



"whatever it takes"

Corporate Overview

Blue Connections believes in a commitment to excellence in all that we undertake, and an obligation to our customers, whether they are Individuals or Companies, assisting them in the development of their computer resources to their full potential. Whilst the market is extremely competitive, we offer more than just "off the shelf" technology. We pride ourselves in delivering the Complete Solution. Blue Connections' long-term partnerships with leading providers of hardware, software and services deliver the right solution at the most cost effective price.

Blue Connections is a Premium IBM Reseller, Authorised IBM Warranty Repair Centre, IBM Credit Alliance Partner, IBM Solution Provider, Systems and Network Integrator. Our goal is to operate effectively and efficiently in an increasingly competitive market and still retain our commitment to the highest standards required in the Corporate Sector as one of the country's premium IBM Business Partners and solutions providers.

Our Account Managers and Technical Staff are able to advise, research, design and supply the highest quality Network Solutions, Servers, Personal Computers and Peripherals. We also provide solutions for requirements in the following areas:

- I.T. Procurement
- Stock Warehousing
- Authorised Warranty and Non-Warranty Repairs
- Evaluation, Loan and Rental Equipment
- Installation Services
- Technical Outsourcing
- Integration Services
- Help Desk Services
- Service Level Agreements
- Training/Education Services
- System Security
- IBM Mid Range Connectivity
- Services to all major cities and most regional centres

Blue Connections has in place strategic alliances with all divisions of IBM. We work in tandem with IBM Global Services, the IBM National Server Centre and our service alliances to provide our Customers with a comprehensive range of services and technical backup Australia wide. This compliments and enhances our ability to provide the highest levels of problem determination and systems configuration, which we know are mission critical to our Customers.

Blue Connections carries in excess of 2 million dollars of stock to give our Customers immediate access to a wide variety of Tier 1 computer products and a delivery commitment of same day / next day service.

Our management, sales team and technical staff have many years experience in the I.T. Industry and their goals are to see that Blue Connections offer our Clients the services, technical back-up and cost effectiveness they deserve.





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E-Commerce Focus:

Blue Connections continues to develop an E-commerce infrastructure through our "blue connect" internet business portal.

Blue Connections works with its internally developed e-procurement tool, blue connect (BC), as the framework to integrate our customers' back-end systems into Blue Connections e-business online I.T. procurement system. By automating the supply chain process our customers are benefiting from streamlined procurement and real time product availability and secure online reporting.

Our Clients Include:

Our clients come from diverse industries and range in size from several computers to several hundred. We believe in a commitment to excellence and strive to help our customers achieve their full potential.

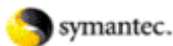
Blue Connections has excellent relationships with its clients, many of which have been with us for a number of years.

If you are interested in seeing our client list, please contact sales on 9560 0999 or sales@blueconnections.com.au

Major Products Supported:

- IBM
- Hewlett Packard
- Lexmark
- Toshiba
- Red Hat
- Cisco
- Microsoft
- Lotus Notes
- VMware
- Citrix
- D-Link
- Trend Micro
- Veritas
- Norton
- VET
- Innoculate IT

For detailed information on our products, services, solutions and support, visit our website at www.blueconnections.com.au.





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Company Details

Company:	Blue Connections Pty. Ltd.
Address:	7 Bastow Place, Mulgrave VIC 3170
Nature of business:	IBM Premium Reseller, systems and network integrator of Tier 1 products.
Number of Employees:	50+
Managing Director:	David Harper
Sales Director:	Gordon Brownell
Financial Controller:	Anthony Dunn
Technical Services Mgr:	Albert Curigliano
Logistics Manager:	Garry Pugh

Quality Management System

Total quality and products tracking system designed and implemented by JPEK I.T. Services.

Date Business Founded

Blue Connections Pty Ltd has been under present management since 1989.

Annual Turnover

\$50 + Million

Report compiled by:
David Harper
Managing Director
July 2006

