

Continuity Forum Directory of Suppliers

Global Providers of Data Recovery Solutions:

Hewlett-Packard Australia Pty Ltd

Hewlett-Packard is a leading global provider of computing, internet, and intranet solutions that are recognised for excellence in quality and support.

Hewlett-Packard has worked in disaster-recovery and business-continuity for over 20 years. HP has 60 recovery facilities in 40 Countries. Our customers and facilities are located in Africa, Asia, Australia, Latin America, North America, the Middle East and Europe.

The size of HP's organization is one of our attributes. Not only are our customers guaranteed global services, they're reassured by our strong understanding of multivendor, business critical environments.

HP offers a spectrum of data recovery services with recovery times ranging from minutes to days to fit the value and needs of each of your business processes. HP's office recovery centres allow you to resume call centre functions and other office-related business processes following a disaster.

For more information contact:

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IBM Australia

We provide comprehensive business continuity and security solutions that enables the seamless delivery of commercial operations before a small incident or after a full scale disaster. Our range of service is tailor-made to meet your critical business needs – covering the entire spectrum, including business continuity consulting, managing the security of your IT environment, providing duplicate systems for recovery, and accessing alternative facilities for your employees and clients.

With our acquisition of Classic Blue, a specialist provider of Business Continuity services, we have increased our skills, provide greater multivendor coverage, and have 11 recovery locations in A/NZ.

Essential experience for when it counts:

- Over 35 years of business continuity experience
- More than 300 business continuity clients
- 11 Australian and New Zealand specialist recovery centres including Adelaide, Auckland, Ballarat, Brisbane, Melbourne, and Sydney.
- Almost 1,400 shared and dedicated end-user positions
- Extensive mid-range and Wintel servers available for client use
- Technical support for all popular mid-range platforms including HP, IBM, and Sun
- Single service provider offering the most comprehensive range of end-to-end solutions.

For more information contact:

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Thomas Duryea Consulting

Thomas Duryea's Disaster Recovery services incorporate industry best practices and hands-on experience gained through years of successful regional and global implementations and aligns with Australian and International standards and guidelines. Their DR Programme, implementation and management methodology is adaptable to suit small, medium and large organisations.

Founded in 2000, Thomas Duryea Consulting (aka TD) delivers innovative, world class solutions to our client's IT infrastructure challenges across the Asia Pacific region. They deliver secure, agile and dependable IT solutions based on four key areas; Data Centre Solutions, Enterprise Information Solutions, Systems Management Solutions, Managed Services and Business Consulting Services.

Thomas Duryea's Disaster Recovery offerings are:

- undertaking an initial "DR Capability and Readiness Assessment". The results are presented in a detailed report with prioritised remedial activities.
- performing the remedial activities identified in the DR Capability and Readiness assessment
- undertaking annual reviews of client's DR programme (review of policy, procedures, technical solution & plans and performing the BIA)
- establishing and managing the entire DR programme on behalf of clients

Working from a business perspective, TD ensure that the DR programme is implemented with a strong business focus and ownership, not just a technology focus. This ensures client's have confidence that their technical DR solution continually meets business needs and will work when needed.

For More Information Contact:

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Alphawest Services Pty Ltd

Alphawest Services Pty Ltd is an IT Services business operating across Australia, focusing on three key sectors of the IT Services market: Business Solutions, Technology Solutions and Managed Services. Alphawest excels in aligning IT systems with a company's business goals. We create genuine business value and enjoy strong partnerships with leading organisations throughout Australasia.

With the right information technology partner you can empower your people, streamline your business, build customer loyalty, unite thinking, remove barriers and enhance your competitive advantage. Alphawest is one of Australia's leading national I.C.T. Services companies, providing innovative business solutions, technology solutions and managed services to private enterprise and government.

Alphawest has over 20 years hands-on experience helping blue chip Australian companies and government departments and agencies to identify, design, build and implement new business processes and technology to enhance their performance.

We understand that every investment in technology must deliver a return. Whether it is improving business processes and structures, overcoming the challenge of time, place and security in order to share corporate knowledge, aligning technology to business objectives, or enabling productivity increases through collaboration, Alphawest is your trusted partner.

Alphawest employs staff in offices located in Adelaide, Albany, Brisbane, Bunbury, Canberra, Hobart, Melbourne, Perth and Sydney. Alphawest is a wholly-owned subsidiary of Optus Networks Pty Ltd and part of the SingTel Group.

For More Information Contact:

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Deloitte

Deloitte has a dedicated business continuity management (BCM) team within our Enterprise Risk Services group, reflecting our conviction that BCM is an integral part of best practice risk management.

Our methodology employs a top-down consultative approach with a strong business focus, concentrating

on “business process protection” as opposed to “data centre and technology protection”.

Our specialised services cover all elements of BCM: risk assessment, business impact analysis, business survival strategy selection and development, business continuity plan development, implementation, testing, training and quality control. In addition we can assist with overall risk management approaches, alignment with internal audit reporting, regulatory understanding and risk project management.

