

UTelco's Growth Strategy & Unique Offerings Attract International Investor

Melbourne, VIC, 30 August 2010.

UTelco, a global leader in Enterprise Data Management, is pleased to announce the Singapore Government's investment in UTelco. This came as a direct outcome of UTelco's international growth strategy, its focus on key market sectors such as the telecommunications and utilities markets and its unique IP in the Data Management arena.

The Singapore Government's investment has enabled UTelco to restructure its business to support the expansion into the South East Asian region. As a world leading economy and data hub, Singapore is of particular focus and some significant and successful work has already been completed.

"To be recognised as having developed significant and possibly unique IP in the Enterprise Data Management arena by one of the world's most IT savvy and financially solid governments is an honour and also represents a huge opportunity." said Margaret Dine, UTelco's joint CEO & Technical Director.

The liquidation of the UTelco Systems Unit Trust, trading in Australia as UTelco Systems Pty Ltd, has made way for the creation of the Singapore based UTelco Systems Pte Ltd and the creation of the local trading entity and registered Australian corporation, UTelco Australia Pty Ltd.

The Research and Development cornerstone of UTelco continues to be based in Melbourne Australia, with operations jointly run between Australia and Singapore. By separating operations, UTelco gains a springboard into the rapidly growing South East Asian market whilst maintaining strong support for its Australian client base.

The change of UTelco to a corporate structure enables it to enter Australian market segments previously unavailable to it due to the previous Trust structure. As an incorporated entity, UTelco can now provide solutions via Panels and directly to local, state and federal governments.

The relationship with NCS and other Singapore based businesses, as a result of the change to the corporate structure, have already paid dividends for UTelco. The opening of UTelco's international headquarters in Singapore is a major milestone in UTelco's growth.

"We are excited by the opportunity to grow our business in a move designed to allow us to respond more effectively to emerging business opportunities, optimise interaction with our customers and partners and to maximise the efficient use of resources. Our OneSolution methodology puts business and IT managers back in control of their data-related projects such as those addressing data quality, migration and application implementation. Too many failing projects are being 'product' driven rather than 'business' driven. This investment enables us to reach more organisations and help them get that business focus back" said Dr. John Brudenell, UTelco's joint CEO & Consulting Director.

About UTelco Systems

Founded in 1982, UTelco Systems is a global leader in Enterprise Data Management and distinctive Data Management-based solutions including Total Information Management, Enterprise Integration, Enterprise Data Warehousing and Business Intelligence.

Information about UTelco Systems is available at www.utelcosystems.com

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