

Queensland targeted by IT solutions provider: key additions strengthen Brisbane team

Independent enterprise management systems (EMS) solutions provider Kinetica is focusing on expanding its Queensland presence with the addition of two significant sales and technical personnel to the Brisbane team.

Steven Farmer joins the company as Senior Sales Executive and has a strong background in the provision of IT solutions to Queensland businesses having previously managed enterprise management accounts in that state. Steve has been recruited to drive Kinetica's growth in Queensland and will draw on experience including a three-year period as Sales Executive at Computer Associates Brisbane office. Prior to that he worked in sales and business development roles for other IT services companies.

The indication is that there are some excellent opportunities emerging in Queensland and Steve's appointment is timely in terms of our being able to take advantage of these openings, commented Steve Dixon, Managing Director, Kinetica.

Kinetica's new Solutions Architect, Julian Martin, has a solid programming background and has also recently worked in business technology and account management. His experience encompasses product management, database administration, system security management and software analysis. Julian was lately employed by eGlobal Technology Services in developing account strategies while prior to that he worked as a Business Technologist for Computer Associates. He also held a variety of systems administration and programming roles for the Defence Signals Directorate in Canberra.

The combination of Julian's business acumen and his expert technical knowledge will be put to good use at Kinetica, said Mr Dixon. We believe the addition of both Steve and Julian will assist us to significantly grow our business in Queensland with Steve developing new accounts and Julian supporting those relationships with his extensive technical knowledge.

About Kinetica:

Kinetica, formerly known as Full Spectrum, is the market leader in designing, implementing and maintaining Enterprise Management Systems which empower businesses to reap the benefits of their IT infrastructure.

The company delivers management systems that are focused on supporting business processes and delivering complete control and visibility of the diverse and disparate elements of clients' IT infrastructures. Kinetica delivers the full spectrum of EMS solutions from industry leading vendors to tailor a professional, complete and reliable solution, using products that expertly match business needs. Visit the Kinetica web site at: www.kinetica.com.au for more details.