Enterprise Risk Services is a global group and provides a seamless service across related areas of operational risk management, both nationally and internationally.

For more information contact:

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Interactive

Interactive is one of Australia’s leading independent Hardware Maintenance and Disaster Recovery (DR) service providers. We have been providing DR services to the Business Continuity Market for over 10 years and currently provide these services to over 1000 clients nationally from our 3 purpose built multi-subscriber / dedicated DR services in Sydney, Melbourne and Brisbane for the following equipment:

- Mainframe / Mid-range equipment
- Intel servers / PC LAN
- Call-centre / office environments
- PABX

Subscribing to Interactive’s DR Services allows businesses to minimise further loss after the disaster has occurred by providing IT and office infrastructure that enables recovery of critical functions. Choosing Interactive as a DR Service provider gives you access to test your business continuity plan as well as access to our skilled engineering staff during testing or in a disaster who are always on hand to assist with any hardware or software issues.

For more information contact:

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Kroll Ontrack

Kroll Ontrack provides technology-driven services, software and consulting to help legal, corporate and government entities as well as consumers recover, search, analyze, produce and present data efficiently and cost-effectively. In addition to its award-winning suite of software, Kroll Ontrack provides data recovery, advanced search, paper and electronic discovery, computer forensics, [ESI consulting](#), jury consulting and trial presentation services. Kroll Ontrack is a technology services division of [Kroll Inc.](#), the global risk consulting company.

Services & Software

Kroll Ontrack provides cutting-edge technology and consulting services through three product lines: [Legal Technologies](#), [Data Recovery](#) and [Search Technologies](#).

Legal Technologies & Consulting

The Legal Technologies division of Kroll Ontrack provides corporations, law firms and government agencies with technology and consulting services for large scale paper and [electronic discovery](#), [computer forensics](#), and litigation readiness and response projects. Through the acquisition of TrialGraphix (September 2007), the leader in [jury consulting](#) and [trial presentations](#), Kroll Ontrack now offers a wide range of trial services such as jury research; witness preparation; trial consulting; and graphics and presentations for mediations, arbitrations, and trial. Helping clients quickly and cost-effectively find, review, manage, produce and present relevant evidence, Kroll Ontrack is recognized as the leading electronic discovery provider by the AmLaw Tech Survey (2002, 2003, 2004, 2005, 2006 & 2007).

Data Recovery

Through its [Ontrack® Data Recovery](#) products and services, Kroll Ontrack is the largest, most experienced and technologically advanced provider of data recovery products and services worldwide. Using its hundreds of proprietary tools and techniques, Ontrack Data Recovery helps businesses and consumers recover lost or corrupted data from all types of operating systems and media and storage devices through its do-it-yourself, remote and in-lab capabilities.

Advanced Search Technology

[Ontrack® Engenium®](#) provides intelligent search and search-related products designed to improve information access for business users. Incorporating a full range of search capabilities from keyword to conceptual and automatic clustering in its patented and [award-winning](#) products, Ontrack Engenium helps users find business information with greater precision, speed and intelligence than conventional keyword-based search products.



Telstra

Telstra™ enterprise wide management solutions can assist with your business continuity, network resilience, disaster recovery, information and network security needs.

Telstra offers a range of solutions and services to help provide continuous operations as well as help you focus on your core business.

These include:

- Business Resumption Service – (a customised telecommunications resumption plan for critical customer services)
- Hosting Services
- Information Storage Solutions
- Antivirus Services

KAZ is the largest Australian owned information and communications technology (ICT) company. An independently managed subsidiary of Telstra Corporation, we combine the strengths and networks of Australia's leading communications company with KAZ's 30-year track record in providing flexible IT and business process solutions. Our services help business and government grow and become more flexible while reducing cost, complexity and risk. We focus on providing solutions that meet our clients' needs today while leaving room to realise the opportunities of tomorrow.

These include:

- Business Impact Analysis
- Business Continuity strategies and plans
- Business Continuity plan testing
- Disaster Recovery strategies and plans
- Disaster Recovery testing
- High availability solutions

For more information on Telstra contact:

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Classic Blue Solutions Pty Ltd

Classic Blue provides business continuity facilities and support, as well as business continuity consulting services. Facilities cover both IT processing as well as workplace recovery and non-DR related uses such as training and overflow.

Being a multi-platform services provider, Classic Blue offers services on all major midrange platforms including Hewlett Packard (Compaq, Digital Equipment Corp, HP), IBM (Mainframe, RS/6000 and AS/400), Sun Microsystems and Wang, as well as the full range of Intel-based servers.

Classic Blue is a mature provider of services and facilities, offering enviable flexibility, security and peace of mind. Classic Blue provides secure, high-availability facilities suitable for continuous, primary or secondary site processing in Sydney, Melbourne, Brisbane and Adelaide. In Australia Classic Blue offers the widest geographic coverage of any provider. With a capacity exceeding 1000 positions, it is also one of the largest workplace recovery providers.

