

CUATIS2024 Contractor Catalogue

The matrix below lists the contractors and the categories for which they are contracted to supply Goods and/or Services under CUATIS2024. Each contractor has a minimum percentage discount rate (Discount Rate) that must be applied to the total cost of an order within the relevant category.

Contractors must **not** offer a Discount Rate lower than the contracted minimum.

Contractors may:

- Offer a higher Discount Rate than the minimum specified; and
- Provide additional discounts for specific Goods or Services based on the customer's individual requirements.

For any greyed-out cells, the contractor is **not** authorised to supply Goods or Services under that category.

Contractors	Minimum Percentage Discount Rate					
	Panel 1 Infrastructure and Facilities			Panel 2 Hybrid Cloud	Panel 3 Managed Services	
	Category 1A Networking Equipment	Category 1B Data Centre Equipment	Category 1C Colocation	Category 2A Hybrid Cloud	Category 3A Managed Communications	Category 3B Managed Infrastructure
Atos Australia	5%	5%		5%	5%	5%
Avantgarde Technologies	10%					
BAI Communications	20%					20%
Baidam Solutions	20%					
Brennan IT		10%			12.50%	
CDM Australia	55%					
Cirrus Networks	15%	15%	15%		15%	15%

Contractors	Minimum Percentage Discount Rate					
	Panel 1 Infrastructure and Facilities			Panel 2 Hybrid Cloud	Panel 3 Managed Services	
	Category 1A Networking Equipment	Category 1B Data Centre Equipment	Category 1C Colocation	Category 2A Hybrid Cloud	Category 3A Managed Communications	Category 3B Managed Infrastructure
CyberCX					10%	
Data#3	10%	10%		5%		
Datacom Systems	15%	15%	10%	10%	10%	10%
DC Alliance			12.50%			
Dell		55%				
Diversus				1%		
DXC Technology		25%		6%	10%	10%
Equinix		10%	10%	10%		
Fujitsu	25%	30%	11%	11%	9%	9%
HCL Australia	15%	15%	10%		10%	10%
Hewlett Packard Enterprise	60%	30%	2%			
Insight Enterprises		15%			10%	
Kinetic IT	10%	10%				12%
Lenovo		50%				
Managed IT	5%	5%	5%			
NEC	25%	15%			10%	10%
NEXTDC			7%			
NTT Data	10%	10%	5%		10%	10%

Contractors	Minimum Percentage Discount Rate					
	Panel 1 Infrastructure and Facilities			Panel 2 Hybrid Cloud	Panel 3 Managed Services	
	Category 1A Networking Equipment	Category 1B Data Centre Equipment	Category 1C Colocation	Category 2A Hybrid Cloud	Category 3A Managed Communications	Category 3B Managed Infrastructure
Optus	10%	10%			10%	10%
Orro						35%
R1i Technology	50%	50%			40%	50%
Stott & Hoare	15%	15%				
Telstra	40%	35%	7%	35%	25%	25%
Vocus	5%	5%	7%		7%	7%

CUATIS2024 Contractor Profiles

Company Information	
Contractor	Atos (Australia) Pty Ltd
ACN Number	143 410 655
ABN Number	94 143 410 655
Website	https://atos.net/en/
Panel / Categories	Panel 1 - Infrastructure and Facilities • Category 1A - Networking Equipment • Category 1B - Data Centre Equipment Panel 2 - Hybrid Cloud • Category 2A - Hybrid Cloud Panel 3 - Managed Services • Category 3A - Managed Communications • Category 3B - Managed Infrastructure

Contact Information	
Full Name	Esther Drayton
Phone / Mobile	0473 145 561
Email	Esther.Drayton@atos.net
Orders	E: auaccounts.it-solutions@atos.net / P: (03) 7018 0674
Business Hours	9am to 5pm, Monday - Friday excluding public holidays (AWST)

About Us

Atos Australia: Powering Digital Transformation with Confidence

Atos Australia is a trusted leader in digital transformation, harnessing cutting-edge technologies to drive business value across key sectors. With a strong focus on innovation, sustainability and security, we deliver high-performance solutions in infrastructure, hybrid cloud and managed services that empower organisations to thrive in a digital-first world.

Our Digital Workplace (DWP) offerings enhance employee experience through tailored digital collaboration tools, secure remote access and integrated platforms that foster productivity and engagement.

By leveraging advanced data analytics and artificial intelligence, Atos helps organisations unlock valuable insights, enhance decision-making processes, and drive innovation throughout their operations.

CUATIS2024 Contractor Profiles

Core Competencies

In alignment with the panel categories, Atos offers the following core competencies:

Panel 1 - Infrastructure and Facilities

- **Category 1A - Networking Equipment:** Atos provides a comprehensive range of networking solutions, including advanced routers, switches and security appliances designed to ensure robust connectivity and data integrity.
- **Category 1B - Data Centre Equipment:** Our expertise in data centre infrastructure encompasses high-performance servers, storage solutions and virtualisation technologies, enabling efficient data management and security.

Panel 2 - Hybrid Cloud

- **Category 2A - Hybrid Cloud:** Atos specialises in hybrid cloud architectures that integrate on-premises and cloud environments. Our solutions empower organisations to achieve scalability, flexibility and enhanced data sovereignty.

Panel 3 - Managed Services

- **Category 3A - Managed Communications:** We deliver end-to-end managed communication services, including VoIP, unified communications and collaboration tools, ensuring seamless connectivity and productivity.
- **Category 3B - Managed Infrastructure:** Atos provides comprehensive managed infrastructure services, including monitoring, security and support, optimising operational efficiency and reliability.

Key Industry Certifications

Atos holds several industry certifications, including ISO 27001 for Information Security Management, ISO 9001 for Quality Management and ISO 20000 for IT Service Management. These certifications reflect our commitment to delivering exceptional service quality and security.

Atos partners with leading global firms to provide innovative integrated solutions, including expertise from AWS in cloud migration, Microsoft Azure for operational efficiency and Broadcom for virtualisation. Collaborations with Cisco and Dell Technologies enhance networking and data management capabilities, while ServiceNow improves workflow automation. Additionally, Atos works with Fortinet to deliver advanced cybersecurity solutions that protect client networks.

Atos has successfully served key clients such as Western Australia Health, where it implemented Hybrid Infrastructure Management to support healthcare digitalisation. Other notable customers include government agencies benefiting from hybrid cloud services, Siemens for operational efficiency and the International Olympic Committee (IOC), where Atos managed IT systems for the Olympic and Paralympic Games. Atos also deployed a data analytics platform for Estée Lauder, enhancing customer experiences across multiple brands through improved data insights.

CUATIS2024 Contractor Profiles

Company Information	
Contractor	Avantgarde Technologies Pty Ltd
ACN Number	159 056 890
ABN Number	47 159 056 890
Website	www.avantgardetechnologies.com.au
Panel / Categories	Panel 1 - Infrastructure and Facilities • Category 1A - Networking Equipment

Contact Information	
Full Name	Aimee Martelli
Phone / Mobile	0448 217 127
Email	accounts@avantgardetechnologies.com.au
Orders	(08) 9468 7575
Business Hours	8:30am to 5pm, Monday - Friday excluding public holidays (AWST)

About Us

Avantgarde Technologies is a specialised consultancy firm based in Perth, Western Australia. We offer a wide range of services including Infrastructure and Networking solutions.

Our team boasts an impressive list of certifications available on our website.

For more information about the services and solutions we provide, refer to the latest capabilities statement available on the home page of our website.

Partners or Affiliations

Avantgarde Technologies has numerous partnerships and affiliations in place with key vendors including:

- Microsoft
- Dell Technologies
- Access4
- Aussie Broadband
- Broadcom (VMware)
- Cambium
- Cisco
- Exclaimer
- Lansweeper
- Palo Alto
- White Cloud Security
- Huntress
- Veeam
- Juniper
- FortiNet

CUATIS2024 Contractor Profiles

- Genetec
- Milestone
- Avigilon
- Nutanix
- Radwin
- Siklu

We have an impressive list of certifications in all these areas, please refer to the About Us page on our website.

Key Customers

Avantgarde is active in both Local Government and State Government sectors across Western Australia under the Department of Finance Common Use Agreement. We provide services to many state government bodies such as the Western Australian Industrial Relations Commission, Department of Biodiversity, Conservation & Attractions, Fremantle Ports, Workcover WA and many more. We also service over 25 local government bodies across the state of Western Australia.

CUATIS2024 Contractor Profiles

Company Information	
Contractor	BAI Networks Pty Ltd trading as BAI Communications Pty Ltd
ACN Number	603 280 379
ABN Number	64 603 280 379
Website	www.baicommunications.com
Panel / Categories	Panel 1 - Infrastructure and Facilities • Category 1A - Networking Equipment Panel 3 – Managed Services • • Category 3B - Managed Services

Contact Information	
Full Name	Melanie Hazebroek
Phone / Mobile	(08) 6145 2234 – 0429 775 733
Email	Pmo.ppn@baicommunications.com
Orders	Pmo.ppn@baicommunications.com
Business Hours	8:00am to 6pm, Monday – Friday excluding public holidays (AWST)

About Us

BAI Communications delivers end-to-end communications infrastructure and ICT solutions across the full asset lifecycle. From strategic ICT advisory and independent assessment through to engineering design, complex systems integration and 24/7 managed services, we provide one point of accountability from strategy to support. Backed by stable, long-term shareholders, we have the financial strength and willingness to own assets and invest capital in the programs that matter most to our customers.

Our solutions span broadcast infrastructure, public wireless, private wireless networks, critical communications, network solutions and smart precinct development across mining, energy, transport, utilities, government and enterprise sectors.

Whether that's keeping national broadcasters on air during a natural disaster, connecting emergency services across a state-wide public safety network, designing a private 5G network for a remote mining operation, or delivering seamless in-building coverage across a major transport corridor, we bring the technical depth, national infrastructure and operational capability to deliver in Australia's most demanding environments.

Backed by Quality ISO 9001/ 14001 / 45001 accreditations and a dedicated project management office our team is not only committed to building sound and lasting partnerships but delivering best practice standards and performance. Backed by Quality ISO 9001/ 14001 / 45001 accreditations and a dedicated project management office our team is not only committed to building sound and lasting partnerships but delivering best practice standards and performance.

CUATIS2024 Contractor Profiles

Partners or Affiliations

Aruba/HPe	Athonet	Cambium Networks
Ceragon	Cisco	Fortinet
Huawei	Juniper Networks	Motorola
Nokia	Rajant	Ring Central

Key Customers

BHP	Rio Tinto	FMG
WA Police	Public Transport Authority	Department of Fire and Emergency Services
Edith Cowan University	Southern Cross University	Main Roads
Arrow Energy	Origin Energy	Santos

CUATIS2024 Contractor Profiles

Company Information	
Contractor	Baidam Solutions Pty Ltd
ACN Number	626 747 073
ABN Number	11 626 747 073
Website	www.baidam.com.au
Panel / Categories	Panel 1 - Infrastructure and Facilities Category 1A - Networking Equipment

Contact Information	
Full Name	Mike Butler
Phone / Mobile	0438 865 126
Email	Mike.b@baidam.com.au
Orders	purchaseorders@baidam.com.au
Business Hours	8am to 6pm, Monday - Friday excluding public holidays (AWST)

About Us



Baidam Solutions is a Supply Nation Certified, Indigenous-owned networking and cybersecurity consultancy, committed to helping our customers strengthen their cyber resilience while creating meaningful ICT opportunities and pathways for First Nations Australians (<https://www.baidam.com.au/awards>).

From our new office in Exchange Tower Perth, we can support the WA Government with any needs relating to Networking and Cybersecurity.

Our Social Impacts

\$2.5M+

The cumulative impact of the Baidam Initiative

\$500K+

Direct trading with other First Nations businesses

\$1.7M+

Indigenous employee Salaries

Over 50%

of profits invested to bridging the gap for Indigenous peoples

The Baidam Initiative:
3x Lifetime University Scholarships

The University of Queensland Australia | Edith Cowan University Western Australia | Australian National University

First Indigenous business to fund a university scholarship in perpetuity at the University of Queensland and a 2nd & 3rd fully funded scholarship at the ANU and Edith Cowan University, awarded to First Nations students each year.

