

# Forward IT greets new financial year with record revenue success

Wednesday July 29th, 2020 – Forward IT (FiT), a leading provider of IT services and support to government and corporate clients, has reported stellar end of financial year results, with revenues clocking in at \$54.3, up 102% on the previous financial year end.

During the past 12 months, Forward IT was acquired by ASI Solutions (ASI) with the acquisition offering opportunities and benefits for both organisations. Forward IT is able to leverage ASI's infrastructure in the form of our newly implemented ERP system, our inventory, warehousing, infrastructure and processes as well as bring in working capital to grow and fund new opportunities. The acquisition will give ASI access to additional Government business to grow their Public Sector portfolio along with additional managed service growth.

With a 35 year legacy in introducing innovative technologies to market, ASI Solutions was an early investor in Cloud technologies and started the Canberra Data Centres (CDC)- one of the key Microsoft Australia hosting locations – back in 2007. Since then the company's agility has seen it continue to innovate and stay at the forefront of technologies that best serve our customers. FiT and ASI's combined focus on hardware and software deployment, managed IT services and 'as a service' models, as well as a suite of consultancy services has enabled the group to meet the specific requirements of individual customers and to trump previous revenue records.

"We have seen the adoption of Microsoft Cloud technologies grow rapidly over the past few years to become the solution of choice for many of our customers" said Dom Polegubic, Director, Forward IT. "Traditionally, Federal and local government were slow to embrace cloud, but this is definitely changing."

"The Covid-19 pandemic has accelerated some of the slow adopters into the Cloud and is also bringing cybersecurity to the forefront of many customers concerns. Our experience and investment in training has resulted in a number of government cloud engagements."

Forward IT has increased its service contracts in the past 12 months with key new contracts won in Government including CSIRO and Services Australia, among others. Increasingly, the company is providing ongoing consulting skills to ensure that customers continue to reap the benefits of their initial technology investment. Supporting these new clients is Forward IT's professional services team which has increased by 37% in the past 12 months in line with the company's managed services growth.

Moving forward, the services team will continue to expand their cloud computing expertise strengthening the Microsoft relationship. "Microsoft cloud provides a wealth of cybersecurity features and services which customers can adopt," said Stephen Seckar, Director, Forward IT. "It can be difficult for customers to understand how they can protect their cloud security boundaries with such a rapid change in cloud technology, and that's where we come in."

"Our team is extremely passionate about providing cybersecurity solutions to our Microsoft cloud customers, built upon the core Microsoft Cloud offerings, and adding value through complimentary Microsoft services around Endpoint Management, Windows Autopilot, Desktop Analytics, Microsoft Defender Advanced Threat Protection, Windows Virtual Desktop to mention a few. Our vision is to use the breath of Microsoft's Cloud Security offerings to further enhance our customers cloud cyber security posture into the future.

Nathan Lowe, Managing Director, ASI Solutions, said, "We are extremely proud of the recent achievements of the Forward IT Team. The opportunity for Forward IT, as part of ASI Solutions, in the year ahead is significant. We are uniquely positioned to deliver services and solutions to public and private sector organisations who want to maximise their investment in IT by working with an award-winning, Australian owned, headquartered and managed service provider. We are very excited for the future."

**About ASI Solutions** ASI Solutions is a business technology and IT solutions provider, offering hardware, software and managed services. A family owned and run company since 1985, ASI has over 130 staff (before the acquisition) in NSW, ACT, Queensland, Victoria and South Australia, providing technology solutions to the Education, Government, Corporate, Retail and Health sectors.

**About Forward IT** Forward IT is a Canberra based IT services company, providing hardware, software and managed services. Operational since 2002, they have a team of 33 people, providing solutions for Government and corporate clients.

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