For more information contact:

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Enterprise Data Corporation Pty Ltd

Enterprise Data Corporation (EDC) is the only dedicated specialist in Australia whose core business is to provide end-to-end Disaster Recovery, Business Continuity and Data Centre Services.

By adopting industry world wide best practice of being outside the critical radius of risk, our clients have peace of mind knowing that their business can continue operations in the event of unexpected disruptions.

As Australia's leading recovery specialist EDC are building the next generation data centre design to meet the demands of new server technologies. With Enterprise Data Corporation's 18,000 sqm M Centra you have access to a world class facility.

Our mission is "to provide best-in-class Services that deliver real peace of mind to our

clients". With this motivation, our expert team deliver solutions that continually exceed our client's expectations through innovation, collaboration and excellence.

Benefits also include:

- Location: outside the 'radius of risk' and away from city congestion
- Access to secure car parking
- Away from tall buildings and associated potential threats;
- Sites fully owned, no risk or threat of leases of landlords agendas;
- Sufficient power and cooling
- Redundancies to support our clients' to allow a seamless transition from pre- and post- disaster events.

For more information contact:

Kathryn Burnett,

Enterprise Data Corporation Pty Ltd

Since the company's beginnings in 1958, Steamatic has grown to be known worldwide as the industry leader in Specialised Cleaning Technologies and Disaster Restoration cleaning and decontamination. With offices being opened throughout Australia - there are now more than 600 Steamatic offices in 27 countries around the globe. We are one of Australia's longest established and largest restoration companies operating 24/7 to promptly deal with any loss situation, rapidly responding from one of our 16 regional response centres.

As well as regular specialist industrial cleaning for a variety of high profile clients, Steamatic Australia handles insurance restoration of fire, smoke and water damaged domestic and commercial structures and their contents.

Steamatic's teams of highly trained technicians and franchisees use specialised, state-of-the-art equipment to quickly and cost-effectively dehumidify, clean, deodorise and restore. Steamatic specialise in getting your business back in order and minimising downtime following instances of loss.

Among other things, we specialise in:

- Commercial and Residential Fire, Smoke and Water Damage Restoration
 - Carpet, Furniture & Drapery Cleaning
 - Wall, Floor, Ceiling & Fixture Cleaning
 - Heating & Air Conditioning System
- Decontamination & Odour Control

Business Continuity Software Solutions:

Mitigator Pty Limited

Mitigator® is an easy to use software tool developed and supported within Australia to update, simplify and standardise your business continuity documentation.

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Other Business Continuity Services

Steamatic

- Deodorisation & Decontamination
- Electronic & Mechanical Equipmt Corrosion Control
- Wood Refinishing and Restoration
- Document recovery: freeze drying and other.
- Electronic media recovery, Appliance restoration
- Mould remediation services
- Blasting services – Dry Ice, Sodium Bicarbonate, Garnett and others.

From senior management to our technicians in the field, our people are highly qualified in their area of expertise. This depth of skill helps to ensure our performance is consistently first class in all areas - and that means total reliability and superior service. We get you back in business quicker and more effectively than you would believe was possible.

For more information contact:

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Mitigator® has been designed to take the frustration out of your business continuity planning. Our hands-on experience maintaining multiple plans across organisations using Word and Excel has resulted in a system that is both effective and affordable. And, by

keeping it simple and flexible, you won't need to make any major changes to your current approach.

Recently, Mitigator® was purchased by the Commonwealth Bank of Australia after extensive evaluation. The Bank specifically chose Mitigator® because it enhances their business continuity framework in a more demanding regulatory environment by providing:

- Greater standardisation over strategies and plans;
- Improved audit and review capabilities;
- The flexibility to choose between reporting across the whole of the business, or filtered by organisational unit;
- Consolidated business requirements for disaster recovery; and
- Efficiency gains in plan maintenance.

Mitigator® has a web user interface and can be installed to run on your Intranet. Alternatively, we can host it for you remotely.

For more information contact:

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Uecomm Pty Ltd

Uecomm is the recognised high capacity data specialist for business; Delivering leading price-performance benefits across a range of High-speed fibre based broadband data solutions to corporate, government and wholesale customers nationally.

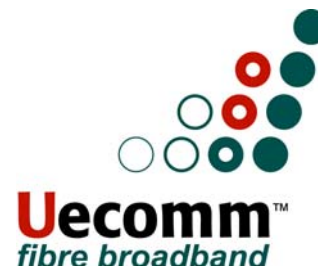
We are a focused team of specialists with a core expertise in large capacity data delivery. Our intimate knowledge of data technology together with our reputation for high reliability networks and customer service excellence ensures we will be both attentive and responsive to customers' business needs and strategic objectives.