Partners or Affiliations

- Cisco and Cisco Meraki
- Palo Alto Networks

CUATIS2024 Contractor Profiles

- Fortinet
- CheckPoint
- HPE Aruba
- Web Application Firewalls (Cloudflare, Imperva, Akamai, etc)
- Access solutions (Okta, Zscaler, Silverfort, SailPoint, CyberArk, Delinea, Beyond Trust, Ping Identity, Airlock, CrowdStrike, Identifly, NinjaOne, Trusona, etc)
- 80+ vendors of security and IT solutions and products working on and around the network. Please contact for full list (many but not all of our vendor partners can be found at <https://www.baidam.com.au/partners>)

Key Customers

Supply of Cisco Network Equipment and Firewalls (and associated Cisco services):

- Public Transport Authority (WA)
- Department of Agriculture and Fisheries (QLD)
- Department of Housing and Public Works (QLD)
- Commonwealth Bank of Australia

Supply of Palo Alto Network Equipment and Firewalls:

- Western Power
- Department of Agriculture and Fisheries (QLD)
- The University of Queensland
- RIO Tinto

Supply of Fortinet Network Equipment and Firewalls:

- Flight Centre Travel Group
- Department of Customer Service (NSW)
- CleanCo Queensland

Supply of CheckPoint Network Equipment and Firewalls:

- Main Roads WA
- Canva Pty Ltd
- Department of Agriculture and Fisheries (QLD)

Supply of HPE Aruba Network Equipment and Firewalls:

- QANTAS
- Transgrid

CUATIS2024 Contractor Profiles

Company Information	
Contractor	Brennan IT Pty Limited
ACN Number	082 699 367
ABN Number	29 082 699 367
Website	www.brennait.com.au
Panel / Categories	Panel 1 - Infrastructure and Facilities - Category 1B - Data Centre Equipment Panel 3 - Managed Services - Category 3A - Managed Communications

Contact Information	
Full Name	Basil Lenzo
Phone / Mobile	0406782026
Email	Basil.lenzo@brennanit.com.au
Orders	E: Basil.lenzo@brennanit.com.au / M: 0406 782 026
Business Hours	8:30am to 5pm, Monday - Friday excluding public holidays (AWST)

About Us

Brennan is a multi award winning At-Scale Australian based System Integrator with a strong WA local presence focused on delivering technology, with strong customer satisfaction. Our WA team is heavily interested in working with all Government agencies to understand their business technology journey and working closely to deliver what is promised. Brennan have strong WA skills and certifications across Data Centre Equipment and Managed Communications. With the support of the WA Solution Architects, we work closely with all clients from requirement gathering, through to design, build and test, deploy and manage.

Partners or Affiliations

Data Centres (to name a few)

Vendor	Partner Certification
Equinix	Global Partner
Digital Realty	National Partner
Next DC	National Partner
APC	Authorised Reseller
Cisco	Premier Partner
Citrix	Solutions Advisor
Dell Technologies	Platinum Partner
Fortinet	Expert Partner Integrator, MSSP

CUATIS2024 Contractor Profiles

HP Inc	Gold Partner
Hewlett Packard Enterprise	Gold Partner
Lenovo	Platinum Partner
Pure Storage	Elite
Veeam	Gold Partner
VMware	Enterprise Partner
Nutanix	Elite
Microsoft	Azure Manage Service Partner

Global Data Centre Certifications

- Uptime Institute Tiers Certifications
- ISO 27001 ISMS
- ISO 9001 QMS
- ISO 14001 EMS
- NABERS Energy Efficiency Rating
- ACSC Security Essentials Program

Managed Communications

- CCIE Voice Engineers
- CCNA Certifications
- CCNP Certifications
- Cisco Webex Certified Engineers
- CUCM / IM&P Certified Engineer
- Certified Ribbon SBC Engineers
- NICE Contact Centre Certified Engineers
- Certified Microsoft Teams Administrator's (Managing Microsoft Teams & Teams Calling)
- Mitel Certified Engineers
- NEC Certified Engineers
- Enghouse Touchpoint Certified Engineers

Key Customers

Data Centre Experience	Managed Communications
Healthcare	Councils
Financial	Education
Government (Federal / State)	Health
Councils	Resources
Universities	Transport
Resources	Transport Infrastructure
Civil Construction	

CUATIS2024 Contractor Profiles

Company Information	
Contractor	CDM Australia Pty Ltd
ACN Number	009 592 965
ABN Number	68 009 592 965
Website	www.cdmaust.com.au
Panel / Categories	Panel 1 - Infrastructure and Facilities Category 1A - Networking Equipment

Contact Information	
Full Name	Martin Eyer
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Orders	cssales@cdmaust.com.au
Business Hours	9am to 5pm, Monday - Friday excluding public holidays (AWST)

About Us

CDM Australia (CDM) is a successful Western Australian owned private company with an impressive track record fulfilling Western Australian Government and Australian commercial business requirements since incorporation in 1965. CDM is also CUA ICTS 2021/21A and CUA CMD2021 accredited for WA Government services and is established and trusted in these related areas. A local, managed warehouse supports logistics in Western Australia and facilitates local stocking and progressive project roll out activities. In addition, pre-sales consulting, Project Management, post-sales support, and accredited legacy disposal services are provided.

CDM possesses extensive high-level certifications across key vendors such as, and not limited to, Aruba, Juniper, HPE, Dell, Pure, Microsoft, Broadcom/VMware, Citrix, Cisco, Fortinet, Palo Alto, and Sophos. CDM engineers have delivered multiple networking solution associated with co-location projects for the following environments: Azure Cloud, Google Cloud (GCP), AWS, Hybrid and Private Cloud, desktop and application virtualisation, remote access, SDWAN and security solutions.

Partners or Affiliations

Winthrop Australia, part of the CDM Group of Companies, has been delivering enterprise grade IT solutions since 1996. We support government, not-for-profit and commercial organisations with the design and implementation of secure, high-performance infrastructure. Our team provides full-service project delivery covering everything from technology rollouts and infrastructure upgrades to tailored IT solutions that align with your operational goals. We focus on reliability, minimal disruption, and long-term performance to help clients get the most out of their technology investment.

CUATIS2024 Contractor Profiles

CDM Australia together with Winthrop Australia are formal Partners for Aruba, Juniper, HPE, Dell, Pure, Microsoft, Broadcom/VMware, Citrix, Cisco, Fortinet, Palo Alto and Sophos.

Key Customers

Include WA Health, WAPOL, DFES, DOT, DMIRS, Education Department, Main Roads WA, DWER, Planning and WA Finance.

CUATIS2024 Contractor Profiles

Company Information	
Contractor	Cirrus Networks (WA) Pty Ltd wholly owned by Atturra Ltd
ACN Number	161 277 121
ABN Number	72 161 277 121
Website	www.atturra.com
Panel / Categories	Panel 1 - Infrastructure and Facilities • Category 1A - Networking Equipment • Category 1B - Data Centre Equipment • Category 1C - Colocation Panel 3 - Managed Services • Category 3A - Managed Communications • Category 3B - Managed Infrastructure

Contact Information	
Full Name	Rod Dunstan
Phone / Mobile	0424 329 188
Email	commercial.ams@atturra.com
Orders	salesupport@atturra.com
Business Hours	8am to 5pm, Monday - Friday excluding public holidays (AWST)

About Us

Atturra is Australia's leading sovereign-owned technology services provider, trusted by government, education, and enterprise clients to deliver impactful digital transformation. With national scale and deep local expertise, we offer tailored, outcome-driven solutions aligned with our clients' strategic objectives.

Our comprehensive capabilities span cloud, infrastructure, applications, and data, allowing us to serve the unique needs of institutions across the Western Australian government. With a strong presence in WA and a commitment to workforce development, Atturra combines technical excellence with a deep understanding of the local community and public sector priorities.

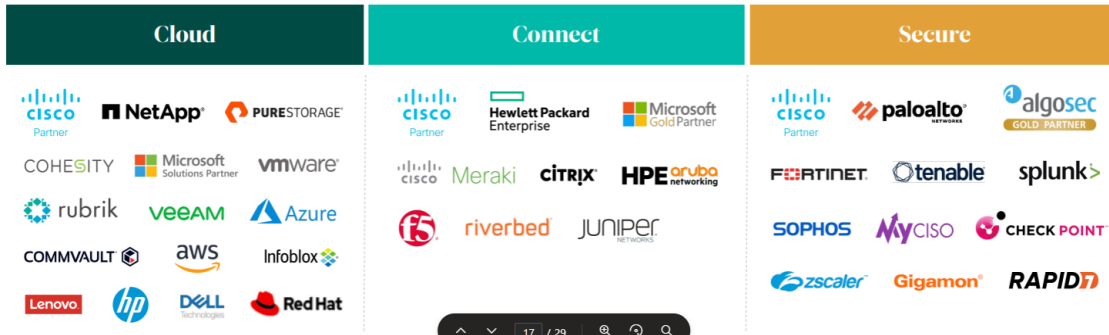
Partners and Affiliations

ISO 9001 – Quality Management Systems, ISO/IEC 27001 – Information Security Management, ISO/IEC 20000 – IT Service Management

Our Technology Partners



**National Technical
Practices 150+
Trained and
Certified Engineers**



Key Customers

Atturra works closely with a diverse range of local, state, and federal government organisations. Our multi-disciplinary teams provide end-to-end services—including consulting, planning, design, implementation, and ongoing management—across IT infrastructure and cloud solutions. Key relationships include:

- Health Department
- Transport Authorities
- Western Power
- Water Corporation
- Local Government
- Universities
- Higher Education Institutions

CUATIS2024 Contractor Profiles

Company Information	
Contractor	CyberCX Pty Ltd
ACN Number	629 363 328
ABN Number	90 629 363 328
Website	www.cybercx.com.au
Panel / Categories	Panel 3 – Managed Services Category 3A – Managed Communications
Contact Information	
Full Name	Steve Schupp
Phone / Mobile	0414 859 215
Email	contact.wa@cybercx.com.au
Orders	Sales.wa@cybercx.com.au
Business Hours	8:30am - 5:00pm, Monday - Friday excluding public holidays (AWST)

About Us

CyberCX is a global cybersecurity and ICT Services company with highly skilled consultants, advanced capabilities and offices across Australia, New Zealand, the United Kingdom and the United States. With a global workforce of over 1,400 professionals and over 140 staff located in Western Australia, we are a trusted partner to private and public sector organisations helping our customers confidently deliver on digital transformation initiatives, manage the cyber risk of such transformations, respond to incidents and build resilience in an increasingly complex and challenging threat environment.

Through our end-to-end range of capabilities, CyberCX empowers our customers to securely accelerate opportunities in the digital economy. Our expertise is delivered across the following services:

- Strategy and Consulting
- Governance, Risk and Compliance
- Security Testing and Assurance,
- Identity and Access Management
- Network, Communications and Infrastructure Solutions
- Cloud Security and Cloud Solutions
- Managed Security and Managed Infrastructure Services
- Digital Forensics and Incident Response
- Cyber Intelligence
- Cyber Capability, Education and Training

CUATIS2024 Contractor Profiles

Partners or Affiliations

CyberCX has strong vendor alliances with over 100 of the recognised industry leaders in the cyber security and technology services domains. We leverage these relationships to provide our clients with the best value for money solutions that meet your technical requirements.

We maintain close relationships with our alliance partners which delivers the following benefits to our clients:

- A well-trained workforce who are afforded access to the latest product developments and training modules
- Strong vendor management that ensures effective service delivery and resolution of technical issues
- A proactive service delivery approach, leveraging access to future product developments that will meet the needs of our clients over time

See the following link for a summary of our top 15 alliance partners – <https://cybercx.com.au/about-cybercx/>

Key Customers

CyberCX provides Cyber Security services to Federal, State and Local government customers, Defense, Mining and Resources, Utility and Critical Infrastructure, Enterprise and Commercial clients.

CyberCX includes numerous state government, local government, related entities including utilities, universities, mining oil and gas, and many other major corporates among our local, Western Australian customers.

