

NEWS RELEASE

Fresh breath of BigAir for Offis

Strategy to avoid copper sell off creates a 'we don't need you' edge

Sydney, February 6, 2007 – Determined to ensure their customers remain untarnished by the outcomes of a copper sell-off in the telecommunications industry, Australian based Managed Service Provider (MSP) Virtual.Offis has signed a distribution agreement with BigAir to offer wireless broadband to its customer base.

Frustration over extended waiting periods, complex plans, excess data rofts and obfuscated service towards SMEs have made the option of engaging with BigAir highly attractive to Virtual.Offis, which manages services for ING, Manchester Unity, Walter Mining, Carmichael Fischer and IBM.

According to Virtual Offis CEO, Mr. Craig Allen, the decision to offer wireless was a strategic response to uncertainty in the market over the future of copper and VoIP services.

"Management issues for copper are enormous, everyone knows it so we are determined to ensure our customers can plan accordingly during what is bound to be a very volatile time for the telecommunications market over the next two years, in particular the triple and four plays," says Allen. "We've opted to partner with BigAir because it is a dynamic and aggressively competitive company. It is in our interest and those of our customers to work with highly motivated organisations and avoid the 'your call is important to us' bureaucratic and expensive aspects of the market incumbents."

Virtual Offis already provides managed services to its client base, which encompasses eBusiness and Internet access. The private network links have previously been managed over DSL and by bringing the BigAir offering into the mix, Offis can now provide a reliable, price competitive alternative. With mobility exiting

hype mode and becoming a major driver for business, Allen confirms the ability to quickly connect customers to a wireless service and integrate this with other applications is more of a tipping point in winning contracts than ever before.

“The ability to incorporate wireless into service offerings is especially important for MSPs because I believe it is only a matter of time before Telstra sells off of its copper infrastructure in order to focus on fibre and wireless networks. Businesses' relying solely on copper run the risk of being left in contractual limbo within the next few years,” explains Allen. “This made the BigAir proposition particularly attractive because it offers our customers the ability to completely bypass all copper services and BigAir is already talking about Gigabit services to the edge. This means they have more choice, greater redundancy if they need it and the ‘we don't really need you’ edge when it comes to negotiating any service over copper in the future.”

Allen suggests the only aspect of wireless yet to fully mature is pricing models. He observes Australia remains in the ‘dark ages’ with only one other nation that still charges for excess data usage.

“It's a tort and users are wising up, because it's just not sustainable in an online environment that is exploding with over a billion broadband users worldwide. Consumers are sick of it and business won't have it for much longer. BigAir has the edge here because it does not have the same massive infrastructure costs and unwieldy operational overheads to carry,” Allen points out.

“BigAir can implement in an afternoon and offers service upgrades within 24 hours. Their 100 percent non-terrestrial solution was important because we know our customers are not subject to whole-of-industry outages. All of these points mean that the BigAir addition will help our customers innovate, implement and augment their business processes, services and market offerings,” concludes Mr. Allen.

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About Virtual Offis

Virtual Offis is a premium Managed Service Provider specialising in hosted support of highly secure, instantly available and always online infrastructure for business critical systems and applications.

The primary focus of Virtual Offis is on the provision of outsourcing services provided under long-term contracts to undertake all or a part of the customers Internet/IT functions and requirements, across the IBM System x (Intel) and System i (AS400) platforms.

Services provided include Managed Operations, IT Consulting, Security, Internet Related Services, networking and IT product sales.

Virtual Offis operates out of a utility grade data centre in Australia with direct access to the Verizon network (Southern Cross). This data centre currently manages over 334,000 registered users.

About BigAir Group Limited

BigAir is a wireless broadband service provider which offers high speed data telecommunications services to customers over three state of the art wireless networks in Australia. BigAir owns and operates its own fixed wireless network covering the Sydney metro area, and is the largest provider of customer services on the iBurst mobile wireless network with coverage in all Australian Eastern Capital cities. BigAir also provides services on the Unwired network which has coverage in Sydney and Melbourne. Access to these networks position BigAir as the only integrated wireless service provider in Australia.

BigAir is a Licensed Telecommunications Carrier and is expanding its own network across Sydney, with plans to rollout in other capital cities, using carrier-grade high-speed wireless equipment. BigAir is able to offer a range of communication solutions including high-speed symmetric broadband from 2M to 100M, Layer 2 and VPN services, hosting and co-location of servers in secure data centre environment, and more recently business-grade Voice over IP (VoIP) services. BigAir is able to offer a comprehensive range of advanced wireless communications services to Australian businesses. For more information, please visit www.bigair.com.au.