Uecomm can deliver a diverse range of data services, including Ethernet VLAN, managed data services, VoIP and Wave Division Multiplexing (WDM). Our Metro Wave (WDM) service is ideally suited to DR and storage area Networks, providing the core managed infrastructure to enable business continuity and disaster recovery solutions using Fibre Channel, Ethernet, ESCON, FICON or FDDI. Uecomm has been delivering managed WDM solutions to Australian businesses since 1998.

Uecomm is a separate specific business unit of the SingTel Optus group of Companies, and a wholly owned subsidiary of Optus Networks Pty Ltd.

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LINUS Information Security Solutions

Linus Information Security Solutions Pty Limited (Linus) is an Australian owned and operated company, established in 2001, specialising in:

- Business Continuity Management (BCM)
- Information Security Management (ISM) solutions.

The Linus BCM methodology and supporting software tool Linus Revive have been developed by accredited BCM Practitioners experienced in delivering BC professional services. Linus' proven methodology has evolved through extensive practical BC experience as well as taking into consideration the generic framework and standardised approaches described in:

- Standards Australia BCM (HB 292, 293, 221)
- BCM Good Practice Guide as developed by the Business Continuity Institute (UK)
- Standards Australia Risk Management (AS4360)

The Linus offering consists of:
EXPERT AND ACCREDITED CONSULTANTS that:

- use a coaching, mentoring and facilitative approach to BC with a focus on empowering clients to manage their ongoing BC processes
- deliver pragmatic and cost effective BC capabilities

TRAINING that:

- offers a range of courses from 2 hour modules to two day programs
- presents concepts, methodology and research into easily digestible units

BEST OF BREED SOFTWARE:
Linus Revive – an in-house developed practitioner's tool used in two capacities:

1. Business as Usual - Managing the complete BC programme cycle:
 - Capturing the geographic and functional attributes of the business

- Determining continuity and recovery needs via intelligent analysis algorithms
 - Defining costed strategy options
 - Developing the contingency, recovery and Emergency Response procedures
 - Exercising the capability
 - Managing the capability via holistic Programme Management supported by security access control and audit functionality
2. Disaster Response - Providing structured direction for resurrecting the business by:
- Generating impact specific information and procedures for:
 - Business Function restoration priority
 - Resource quantity and delivery time frames
 - Segmenting the required information into Team specific structures via Colour Books

Linus Revive:

- offers a holistic AS4360 compliant Risk Management module that integrates Risk data with BC data
- can be installed on a PC, App Server, SQL Server or offered via our ASP version.
- is used in Australia and internationally by Emergency Services Organisations, State Government departments, public utilities, telecommunications companies and many other commercial and private businesses.

For more information contact:

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web: www.linus.com.au



business continuity planning and IT Disaster recovery planning for your operations business units.

Our focus is on helping customers with;

- Help in communicating the need for BCM to the organisation
- The development of a BCM policy and framework
- Leadership in developing and implementing their BCM Programme,
- Workshops to analyse business processes and resource dependencies,
- Assistance to develop effective continuity and IT DR plans using our own templates and guidelines,
- Coordination of training and exercises based on our procedures, tools and plans
- Help on embedding Business Continuity into your management framework

We also offer **BCM Tool Box** a Business Continuity Management software package that aids the BCM Manager in maintaining the organizations BCM capability.

For more information contact:

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UPlanit Pty Ltd

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UPlanit

UPlanit takes an integrated approach to Business Continuity Management incorporating policy and framework design, BCM programme implementation, Business Impact Assessment, Crisis & Emergency management planning, IT DR plans and Business Continuity plans.

To deliver that approach we bring together experience in business management, a broad knowledge of business process, recognised project and programme management skills and in-depth knowledge in IT management.

We know how to bridge the needs of business and technology groups within your organisation from Crisis Management training for executives to

Whispir Limited

Whispir is Asia Pacific's leading specialist in notification and escalation systems. Whispir improves the effectiveness of communications, delivering rapid and targeted notifications across the most difficult operating environments.

With Whispir, you can continue to manage your message even when in-house and mobile communications systems are unavailable.

Powerful technologies

Wherever you are - instantly invoke automated communication across email, SMS and voice channels with fully automated message escalation and reporting.

As situations develop, you can maintain the total control, security and privacy of your communications with easy to use workspaces that structure information sharing across multiple locations and organisations.

Provided as a managed service, Whispir's trusted and dependable infrastructure allows for communications to be maintained even if your own systems are lost.

Trusted by leaders

Whispir's clients range from government, financial services, utilities, critical infrastructure, resources and corporate organisations. They include Telstra, the ABC, Dun & Bradstreet, the ANZ, and the Reserve Bank of Australia.

Established in 1999, Whispir is a registered research and development organisation and an Australian Government Endorsed Supplier. The company is an unlisted public company, audited by Ernst & Young with headquarters in Melbourne, Australia.