CUATIS2024 Contractor Profiles

Company Information	
Contractor	Data#3 Limited
ACN Number	010 545 267
ABN Number	31 010 545 267
Website	https://www.data3.com
Panel / Categories	Panel 1 - Infrastructure and Facilities - Category 1A - Networking Equipment - Category 1B - Data Centre Equipment Panel 2 - Hybrid Cloud - Category 2A - Hybrid Cloud

Contact Information	
Full Name	Nicole Grice
Phone / Mobile	0420 962 100
Email	tenders@data3.com.au
Orders	wacuaenquiries@data3.com.au
Business Hours	9am to 5pm, Monday - Friday excluding public holidays (AWST)

About Us

Data#3 Limited (DTL) is a leading Australian IT services and solutions provider. Focused on helping customers harness the power of people and technology for a better future. With over 45 years of experience, Data#3 offers end to end hardware and IT procurement services, including cloud, modern workplace, security, data & analytics, and connectivity. These solutions are delivered through consulting, project services, and managed services.

The WA branch has a dedicated team of professionals skilled in various IT services and solutions, including network engineers, project managers, and support staff to meet the requirements of our customers in the region.

Partners or Affiliations

Cisco Gold Partner, Dell EMC Titanium Partner, Microsoft Gold Partner, Palo Alto Platinum Partner, HP Platinum Partner, Arubra Platinum Partner, IBM Premium Partner, VMWare Premium Solution Provider Partner, Citrix Platinum Solution Advisor, Symantec Platinum Partner, Veeam Platinum Pro Partner, APC Elite Partner, Websense Platinum Partner.

Key Customers

Public Transport Authority (PTA), Fiona Stanley Hospital, Fremantle Ports, Western Power, St John Ambulance WA, ARC Infrastructure, Westrac, Main Roads, Water Corporation, Rio Tinto, Northern Star Resources, Gold Fields, City of Perth, Main Roads, etc.

CUATIS2024 Contractor Profiles

Company Information	
Contractor	Datacom Systems (AU) Pty Ltd
ACN Number	135 427 075
ABN Number	39 135 427 075
Website	www.datacom.com
Panel / Categories	Panel 1 - Infrastructure and Facilities • Category 1A - Networking Equipment • Category 1B - Data Centre Equipment • Category 1C - Colocation Panel 2 - Hybrid Cloud • Category 2A - Hybrid Cloud Panel 3 - Managed Services • Category 3A - Managed Communications • Category 3B - Managed Infrastructure

Contact Information	
Full Name	Jim Pollard
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Email	wasales@datacom.com.au
Orders	wasales@datacom.com
Business Hours	8:30am to 5pm, Monday - Friday excluding public holidays (AWST)

About Us

Datacom is Australasia's largest and longest-standing technology organisation. We have extensive experience and capability to deliver across all panels of this CUA. We offer innovative, flexible, secure, and low-risk products and services, complemented with efficient and professional service delivery capability and augmented by reputed third party vendors and delivery partners. Datacom has a robust understanding of how to be effective, ethical, and compliant on all-of-government panels, as demonstrated through engagements in WA, across Australia, and New Zealand.

From our broad experience working closely across WA Government, we understand Digital Transformation strategies. Like you, we value the importance of innovation and the evolution of services, necessary to improve outcomes to the WA community and beyond.

Panel 1 - Infrastructure and Facilities

- **Category 1A - Networking Equipment:** Datacom provides a comprehensive range of networking solutions from a range of industry leading vendors
- **Category 1B - Data Centre Equipment:** Datacom provide high quality data centre infrastructure across multiple vendors and technologies,

CUATIS2024 Contractor Profiles

- **Category 1C - Co-Location:** In partnership with well-respected Datacentre Providers, Datacom can provide Co-Location and associated Services under this category either as standalone services or as part of a fully integrated service.

Panel 2 - Hybrid Cloud

- **Category 2A - Hybrid Cloud:** Datacom specialises in hybrid cloud architectures that integrate on-premises and cloud environments. Our solutions empower organisations to achieve scalability, flexibility and enhanced data sovereignty.

Panel 3 - Managed Services

- **Category 3A - Managed Communications:** We deliver flexible Communications Services using modern services and technologies to ensure your organisation can engage across a range of communications mediums.
- **Category 3B - Managed Infrastructure:** Datacom provides comprehensive managed infrastructure services, including monitoring, security and support, optimising operational efficiency and reliability.

In addition, through our membership of the CUATEL2021 Panel 3 and 4, Datacom are well placed to provide fully compliant integrated solutions to State Agencies.

Partners or Affiliations

Datacom partners with a wide range of partners and vendors to support our provision of hardware and services under this panel. We hold many certifications, affiliations and partnerships with our key vendors and partners, and our staff hold multiple qualifications across a range of specialities.



Please refer to our website for more information.

Key Customers

Datacom provides services to organisations of all sizes and industry verticals across Australia and New Zealand. Our customers range from enterprise level commercial organisations to small and medium businesses. We are especially proud of our strong foundation in Government, delivering services at the Federal and State level across Australia, and the National level in New Zealand. As a supplier under the GovNext CUA, Datacom has (and continues to) provided high quality Networking, Co-Location and Infrastructure Services to many West Australian State Government entities including the Department of Justice, Department of Fire and Emergency Services, Department of Transport, Department of Communities, Department of Primary Industries and many more.

CUATIS2024 Contractor Profiles

Company Information	
Contractor	DC Alliance
ACN Number	603 333 599
ABN Number	96 603 333 599
Website	www.dcalliance.com.au
Panel / Categories	Panel 1 - Infrastructure and Facilities • Category 1C - Colocation

Contact Information	
Full Name	Ben Chan
Phone / Mobile	0411 878 113
Email	ben.chan@dcalliance.com.au
Orders	accounts@dcalliance.com.au
Business Hours	8:30am - 5:00pm, Monday - Friday excluding public holidays (AWST)

About Us

DC Alliance (DCA) operates a Tier III certified colocation data centre (DCA | PIER) within the Canning Vale industrial precinct, a low crime precinct 20km from Perth CBD. The facility is Uptime Institute certified to Tier III on design documents (TCDD) and constructed facility (TCCF). DC Alliance is certified to ISO 9001:2015 and ISO 27001:2013.

Colocation Solutions for Modest to High-Availability Needs

- Dedicated Space
 - 1000 racks available for scalable colocation and power solutions.
 - Scalable network connectivity.
 - Standard rack can support up to 22kW ICT load and can be upgraded to a high-density rack at 44kW ICT load.
 - Flexible Consumption Model (Pay-As-You-Use) power charge at 0.1kWh increment; flexibility to upgrade requirement within contract term.
- Built-in redundancy for high system resilience
 - Data Centre Continuous Generators with 12+ hours of fuel built-in to each generator and supported by a 4-hour re-fuel guarantee from local fuel suppliers.
 - Built-in redundancy to power and cooling infrastructure for high availability. UPS is 2N, Cooling is N+1 for chiller, N+2 for CRAHs.
- Maintenance
 - Regular maintenance schedule for ongoing reliability with emphasis on Standard Operating Procedure and Maintenance Operating Procedure.

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- Secured racks in POD's housed in dedicated government data hall. Zone security and access controls to suit.
- 24/7/365 manned site with NOC and in-house technical personnel to respond to any adverse event.
- Programmed equipment duty cycle to ensure equal "wear-and-tear" on our N capacity and redundant equipment.
- Critical Incident Response Times
 - Facility is staffed 24/7/365 to ensure a prompt response time. Response time P1 (critical) 15min, P2 (high) 30 min and P3 (moderate) 2 hours.
 - Emergency callout and escalation plan in place (as per ISO 9001)
- Robust Security
 - Multi-factor authentication (MFA), 360o surveillance coverage with 4 weeks video footage storage, 24/7/365 manned site with on-site security patrol, dedicated duties for Operations Manager to oversee data security practices.
 - Emergency callout and escalation plan in place as per our ISO 9001.
 - Critical spare parts available locally and on-site.
 - ISO 27001 certified which meets SOC 2 Type II compliance.
- Network Connectivity
 - Choice of Tier I Telco and ISP available On-Net at the facility with considerable diverse fibre fabric build.
 - Facility's fibre backbone can handle up to 40/100GB per SMOF trunk. Combined capacity for >400,000 fibre trunks.
 - Choice of internet/data services to delivery multiple 10GB ports at NTU (SMOF module) on designated rack(s).
 - 2 segregated Comms Rooms with high-bandwidth fibre backbone. Inter-connects ready.

Partners or Affiliations

We collaborate with leading brand vendors and industries to manage large-scale data, ensure security, and comply with regulations.

- Tier 1 Telecommunication Providers: Telstra, Vocus, Optus, TPG Telecom / AAPT.
- Internet Service Providers: Aussie Broadband, Pentanet, Megaport, ActivePort.

Key Customers

- Department of Education
- Department of Fire and Emergency Services
- Department of Local Government, Sports and Cultural Industries
- Department of Planning, Lands and Heritage
- City of Rockingham
- City of Canning
- Nokia

CUATIS2024 Contractor Profiles

Company Information	
Contractor	Dell Australia Pty Limited
ACN Number	003 855 561
ABN Number	46 003 855 561
Website	https://www.dell.com/en-au
Panel / Categories	Panel 1 - Infrastructure and Facilities Category 1B - Data Centre Equipment

Contact Information	
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About Us

Dell has a long history of delivering industry-leading government solutions. Integrated IT solutions are vital to progress the quality and responsiveness of government services. Dell solutions, enable enhanced security, scalability, efficiency, innovation, and reliability. These solutions can help government departments increase IT agility, innovate with data, and deliver new digital capabilities.

State and local governments look to technology and information to help improve the quality, speed and responsiveness of their services and operations. Data plays a key role whenever constituents interact with state and local governments, when technologists plan and manage services, and when officials make decisions. How well government entities manage and safeguard data is key to their service delivery and improving the constituent experience. Although agencies may share datacentres and infrastructures, differing service and security requirements often result in logically separated data storage, potentially making information less accessible and useful.

Technology leaders need to determine which strategy is the best for generating benefits from the cloud, mobility, analytics and emerging technologies. That can be challenging with limited time and budget.

With the industry's broadest, most innovative portfolio of technology for the public sector, Dell is ready to help Western Australian state and local government entities be ready for what's next in the digital era. Dell state-based government and technical experts provide strategic guidance and operational support to help government agencies deliver the best possible services and drive transformation.

Please make contact and we can discuss how Dell Technologies can support your organization.

Partners or Affiliations

Dell's enterprise solutions are built and supported in close partnership with a broad strategic vendor ecosystem. Dell delivers secure, high-performance, and future-ready solutions across infrastructure, cloud, cyber and physical security, data protection, and analytics. Each partnership is validated for seamless integration and long-term support, underpinning our commitment to customer success and compliance.

CUATIS2024 Contractor Profiles

Vendor Example	Role in Dell Solution Portfolio	Example Use Case
Microsoft (including Azure)	OS, productivity, cloud platforms, Azure cloud	Windows Server, Microsoft 365, Azure integration, Hybrid cloud, disaster recovery, analytics and app modernization
Intel and AMD	CPUs, GPUs, network, storage, AI accelerators	PowerEdge servers and advanced compute
Red Hat	Enterprise Linux, OpenShift, automation tools	Hybrid cloud, containerization and open-source flexibility
VMware (Broadcom)	Virtualization, private/hybrid cloud, HCI platforms	VxRail, Dell Private and Hybrid Cloud
NVIDIA	GPUs, AI, HPC, networking	AI Factory, GPU-accelerated PowerEdge solutions
Nutanix	HCI, storage and software	Dell XC Family and software-defined storage
Superna	Data protection and cyber resilience	Cyber vault and PowerScale security
ProLion	Ransomware protection, analytics	Data compliance and anomaly detection
Genetec and Milestone	Physical security, video management platforms	Integrated security, smart city and surveillance solutions
APC (Schneider Electric)	Power & data center infrastructure	Reliable hosting and facility support
Wasabi	Cloud object storage, backup, data archiving	Scalable, cost-effective cloud storage for all workloads
CrowdStrike	Cyber threat intelligence	Advanced threat detection
Druva	Data protection, SaaS backup, cloud archiving	Enterprise backup and cloud-native disaster recovery
Amazon Web Services and Google Cloud Platform	Global IaaS/PaaS cloud platform, hybrid/multi-cloud integration	Hybrid cloud and modernization, app migration, data protection, AI/ML pipelines and big data analytics

Key Customers

A large Telco in Australia: Modernized and re-platformed applications as part of its cloud adoption with Dell, utilizing cloud-native architecture to onboard to PaaS, CaaS, and public cloud platforms.

