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Volume 1, Issue 1

REDWOOD SYSTEMS

Redwood Systems Limited registers as a New Zealand company

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About New Zealand:

Official languages	<ul style="list-style-type: none"> English, Māori
Capital	<ul style="list-style-type: none"> Wellington
Monarch	<ul style="list-style-type: none"> Queen Elizabeth II
Governor-General	<ul style="list-style-type: none"> Dame Silvia Cartwright
Prime Minister	<ul style="list-style-type: none"> Helen Clark
Area (Ranked 73rd)	<ul style="list-style-type: none"> Total 268,680 km²
Population (Ranked 120th)	<ul style="list-style-type: none"> Total (June 2003) 4,009,200
Currency	<ul style="list-style-type: none"> New Zealand dollar (NZD)
Time zone	<ul style="list-style-type: none"> UTC +12
Internet TLD	<ul style="list-style-type: none"> .nz
Calling Code	<ul style="list-style-type: none"> +64

During the last 18 months, the management team at Redwood has been considering the establishment of a New Zealand office.

This vision has recently moved closer to reality with the creation of an incorporated limited company in New Zealand, and the availability of the necessary resources to support the initiative.

RSL has built a successful business model in the UK, providing high quality technical resources to various industry customers. It is envisaged that a similar model can be used in New Zealand.

With offices placed in Wellington and Christchurch, RSL believes it is



Redwood offices within New Zealand

well placed to compete, providing technical, business analysis, consulting and project management skills in the IT and telecommunications area.

Client requirements will be fulfilled by utilisation of local NZ resources where ever possible, but

enhanced by RSL employees and contractors spread around the globe as specific skills are required.

The New Zealand telecommunications market is contains a number of key telecommunications companies. The dominate being Telecom New Zealand, followed by Vodafone and Telstra.

The NZ market is very competitive with all telecommunications companies engaged in major projects.

Wireline and Broadband services are undergoing many changes, and the systems supporting these services are being upgraded around IP technologies.

Redwood New Zealand signs supplier relationship contract with IBM New Zealand

Redwood Systems has recently expanded it's UK relationship with IBM to include IBM New Zealand.

This means Redwood Systems can operate as a preferred supplier to both IBM UK and IBM NZ.

This gives Redwood a useful advantage over other companies as we expand our business.

IBM has major contracts with Vodafone and Telstra that will require resources and support for a considerable period.

Redwood will endeavour to leverage this to the maximum advantage to cement our position within New Zealand.

Looking forward, the Australian market is by default included, so many more opportunities exist.

Meet the Team

We are a small team, but that doesn't mean we don't have experience!

Roger Lam and Brad Pearson have been contracting to Redwood for the last twenty months. Prior to that both have worked on ICMS and other telecommunications projects.

Chris decided recently to take to plunge and join the team down under, as our Business Development manager.

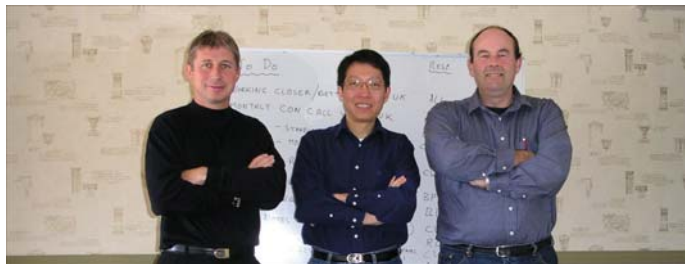
The most recent endeavours the New Zealand team have been involved with are NTL, based at Hook and the

Namibian ICMS upgrade project. Roger has just returned for his third visit to Namibia!

Brad has worked on ICMS in the UK (Nynex CWC), the US and Saudi most re-

cently.

Chris has a UK background working with major corporations such as Seagram, Cable and Wireless and Scottish & Southern Energy, including US based work.



Left to Right: Chris Wickham (Business Development Manager), Roger Lam (Technical Consultant), Brad Pearson (Business Consultant). At a recent workshop in Wellington.

Redwood places it's first New Zealand personnel

With the recent signing of the supplier agreement with IBM, we have been able to place our first person with IBM, under IBM contract to Vodafone NZ.

A number of other possibilities exist for placements which we will work through in the coming weeks. Chris

Wickham says; "this is a positive start for us and one which we intend to expand upon - I am confident we will realise our business plans for 2004/05".

Auckland (the largest NZ city) currently offers the most potential, with both Vodafone and Telstra man-

aging large development projects from that city.

Wellington (the capital) also shows promising signs, with Telecom New Zealand's headquarters based there.

Overall, the potential is there to be actively involved in both development and placement activities.

With the recent signing of the IBM supplier agreement, we can now compete more favourably within the New Zealand market.

The Future

Our successful UK operation is based on a solid financial platform and the NZ operation will be no different. We intend to make key alliances and build strong, lasting relationships with our clients. Our plans will also include a review of the wider Asia-Pacific telecommunications marketplace where appropriate. Furthering our already

strong reputation will be crucial to our success. New Zealand offers a unique position being almost directly opposite the UK, projects in effect can be worked on almost 24 hours a day, therefore our time to delivery can be reduced. The mix of both cultures will enhance our products and services.

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