For more information contact:

Jeremy Wells

Chief Executive Officer

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Advisory Firms:

Booz and Company

Booz & Company is a leading global strategy and technology consulting firm. We provide a unique perspective on the dynamics of industry and government in today's world, bringing a proven ability to blend industry/domain knowledge and multifunctional expertise in comprehensive programs to produce results. We have the ability to 'connect the dots' between strategy and implementation. We have a team of over 200 partners, 3,300 staff in 57 offices across 6 continents. Our local team, which covers Australia, NZ and SE Asia (ANZSEA), has over 250 staff covering the spectrum of commercial, private sector and government clients. Our Defence and National Security (DNS) team incorporates deep domain expertise in Business Continuity

Management (BCM) and has over 90 personnel with offices in Canberra, Sydney, Melbourne and Adelaide.

Booz & Company has a commitment to achieving our client's objectives, using consultants who roll up their sleeves and get the work done in a collaborative teaming approach. We are dedicated to creating value with every engagement and work closely with our clients to provide objective consulting and implementation services in technology, strategy, operations, security, assurance and resilience, project management, acquisition support and change management.

Booz & Company has both the breadth and depth of expertise to apply assurance and resilience philosophies throughout all phases of the project lifecycle, from strategy and policy development through to implementation, transformation and ongoing maintenance. Our understanding of the broad array of strategic business drivers is complimented by our assurance and resilience credentials to present a unique capability for developing holistic BCM programs that ensure our clients can sustain all essential functions under adverse conditions. Our BCM solutions are tailored to the client's organisation using philosophies from international standards and industry best practices, our firm's collective business insights and a suite of commercial and proprietary tools that:

- accurately model businesses to identify and prioritise critical functions and the supporting information needed to reconstitute operations after an incident;
- measure impacts and determine Recovery Point and Time Objectives (RPOs/RTOs);
- align the BCM strategy and subordinate plans (such as Business Continuity Plans, Disaster Recovery Plans, Crisis Communications Plans, Pandemic Plans, etc) with the organisation's strategic objectives and business drivers;
- exercise and test contingency strategies through a range of scenario simulations.

Our proven methodology in continuity planning has been successfully applied on numerous engagements in the Financial, Energy, Transport, Media, Defence and Government industries both in the ANZSEA region and around the globe.

For more information contact:

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Rowland

Rowland is renowned as one of Australia's leading advisory firms with a focus on developing, maintaining and protecting the reputation of the leading private and public sector organisations we partner.

Within Rowland, the Business Continuity team combines a unique blend of professionals with diverse backgrounds in commercial, military and communication roles, who specialise in:

- Enterprise Risk Management consulting and facilitation
- Continuity planning
- Crisis preparedness
- Individual and team training, coaching and facilitation
- Continuity and crisis plan testing (desktop and mock exercises)
- On-call issues management and crisis management support.

Using world-standard methodologies, the team takes a totally integrated approach to both situational planning and building the capability and confidence of our client in business continuity. Rowland supplies its services to a broad range of industries including mining, energy, transport, construction, services, finance, property, hospitality and government. Our propriety *Shockwave™* product provides an excellent tool to assist clients in improving awareness across their organisation. It ensures their people understand the importance of effective planning and preparation to safeguard their people, assets and reputation.

The benefits of using Rowland include:

- Access to more than 18 business continuity specialists nationally
- Ability to effectively service small, medium and large scale clients
- Availability of extensive support from other specialists within Rowland including government relations advisors, media specialists, professional development trainers and a range of corporate communications specialist areas
- Capability to develop tailored documentation that meets the specific needs of clients – not an 'off-the-shelf' solution
- A partnership approach that focuses on outcomes.

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Rowland.

Ernst & Young

Ernst & Young has a core team of specialised and dedicated business continuity specialists, led by a Fellow of the Business Continuity Institute and global leader in the BCM field. The team of consultants has extensive experience in the development of responding to any disruption that your organisation may encounter.

We recognise that the efficient and effective management of an event, small or large, could be the difference between success and failure for your organisation. With this in mind, Ernst & Young Business Continuity Management (BCM) lifecycle is designed to help you address all aspects, including:

- Threat & Risk Assessment
- Business Impact Analysis
- Continuity Strategy
- Continuity Plan Development
- Training Testing & Maintenance

In addition to our core BCM methodology, we underpin this with additional value added support services including:

- BCM Health checks
- Supply Chain Management
- Continuity Programme Management
- Pandemic Planning

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KPMG (Australia)

KPMG's business continuity management (BCM) team provides business continuity and IT disaster recovery services to organisations throughout Australia and the Asia-Pacific region. Our multi-

skilled BCM team resides within our Information Risk Management (IRM) group and combines business continuity and risk management experience across all industries, with a focus on developing practical and effective business continuity solutions.

We recognise that BCM projects need to generate a business outcome. Putting the solution in business terms is crucial and is fundamental to our approach. Our approach is business and top-down focussed and is flexible for development projects as well as ongoing maintenance and / or enhancements to existing plans.

We draw from our global BCM methodologies that cover: risk assessment, business impact analysis, strategy selection and development, crisis management, business continuity and IT disaster recovery plan development and implementation (including testing, training and ongoing maintenance strategies). KPMG's BCM methodologies are aligned to ISO, British and Australian standards in concept, structure and outcome and are underpinned by risk-based principles, processes and standards.

