

MEDIA RELEASE

Hiring, Not Firing

Vocus shows dramatic growth despite crisis rhetoric

Sydney 20 April, 2009: Clearly ignoring the doom and gloom of the global financial crisis, wholesale voice and Internet provider Vocus has recorded AUD **\$4.5m in new sales for Q1 2009**.

Since its launch in September 2007, Vocus has racked up over 80 wholesale customers in Australia, USA and New Zealand with the company completing its significant expansion in New Zealand in only November last year.

In the last two months alone the company has hired five new staff and is now looking to expand its North Sydney HQ.

Vocus CEO James Spenceley believes the rapid growth and customer retention is due to the focus on customer service and willingness to do business.

“We have signed and provisioned 80 major wholesale customers in about the same number of weeks. That proves that we move quickly and are one of the most efficient wholesale providers in the industry. “

“We only hire the most committed and talented engineers who work to rapid response times without the restrictive bureaucracy that the incumbents face. We empower our engineers to solve problems, not follow procedures,” Spenceley explained.

“For example, the competition typically installs and upgrades services with terms of 21 days or more. Vocus not only connects customers in a day, we also offer 4 hour capacity upgrades across all on-net services every day of the year.

In addition, we guarantee that customers will receive their contracts within 24 hours of agreeing the pricing structure – and that the Vocus service will be completed in 24 hours of cross connects being installed,” he added.

This level of growth and searing focus on customer satisfaction has cemented Vocus’s reputation as a major player in the industry.

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About Vocus (www.vocus.com.au)

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