

NEWS RELEASE

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BRENNAN IT

Brennan IT named leading managed services provider in Australia, fourth globally, in the 2012 MSPmentor 100 report

Strong growth in managed services recurring revenues underpin Brennan IT's performance

22 February, 2012, Sydney, Australia: In recognition of its outstanding performance and strong growth in recurring revenues, leading cloud computing provider Brennan IT, has been named the #1 managed services provider in Australia, fourth globally, in the 2012 MSPmentor 100 Global Edition Report. This is the third consecutive year Brennan IT has taken out top honours.

The MSPmentor 100 Global Edition Report is a distinguished list compiled by Nine Lives Media, which identifies the world's top 100 managed services providers (MSPs). Drawn from data collected by MSPmentor's global online survey conducted October-December 2011, the list recognises top managed services providers – both on a global and also regional level – based on a range of metrics, including annual managed services revenue growth, revenue per employee, managed services offered and customer devices managed.

Dave Stevens, managing director of Brennan IT said the award capped off a strong year for Brennan IT, with the company experiencing record revenue growth for the last four quarters, driven in part by strong demand for its cloud services. Brennan IT's cloud revenues are expected to account for 30 per cent of Brennan IT's business within the next 12 months.

"We are extremely proud to be recognised as the leading managed services provider in Australia – and fourth globally," said Stevens.

"Awards such as these provide an independent validation of the strength of our strategy which is centred around delivering a complete IT solutions as part of a fully managed offering" he said.

Brennan IT was commended for its strong growth in annual recurring revenues, with the report highlighting that despite economic uncertainty, this year's global 100 list all lifted annual recurring revenues 28 per cent to \$1.04 billion.

"Our revenue base, which is predominately built on long term, annuity based contracts rather than project based work, is more sustainable and puts our business in a solid position to weather economic uncertainty," explains Stevens.

"Recently we have seen major IT services companies report revenue and profit downgrades, however Q2 2012 was our strongest sales quarter on record, up 15 per cent on our previous best quarter.

"We believe our solutions, which are geared towards helping businesses save money, improve efficiency and competitiveness, make us more relevant to the evolving needs of the market and we expect to see continued growth into 2012," said Stevens.

For more information about the MSPmentor 100 Global Edition list please visit:

www.mspmentor.net/top-100-msps

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About Brennan IT (www.brennanit.com.au)

Brennan IT is a privately owned managed services company that provides a complete range of IT, cloud and telecommunications solutions to mid sized businesses across Australia and New Zealand. Since 1997, Brennan IT has taken a leadership position in the design and delivery of [IT services](#), [communication solutions](#), cloud computing and [infrastructure services](#) that meet the evolving needs of the mid-market. The company employs approximately 200 individuals and has offices in Brisbane, Sydney, Melbourne, and Newcastle.

About Nine Lives Media

Nine Lives Media, a division of Penton media, defines emerging IT media markets and disrupts established IT media markets. The company's IT channel-centric online communities include MSPmentor (www.mspmentor.net); The VAR Guy (www.thevarguy.com) ; Talkin' Cloud (www.talkincloud.com) VArtweet (www.vartweet.com) and MSPtweet (www.msptweet.com). For more information visit www.ninelivesmediainc.com