



ME Bank invests in multimillion dollar deal with Telstra to support mobile workforce

10 May 2010 Telstra today announced that it has signed a three-year, \$4.5 million contract to provide telecommunications products and services to ME Bank (formerly Members Equity Bank), designed to support the Banks growing and increasingly mobile workforce.

Under the agreement, Telstra will provide ME Bank with fixed and mobile voice and data services that will run on the Telstra Next IP network and Next G network, as well as Blackberry devices for on-the-road employees and senior executives.

Shane Kuret, Executive Manager IT at ME Bank said that Telstra was chosen due to the breadth of coverage of its network, particularly in remote and rural areas. Telstras networks will also support ME Banks branch expansion program across Australia this year.

We face ever-increasing competition in the home loans market, with customers demanding flexible and immediate responses to their banking queries. By using the Telstra Next G network, our mobile banking managers can field calls from our customer contact centre to answer queries, as well as have reliable Internet access for research and email communication while on the road.

After canvassing the market, we judged Telstras core network to be superior. With more than 800 employees across over 20 locations across Australia, the network will be critical to improving business efficiencies, increasing employee productivity and providing great customer service as we continue to grow the business, Mr Kuret said.

Telstra Enterprise & Government Executive Director, Network Product Sales, John Paitaridis said that the contract further highlighted Telstras expertise and commitment to the financial services industry.

Telstra has a strong track record in the industry, providing reliable and innovative solutions to our banking customers. By leveraging Telstras networks, customers such as ME Bank have the foundation to implement more advanced services in the future, ultimately providing an unrivalled banking experience to its customers, Mr Paitaridis said.

-ends-If you are interested in more information, please contact Paul Thompson via email or 02 8281 3822 or Lisette Paras on Lisette@howorth.com.au / 02 8281 3844. Images are available upon request.