



nature OF BUSINESS

opportunities for growth
AUSTRALIA PARTNER CONFERENCE
5-7 AUGUST 2008 | PORT DOUGLAS

Queensland Networking Session

Peter Grant



Agenda

- Introduction of our team
- Local market opportunity
- Citizenship
- Actions

Public Sector Team

- Peter Grant

State Director (Qld, NT, PI)

Queensland Team:

- Christine Anderson
- Wayne Boxall
- Reid Elliot
- Brian Kealey
- Mark Kenny
- Danny Rowe
- *Roxy Roberts*

Sales Admin

Account Technology Specialist

Account Manager

Account Technology Specialist

Account Manager

Account Manager

MACH Sales

Northern Territory/Pacific Islands Team:

- John Edwards
- TBH

Account Technology Specialist

Account Manager

Queensland Public Sector

- Named accounts, fewer deeper strategy
 - Direct engagement model with named accounts only
 - Partnering focus
 - Identified opportunities by us or by partners
 - Services/POCs/deployment
- FY08 YOY Growth = 22%
- How are we measured?
 - Licensing revenue
 - Deployment
 - Competitive wins
 - Customer and Partner satisfaction

Queensland Public Sector – Trends FY09

- Healthcare
 - eHealth strategy
 - Alliance Partners, not technology partners
 - Mobile access to information (at point of care)
- Whole of Government
 - Consolidation and standardisation
 - Virtualisation strategy/value proposition
 - Citizen Centric Government
- Public Safety
 - Mobile access to information
- Local council amalgamation
 - Strategic advice/planning NOW
 - Upgrade opportunity across the board
- To name but a few...

Functional Alignment

- State Director – Branch leadership, strategy, exec engagement, regional executive representative (*Client focus: CIO to Cabinet*)
- Account Manager – Account relationship, business engagement, business strategy, opportunity ownership (*Client focus: CIO to CEO/DG*)
- Account Technology Specialist – Strategy and architecture advisor, capability development (IO), opportunity creation, platform value (*Client focus: CIO, Architects, IT Managers*)

Account List: Reid Elliott

- Healthcare
 - Queensland Health
 - Aged Care/Private Health
- Queensland Government Departments:
 - Primary Industries & Fisheries (DPI&F)
 - Natural Resources & Water (NRW)
 - Premiers
 - DPW
 - CITEC
 - Gold Coast City Council
- Government Owned Corporations
 - Sparq Solutions
 - Ergon Energy
 - ENERGEX



Account List: Mark Kenny

- 'Whole of Government'
 - Public Works (QGCIO, CITEC/QGCTO)
- Education
 - Department of Education, Training & Arts (QDETA)



Account List: Danny Rowe

- Queensland Government Departments:
 - Justice Cluster
 - Police
 - Emergency Services (DES)
 - Justice & Attorney General (JAG)
 - Corrective Services
 - Human Services Cluster
 - SIS, Child Safety, Communities, Disability Services Qld (DSQ)
 - Transportation Cluster
 - QR
 - Queensland Transport & Main Roads
- Brisbane City Council



Account Technology Specialists

- Wayne Boxall
 - Justice Cluster
 - Human Services Cluster
 - Education
 - QDETA, UQ, QUT, Griffith Uni
 - Local councils
 - BCC, GCCC

- Brian Kealey
 - 'Whole of government'
 - Health
 - Transportation cluster



Enterprise Team National Resources

- Specialist Team Unit (STU)
 - Solution Specialists, Technical Specialists (*solution demos*)
 - Local resources: Geoff Clarke (AP), Andrew Lawson (BPIO)
- Industry Managers
 - Public Sector: Education, Health, Government
 - Commercial: Financial Services
- Licensing Specialists
- Partner Team Unit (PTU)
- Business Marketing Organisation (BMO)
- Microsoft Consulting Services (MCS)
- Others
 - Microsoft Finance
 - Community Relations/Citizenship
 - Broader Microsoft Organisation (*Consumer: MSN/Live Services, XBOX*)

Market Opportunity

- Vista, Office 2007 & Sharepoint Deployment
- Business Transformation
 - Business Intelligence – Business Reporting
 - Unified Communications
 - Security
 - Grants and Case Management
- Standardisation & Operational Efficiency
 - Infrastructure Optimisation
 - Technology Upgrade - Exchange & SQL are ripe for picking

Citizenship

- Member of the AIIA Queensland Executive
- Member of the ACS Queensland Executive
- Member of the Faculty Advisory Committee for:
 - QUT, UQ, USC, USQ, and University of South Australia
- Member of Ministerial Advisory Sub Committee looking at Skills Shortage issues in ICT
- Queensland.NET Cluster
- Volunteering – Ecca Prince Charles Hospital Cardiac Care (Strawberries and Cream!!!!)
- Work with the Queensland Government and University Sector on the study of healthy waterways
- Support the e-Research Centre at QUT
- Palm Island
- Northern Territory, support the Innovation Awards
- Northern territory – Marvin

Actions

- Government needs to know what problems we can help them with
 - Coverage of CIOs on the CIO council ensuring understanding of Microsoft Solution Offerings
 - Local EBC's for smaller agencies.
 - Multiple Presentations focused on solutions to problems - in customer speak
- Partner Engagement
 - Nominations for SPF fund (There's Almost \$5m in the fund – Let's use it!)
 - Opportunity Creation
 - Solutions – We want to hear what you have to offer
- Deployment
 - Engagement of Partner in every opportunity being driven from account plans. Each opportunity must have a partner allocated during this process
 - PARTNERS are the ONLY way we can DELIVER on what we PROMISE to provide