Ministerio de Economia, Peru: Implemented Dell's AI Factory solution, including PowerScale storage to support AI-driven security applications and ensure scalability for future needs.

City of Amarillo: Deployed GenAI digital assistants powered by Dell to enhance resident accessibility to information.

Baker County: The Sheriff's Office modernized its IT infrastructure with Dell to better support its mandate of protecting and serving the community.

CUATIS2024 Contractor Profiles

Company Information	
Contractor	Diversus
ACN Number	N/A – Trust (Amarone Pty Ltd ATF Amarone Trust and Diversus Pty Ltd ATF Freestyle Holdings Trust)
ABN Number	17 200 802 843
Website	www.diversus.com.au
Panel / Categories	Panel 2 - Hybrid Cloud Category 2A – Hybrid Cloud

Contact Information	
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Business Hours	8:00am - 6:00pm, Monday - Friday excluding public holidays (AWST)

About Us

Since 2006, Diversus has built a strong reputation for service excellence. We are experienced practitioners of industry recognised project and software delivery methodologies and a leading provider of high-quality, robust solutions and consulting services to medium and large commercial and government organisations. With a people-first approach at the heart of everything we do, we take a holistic view to deliver tailored technology solutions that align with your business goals and foster long-term value.

Diversus brings a wealth of technical expertise and proven experience in delivering scalable, secure, and cost-effective hybrid cloud solutions. Our approach combines deep industry knowledge, cutting-edge technology skills, and a strong focus on aligning cloud strategies with our clients' business objectives. Over the years, we have successfully implemented numerous hybrid cloud projects across various industries, ensuring seamless integration between on-premise systems and cloud environments.

Core Technical Capabilities Summary

Diversus offers end-to-end expertise in **hybrid cloud architecture**, enabling seamless integration between public and private cloud environments while maintaining efficient on-premise operations. We support cloud migration using strategies like lift-and-shift, re-platforming, and refactoring with minimal business disruption. Our experience spans deploying **Infrastructure as a Service (IaaS)** and **Platform as a Service (PaaS)** solutions, including virtual machines, containers, and serverless technologies.

We specialise in **secure network integration**, utilising VPNs, SD-WAN, and direct peering to ensure optimal hybrid connectivity. Our **data management** capabilities include hybrid storage,

CUATIS2024 Contractor Profiles

cloud data lakes, and resilient replication strategies. Security is a core focus, with robust architectures that align with standards such as GDPR, ISO 27001, and SOC 2.

We also leverage **automation and orchestration** tools to streamline operations and enable rapid provisioning. Finally, we help clients maximise value through **cloud cost optimisation**, using analytics and monitoring to reduce spend while maintaining high performance.

Partners or Affiliations

Relevant industry certifications in the cloud space include:

Description	Level/Type	Acquired Since
Amazon Web Services	Advanced	2020
Microsoft – Collaboration and Content	Gold	2009
Microsoft - Application Development	Gold	2009
Microsoft - Cloud Platform	Gold	2016
Microsoft - Cloud Productivity	Silver	2016
Microsoft – Data Analytics	Gold	2017
Microsoft - Project and Portfolio Management	Silver	2017
Salesforce	Base	2024

Key Customers

Diversus has numerous clients who we provide services to on a regular basis through long term contractual commitments or regular repeat engagements including WA Government (Tourism WA, Premier & Cabinet, DGov, WorkCover WA, etc), St John of God Health Care, Rio Tinto, Capricorn Society, P&N Bank and HBF to name a few.

CUATIS2024 Contractor Profiles

Company Information	
Contractor	DXC Technology Australia Pty Limited
ACN Number	008 476 944
ABN Number	18 008 476 944
Website	DXC Technology Australia
Panel / Categories	Panel 1 - Infrastructure and Facilities - Category 1B - Data Centre Equipment Panel 2 - Hybrid Cloud - Category 2A - Hybrid Cloud Panel 3 - Managed Services - Category 3A - Managed Communications - Category 3B - Managed Infrastructure

Contact Information	
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Business Hours	8:00am - 5:30pm, Monday - Friday excluding public holidays (AWST)

About Us

DXC Technology is a global IT services provider and a proud partner of the Western Australian Government under the CUATIS2024 Common Use Arrangement. With over 130,000 employees across 70+ countries, DXC brings local experience and global capability to every engagement, delivering secure, cost-effective, and innovative IT solutions.

DXC offers end-to-end services aligned with government priorities. This includes:

- **Infrastructure & Data Centre:** Strong OEM relationships with Dell, Cisco, Fortinet, and Aruba enable high-performance hardware solutions and competitive pricing.
- **Hybrid Cloud:** As a certified AWS Public Sector Partner and Microsoft CSP, DXC delivers scalable, secure cloud migration, orchestration, and management.
- **Managed Services:** DXC's managed communications and infrastructure services ensure high availability, proactive monitoring, and robust security.

We are committed to social procurement through our **Dandelion Program** (supporting neurodivergent talent), **First Nations Program**, and **Donations Program**, creating pathways to participation and digital inclusion across WA communities.

CUATIS2024 Contractor Profiles

Partners or Affiliations

DXC partners with industry-leading vendors to deliver trusted, future-ready solutions:

- **Dell Technologies** (Titanium Black Partner) – Compute, storage, and networking
- **Cisco** (Gold Partner) – Networking and communications
- **Amazon Web Services** (AWS) – AWS Premier Consulting Partner and Managed Service Provider. DXC offers access to discounted AWS services and exclusive incentives (e.g., Glacier Program), accelerating hybrid cloud adoption and innovation.
- **Microsoft** – Global Cloud Solution Provider (CSP) with deep Azure capabilities
- **Aruba** (HPE) – High-performance wireless and data centre infrastructure

Key Customers

DXC supports a wide range of government and enterprise customers across regulated and mission-critical environments in Australia:

Public Sector:

- **Australian Taxation Office** – Long-term IT transformation partner
- **State Governments of NSW, VIC, SA** – End-to-end infrastructure and hybrid cloud services
- **Defence Agencies** – Secure, sovereign technology delivery aligned with federal standards

Western Australia:

- **Water Corporation** – Managed services

Commercial Sector:

- **National Australia Bank, BHP, Telstra** – Enterprise-grade IT services, data centre optimisation, and hybrid cloud delivery

Our breadth of experience positions DXC to deliver consistent, secure, and innovative outcomes under CUATIS2024.

CUATIS2024 Contractor Profiles

Company Information	
Contractor	Equinix Australia National Pty Ltd
ACN Number	094 277 675
ABN Number	70 094 277 675
Website	Perth Data Centers Premium Colocation Provider and Internet Exchange Point by Equinix
Panel / Categories	Panel 1 - Infrastructure and Facilities • Category 1B - Data Centre Equipment • Category 1C - Colocation Panel 2 - Hybrid Cloud • Category 2A - Hybrid Cloud

Contact Information	
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About Us

Equinix is a global leader in digital infrastructure, with a strong presence in Australia, offering advanced solutions to support government and enterprise IT needs. Below is a brief outline of our capabilities and experience, specifically tailored to colocation, hybrid cloud and data centre equipment:

Colocation Expertise

- Equinix operates three International Business Exchange (IBX) data centres in Perth and facilities in six major Australian cities, including Sydney, Melbourne, Canberra, Brisbane, and Adelaide [citation].
- Our colocation facilities provide secure, scalable, and network-neutral environments, allowing organizations to connect directly with multiple carriers, cloud providers, and ecosystem partners.
- We ensure high operational reliability with an industry-leading uptime track record of over 99.9999% globally.

Hybrid Cloud Connectivity

- Equinix enables seamless hybrid cloud integration through Equinix Fabric, providing direct, private connections to leading cloud providers such as AWS, Microsoft Azure, and Google Cloud and may other SaaS and PaaS providers.
- Our Network Edge solutions allow organisations to deploy virtual network services to connect their hybrid and multi-cloud environments efficiently.
- Data Centre Equipment and Innovation

CUATIS2024 Contractor Profiles

- Equinix data centres are equipped with advanced power and cooling configurations (e.g., N+1 redundancy and air-cooled chiller systems) to support high-density IT equipment securely and efficiently.
- The facilities are designed with sustainability in mind, including certifications like ISO 14001 and renewable energy initiatives.

Partners or Affiliations

Equinix has established partnerships and affiliations with industry-leading organizations to deliver robust solutions across colocation, hybrid cloud, networking and data centre services. These partnerships are critical to supporting customers under panel categories such as CUATIS2024. Below are some key partners and affiliations relevant to these categories:

1. Cloud Service Providers (CSPs)

Equinix has direct partnerships and integrations with all major cloud providers, enabling seamless hybrid and multi-cloud deployments:

- Microsoft Azure: Direct integration through Azure ExpressRoute to ensure secure, low-latency connections.
- Amazon Web Services (AWS): Partnered to offer private connectivity via AWS Direct Connect.
- Google Cloud Platform (GCP): Integrated with Google Cloud Interconnect for scalable and secure cloud access.
- Oracle Cloud: Direct connectivity through Oracle FastConnect for enterprise applications.
- IBM Cloud: Support for hybrid environments leveraging IBM Cloud Direct Link.

2. Network Service Providers (NSPs)

Equinix collaborates with over 3,000 global and regional NSPs, enabling flexible and diverse connectivity options:

- Telstra, Vocus and Optus: Major Australian carriers providing robust connectivity within and beyond Australia. NBN Co Support for regional and remote connectivity through the National Broadband Network.

3. Technology Partners

Equinix works with leading technology vendors to deliver cutting-edge solutions for hybrid IT and data centre infrastructure:

- Cisco: Network Edge and SD-WAN solutions for virtualized network services.
- Dell Technologies: Support for on-premises and hybrid IT environments.
- VMware: Solutions for hybrid cloud environments, including VMware Cloud on AWS.

4. Sustainability and Renewable Energy Partners

Equinix collaborates with renewable energy providers to support sustainability goals:

- Power Purchase Agreements (PPAs): Working with providers to achieve 100% renewable energy coverage in Australia.
- Green Power Reports: Offered to customers to track and reduce carbon footprints.

Key Customers

Equinix has supported government agencies under programs like GovNext and is now positioned as a Contractor for CUATIS2024, reflecting our proven ability to meet the evolving needs of public sector organisations.

CUATIS2024 Contractor Profiles

Company Information	
Contractor	Fujitsu Australia Limited
ACN Number	001 011 427
ABN Number	19 001 011 427
Website	www.fujitsu.com/au/
Panel / Categories	Panel 1 - Infrastructure and Facilities • Category 1A - Networking Equipment • Category 1B - Data Centre Equipment • Category 1C - Colocation Panel 2 - Hybrid Cloud • Category 2A - Hybrid Cloud Panel 3 - Managed Services • Category 3A - Managed Communications • Category 3B - Managed Infrastructure

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Business Hours	9:00am - 5:00pm, Monday - Friday excluding public holidays (AWST)

About Us

Fujitsu has a long track record of providing services to Australian government organisations as well as small/medium businesses, and large organisations. Established in 1935, Fujitsu is a global IT service provider delivering business, IT, and ICT solutions. With approximately 120,000 employees across 180 countries and clients across all industry segments, we are in the top six IT Services providers globally.

Panel 1 | Infrastructure and Facilities

Our team includes more than 70 Australian based infrastructure specialists. Skillsets range from network engineers to senior network architects with certifications across multiple vendors from Cisco, HPE Aruba, Arista to Fortinet, Palo Alto, F5, and other key networking and firewall manufacturers.

Partnerships with HPE, NetApp, Pure Storage, VAST and others enable us to provide tailored storage systems such as high-performance block storage for transactional databases to scalable object storage for unstructured data. Capabilities include Backup and Recovery

CUATIS2024 Contractor Profiles

Solutions, High-Performance Computing Solutions, Hybrid Cloud Storage, Data Centre Operations and Hyper-Converged Infrastructure (HCI) Solutions.

