TLR COMMUNICATIONS

TMD COMPUTING SERVICES  
 TOGGLETEXT TECHNOLOGIES PTY LTD  
 TONER EXPRESS (A'ASIA) PTY LTD  
 TONERS R'US  
 TONY KAY PTY LTD  
 TOPCOM (EXCAVATIONS) ACT PTY LTD  
 TOPLINE COMPUTERS  
 TOTAL BUSINESS EQUIPMENT PTY LTD  
 TOTAL COMMUNICATIONS (AUST) PTY LTD  
 TOTAL POS SYSTEMS  
 TOTAL TECHNOLOGY PARTNERS  
 TOTAL TURNKEY SOLUTIONS  
 TOUCHBASE AUSTRALIA  
 TOWN & COUNTRY OFFICE NATIONAL  
 TOWNSVILLE COMPUTER SUPPLIES  
 TOWNSVILLE SHELVING & STORAGE  
 TPE INTEGRATED SERVICES  
 TPI ASIA PACIFIC, LLC  
 TPR SYSTEMS  
 TPS AUDIO VISUAL  
 TR TELECOM  
 TRADECENTRE PRODUCTS  
 TRADEGATE AUSTRALIA PTY  
 TRAINING CHOICE  
 TRAKHEALTH PTY LTD  
 TRANS-CIV PERSONNEL MANAGEMENT  
 TRANZTEKNIK PTY LTD  
 TRAP SYSTEMS PTY LTD  
 TRENDSETTER MEDIA SUPPLIES PTY LTD  
 TREVILLA PTY LTD  
 TRIANGLE CABLES AUST PTY LTD  
 TRIDENT COMPUTERS SERVICES PTY LTD  
 TRIFORCE AUSTRALIA PTY LTD  
 TRIMAGIC SOFTWARE PTY LTD  
 TRIMCAST PTY LTD  
 TRIMCAST ROTOMOULDERS PTY LTD  
 TRINIX BUSINESS COMPUTERS PTY LTD  
 TRIO DATACOM PTY LTD  
 TRIO ELECTRIX PTY LTD  
 TRIO TEST AND MEASUREMENT SOLUTIONS  
 TRIPOS GROUP  
 TRISTAR AUTOMATION  
 TRU-COM PTY LTD  
 TRUE LIFE CREATIONS  
 TRUSCOTT HI-FI  
 TRYNDIAL PTY LTD  
 TSA GROUP PTY LTD  
 TSA SOFTWARE SOLUTIONS PTY LTD  
 TSG AUSTRALIA PTY LTD  
 TSS OFFICE SYSTEMS  
 TTM (NSW) PTY LTD  
 TURALLO INDUSTRIES PTY LTD  
 TURBOSOFT PTY LTD  
 TWO PLANETS PTY LTD  
 TYE ELECTRICAL & COMMUNICATION  
 TYNAN REIDY AGENCY  
 TYPEWRITER & OFFICE SUPPLIES CO.  
 UBIQUITY PTY LTD  
 UEA PTY LTD  
 UGS PLM SOLUTIONS (AUSTRALIA) PTY LTD  
 ULTIMATE DESIGN GRAPHICS PTY LTD  
 ULTIMATE DESIGN PRINT TECHNOLOGY  
 ULTIMATE POSITIONING  
 ULTRAK ADEMCO AUSTRALIA PTY LTD  
 UMART ONLINE  
 UNDERWATER VIDEO SYSTEMS PTY LTD  
 UNICOM ENTERPRISES  
 UNIKAS PTY LTD  
 UNILINC LTD  
 UNILINK DATA SYSTEMS PTY LTD  
 UNIMAIL PTY LTD  
 UNIQUE TECHNOLOGY COMPONENTS PTY LTD  
 UNISOFT PTY LTD  
 UNITED DIGITAL  
 UNITED GROUP SERVICES PTY LTD  
 UNITED KFPW PTY LTD  
 UNITRONIX  
 UNIVERSAL COMMUNICATIONS PTY LTD  
 UNIXPAC PTY LTD  
 UPBEAT DESIGN STUDIO PTY LTD  
 UPS SOLUTIONS  
 URBIS PTY LTD  
 USED PHONE CO LTD  
 USED PHONE COMPANY (AUST) PTY LTD  
 UTELCO SYSTEMS PTY LTD  
 V.F.S. AUSTRALIA PTY. LTD.  
 VAISALA PTY LTD  
 VALIDATE TECHNOLOGIES PTY. LTD.

