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**MEDIA RELEASE**

**Queensland Company wins National Award for  
Best Communication Solution for Large Business**

PIPE Networks Limited, a Queensland-based independent telecommunications carrier connecting CBD buildings within Brisbane and Sydney via its own fibre-optic transmission networks, has won a prestigious national telecommunications industry award in Sydney last night.

The Australian Telecommunications User Group (ATUG) Award was presented to PIPE Networks at the annual ATUG Conference Dinner and was awarded for *Best Communication Solution for Large Business*, beating a line up of five finalists from around Australia.

The annual ATUG Awards have been conducted for 24 years and recognise the outstanding performance and contributions made by Australians in the dynamic Telecommunications Industry. The nominees for *Best Communication Solution for Large Business Award* had to demonstrate how they had provided a communications solution to a large business, which efficiently and cost effectively contributed to the successful operation of that business.

PIPE Networks Managing Director, Bevan Slattery said the company won the award for its 'dark fibre' optic network solution delivered to the local subsidiary of a global engineering, project management and construction firm.

"One key feature of our 'dark fibre' product is that our customers can lease fibre capacity from PIPE Networks to achieve ultra-high bandwidth and effectively create their own network between offices or sites without the need for their own Carrier Licence," he said.

"In this particular case, the customer wanted to house its IT infrastructure off-site to allow for growth, where they would have easier access to the power and cooling resources required.

"At the same time it needed to be able to quickly raise project offices in the Brisbane CBD to service new business, as projects are won."

Mr Slattery said PIPE Networks' 'dark fibre' offering provided their client with a high bandwidth communications pipeline to support the seamless flow of data across their network.

He said it was a communications solution that delivered privacy, flexibility, and scalability, with a long lifespan.

"The customer opted for PIPE Networks as we are the only Australian carrier that specialises dark fibre in CBD locations," he said.

"In Brisbane alone, PIPE Networks now has 110 Brisbane CBD buildings "on net" via its dark fibre. We have also recently completed building the core of our Sydney dark fibre network and will be offering similar 'dark fibre' leasing opportunities to corporate and government users in the Sydney CBD and metropolitan area."

**ENDS**



## **About PIPE Networks**

Founded by Bevan Slattery and Steve Baxter, PIPE Networks is an unlisted public company, headquartered in Brisbane, with branch offices in Sydney, Melbourne and Adelaide. During late 2004, the company conducted a private equity raising that was managed by Brisbane-based investment bank, Orbit Capital, to fund network expansion in Sydney.

PIPE Networks provides independent technology solutions for Australian clients, and has three lines of business: The company operates the nation's largest Internet Exchange, with a network across six capital cities serving some of Australia's largest content and internet service providers. It also builds and operates dark optical fibre networks, offering clients in Sydney and Brisbane new levels of connectivity and freedom.

In addition, PIPE Network clients trust in the company's ability to provide secure sites for their IT equipment, giving them more options for primary, backup or disaster recovery sites. As a young, agile company, PIPE Networks is able to foresee and quickly respond to client needs.

## **About Dark Fibre**

Dark fibre is literally 'unlit' optical fibre that allows users to build their own network and equip it in a manner that best suits their business. It enables all forms of data to be transmitted on a single fibre pair of almost limitless capacity. The result is a very high bandwidth communications pipeline supporting the seamless flow of data across your network, whatever the location.

Because modern IT equipment comes with the ability to drive a fibre network, dark fibre can be leased to customers without any need for a carrier to provide framing, modulation or other signal on the fibre. This provides customers with complete flexibility over the technology, equipment or protocols they run on their network, together with the almost unlimited bandwidth potential of optical fibre and point-to-point privacy and security.

For more information:

Bevan Slattery  
Managing Director  
PIPE Networks Ltd  
07 3233 9811 (t)  
[www.PIPEnetworks.com.au](http://www.PIPEnetworks.com.au)  
[bevan@PIPEnetworks.com](mailto:bevan@PIPEnetworks.com)

Libby Baynton  
Synchronous Communication  
07 3003 1159 (t)  
[libby@synchronous.com.au](mailto:libby@synchronous.com.au)