Our business focus enhances the alignment and cooperation between the business continuity and disaster recovery plans, to achieve an integrated approach to BCM with outcomes that are practical and usable for your business.

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Pitcher Partners Consulting Pty Ltd

At Pitcher Partners Consulting we have a strong reputation for the breadth of our business knowledge and pride ourselves on our ability to identify problems and provide successful business solutions. We offer a blend of business and information technology specialists to deliver projects and value to clients.

With the current world sensitivities around Pandemic and Terrorist Disasters the area of Business Continuity Planning (BCP) and Disaster Recovery Planning (DRP) have become a high priority for many organisations. The linkages and differences between BCP and DRP are often complex and difficult to easily articulate in business terms. Our experience and knowledge in this area will assist any organisation in identifying what is currently in place and what areas need to be addressed to ensure both are adequately covered and integrated in the correct way.

Our consultants have undertaken a number of assignments in these areas:

- Reviewing and auditing BCP plans
- Performing Business Impact Assessments (BIA)
- Designing and specifying DRP baseline infrastructure
- Development of detailed DRP recovery procedures.

Pitcher Partners Consulting would be happy to discuss your individual requirements and tailor a solution that fits your needs.

For more information contact:

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Consulting:

Management, Project Management and Business Intelligence.

For more information contact:

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Web: www.jbtglobal.com.au



OpsCentre

JBTGlobal

JBTGlobal is a professional services firm specialising in corporate governance services and training. It is an Industry Partner of the Business Continuity Institute (BCI) and a licensed provider of BCI Certificate Training courses. Recently on offer is the 5 day BCI Certificate training course, scheduled courses can be found on the web at www.jbtglobal.com.

JBTGlobal also offers high quality professional services in: Risk Management, Business Continuity, Corporate Security, Regulatory Compliance, Crisis

Size isn't everything. In fact, when it comes to Business Continuity and Disaster Recovery consulting, small may actually be better. At OpsCentre, we know the score, so we try harder. We know our major benefits lie in delivering the range of consulting services that our much larger competitors do, but at more affordable rates, in a far more personal way. Our clients testify to our excellent service, and love the fact that they we deliver solutions that truly meet their business requirements. We specialise in Disaster Recovery, Business Continuity, Crisis Management, Security Management and Service Management solutions. We deliver practical, implementable and cost-effective solutions for our clients, on time, and budget – always with our clients' best interests in mind, not our own. And our services are geared to meet local and international standards, and relevant legislation in the various industries in which we operate – public or private sector. We are an

Endorsed Supplier (ESA) to the Australian Federal Government, a member of the NSW State Government Panel as a preferred consultant for DRP and BCP services, one of only four such vendors, from 149 applicant companies. And finally, yes, we're solid. We've been established since 1997, with satisfied clients spanning Federal, State and Private enterprise - Australia-wide.

For more information contact:
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 Website: www.opscentre.com



Blue Spine Pty Ltd

Blue Spine is a consulting practice specialising in Business Performance Improvement (BPI) and Business Continuity Management (BCM). Our BCM stream utilises proven approaches and methodologies underpinned by our enterprise-wide BCM Operating Model and BCM Capability Framework.

We commit to working closely with you to deliver the right outcomes. While we draw from extensive methodologies and knowledge, we don't advocate "one size fits all" solutions. The inherent flexibility and scalability of our approach enables us to be very responsive whether we are delivering an enterprise-wide BCM program or something more specific and focused.

Our team has and continues to undertake a range of BCM work with an impressive cross-section of organisations. We predominantly work within

Australia and offer some innovative web-based programs and outsourcing options. To learn how Blue Spine may assist you, send your enquiry including a brief background and contact details to enquiries@bluespine.com.au and we will contact you directly.

For more information contact:
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 Director, BLUESPINE
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 PO BOX 73 Canterbury VIC 3126
 w: www.bluespine.com.au



Business Aspect Pty Ltd

The Business Aspect service provides an integrated business driven approach to the components of Business Continuity Management (BCM) that include risk management, disaster recovery and business continuity planning. Business Aspect understands that BCM is not solely an IT issue and cannot effectively be managed and implemented without business participation and awareness.

Some of the BCM services we provide to assist customers include:

- Business impact assessment
- Risk assessment
- Business continuity strategies and plans
- Disaster recovery plans
- Solution recommendations
- Alternative site reviews
- Pre and post audit reviews and resolution of your business continuity capability

For more information contact:
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 Business Aspect Pty Ltd
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CQR Consulting

CQR Consulting is a wholly Australian-owned provider of independent information security

services, delivering these services both nationally and globally. Founded by information security professionals who previously worked for multinational corporations, we have experienced strong and consistent growth and now operate from offices in Adelaide, Sydney, Melbourne and Oxford (UK).

