

# Panaseer launches Australias first integrated VPN service aimed at mid-sized corporates

EasyStreet VPN delivers mid-sized corporates a quality, cost effective and flexible voice and data network backbone solution

Australian-owned specialist telecommunications services provider Panaseer, has launched an expanded version of its EasyStreet Virtual Private Network (VPN) service aimed directly at mid-sized corporates. The service, which includes Frame Relay VPN and switched technologies, as well as upgrade options to Asynchronous Transfer Mode (ATM) VPN, gives Australias 11,000 mid-sized corporates a quality, cost-effective and flexible solution to voice and data requirements.

EasyStreet VPN is well established as the only VPN service to offer Australian businesses ATM technology ideal for high bandwidth voice, data, video and advanced applications, said Colin Fabri, EasyStreet product manager, Panaseer. It now also caters for the many mid-sized corporates with a multitude of sites that have predominantly data requirements and a need for a simple, cost-effective voice service.

The service offers two new options EasyStreet Frame Relay VPN for reliable, efficient and cost effective data services, and EasyStreet Corporate Voice for discounted national long distance, international and fixed-to-mobile calls anywhere in Australia and the world.

The combination of these two options in an EasyStreet VPN service provides a powerful, cost effective voice and data communications VPN package not previously available.

Guaranteed cost savings

By combining Frame Relay VPN technology and switched voice services, Panaseer is able to offer medium corporates guaranteed savings on their current communications costs.

The service is implemented for zero capital outlay. A fixed, predictable monthly fee which is lower than typical current communications costs covers all data communications and a simple, tailor-made, discounted tariff structure for voice services. It also includes ongoing network operation, management and maintenance.

This service caters for the thousands of Australian medium corporates who do not fall in Australias top 500 companies, and therefore do not receive optimum tailored and discounted rates from carriers. A wide range of medium-sized organisations, with telecommunications expenditure varying from \$200,000 p.a. to \$2 million p.a., can save with this service, said Colin Fabri.

Panaseer is able to get significant discounts for our business partners because we broker the deregulated market to ensure we always deliver the best quality service for the lowest price in the market.

A long-term, flexible network solution

The expanded EasyStreet VPN service is part of Panaseers holistic approach to customers telecommunications requirements. Panaseer consults with its business partners and delivers tailored solutions that best match their business needs.

This new service package allows us to provide solutions that are even more closely tailored to our partners requirements, said Colin Fabri. EasyStreet VPN is now a true hybrid networking environment with mixed access types combining seamlessly to carry their business communications traffic across Panaseers national backbone network.

Hybrid networking allows the matching of the right access technology to the requirements of each business individual sites, to ensure their network operations are optimised in each part of their business.

For example, when recommending a telecommunications solution, Panaseer will assess the size, structure, communications requirements and geographical disbursement of the company. For corporates with high call volumes, large data transfer requirements, and high-bandwidth applications in parts of their operation, Panaseer recommends Asynchronous Transfer Mode (ATM) technology. Small-to-medium sites will require a lower cost Frame Relay service for data and switched service for voice. These services would then integrate seamlessly in a hybrid environment for a complete corporate network backbone.

Most mid-sized corporates will only require EasyStreet FR VPN and EasyStreet Corporate Voice service currently. But as all or part of their business grows they are assured EasyStreet VPN provides an easy and flexible upgrade path, said Colin Fabri.

#### Pricing and availability

Panaseers new EasyStreet VPN package is available immediately. Pricing is available on request.

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#### About Panaseer

Panaseer is an Australian-owned telecommunications service provider established in October 1999 as part of the Techniche group (ASX:TEH 83.57%).

Panaseer is focused on providing Australian businesses and government departments with tailored, integrated voice, data and video telecommunications solutions at lower cost.

Recognising the increasing complexity associated with designing and operating a telecommunications network, Panaseer simplifies the choice for its established and prospective customers by packaging the companys products, expertise and services under a portfolio of managed services.

Panaseer is derived from panacea meaning cure for many things and seer being farsighted and wise.

The company headquarters is in Ryde, Sydney, NSW and it has offices around Australia in Melbourne, Brisbane, Canberra, Perth and Adelaide.