VALLEY RETRAVISION  
 VALUE ADDED SOLUTIONS PTY LTD  
 VALUESOURCING  
 VANGREN TECHNOLOGY  
 VARIAN AUSTRALIA PTY LTD  
 VARKON OFFICE SOLUTIONS PTY LTD  
 VAST PTY LTD  
 VEHDA SOFTWARE PTY LTD  
 VEHEQUIP  
 VERDANT PROGRAMMING PTY LTD  
 VERITAS EVENT MANAGEMENT  
 VERSATILE SOLUTIONS PTY LTD  
 VERTICAL TELECOMS (WA) PTY LTD  
 VERTICAL TELECOMS PTY LIMITED  
 VFC PIVOTAL CANBERRA PTY LTD  
 VFS AUSTRALIA PTY LTD  
 VICOM AUSTRALIA PTY LTD  
 VICON INDUSTRIES PTY LTD  
 VIDEOBYTES AUSTRALIA PTY. LTD.  
 VIDEOCRAFT  
 VIDEOGUYS AUSTRALIA PTY LTD  
 VIDEOPRO  
 VIELLARIS SOFTWARE  
 VIEN, PETER  
 VIKING OFFICE PRODUCTS PTY LTD  
 VIP COMPUTER SYSTEMS  
 VIRTUAL CIRCUITS  
 VIRTUO CITY  
 VIRTUOSO MEDIA  
 VISABILITY INFORMATION SYSTEMS PTY LTD  
 VISIBLEVOICE PTY  
 VISION AUSTRALIA FOUNDATION  
 VISION CONTROL (INTERNATIONAL) PTY. LTD.  
 VISION OFFICE CHOICE  
 VISION ONE AUSTRALIA PTY LTD  
 VISIONRITE PTY LTD  
 VISIONSTREAM  
 VISTA VISUALS AUSTRALIA PTY LTD  
 VISTRA TECHSOLUTIONS  
 VISUAL JAZZ  
 VISUAL THOUGHT COMMUNICATION  
 VITALNET  
 VIVID TECHNOLOGIES AUSTRALIA  
 VIZMAP PTY LTD  
 VME SYSTEMS PTY LTD  
 VOCALITY PTY LTD  
 VOICE COMMUNICATIONS AUSTRALIA PTY. LTD.  
 VOICE COMMUNICATIONS FACILITES  
 VOICE PERFECT SYSTEMS PTY LTD  
 VR SOLUTIONS PTY LTD  
 W A CROMARTY & CO PTY LTD  
 WA TONER SUPPLIES  
 WAGGA CARTRIDGES  
 WAGGA JOINTING & CABLING PTY LTD  
 WALCAR GRAPHICS PTY LTD  
 WALCH OPTICS PTY LTD  
 WALKER CONSTRUCTION PTY LTD  
 WALLIS CONSULTING GROUP PTY LTD  
 WARSASH SCIENTIFIC  
 WATERS AUSTRALIA PTY LTD  
 WATONER SUPPLIES  
 WAVERIDER COMMUNICATIONS  
 WEB DOWN UNDER  
 WEB ENTER  
 WEB ESSENTIALS PTY LTD  
 WEB OBJECTIVES PTY LTD  
 WEBB, VANESSA LOUISE  
 WEBBSOFT SOLUTIONS  
 WEBLINK PTY LTD  
 WEBQEM PTY LTD  
 WEBSECURE TECHNOLOGIES PTY LIMITED  
 WEBSPIY PTY LTD  
 WESTEK ELECTRONICS PTY LTD  
 WESTERNEX SUPPLY  
 WESTWIDE ELECTRICAL SERVICES  
 WETPC PTY LTD  
 WHITEBOARD & OFFICE SUPPLY SPECIALISTS  
 WHYGO VIDEO CONFERENCING  
 WIDE WORLD CONSUMABLES  
 WILDCARD INFORMATION SYSTEMS PTY LTD  
 WILLHART POWER TECH PTY LTD  
 WILLIAM J HOGAN  
 WILSON & GILKES PTY LTD  
 WILSONS ASSET MANAGEMENT SERVICES PTY LTD  
 WINDOWLOGIC  
 WINRADIO COMMUNICATIONS  
 WIRRALEE PTY LTD

WISE IT  
WJ MONCRIEFF PTY LTD  
WOLLONGONG DRAWING & OFFICE EQUIPMENT  
WOODWARD SUE  
WORKFORCE TRAINING SOLUTIONS PTY. LTD.  
WORKPAC INDUSTRIAL PTY LTD  
WORKSKILLS PROFESSIONALS  
WORLD OF AUDIO VISUAL  
WORLD SYSTEMS RESOURCE  
WORLD WIDE WEBSTER PTY LTD  
WORLEY LTD  
WOW SIGHT AND SOUND  
WPT  
WRIGHT TECHNOLOGIES LTD  
WST PACIFIC PTY. LTD.  
WYATT & ASSOCIATES PTY LTD  
WYNDATA PTY LTD  
WYNTEC COMPUTERS  
XACT. CORPORATION  
XANALYS PTY LTD  
XCEL BUSINESS SOLUTIONS PTY LIMITED  
XEROX BUSINESS CENTRE PTY LTD  
XICG.COM  
XOR PTY LTD  
XTEK PTY LTD  
YARRA RANGES IT SERVICES  
YNZ TECH PTY LTD  
YTEK PTY LTD  
ZAM-CHIFS PTY LTD  
ZANTECH CONSULTING PTY LTD  
ZENDATA PTY LTD  
ZIEGAM PTY LTD  
ZIENNA LOGIC  
ZING TECHNOLOGIES PTY LTD  
ZIUM PTY LTD  
ZTREM PTY LTD  
ZYLOTECH LTD