As a committed and passionate company, CQR Consulting has the world-class information security expertise to ensure business risks are identified and managed. This allows you to leverage your investments in information and technology to their full potential, whilst simultaneously maintaining and growing a secure information network.

We pride ourselves on being bilingual in the language of both business and technology. This approach enables us to deliver specialist services from a business focused point of view. CQR Consulting provides a variety of information security services ranging from focused services to highly specialised services. We tailor the service to suit your needs and budget, to ensure you get the right result for your organisation.

Focused Services:

- ▶ Business Continuity Planning
- ▶ Vulnerability Assessments
- ▶ Policy Development, Review and Implementation
- ▶ IT Disaster Recovery
- ▶ Technical Security Reviews

Specialist Services

- ▶ PCI DSS services
- ▶ Mainframe Security Audits
- ▶ SCADA Security Architecture and Reviews
- ▶ ISO 27001 Implementation and Audit
- ▶ Outsourced Information Security Services

For more information contact:

*Margot McInnes – Marketing Coordinator
CQR Consulting*

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Email: margot.mcinnis@cqrconsulting.com



Fulcrum Risk Services Pty Ltd

Fulcrum Risk Services Pty Limited is an independent Australian risk consulting company. The Company was formed in 2003 when a number of risk specialists deciding to join together to provide high quality risk management services. Separately, they have been providing consulting services in their respective areas of expertise since 1994.

We work with our clients in the assessment, prevention and response to business risks and critical incidents and provide practical solutions to unique risk issues: We focus exclusively on assisting our clients in the following risk management areas.

- **Business continuity,**
- **Crisis management, and**
- **Operational risk management.**

Fulcrum's team of risk management consultants provide practical, professional, jargon-free risk management services based on at least 10 year's real-world experience, not classroom theory. The team has detailed, first-hand knowledge of the Australian business continuity and crisis management environment, enabling us to develop and deliver relevant and cost-effective solutions to our clients.

Fulcrum's goals are to be proactive and pleasant to work with in all our client relationships and to provide pragmatic services and advice to our clients that add value to their existing skills and competencies.

For more information contact:

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Fulcrum Risk Services Pty Ltd

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Email: tim.janes@fulcrumrisk.com



Gaye Cameron and Associates

Gaye Cameron & Associates since 2003 has provided organisations professional leading advice and support in the development of, implementation and review of emergency (crisis) plans & procedures. Since 2006 we have integrated emergency management with legislative requirements in each State and Territory in particular to OHS requirements. Gaye Cameron and her team collectively have over 70 year's operational experience in crisis management. Our main focus is on business crisis plans and their synergies with organisations business continuity plans.

Gaye Cameron & Associates is based in Sydney, NSW. We have worked with leading professionals overseas including Canada, Great Britain, and Asia, including the recent global threat of 'Avian Influenza'. With this in mind, we are willing to travel wherever an organisation needs help. Gaye Cameron & Associates aims to work with you to effectively manage your business's risks. Our objective is to assist you in identifying, assessing and ranking the risks endured by your organisation.

Using up to date and practical methodologies, we will be able to assist you in developing a systematic plan to manage your exposures by establishing effective risk control strategies - this includes training your staff with the essential skills to help your organisation mitigate its risks.

Business Continuity Planning

No matter how small your business is, are you prepared to recover from any event that disrupts your business? We can assist you in identifying, preventing or preparing for events that may interrupt business activities to protect critical business processes from the effects of major failures or disasters. These events may include natural disasters, accidents, equipment failures and deliberate actions.

Emergency Management

Utilising the comprehensive approach to emergency management, we will help you develop **preventative** measures, to enable you to **plan** for an effective **response** to anything that can be thrown at you and your business. This will enable your business to **recover** – synergy between 'business continuity planning'.

Occupational, Health and Safety

We can provide advice and assistance to you and your business on all matters relating to occupational health, safety and welfare. We can also assist in the establishment of your OHS Management System, in compliance with AS4801. We can develop your OHS Policy Statements and other related documents to meet obligations under legislation. We can provide risk assessments, safe work procedures, and assist you integrate your emergency (crisis) plans, business continuity plans into the organisation overall strategic plans.

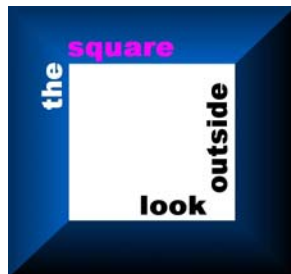
For more information contact:

Ms Gaye Cameron – Proprietor/Leading Consultant

Phone: 0417 498 671 Fax: (02) 9579 5076

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Website: <http://www.gayecameron.com.au>



Parcor

PARCOR is a leading provider in Australia of Risk Management, Occupational Health and Safety, Emergency Management and Fire Regulatory requirements in the workplace.

PARCOR is a Registered Training Organisation offering Nationally Accredited courses, and custom tailored training.

We are a dynamic organisation, operating for a decade - responding to a growing need for services and products focused on the development, management and training of Risk Management, OH&S and Emergency Response in the workplace, including Business Continuity Management and Disaster Recovery.

