

# Oxygen opens new office in Melbourne to support major growth in SAP services

New Zealand Trade and Enterprise Trade Commissioner to Melbourne, Australia, Mark Ingram, last week opened new Melbourne offices for Oxygen Business Solutions as the IT outsourcing and services company gears up to support continued strong growth in the Australian market.

Owned by forestry company Carter Holt Harvey, Oxygen launched its Australian SAP outsourcing and consulting business last year. Over the past 12 months staff numbers in Melbourne have doubled to 60 people, and a further office has been established in Sydney.

Oxygens chief executive, Mike T. Smith, says that Oxygen is now the largest specialist SAP consulting company in the region. During the year consulting staff numbers across New Zealand and Australia grew by more than fifty percent, from 50 to 106. Strong demand for SAP outsourcing services has also required new hires to take total staff numbers over 300.

Mike T. Smith says Oxygens strong growth reflects the success of a business strategy conceived when Oxygen was spun-off from Carter Holt Harvey as a standalone business unit two years ago.

This year we moved into phase two of our strategy. Thats involved launching across the Tasman and positioning ourselves as a strong competitor for SAP outsourcing and consulting business in the wider market.

Were delighted with progress so far. Oxygens customer portfolio has gone from a single customer - Carter Holt Harvey to 41 customers, more than half of which are in Australia. These represent a Whos Who of large regional SAP users including Cadbury Schweppes, SunRice, Sancell, Griffins, Angus and Robertson, WH Smith, Powerlink, Victorian Department of Education and Training, Fonterra, Zespri and Commonwealth Bank of Australia. In his opening address, New Zealand Consul General Mark Ingram congratulated Oxygen for its innovative business strategy.

Its great to see a New Zealand company adopting a partnership approach to achieving growth in the Australian market, he said.

Oxygen is employing Australians in Australia to grow its business. Oxygens intellectual property and IT infrastructure are being used to leverage the experience and expertise of local Australians and to boost productivity and profitability of Australian companies, Ingram said.

This is a true win/win and could be viewed as a model for other companies, both New Zealand and Australian as each seeks to take advantage of growth opportunities across the region.

Ends.

## About Oxygen Business Solutions

Oxygen Business Solutions the largest specialist SAP outsourcing, hosting, and consulting company in the South Pacific Region. It has 300 staff, working from offices and development in Sydney, Melbourne, Auckland and Wellington. More than 3,000 SAP users are supported, at 180 client sites, in four countries.

Oxygens services are delivered through three line of business groups Business Systems Outsourcing, Accounts Payable Outsourcing, and Business Consulting. The various groups also collaborate if individual customers require them to. This enables Oxygen to offer a flexible, customized range of services - from full outsourcing for all of a customer's SAP applications, to supporting IT infrastructure, and the operation and management of individual applications.

In addition to this, a broad range of consulting services are available - ranging from Basis development to full suite SAP implementations with particular expertise in SAPs "new dimension" applications, such as supply chain planning and optimization.