

## Australia

Thomas Duryea Logicalis helps local, regional and multi-national clients transform their business operations, making them more flexible, efficient and productive.

### What Sets Us Apart?

In Australia, Thomas Duryea Logicalis is keenly focused on creating amazing customer experiences, which ultimately is what the global IT movement toward digital transformation is all about.

To do that, Thomas Duryea Logicalis focuses on deploying and managing secure converged infrastructures that can increase agility, reduce risk through a consistent and repeatable framework, and cut operating costs by as much as 50 percent – a result it has achieved for both government and enterprise clients alike.

In fact, the entire Logicalis organization, including Thomas Duryea Logicalis, is customer-led rather than market-driven, a philosophy that holds true in every geography in which Logicalis operates. This cooperative, worldwide customer-centric approach makes Logicalis a true partner interested only in delivering the best business outcomes for each client – no matter where that client is located.

### Australian Office Locations

- Melbourne
- Sydney

### Where Can Thomas Duryea Logicalis Sell?

- Australia
- New Zealand

\*Some restrictions may apply; this office also works closely with Logicalis Asia to provide coverage and local currency invoicing across the Asia-Pacific region.

### How We Operate

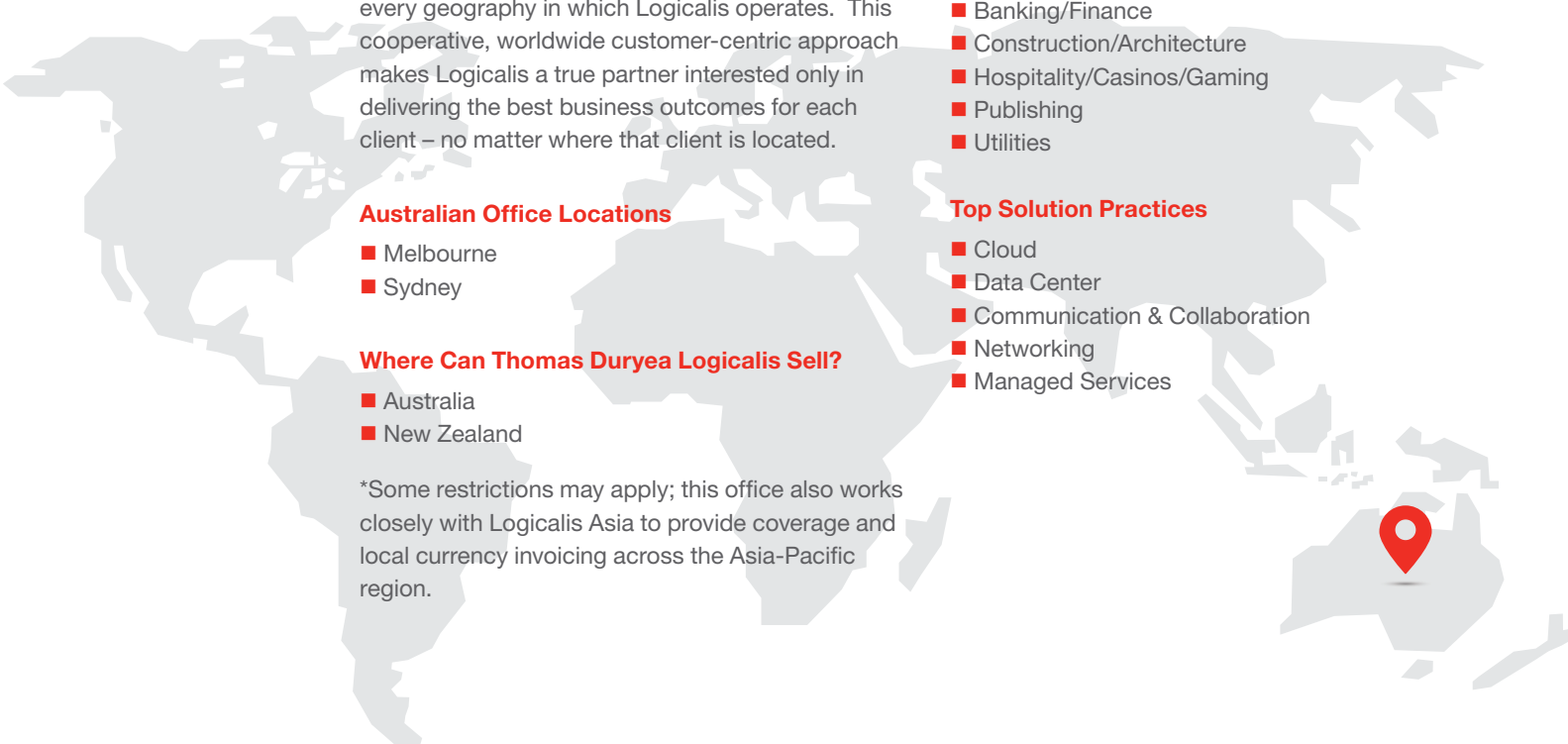
Thomas Duryea Logicalis offers a four-step consult-build-operate-manage approach to serving our many clients across an array of vertical markets. To do so, we rely on the expertise of our technology specialists in our solution practices as well as the partnerships we have forged with the industry's leading vendors. We have also developed a host of professional services to complement our solution offerings, and have outlined just a few of each below.

