

MEDIA RELEASE (DRAFT)

Vocus signs million dollar deal with Hosting Shop

Sydney 29 July - A new deal with Hosting Shop worth almost AUD\$1 million has further boosted the profile of wholesale voice and Internet start-up, Vocus.

Hosting Shop is one of Australia's leading web hosting providers, supplying Australian based hosting, managed and dedicated servers, co-location and data centres for over 7 years.

Hosting Shop founder, Jon Eaves, sees the deal as delivering a real business advantage to the company.

"Sourcing high quality data at the right price is essential for us to continue to build our client base. The deal with Vocus means we will soon match the hosting rates in the US with the better performance of a local network. We'll now entice more customers back to Australian hosting services."

"The backing of PIPE Networks and their infrastructure makes us very confident with a Vocus partnership" he added.

Quality of service also played a very important role in the selection of the start-up.

"The Vocus network is built for performance and that's what our customers want. James and the team are engineers, not salespeople. They came to our office, took the time to understand what we wanted and explained what they've built. They are approachable, realistic and know their stuff – that's really important to us." Jon explained.

James Spenceley, CEO of Vocus, believes that the firm's high level of client service is down to the experience of the engineers.

"Clients want to talk to the engineers who build and understand the network. By focusing on each individual customer we understand their requirements and therefore provide the solution to suit."

James also sees the deal as having a positive impact on the industry by raising the profile of a local company.

"More Australian ISPs will see Hosting Shop content directly, with Vocus to present the Hosting Shop traffic at Internet Exchange Points across the country," he added.

Vocus Group provides wholesale Voice and IP transit to Telecommunications companies and ISPs across Australia.

For further information: www.vocus.com.au

Media enquiries:

karen@upstreamaustralia.com

0410 743 151