



Brennan named in BRW Fast 100 for 6th consecutive year

Sydney, 29 October 2009

Leading business-technology solutions provider to the mid-market, Brennan, today celebrated six years of outstanding growth with its inclusion in the 2009 BRW Fast 100. BRW Fast 100 recognises Australias fastest growing small to medium-sized companies across all industry sectors.

Ranked 21, this is the sixth consecutive year Brennan made the prestigious list and is the only Australian ICT company ever to achieve this accomplishment.

This award caps off a strong year of growth for Brennan. The company defied the economic slowdown and increased head count, opened an office in Adelaide and invested in product development with the launch of a range of cloud computing services.

Dave Stevens, Managing Director, Brennan cited strong demand for the companys telecommunications and technology outsourcing services, in particular infrastructure outsourcing (Infrastructure-as-a-Service), as the main reasons for the performance. Brennan saw a five fold increase in revenue for infrastructure outsourcing contacts, with strong demand for their new cloud computing platform, in particular their Infrastructure-as-a-Service solution.

Customers are increasingly moving towards a monthly pay-as-you-use model, rather than hit with large upfront capital expenditure. With continued pressure on budgets, the mid market is realising that the utility model for buying infrastructure and having this managed on their behalf makes sound business sense, said Stevens.

Commenting on Brennans inclusion in the BRW Fast 100 for the sixth year running, Stevens attributes their longevity to the companys single-minded focus on the mid market and deep heritage in this space allowing them win work away from larger carrier-only competitors.

The big guys just dont understand the mid market and they dont service it well. Its not about scaling down an enterprise solution, its about building solutions to fit and providing the service and advice to help mid sized businesses put in place the right technology to support their broader business goals, said Stevens.

Stevens predicts growth to continue into 2010. Since we started operations some 12 years ago we have consistently delivered year-on-year growth. Our business is geared towards helping businesses save costs, become more efficient and improve performance, and in todays uncertain times more businesses are looking at how they can use IT in their business to drive competitive advantage.

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FOR EDITORS

About Brennan

Founded in

1997, Brennan is a technology provider that delivers business solutions specifically designed to meet the needs of mid-sized companies. Leveraging its business expertise, deep IT capability and partnership approach, Brennan is uniquely positioned to offer the mid-market the strategic value of a business consultant, combined with the cost effectiveness, accountability and peace of mind of dealing with one provider for all their IT and Telecommunications needs. Brennan's solutions include a complete range of managed and secure IT and Telecommunication solutions, virtualization, consulting and project services, technology sourcing, infrastructure integration, software development and tailored financing packages.

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