### Key Vertical Markets

- Healthcare
- Government/Education
- Retail
- Manufacturing
- Banking/Finance
- Construction/Architecture
- Hospitality/Casinos/Gaming
- Publishing
- Utilities

### Top Solution Practices

- Cloud
- Data Center
- Communication & Collaboration
- Networking
- Managed Services



# Thomas Duryea Logicalis offers business-focused solutions that result in clear returns on investment.

## Logicalis Facts

\$1.5 billion+ in revenue

Operations in Europe, North America, Latin America and Asia Pacific

4,000 employees worldwide

Learn more about Thomas Duryea Logicalis by visiting our website at [www.au.logicalis.com](http://www.au.logicalis.com).

## What can we do for your organization?

Contact Thomas Duryea Logicalis to learn how we can help.

Visit [www.au.logicalis.com](http://www.au.logicalis.com)

Call +61 2 9805-9805

### Leading Vendor Partners

- Cisco
- EMC/Dell
- Microsoft
- VMware

### Professional Services Offered

- Data Center Design
- Infrastructure Implementation
- Integration

### Employees

Total in Australia: 260

- Sales: 12%
- Technical: 40%
- Support: 48%

### Australian Revenue

\$84.7 million\*

\*Figures are in US dollars; reported from Logicalis FY16 annual report and adjusted to include full-year revenues from Thomas Duryea which was acquired during FY16.

### Recent Australian Awards

- Dell APJ 2016 Solution Partner of the Year
- ARN 2016 Enterprise Partner of the Year – Finalist
- ARN MVP (Most Valued Player) 2016
- MAPA 2016 Excellence in Cloud Productivity Award – Finalist
- MAPA Excellence in Mobility and Devices Award – Finalist

### Optimal Services Program

While maintaining different operations in many countries may qualify an organization as a “global” entity, Logicalis believes something more is needed. That’s why Thomas Duryea Logicalis participates in the Logicalis Optimal Services program, an international common services platform which offers our multi-national enterprise clients true consistency of services regardless of geography.

Optimal Services is an incredible framework that has been painstakingly designed to deliver repeatable, consistent services across all participating geographies while still giving us the ability to remain flexible and agile in meeting our customers’ unique regional needs.

### Currencies Accepted

- Australian Dollar
- US Dollar

### Financing Options

- Cash Purchases
- Leasing
- Consumption-Based Payments/Metered Capacity

### Satisfied Customers

Thomas Duryea Logicalis boasts a large customer base that spans multiple countries and includes well-known brand names like:

- Brookfield Multiplex
- Crown (Casino)
- Regis Group
- Sigma Pharmaceuticals
- Toyota

### What Do Thomas Duryea Logicalis Customers Say About Us?

“Logicalis provided precisely the right technology and level of consultancy to support us in executing a seamless project with multiple government and public stakeholders. That’s no mean feat. The best result we could ask for is no downtime and absolute quality of service to ensure the public has access to emergency services at all times. That’s what Logicalis delivered.”

– Mark Powell, Technology Manager,  
Emergency Services Telecommunications Authority (ESTA)