Panel 2 – Hybrid Cloud

We partner with leading cloud providers and vendors such as Dell, HPE, VMware, NetApp, and Cisco, to help organisations maximise value from modern hybrid cloud investments.

Our key expertise:

- Hybrid IT solutions that integrate on-premises infrastructure with public clouds.
- Cloud management capabilities to ensure seamless integration of multiple public cloud environments.
- Helping agencies evaluate risk, security, compliance, and governance requirements for their hybrid cloud environments.

Our relationship with cloud vendors extends into managed services, where we not only help our customers deploy hybrid cloud solutions but also monitor, maintain, and optimise these environments over time. This partnership approach allows our experienced team to provide ongoing end-to-end support for hybrid cloud infrastructure.

Panel 3 | Managed Services

With significant experience in managing complex network services, particularly for agencies with limited internal IT resources, our managed services span the entire lifecycle, from procurement to deployment, operation, and maintenance.

Fujitsu has deep expertise in managing complex network environments within the public sector, serving over 13 government clients across Australia and New Zealand. This experience, combined with our vendor partnerships and certifications, allows us to provide reliable, high-performance infrastructure management tailored to meet the specific needs of agencies.

Partners or Affiliations

We bring the power of our extensive partner network to offer a wide range of options and to provide flexibility as requirements change and technology evolves. We have top-tier partnerships with vendors like Cisco who provide much of the current WA network infrastructure and with next generation vendors offering the latest technologies.

To provide customers with easy access to a comprehensive range of product options, we buy directly or via distribution agreements. Through our partnerships, we design, deliver and manage value for money solutions. Our hybrid cloud capability include: AWS Outposts and Hybrid Cloud; Azure Arc, Azure; Stack, and Azure VMware Solution; Google Anthos and Google Cloud; Oracle Cloud and Vault Cloud

Key Customers

Our field services support capability has been instrumental for clients such as Defence, Home Affairs, Woolworths Australia and New Zealand, and Australia Post. With our extensive resources and reach, we are uniquely equipped to supply at scale across the vast state of Western Australia. From our Perth office, we support a variety of customers including WA Health Support Services, the Child and Adolescent Health Service, the Department of Communities and WA Police. Our network of data centres across Australia includes a facility in Malaga, Perth. Our support teams manage infrastructure for more than 1,500 customers across 100 locations throughout Australia and New Zealand, including some of the most demanding government and corporate environments.

CUATIS2024 Contractor Profiles

Company Information	
Contractor	HCL Australia Services Pty Limited
ACN Number	081 196 983
ABN Number	72 081 196 983
Website	https://www.hcltech.com/
Panel / Categories	Panel 1 - Infrastructure and Facilities • Category 1A - Networking Equipment • Category 1B - Data Centre Equipment • Category 1C - Colocation Panel 3 – Managed Services • Category 3A - Managed Communications • Category 3B - Managed Services

Contact Information	
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About Us

HCLTech is a global technology company, home to more than **220,000 people across 60 countries**, delivering industry-leading capabilities centred around **digital, engineering and cloud**, powered by a broad portfolio of technology services and products and with 300+ Leadership recognitions across technology capabilities and industries.

HCLTech started its journey in **Australia and New Zealand** 25+ years ago. Over the years, we have grown our ANZ operations significantly with offices in Perth, Melbourne, Sydney, Canberra, Adelaide, Brisbane, Auckland, Wellington, and Hamilton.

HCLTech is recognized as one of the world's top infrastructure service providers, offering a comprehensive suite of managed infrastructure services like **digital workplace solutions, hybrid cloud, next-generation networks, and cybersecurity services**. HCLTech's managed infrastructure services are designed to support the entire IT lifecycle, from consulting and design to implementation, operation, and optimization

Managed Communications: HCLTech has extensive experience and technical capabilities in managed communications, particularly in the areas of Unified Communications and Collaboration (UC&C) from different OEMs including but not limited to Microsoft Skype, Cisco UC, Avaya, Polycom, AudioCodes, Vidyo, ACME, Tandberg etc. HCLTech's Unified Communications Services Portfolio includes Consulting Services, Transformation Services, Managed Services, Program Management and Tools

CUATIS2024 Contractor Profiles

Network Capabilities: The services include Software-Defined Networking (SDN), Data Center Networking, Enterprise Networking Solutions, Wireless Networking, Network Security, Cloud Networking, Network Automation, SD-WAN Solutions, IoT Networking, 5G and Telecom Networking, Network Management and Monitoring, Physical Network Infrastructure

Colocation: HCLTech holds strategic partnerships with industry Leading Colocation Vendors. Professional Management Services, Global Network, Certified Alliance Partnership Program

HCLTech Cyber Security & GRC services having experience & expertise in various security services domains – Infrastructure/Cloud Security, SOC/MDR, Application security, IAM, Data Security & GRC, VAPT. HCLTech has 6 SOCs also known as Cyber Security Fusion Centre's across the globe including 1 in Melbourne and 40+ Global Delivery centres.

Partners or Affiliations

We are a partner of leading technology vendors, including Microsoft, Oracle, Salesforce, CISCO, AWS. Visit [HCLTech Strategic Alliances: Our Partner Ecosystem | HCLTech](#) for more information.

Partnership and Alliance	Level of Partnership	Years of Partnership
CISCO	Gold	20+
Aruba	Expert Partner	10+
Fortinet	Global Strategic Partnership	20+
Juniper	Expert	10+
Verizon	Expert Level Partnership	10+
Equinix	Expert Level Partnership	11 Years +
Zscaler	Global Partner- Zscaler Professional Services	12+
Paloalto	Global Strategic Partnership	10
Dell	Titanium Black Partner	16 Years +
NetApp	Strategic Partnership	10 Years +
HP	Strategic Partnership	30 Years +
Lenovo	Strategic Partnership	15 Years +
Vmware	Strategic Partnership	18 Years +
PureStorage	Strategic Partnership	7 Years +
Nutanix	Strategic Partnership	7 Years +
IBM	Platinum Partnership	15 Years+
NTT	Strategic Partnership	13 Years +
Iron Mountain	Strategic Partnership	48 Years +
Genesys	Silver	6+
NICE	Silver	10+
Amazon Connect	CCI and SDP	5+

Key Customers

ANZ Bank, Fonterra, Comm Bank, Telstra, Cricket Australia, Coles, Transport NSW, Department of Transport WA, Transport & Main Roads Queensland, Brisbane City Council, Elders, Rio Tinto, MMG Australia, Dunedin City Council, Tasman District Council, Serco, City of Joondalup, Stanley Black & Decker, Standard Chartered, Microsoft, Nestle, Palo Alto Network Inc, Qualcomm, Singapore Exchange, Verizon, Pure Storage Inc, Red Hat India, PepsiCo, Chevron

CUATIS2024 Contractor Profiles

Company Information	
Contractor	Hewlett-Packard Australia Pty Ltd
ACN Number	004 394 763
ABN Number	74 004 394 763
Website	www.hpe.com
Panel / Categories	Panel 1 - Infrastructure and Facilities • Category 1A - Networking Equipment • Category 1B - Data Centre Equipment • Category 1C - Colocation

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About Us

Hewlett Packard Enterprise (HPE) is a global IT company focused on helping businesses connect, protect, analyse, and act on their data and applications. We offer a wide range of products and services, including networking, supercomputing, cloud solutions, and consulting. HPE aims to help businesses turn insights into outcomes by providing solutions that span from edge to cloud.

Key Offerings:

- **Networking:**
HPE provides solutions for capturing, securing, and transporting data from the edge to the cloud.
- **Supercomputing:**
HPE offers products designed for high-performance computing and research.
- **Cloud Solutions:**
HPE provides solutions for building and managing hybrid clouds, as well as offering cloud-based services like HPE GreenLake.
- **Data Management:**
HPE offers solutions for storing, managing, and protecting data, including options for hybrid cloud environments.
- **Services:**
HPE provides a range of services, including planning, implementation, optimization, and support for its solutions.

CUATIS2024 Contractor Profiles

Partners or Affiliations

- Equinix
- NEC
- Datacom
- Data#3
- Baidam

Key Customers

- Western Australia Police
- Department of Fire and Emergency Services
- Western Power
- Horizon Power
- WA Health
- Department of Local Government, Sport and Cultural Industries
- Department of Energy, Mines, Industry Regulation and Safety
- Main Roads

CUATIS2024 Contractor Profiles

Company Information	
Contractor	Insight Enterprises Australia Pty Limited
ACN Number	058 645 677
ABN Number	47 058 645 677
Website	https://au.insight.com/en_AU/home.html
Panel / Categories	Panel 1 - Infrastructure and Facilities - Category 1B - Data Centre Equipment Panel 3 – Managed Services - Category 3A - Managed Communications

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About Us

Insight Enterprises, a Fortune 500 IT provider, has been in operation for over 35 years, employs more than 13,000 people globally and has approximately 500 staff located across major Australian cities. Insight leverages global expertise and purchasing power to deliver competitive pricing and tailored solutions, offering end-to-end services including Supply Chain Optimisation, Connected Workforce, Cloud + Datacentre Transformation, Professional Services, and Managed Services. With a network of hundreds of vendor partners, Insight ensures cost-effective, fit-for-purpose solutions to meet diverse client needs.

Insight's solutions business is centred around helping clients modernise and secure critical platforms, enabling IT transformation which is essential for digital transformation. The key value our solutions team can deliver is:

- Understanding the Client's requirements for hardware, network, security and applications and providing advisory and recommendations to create fit for purpose, secure and cost-effective solutions with supporting bill of materials.
- Supply, provisioning and deployment of hardware and software within the Client environment.
- Providing end-to-end services from architecture through management for the most successful and cost-effective deployment.
- Acting as a client-focused integrator, free to recommend the most appropriate solutions without being bound to a single technology, platform, or vendor. Just the right technology to solve the right problems.

CUATIS2024 Contractor Profiles

- Offering a range of services such as consulting, professional, managed, and support services to address various aspects of IT transformation, including data centre transformation, network, security, storage, modernization & optimization, hybrid cloud migration & consolidation, and more.

Partners or Affiliations

Insight proudly upholds strong global partnerships, achieving top-tier recognitions and accreditation across diverse technology portfolios.

Insight is a top Dell partner, holding the prestigious Titanium Black tier. We also hold Cisco Gold partnership, showcasing our expertise across all Cisco portfolios. Insight holds preferred partner status with Pure Storage and NetApp to provide high-performance storage solutions, plus partnerships with Red Hat Premier, VMware Pinnacle and Palo Alto Networks.

Key Customers

Panel 1

- The Insurance Commission of Western Australia undertook a data centre relocation to commercial facilities at NextDC, involving an upgrade to modern hardware architecture such as Hyper-Converged Infrastructure (stretched cluster). The project also included configuring AV systems and meeting rooms, designing a campus network and Wi-Fi solution, and further services enabling the customer to seamlessly transition into their new four-floor building.
- Synergy - Design and implement a new Azure tenant following Microsoft's OT cloud enablement model, CAF, and adhering to the Purdue security model. Included: OT Ingress Layer 3, 4, and 7 protections; Role-based access control for third-party vendors, OT platform team, and applications team; An OT Tenant Logging strategy; Integration with Kafka PaaS service connected with the IT tenant; Secured access to OT resources via Bastion and PAW.

Panel 3

- Secretariat Advisors: Provides security with a compliance focus, managed network services for secure connectivity, endpoint services for device management, and Office 365 support for collaboration and productivity.
- Canam Steel provides Managed Infrastructure, Hosting, and Cloud services, with an emphasis on a Managed IBM environment. Their services include continuous monitoring and management of IBM systems and workloads, real-time replication, and annual testing.

