

TENNYSON
NETWORKS LIMITED

Australian Stock Exchange



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Please find following an announcement regarding:

Major Microsoft Partner – Computerland NZ appointed National SOX Reseller

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MAJOR MICROSOFT PARTNER - COMPUTERLAND NZ APPOINTED NATIONAL SOX RESELLER

Melbourne, Friday November 15, 2002 – Tennyson Networks (ASX: TNY) today announced that Microsoft's major New Zealand reseller, Computerland, had agreed to sell Tennyson's award-winning Smart Office eXchange (SOX) products nationwide.

Tennyson's New Zealand distributor, ADV Systems, signed the agreement with Computerland, one of New Zealand's largest system integrators and IT equipment resellers.

Tennyson CEO Rick Pullia said the signing of Computerland continued the momentum generated by Microsoft's accreditation of SOX earlier this year and further strengthened the SOX distribution network in New Zealand.

"Computerland have one of the largest Microsoft Exchange customer bases in New Zealand," Mr Pullia said. "They are extremely active in the medium to large corporate sector and have over 450 staff across 4 corporate branches in the main centres of Auckland, Wellington, Christchurch and Hamilton. A further 200 staff are spread over 9 regional franchise branches across the country."

Tennyson, a pioneer in the development of desktop data/voice convergence, and ADV Systems introduced SOX to Computerland, who were formulating a strategy to deliver integrated voice and data solutions to its customers.

Damien Toman, Chief Technology Strategist, Computerland, said his company was enthusiastic about the new agreement with ADV Systems for sales of SOX throughout New Zealand.

"Computerland has recognized that Unified Messaging and Voice-over-IP technologies are now considered to be strategic solutions for businesses requiring new or upgraded messaging and PABX capabilities," he said. "We see SOX as an excellent product for customers to integrate voice messaging, fax and email into their existing Microsoft Exchange servers."

In a major marketing effort to target the Microsoft Exchange customer base, Computerland is hosting a series of seminars, "Making Voice/Data Integration Work for Your Business," in major cities across New Zealand.

"As a result of achieving Microsoft certification, SOX will be one of the key products demonstrated to Computerland customers attending the seminars," said Mr Toman. "We expect many of our customers to be very interested in adding unified messaging to their existing Exchange servers and we look forward to working with ADV Systems to further develop the market for SOX in New Zealand."

Gareth Baker, ISV Account Manager, Microsoft New Zealand, said Microsoft was pleased to continue its support for SOX and to maintain the relationship with Tennyson and ADV Systems as Development Partners for Exchange Server.

"SOX is a first-class voice and data communications system that is ideal for the New Zealand market because it can leverage existing infrastructure through Microsoft's Exchange Server. Microsoft is fully supportive of Computerland taking SOX technology to New Zealand businesses."

Computerland has SOX systems already installed in 2 regional branches, further demonstrating its commitment to the product and its sales potential.

ADV Systems Managing Director Simon Hepburn said: "It's all about the productivity gains that can be achieved by integrating desktop software tools with the office communications system. In our studies at ADV Systems, we have found our SOX clients saving a minimum 30 minutes a day per user, using unified messaging integrated with telephony on the desktop."

For businesses using Microsoft software, SOX provides extra capabilities such as: autodialing from Contacts in Outlook; Screen Pops of Outlook records on incoming calls; Voicemail, faxes and SMS messages delivered to Outlook Inbox; and a powerful Auto Attendant which can read emails, check and book appointments through speech command IVR and read out contact numbers to staff while they are away from the office.

About Tennyson Networks Limited

Tennyson Networks Limited (ASX: TNY), through its wholly owned subsidiary Tennyson Technologies Pty Ltd, is a leader in the design, development, marketing and support of advanced communications products for information-centric businesses. Tennyson is a global pioneer of data/voice convergence technology and provides a complete business communications solution encompassing a Computer Telephony Integration (CTI) platform, Integrated Voice Response (IVR), unified communications and messaging, fax and remote access – the Smart Office eXchange (SOX). The SOX Virtual Phone is the first desktop telephony system for small-to-medium business to be accredited by Microsoft for integration with Microsoft Outlook and Microsoft Exchange 2000 Server. Tennyson's award-winning SOX platform has received international recognition at the prestigious Cebit event in Europe and CT Expo in the US, where it was judged "Best of Show". Tennyson continues to build on the SOX platform with new applications, including PowerSOX, a customer contact centre solution. Tennyson is based in Melbourne, Australia with international distributors in the United Kingdom, New Zealand and South Africa. SOX products have been sold in 22 countries.

About Computerland New Zealand

From its formation in 1983, Computerland New Zealand has grown into one of the largest system integrators and IT equipment resellers in the country. Computerland today is a national organisation with 15 offices, over 600 professional and technical staff, and an annual turnover in excess of \$150 million. The Company serves many of New Zealand's top one hundred corporates and supplies total information technology solutions, service and support throughout the country. Computerland is a member of the Ceritas Group, which also includes Ceritas Digital, AppServ and SQL Services. In 2001, Computerland was the largest reseller by sales volume of Microsoft products in New Zealand.

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