

# Regional telco named fastest growing telco in Australia

## Central Telecoms debuts at No 7 in CRN Fast50

Experiencing growth of a staggering 101% for the 2018/19 financial year, NSW regional telecommunications provider, Central Telecoms, has made its debut on the CRN Fast50 at number 7. This makes them the seventh fastest growing tech company in Australia.

Founded at Erina on the NSW Central Coast in 2016 by Directors Graeme Johnston and Andy Heller, Central Telecoms also earned the title of Top Telco in Australia and Mr Heller was awarded one of six Young Leaders Awards at the gala event in Sydney on Thursday, November 21. At the age of just 31, he was the second youngest leader to receive the award.

Now in its eleventh year, the CRN Fast50 recognises and celebrates Australia's fastest-growing ICT solution providers and channel players based on year-on-year revenue growth. CRN Editorial Director, Simon Sharwood commented on the increase of regional businesses topping the list this year. "The top 10 of the 2019 CRN Fast50 had its highest-ever representation of businesses from outside Australia's biggest cities, a reflection of the opportunities on offer beyond the big smoke and the clever entrepreneurs who capitalise on them," he said.

With Australia's gross domestic product growing a mere 1.4% in the year to June 2019, the CRN Fast50 defied economic gravity with companies listed growing an average of 82.3% during the same period. Given Central Telecoms has achieved year-on-year growth of over 100%, this makes their result even more remarkable. Furthermore, relatively new businesses like Central Telecoms that hit the ground running from day one were up against other businesses that have been operating for a decade or longer.

Part of an industry not normally associated with values like integrity, professionalism and empathy, Central Telecoms is unique. For their rapidly growing number of clients, those values and the fact that they can get on the phone and speak with real people who live and work in their local area are regarded as refreshing points of difference to the big players. That is precisely what Johnston and Heller set out to achieve when they established Central Telecoms three years ago. Specialising in NBN transitions and the delivery of superior phone, VoIP and Internet systems for businesses, Central Telecoms has earned a reputation for prompt, personalised service and cost-effective, tailored solutions. "Graeme and I have always believed that the person who sells the product should be responsible for it and have a level of accountability for it," said Heller. "We want to be the telco that knows customers by name, not just an account number." Central Telecoms has so far grown its footprint to eight regional locations in NSW. In addition to the Central Coast they are located in Wagga Wagga, Newcastle, Albury, Port Macquarie, Tamworth, Canberra and Bendigo.

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