CUATIS2024 Contractor Profiles

Company Information	
Contractor	Kinetic IT Pty Ltd
ACN Number	072 941 943
ABN Number	97 072 941 943
Website	www.KineticIT.com.au
Panel / Categories	Panel 1 - Infrastructure and Facilities • Category 1A - Networking Equipment • Category 1B - Data Centre Equipment Panel 3 – Managed Services • Category 3B - Managed Infrastructure

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Business Hours	9:00am to 5pm, Monday - Friday excluding public holidays (AWST)

About Us

Kinetic IT is an Australian owned and operated IT services provider with a 25+ year track record of helping government and enterprise customers deliver the essential services our communities rely on. We deliver high-quality, fit-for-purpose solutions across a broad range of Western Australian and national customers helping to improve service delivery, enhance security, and support customer operations. Our reputation is built on practical delivery, trusted relationships, and a commitment to helping people and technology thrive together.

Category 1A - Networking Equipment

Kinetic IT offers hardware and software resale to support solution delivery, either as standalone procurements or integrated with our services. Our strong relationships with leading global vendors are strengthened by the scale, diversity and insights of working with our national customer base.

- Networking equipment – routers, switches, firewalls, security appliances, and wireless solutions from Fortinet, Cisco, Dell, Hewlett Packard Enterprise, Aruba and Palo Alto

Category 1B - Data Centre Equipment

We supply, install and integrate a broad range of network and data centre infrastructure from world class vendors. Our expertise in understanding diverse customer landscapes drives continuous improvement to help customers get the most out of their technology investments.

CUATIS2024 Contractor Profiles

- Data centre equipment – servers, storage systems, UPS, appliances, and other core infrastructure from Pure Storage, Hewlett Packard Enterprise, Dell, Red Hat, Zscaler, VMWare, and Oracle

Category 3B - Managed Infrastructure Services

Managed services are at the heart of what Kinetic IT is known for. We've built a strong reputation for delivering reliable, scalable and customer-aligned managed services across some of Australia's most complex and high-impact environments. Our approach combines local delivery teams, flexible engagement models, and deep technical expertise to manage customer service, infrastructure, systems, and platforms end-to-end. Whether operating on-premise, in hybrid setups, or across cloud environments, we focus on stability and performance.

Partners or Affiliations

Kinetic IT maintains strong partnerships with leading technology providers to support the delivery of our infrastructure, security, and managed services. Our key partners include, but are not limited to:

- Networking and Infrastructure - Cisco, Fortinet, Hewlett Packard Enterprise (HPE), Dell, Aruba, Palo Alto, Pure Storage
- Data Centre and Platform - Red Hat, VMware, Oracle, Zscaler
- Cloud and Productivity - Microsoft, AWS
- Security and Monitoring - CrowdStrike, LogicMonitor
- Service Management – ServiceNow

Kinetic IT maintains a strong network of community, education, and industry partnerships that align with our values and support our commitment to diversity, equity, and inclusion. These relationships form part of our Kindred Partnerships Network, a framework designed to create meaningful, sustainable impact by connecting our people (crew), customers, and community partners in shared purpose.

Key Customers

Kinetic IT delivers services to a wide range of major customers across government, critical infrastructure, transport, emergency services, defence and enterprise sectors. Our active engagements include:

- WA Government - Department of Education, Department of Justice, Department of Communities, Western Australian Police Force, Main Roads Western Australia and Landgate.
- Federal - Department of Defence, Australian Taxation Office, and Department of Infrastructure, Transport, Regional Development, Communications and the Arts.
- Critical Infrastructure, utilities and transport - Water Corporation, St John Ambulance, V/Line (Victoria), Qantas, Victoria Police, Northern Territory Government.

CUATIS2024 Contractor Profiles

Company Information	
Contractor	Lenovo Global Technology (Australia & New Zealand) Pty Ltd
ACN Number	614 012 985
ABN Number	90 614 012 985
Website	www.lenovo.com.au
Panel / Categories	Panel 1 - Infrastructure and Facilities • Category 1B - Data Centre Equipment

Contact Information	
Full Name	Matt Christison
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Email	mchristison@lenovo.com
Orders	Email: mchristison@lenovo.com Mobile: 0477 033 293
Business Hours	8am to 5pm, Monday - Friday excluding public holidays (AWST)

About Us

Lenovo is a global technology powerhouse, ranked at 217 in the Fortune Global 500, and a \$62 billion revenue company that employs 77,000 people worldwide focused on delivering “smarter technology for all”. Building on our success as the world’s number one PC maker, Lenovo is expanding its research into growth areas to advance “New IT” technologies (client, edge, cloud, network, and intelligence).

Lenovo Infrastructure Solutions Group (ISG) is a smart infrastructure solutions provider to organizations of all sizes.

Our technology and insight power the data-centered heart of smarter retail, smarter manufacturing, smarter cities, smarter healthcare, smarter finance, and beyond. Through edge and cloud computing, analytics and artificial intelligence, and Infrastructure-As-a-Service via TruScale, we deliver Smarter Technology for All. We’re the only data center

provider with end-to-end manufacturing. We own our entire supply chain for everything we build, to deliver a level of security and seamlessness that no one else can, anywhere in the world.

Lenovo offer the following solutions:

- ThinkAgile portfolio of software-defined infrastructure
- ThinkSystem portfolio of enterprise infrastructure
- ThinkEdge ruggedized infrastructure portfolio
- Neptune Water-cooled supercomputing portfolio

CUATIS2024 Contractor Profiles

- Data Protection infrastructure solutions
- TrueScale subscription based infrastructure solutions

Partners or Affiliations:

Intel, AMD, NVIDIA, VMWARE, Nutantix, Microsoft, Red Hat, Veeam, CommVault, Cohesity, SAP, CISCO

Key Customers

Lenovo Global Technologies (Australia & New Zealand) does business in over 180 countries across the globe. Our Australian customers are from all market segments including, Federal Govt, State Govt, Local Govt, Global Enterprise, small, medium and large commercial, Education all the way to individual consumers.

Lenovo Global Technologies are:

- #1 on Top500 Supercomputing list. Lenovo now has TOP500 systems in 17 markets
- #1 in Lenovo ThinkSystem server reliability for 7 consecutive years
- Delivered products to 6 of the top 10 hyperscalers in the world
- Shipped more than 12,000 SAP HANA systems worldwide
- First-to-market with 2nd Generation Intel® Xeon® Scalable processors (“Cascade Lake”) on ThinkAgile HX portfolio. 17 of the top 25 research universities in the world run Lenovo
- 1 in 3 supercomputers run Lenovo. Lenovo is a leader in liquid cooling for those servers.

CUATIS2024 Contractor Profiles

Company Information	
Contractor	Managed IT Pty Ltd
ACN Number	101 037 852
ABN Number	78 101 037 852
Website	https://www.managedit.com.au/
Panel / Categories	Panel 1 - Infrastructure and Facilities • Category 1A - Networking Equipment • Category 1B - Data Centre Equipment • Category 1C - Colocation

Contact Information	
Full Name	Michael Wates
Phone / Mobile	(08) 9200 4256 / 0438 775 412
Email	michael.wates@managedit.com.au
Orders	Email and/or phone number as above
Business Hours	8am to 6pm, Monday - Friday excluding public holidays (AWST)

About Us

Managed IT Pty Ltd is a Western Australian owned and operated ICT provider with over 20 years of experience delivering technology services to government, not-for-profit and commercial sectors. We are specialists in delivering Hybrid Cloud, Managed Infrastructure, Managed Communications, and Secure Networking solutions across the metropolitan, regional and remote zones of Western Australia.

Our hybrid infrastructure and IaaS offerings are underpinned by Tier IV data centres with certifications including ISO 27001, SOC 1 Type II, SOC 2 Type II, ISO 9001, ISO 14001, ISO 45001, PCI DSS, and DTA Strategic Hosting compliance.

Security and Risk Compliance:

We have achieved certification for ISO/IEC 27001:2022 through our implementation partner ISO365, with our certification issued in 2025 and our ISMS operating effectively across both internal operations and client environments. Managed IT is fully aligned with the Essential Eight maturity model and implements these strategies across client environments. We are certified Essential Eight auditors and integrate platforms such as ThreatLocker, Veeam, and Fortinet to deliver real-time cyber protection, application control and vulnerability mitigation.

As verified in the Telstra CyberGRX Partner Risk Assessment and audit, Managed IT demonstrated a high level of alignment with ISO 27001, NIST CSF and Australian Privacy Principles, and was cleared to deliver high-trust services to government entities.

CUATIS2024 Contractor Profiles

Partners or Affiliations

We are a Fortinet MSSP Partner, Kaseya Blue Diamond Partner (one of only a few in the Asia Pacific region), Citrix Silver Partner, Dell/Nutanix/Rubrik Partner, and the only Cloudian MSP Partner in Western Australia. These credentials enable us to deliver certified, enterprise-grade solutions that comply with State Government mandates and evolving security expectations. Our partnerships allow us to deliver leading-edge services across private cloud, object storage, disaster recovery, and network-as-a-service models.

Key Customers

Managed IT delivers complex, multi-site infrastructure projects and hybrid cloud solutions across Western Australia, including recent implementations for:

- Shire of Derby/West Kimberley: Hybrid Citrix Cloud virtualisation project with on-prem SAN migration and disaster recovery tested through Veeam to our private cloud.
- Town of Cottesloe: Hybrid infrastructure uplift to Managed IT's Hyper-V IaaS and Veeam DRaaS with NIST/ISO-aligned security architecture.
- Screenwest: Hybrid Cloud migration, Microsoft 365 transformation, and ongoing managed services with cyber security uplift.
- Interchange WA: Full hybrid cloud uplift with secure Citrix-based remote desktop infrastructure and CyberGRX-aligned risk controls.

Our technical team includes senior consultants certified across Microsoft, Citrix, Fortinet, Nutanix, and VMware, and our support team operates under ITIL-aligned processes using Datto/Kaseya tools for full-stack network monitoring, patching, asset lifecycle management, and remote support.

CUATIS2024 Contractor Profiles

Company Information	
Contractor	NEC Australia Pty Ltd
ACN Number	001 217 527
ABN Number	86 001 217 527
Website	https://www.nec.com.au/
Panel / Categories	Panel 1 - Infrastructure and Facilities - Category 1A - Networking Equipment - Category 1B - Data Centre Equipment Panel 3 - Managed Services - Category 3A - Managed Communications - Category 3B - Managed Infrastructure

Contact Information	
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Orders	SalesSupportWA@nec.com.au
Business Hours	8am to 5pm, Monday - Friday excluding public holidays (AWST)

About Us

As a leading technology and managed services company, NEC has been delivering a complete portfolio of ICT solutions and services to state and federal government, large enterprise and small business across Australia for the past 54 years.

WA Government will benefit from a strong local team delivering all stages of the process from quote through to invoice, with the added surety of our national capability and support.

Our technical capabilities, experience and services are backed by industry-leading vendors that will provide the CUATIS with a combination of top-tier support, reliable technology, innovation, enhanced security and the ability to scale.

NEC are a top tier provider of technology and services for all key partners as highlighted below.

CUATIS2024 Contractor Profiles

Partners or Affiliations



Key Customers

Customer	Experience
WA Health	- Secure Networks (Managed LAN, WAN, Wi-Fi, Gateway/Security) - Unified Communications - Supply of all infrastructure hardware supporting NEC services.
WA Police Force	- Secure Networks (Managed LAN, WAN, Wi-Fi, Gateway/Security, Data Centre networking and Cloud on-ramps) - Unified Communications - Supply of all infrastructure hardware supporting NEC services.
Department of Local Government, Sport and Cultural Industries	- Managed Infrastructure (Compute, Storage) - Secure Networks (Managed LAN, WAN, Wi-Fi, Gateway/Security, Data Centre networking and Cloud on-ramps) - Unified Communications - Supply of all infrastructure hardware supporting NEC services.
Department of Planning, Lands and Heritage	- Secure Networks (Zero Trust Network Access, Managed LAN, WAN, Wi-Fi, Gateway/Security, Data Centre networking and Cloud on-ramps) - Managed Infrastructure (Compute, Storage) - Unified Communications - Supply of all infrastructure hardware supporting NEC services.
Department of Premier and Cabinet	- Unified Communications - Managed Infrastructure (Compute, Storage) - Secure Networks (Gateway/Security, Cloud on-ramps)

CUATIS2024 Contractor Profiles

Company Information	
Contractor	NEXTDC Limited
ACN Number	143 582 521
ABN Number	35 143 582 521
Website	https://www.nextdc.com/
Panel / Categories	Panel 1 - Infrastructure and Facilities Category 1C - Colocation

Contact Information	
Full Name	Carla Moldowan
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Email	carla.moldowan@nextdc.com
Orders	carla.moldowan@nextdc.com
Business Hours	8am to 5pm, Monday - Friday excluding public holidays (AWST)

About Us

NEXTDC is at the forefront of powering Western Australia's digital economy, delivering world-class data centre infrastructure designed to support the state's rapid growth across enterprise, resources, government, and technology sectors. As an ASX 100 listed company, NEXTDC operates 17 interconnected data centres nationally, including four strategically located facilities in WA: P1 Malaga, P2 Perth, PH1 Port Hedland, and NE1 Newman.