In response to the need for an integrated approach to risk management, PARCOR provides a complete system for risk management. PARCOR has successfully packaged solutions to compliance with the relevant statutory requirements of industry today. We even supply emergency equipment.

We can provide the planning and expertise to effectively implement and maintain areas of responsibility so as to meet ongoing requirements.

As a dynamic organization, PARCOR has adapted the best practices from a range of successful companies to increase our knowledge and provide expertise for our personnel.

All services provided by PARCOR, are guaranteed to ensure quality. We have many clients seeking further assistance after our initial service and we feel privileged to be able to offer further services. This in itself is a testimony of the pride and professionalism evident in our business. PARCOR has developed strong networks spanning government agencies, specialist consultants and industry associations, all value adding to our ability to provide totally tailored packages for all our clients.

For more information contact:

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Web: <http://www.parcor.com.au>

PARCOR[™]
...for safe choices[™]

NEW ZEALAND SUPPLIERS:

Business Continuity Planning Ltd

BCPL provides best practice assistance in Business Continuity Management and associated planning, to a variety of organisations.

We offer a broad approach with cost-effective methodologies for strengthening safeguards against major crises. These embrace processes, functions, products and services together with other topics required for successful, post-crisis outcomes longer-term.

With BCPL's advice and/or hands-on assistance, our clients rapidly gain tangible benefits to their specific needs including:

- Development, rejuvenation, administration, training, exercising and audit of plans, at all levels.
- Creation and strengthening of linkages between governance, operational and other levels, e.g. building emergency planning.
- Integration with, or establishment of broader-based Risk Management.

BCPL (established 1994) provides tailored services nationwide. Its clients within many commercial and government sectors range from international, multi-site organisations, to very small organisations.

For more information contact:

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IBM New Zealand

IBM New Zealand has three core business units that work together to provide software, services and systems solutions. IBM is the only company in the world with this breadth of expertise. These business units are represented by sales people and technical specialists nationwide. The business units are supported by human resources, finance, marketing, operations, logistic and communications resources within the company.

As one of the leading technology and services companies in New Zealand, we have a talented local team who are able to bring the strength of IBM™s global offerings and capability by customising and delivering solutions to meet our clients™ requirements locally. IBM works with companies to deliver high quality products and services across all

sectors of the economy including transport, banking, retail, agribusiness, food processing, communications, energy and the Small and Medium sized business sector. When New Zealanders visit an ATM, book a holiday, check-in at the airport, make a phone call, send an email or turn on a light there is good chance that IBM is helping somewhere along the way. IBM also offers customers the ability to finance their purchases (be it hardware, software or services) through IBM Global Financing (IGF). Internationally IGF has over US\$35 billion assets under management and provides innovative financing solutions for customers - both for IBM and non-IBM technology"

For more information contact:

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Plan-B Limited

Plan-b is a proudly New Zealand owned and operated company that specialises in the provision of contingency and business continuity services to local public and private sector organisations as well as multinationals.

Our team of IT and business continuity specialists manage contingency arrangements for over 460 medium to large Customers throughout NZ.

Plan-b services include:

- + 24x7 Access to Standby Business Recovery Facilities
- + System Recovery Exercises
- + Offsite Backup Media Management
- + Online Crisis Response Information
- + Business Continuity Advisory

The goodwill of a business is measured in terms of customer service. Goodwill starts eroding as soon as service stops. To avoid a disaster the 'Nerve Centre' must be back up and running within an acceptable timeframe – typically around 24 hours.

Our sole focus is to ensure our Customers get back up and running from an unforeseen event or crisis, so they can resume communication with and service delivery to their Customers, effectively preserving goodwill.

Having a tested and proven contingency arrangement in place that limits the crisis and down time, and thus prevents a disaster, ensures your investment is protected and provides peace of mind to the CEO, management team and the stakeholder.

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Standby Consulting Ltd

Standby was established in New Zealand in 1996 for the dual purposes of providing consulting and support services, and implementing disaster recovery and business continuity solutions. A core part of Standby's business is disaster recovery planning and a major aspect of this work is risk reduction for computer installations. Risk reduction starts with the good design of the infrastructure and support or utility services.

Standby has in recent years carried out well over 30 business continuity projects in New Zealand, Australia, and the Middle East. This work includes risk assessments, business impact analysis, recovery strategy design, creation of business continuity and disaster recovery plans, testing of plans and ongoing support.

Standby prides itself on its independence from any hardware, telecommunications or disaster recovery services provider and clients can be satisfied the advice given is a cost justifiable solution tailored to their particular needs. Standby also provides other specialised reports, plans and solutions on an as required basis.

Working in different locations worldwide has exposed Standby to the latest products available and allowed us to work and gain knowledge in many different environments and cultures. With this background and many years experience in this specialised field, Standby is your first choice in disaster recovery planning and business continuity solutions.

For more information contact:

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