NEXTDC's facilities are engineered for resilience and performance, with N+1 redundancy across all critical systems, ensuring uninterrupted operations even in the event of component failure. Backed by a 100% uptime Service Level Agreement, customers trust NEXTDC to deliver the always-on availability required for mission-critical workloads.

Setting the benchmark for infrastructure reliability, NEXTDC facilities hold Uptime Institute Tier III and Tier IV Certifications across Design and Constructed Facility, along with Gold Certification for Operational Sustainability. These independent validations underscore NEXTDC's commitment to best-in-class design, operational excellence, and long-term resilience.

AI Ready:

As AI adoption accelerates, NEXTDC's WA data centres are NVIDIA DGX-Ready, purpose-built to power the future of high-performance computing and artificial intelligence. With liquid-cooling readiness, the ability to support extreme power densities, and flexible cooling technologies including rear-door heat exchangers, immersion, and direct-to-chip cooling, NEXTDC provides the robust foundation organisations need to deploy GPU-driven workloads at scale.

With unmatched reliability, scalability, and advanced AI-ready infrastructure, NEXTDC empowers Western Australian organisations to innovate, grow, and remain globally competitive in an increasingly digital and data-driven world.

CUATIS2024 Contractor Profiles

Connectivity:

AXON is NEXTDC's advanced interconnectivity platform that enables secure, high-performance private connections between data centres, cloud on-ramps, networks, and ICT service providers. NEXTDC's AXON platform allows customer to bypass the public internet for critical traffic by using private, dedicated paths — improving performance, security, and reliability.

Partners or Affiliations

NEXTDC boasts an extensive network of over 150 partners, including technology providers, system integrators, and channel resellers, which play a central role in their partner-led go-to-market strategy. These partnerships enable NEXTDC to broaden their reach and deliver comprehensive data centre and cloud solutions to a diverse range of customers.

Key Customers

NEXTDC has a long-standing history of supporting the WA Government sector, most notably through the GOVNEXT program. Over the years, the company has built extensive, trusted relationships with a wide range of WA Government agencies, providing world-class data centre infrastructure and connectivity solutions. This partnership approach ensures secure, reliable, and scalable digital services that meet the evolving needs of government operations and the broader Western Australian community.

CUATIS2024 Contractor Profiles

Company Information	
Contractor	NTT DATA
ACN Number	003 371 239
ABN Number	65 003 371 239
Website	Home NTT DATA Group
Panel / Categories	Panel 1 - Infrastructure and Facilities • Category 1A - Networking Equipment • Category 1B - Data Centre Equipment • Category 1C - Colocation Panel 3 - Managed Services • Category 3A - Managed Communications • Category 3B - Managed Infrastructure

Contact Information	
Full Name	Paul Turner
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Orders	AU.OrderManagement@global.ntt
Business Hours	8:30am to 5pm, Monday - Friday excluding public holidays (AWST)

About Us

NTT DATA, with a long history of Western Australian presence and as a global full stack provider of Information Technology and Services. We are a trusted global innovator of business and technology services, helping clients innovate, optimise and transform for success. Our services include business and technology consulting, data and AI, staff augmentation, logistics, warehousing and industry solutions. We develop, implement and manage applications, infrastructure and connectivity, and we're one of the leading global technology providers with a strong local WA presence. We will bring this capability to bear for the WA government under CUATIS2024 Common Use Arrangement for Technology Infrastructure and Solutions, in the following categories:

- Panel 1 – Infrastructure and Facilities:
 - Category 1A – Networking Equipment
 - Category 1B – Data Centre Equipment
 - Category 1C – Colocation
- Panel 3 – Managed Services:
 - Category 3A – Managed Communications
 - Category 3B – Managed Infrastructure

CUATIS2024 Contractor Profiles

Partners or Affiliations

NTT DATA partners with the world's leading technology brands (Cisco, Pure Storage, HPE, Juniper, Oracle, Microsoft, Citrix, Broadcom, Dell, and Red Hat, SAP, ServiceNow, to name just a few) to provide the Western Australia government with choice, the best value for money and the simplest route to procurement. Our vendors back and support us to provide you with the right solution, and they have recognised NTT with accreditation, credentials, and many awards. Our relationships extend to over 350 vendors. These relationships allow NTT DATA to support Western Australia government to maximise performance by utilising the services, solutions, and technology that you require.

Managed Services

NTT DATA is recognized as a leading managed services provider, particularly in managed network services. Gartner has named NTT Data a Leader in their Magic Quadrant for Managed Network Services, recognizing our "Completeness of Vision and Ability to Execute". NTT DATA are also recognised for managed services in other areas like managed infrastructure, SAP and cloud solutions.

Key Customers

NTT DATA has a proud history of providing technology services to the Western Australian Government. This includes:

- Fiona Stanely Hospital Hardware and Software Procurement
- Fiona Stanley Hospital (Enterprise Compute, Storage and Backup)
- Department of Health Olinqua Asset tracking platform.
- Department of Health Imprivata Single Sign on Solution
- Department of Health (Application Packaging and Deployment to all hospitals)
- Department of Health (Software Asset Management, Flexera \ Managed SAM POC, Collected Enterprise Licensing Information and established SAM Framework and strategy and assess critical baseline
- PCH (Enterprise Compute and Network Deployment, including staff augmentation to deploy clinical applications and back of house applications, support wider PCH go Live team)
- Department of Fire and Emergency Services (HQ Relocation, Datacentre Relocation, Telephony and End User Computing \ HQ Migration from Hay Street to Coburn Central)
- Department of Transport (SCCM Workplace Device Deployment)
- 140 William Street, GBCN \ BMW Network deployment across portions of Dumas, Optima, DPC, GST, Albert Facey House, Heritage Buildings, Allendale Square London house, Office of Energy, Constitutional Centre, State Central Court (SCC)
- Department of Education, Statewide data protection solution

CUATIS2024 Contractor Profiles

Company Information	
Contractor	Optus Networks Pty Limited
ACN Number	008 570 330
ABN Number	92 008 570 330
Website	www.optus.com.au/enterprise
Panel / Categories	Panel 1 - Infrastructure and Facilities - Category 1A - Networking Equipment - Category 1B - Data Centre Equipment Panel 3 – Managed Services - Category 3A – Managed Communications - Category 3B – Managed Infrastructure

Contact Information	
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Orders	cuaorders@optus.com.au
Business Hours	9am to 5pm, Monday - Friday excluding public holidays (AWST)

About Us

Panel 1 – Infrastructure and Facilities

With over 25 years of experience, Optus delivers secure, scalable WAN, SD-WAN, LAN and wireless solutions for government and enterprise clients. Our architectures support devices like workstations, IP phones, printers, and security systems, ensuring reliable, high-performance connectivity.

Our wireless LAN solutions offer enterprise-grade connectivity, providing government agencies with seamless, secure Wi-Fi comparable to wired networks. Optus also offers both fully managed and self-managed solutions, tailored to meet operational needs with comprehensive lifecycle support.

Optus has highest vendor accreditation with Partners mentioned Affiliation section

Panel 3 – Managed Services

Optus has 30+ years of experience managing large-scale, complex networks, supporting over 320 government and enterprise clients. Our managed services are designed to meet the rigorous demands of mission-critical operations, ensuring reliability, security, and high-performance delivery.

Customer Experience & Communication Solutions

Optus empowers businesses to enhance customer and employee experiences with cloud-based, AI-enabled solutions that streamline communication.

CUATIS2024 Contractor Profiles

- **Optus Cloud Contact (powered by NICE CXone)** integrates voice, chat, email, and analytics into a scalable CCaaS platform.
- **Webex Contact Centre** enables omnichannel communication with advanced analytics to improve customer satisfaction and agent performance.
- **On-Demand Contact Centre** offers flexible, scalable solutions that allow agents to work remotely, paying only for what is used.

Managed Communication & Collaboration Solutions

Optus provides secure, cloud-based communication platforms for seamless collaboration.

- **Operator Connect for Microsoft Teams** integrates voice capabilities into Microsoft Teams for a unified communication experience.
- **Optus Webex Calling** offers video-first collaboration, backed by Optus' extensive expertise with Cisco.

With over 120,000 managed users, Optus ensures reliability, flexibility, and security, enabling organisations to stay connected and future-ready.

Partners or Affiliations

- Cisco
- Palo Alto
- Microsoft
- Zscaler
- NICE
- HPE Aruba

Key Customers

- | | |
|---|-----------------------------|
| • Reserve Bank of Australia | • Westpac |
| • Department of Biodiversity and Conservation | • Curtin University |
| • Department of Justice and Community Safety | • Australian Tax Office |
| • Commonwealth Bank of Australia | • Melbourne Water |
| • University of Western Australia | • ANZ Bank |
| • Department of Premier and Cabinet | • Australian Federal Police |
| • The Western Australian Department of Health | • Super Retail Group |

CUATIS2024 Contractor Profiles

Company Information	
Contractor	Orro Pty Ltd
ACN Number	111 999 663
ABN Number	72 111 999 663
Website	https://orro.group/
Panel / Categories	Panel 3 - Managed Services Category 3B - Managed Infrastructure

Contact Information	
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Orders	Email: david.cox@orro.group Mobile: 0438 370 423
Business Hours	8.30am to 5.30pm, Monday - Friday excluding public holidays (AWST)

About Us

Take the work out of managing your network infrastructure with Orro's OneTouch Control platform. Our engineers have eyes on glass 24/7 to give you unrivalled visibility and control over your entire network environment.

OneTouch Control is our cutting-edge digital network management platform designed to simplify navigating the management of multi-carrier, multi-vendor environments. OneTouch Control revolutionises network management by providing you a streamlined solution to effortlessly oversee and control entire networks.

Through the platform, users can monitor and modify virtually every aspect of their network in real-time, empowering them with unprecedented control and flexibility.

One of the standout features of OneTouch Control is its ability to facilitate swift transitions between carrier connections, cloud services and devices. This agility ensures that organisations can quickly adapt to changing business needs, optimise performance and seamlessly integrate new technologies into their network ecosystem.

Partners or Affiliations

Cisco, Fortinet, Juniper, Telstra, NBN, Vocus, AAPT, Starlink, Optus.

Key Customers

- W.A. Department of Education, Western Australia
- W.A. Department of Health

CUATIS2024 Contractor Profiles

- North Metropolitan TAFE (W.A.)
- Central Regional TAFE (W.A.)
- South Regional TAFE (W.A.)
- Catholic Network Australia (850 schools across Australia)
- Brownes Dairy
- Australia Post
- Qantas
- Salvation Army
- Wilson Group

CUATIS2024 Contractor Profiles

Company Information	
Contractor	R1i Technology
ACN Number	159 198 231
ABN Number	52 159 198 231
Website	https://r1i.technology
Panel / Categories	Panel 1 - Infrastructure and Facilities • Category 1A - Networking Equipment • Category 1B - Data Centre Equipment Panel 3 – Managed Services • Category 3A – Managed Communications • Category 3B – Managed Infrastructure

Contact Information	
Full Name	Martin Conway
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Orders	orders@r1i.com.au / 1300 101 714
Business Hours	8:30am to 5pm, Monday - Friday excluding public holidays (AWST)

About Us

R1i Technology is a proudly Western Australian company that provides networking, collaboration and data centre solutions to businesses and government agencies. R1i offers a range of services, including the supply, design, implementation and management of network infrastructure, unified communications and data centre equipment.

Panel 1 - Infrastructure and Facilities

R1i Technology delivers comprehensive secure networking and data centre solutions, empowering WA Government agencies with cutting-edge infrastructure. As a leading provider, R1i excels in designing and deploying robust, scalable networks and data centre architectures tailored to specific needs. With expertise across major vendors, R1i provides secure, resilient solutions, including advanced security measures like micro segmentation and Zero Trust and high-availability storage solutions.

R1i's proven track record includes serving agencies like the Department of Education and Health Support Services, delivering solutions from network upgrades to complex Data Centre implementations. R1i's unmatched capabilities span network design, secure infrastructure and data management, ensuring operational simplicity and cost-effectiveness.

Panel 3 - Managed Services

R1i Technology empowers WA Government agencies with bespoke Managed Communications and Infrastructure solutions. R1i excel in designing, implementing, and managing complex telephony, contact centre and network infrastructure, both on-premises and in the cloud. Our

CUATIS2024 Contractor Profiles

certified experts deliver tailored solutions, including cloud migrations, complex telephony deployments, and Network-as-a-Service (NaaS), that will elevate agency operations.

R1i's unmatched service is shown by our 100% uptime commitment for critical clients like the Royal Flying Doctor Service and customised support for Development WA. We transform legacy systems, optimise infrastructure for cost savings and future-proof networks with proactive management and cutting-edge tools. R1i ensures seamless transitions, user adoption and continuous improvement, driving maximum value from technology investments.

Partners or Affiliations

R1i Technology works with leading technology vendors and partners to meet the needs of our clients. These include but are not limited to;

• Cisco Systems	• Microsoft	• Veeam
• Juniper Networks	• Hewlett Packard Enterprise	• Rubrik
• HPE Aruba	• Dell	• APC
• Palo Alto Networks	• Lenovo	• Eaton
• Cisco Systems	• VMware	• Nutanix
• NetApp	• Cohesity	

Key Customers

R1i Technology has a strong history of supporting Western Australia customers in all industries and verticals. R1i has and is supporting the below customers in supply, implementation and operation of Network, Collaboration and Data Centre infrastructure solutions.

These include but are not limited to;

• Department of Education	• City of Joondalup
• Department of Health	• Royal Flying Doctors Services (WA)
• Optus Stadium	• West Australian TAFE's
• Development WA (Australian Automation and Robotics Precinct)	• Synergy
• Department of Primary Industry & Regional Development	• Horizon Power
• Parliamentary Services Department	• Murdoch University
• Department of Fire and Emergency Services	• Curtin University
• Landgate	• HBF
• City of Stirling	• Wesfarmers Group
• City of Perth	• Roy Hill
• City of Wanneroo	• FMG

CUATIS2024 Contractor Profiles

Company Information	
Contractor	Stott & Hoare
ACN Number	55 009 146 516
ABN Number	009 146 516
Website	www.stotthoare.com.au
Panel / Categories	Panel 1 - Infrastructure and Facilities • Category 1A - Networking Equipment • Category 1B - Data Centre Equipment

Contact Information	
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Orders	cua@stotthoare.com.au
Business Hours	8.30am to 5pm, Monday - Friday excluding public holidays (AWST)

About Us

Stott Hoare is a locally owned and operated business with over forty years of experience installing and supporting IT solutions throughout Australia and significant expertise in WA Government panel supply contracts. We are a Quality Assured Company, compliant with the ISO 9001: 2015 Standard and committed to providing the highest levels of customer advice, support and service. Our IT solution experience, from the early days of the server through to today's fast paced, data intensive and work-anywhere culture, makes us well placed to meet and exceed the needs of government agencies through smart solution design, streamlined procurement, comprehensive deployment options and ongoing support.

Why choose Stott Hoare:

- We are resolutely vendor agnostic and can provide honest advice without bias.
- We partner with the leading brand datacentre and networking technology providers.
- We will maximise the value for money and savings achieved on technology solutions.
- We have experience in IT procurement at scale across multiple customers and sectors.
- Our Pre-sales Solution Architects are well-versed in multiple vendor technologies and are driven to deliver the right outcomes for the customer, not the vendor.
- We build long term relationships with our partners and customers.
- We are committed to reducing our carbon footprint, engaging in charitable giving and changing corporate policies to benefit our community and environment.

CUATIS2024 Contractor Profiles

In short, Stott Hoare helps organisations to thrive by making the right decisions around the design, procurement, implementation and support of data centre and networking solutions that drive better experiences, budget savings and simplicity.

Partners or Affiliations

Stott Hoare maintains business partner relationships with the following technology partners:

- Lenovo
- Dell
- HPE/Aruba
- Cisco
- Pure Storage
- Nutanix
- IBM
- APC
- Palo Alto
- Fortinet
- Microsoft
- Veeam
- VMware
- Cohesity
- Wasabi

Key Customers

We have delivered major infrastructure solutions to a wide range of schools, local government agencies and large and small enterprises across WA.

CUATIS2024 Contractor Profiles

Company Information	
Contractor	Telstra Limited
ACN Number	086 174 781
ABN Number	64 086 174 781
Website	https://www.telstra.com.au/business-enterprise
Panel / Categories	Panel 1 - Infrastructure and Facilities • Category 1A - Networking Equipment • Category 1B - Data Centre Equipment • Category 1C - Colocation Panel 2 – Hybrid Cloud • Category 2A - Hybrid Cloud Panel 3 – Managed Services • Category 3A - Managed Communications • Category 3B - Managed Services

Contact Information	
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Business Hours	8:30am to 5pm, Monday – Friday excluding public holidays (AWST)

About Us

Telstra, as a long-term communications and technology partner to the WA Government, is well placed to deliver solutions that meet our state's often complex operating environment highlighted by its size and, in many cases, sparsely populated regions. We have a long history partnering with Australian industries and governments to deliver innovative, technology-driven solutions that meet both current and emerging business needs for the effective delivery of government services. We provide a wide range of services designed to meet the complex needs of our small, medium and large enterprise and government customers. These include:

✓ Connectivity Solutions	✓ Cyber Security	✓ IoT Solutions
✓ Cloud and Hosting Services:	✓ Hardware, Licensing and Maintenance Procurement	✓ Professional Services and Managed Services
✓ Field Services: Providing on-site technical support and maintenance in metropolitan and regional Australia to ensure seamless operation of telecommunications infrastructure and customer service.		

CUATIS2024 Contractor Profiles

Telstra Solution Summary

Telstra offers agencies a choice of technology, vendor-neutral recommendations and compelling value for money. We have the breadth, depth and expertise to support all agencies, regardless of their size or remoteness of their location. Telstra offers services across all CUATIS2024 panel categories. Telstra's comprehensive approach guarantees the state and its agencies receive the best-fit technology solutions from Australia's largest telecommunications provider.

Partners or Affiliations

Telstra Solution Options					
hardware procurement, licensing, professional & consulting services, installation services, project management, training delivery, support services, maintenance and field services, data centre/colocation facilities, managed services, security services, storage & backup solutions, carriage services, telephony & call centre solutions, cloud & hybrid solutions					
Panel 1 - Infrastructure and Facilities			Panel 2 - Hybrid Cloud	Panel 3 - Managed Services	
Category 1A – Networking Equipment	Category 1B – Data Centre Equipment	Category 1C – Colocation	Category 2A – Hybrid Cloud	Category 3A – Managed Communications	Category 3B – Managed Infrastructure
•Cisco/Cisco Meraki •Fortinet •Zscaler •Juniper •Palo Alto •HPE Aruba •VMWare	•NetApp •QNAP •Pure Storage	•Telstra Infracore •Equinix •Next DC	•AWS •Microsoft •HashiCorp •Ping Identity •Snowflake •SailPoint •Databricks	•AWS •Microsoft •Genesys Cloud •Cisco	•Cisco/Cisco Meraki •Fortinet •Zscaler •Juniper •Palo Alto •HPE Aruba •VMWare

**Telstra has made available to the CUATIS2024 panel, six of our highly accredited strategic partners available to support agency requirements.*

Key Customers

Customer Name	Customer Need	The Telstra Solution
WA Department of Primary Industries and Regional Development	Highly mobile wireless connectivity for the Exmouth Eclipse Project	Enhanced regional and remote wireless coverage through Regional Telecommunications Programmes
WA Department of Finance	A cloud-based contact centre platform that allows staff to manage customer interactions through various channels like voice, chat, and messaging.	Amazon Connect deployment to support the required solution.
WA Police	Relocation of State Operations Command Centre (SOCC) and Police Operations Centre (POC)	Advanced technology and state-of-the-art facilities at the Telstra Exchange Building
WA Department of Education	Move from POTS to a robust IP telephony solution	Cisco hosted calling solution with minimal disruption and leveraging Telstra's extensive fibre network coverage
ChemCentre	Cloud Strategy review	With Telstra's accredited Partner Onestep Providing cloud compute resources while supporting local infrastructure workloads

CUATIS2024 Contractor Profiles

Company Information	
Contractor	Vocus Pty Ltd
ACN Number	127 842 853
ABN Number	78 127 842 853
Website	https://www.vocus.com.au/
Panel / Categories	Panel 1 - Infrastructure and Facilities • Category 1A - Networking Equipment • Category 1B - Data Centre Equipment • Category 1C - Colocation Panel 3 – Managed Services • Category 3A - Managed Communications • Category 3B - Managed Services

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Business Hours	8:30am to 5pm, Monday – Friday excluding public holidays (AWST)

About Us

Vocus is an Australian owned and operated company, privately held by infrastructure investors Macquarie Asset Management and Aware Super.

As a critical infrastructure provider, Vocus owns and operates 25,000kms of terrestrial and international fibre infrastructure, employing over 1300 staff across all States and Territories. Through their acquisition of Amcom and Nextgen Networks, Vocus has a long history delivering purpose-built critical infrastructure for the Australian Government.

Vocus is dedicated to designing and delivering secure, purpose-built technology solutions that drive innovation and digitization for Australian Government agencies and enterprises - connecting communities and increasing citizen engagement. All Government data remains onshore, thanks to Vocus's sovereign network and is backed by 24/7 dedicated support and network monitoring.

Vocus offers National and International Networking solutions including Internet, MPLS, and Point to Point services and provides scalable end-to-end solutions that are integrated and architected to operate seamlessly using their:

CUATIS2024 Contractor Profiles

- Compute capabilities: Compute, Storage, Backup, DR
- Local Area Network (LAN) services: Firewalls, Routers, Switches, and APs
- Security overlays in both the WAN and LAN: Firewalls, MDR, DDOS, Pen-Tests
- Unified Communications: SIP, Contact Centre, and inbound and outbound numbers

Vocus has over 300 trained staff and multiple partners across all these areas to provide advisory services for business planning, technical professional services and program/project management for implementations and migrations, and managed services for support of end-to-end solutions.

Their services are supported by dedicated, local teams including Account Management, Solution Design and Consulting, Customer Service Management, Service Delivery, Support and Assurance, and Billing based here in Perth and regionally within the State where applicable.

The scale of Vocus expenditure and board-approved investment in infrastructure in Western Australia has well surpassed \$1 billion over the past decade.

Partners or Affiliations

In Western Australia, Vocus collaborates with a strong network of strategic partners - including Kinetic IT, RSM, CompNow, ESN Group, Journey One, QPC and others. These partnerships expand our capabilities and by working together seamlessly, we are able to deliver robust, end-to-end solutions that meet the dynamic needs of our customers.

Nationally, Vocus is supported by a broader ecosystem of over 84 partners, including vendors and distributors, which further strengthens our technical depth and delivery capacity.

Key Customers

Vocus plays a key role in helping Government agencies securely deliver services to individuals and businesses across metropolitan, regional and remote areas throughout Australia and is a trusted supplier to over 200 Federal, State, and Local Government agencies.

In addition to our work for the State Government of Western Australia and State Governments across Australia, we also partner directly with the Federal Government to provide mission-enabling capabilities by integrating brilliant ICT solutions on our purpose built and secure network. These partnerships include the Coral Sea Cable System and The Regional Backbone Blackspots Program. The Australian Government has entrusted Vocus with long-term agreements, in many cases for 10- year service agreements or longer.

Vocus is also on the Western Australia Local Government Association (WALGA) providing the best value, the latest technology, a high level of service, reliable and secure infrastructure, and state-wide coverage.