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| **HD** | **Datacentres.com: Digital Realty Survey finds virtualization, Big Data, and consolidation to be top drivers in APAC 02 June 2014** |
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NEWS BITES - PRIVATE COMPANIES

[**Company** Release] The virtualization of critical applications, big data, and datacentre consolidation will drive the next wave of datacentre capacity growth in APAC, according to a commissioned survey conducted by Forrester Consulting on behalf of Digital Realty Trust. Digital Realty's 2014 survey of data centre trends in APAC canvassed datacentre decision makers in Singapore, **Hong Kong**, Japan, and Australia.

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The combined survey results for the four countries revealed that the top expected drivers of data centre capacity growth were virtualization (47%), big data (46%), and data centre consolidation (41%). The next tier of drivers included business growth (39%), business continuity (34%) and storage growth (32%).

"This survey helps us better understand the business priorities of our APAC clients, enabling us to become a valued partner and trusted advisor in the development of a data centre strategy that is uniquely suited to our clients' needs," said Kris Kumar, Digital Realty Senior Vice President and Regional Head for the Asia Pacific region. "IT transformation projects such as virtualization and big data are viewed as the main factors driving robust development across the datacentre sector. We feel this demonstrates the maturing aspect of these organizations in relation to their datacentre plans and budgets."

When making decisions about new APAC datacentre facility investments, the most important considerations for respondents were the datacentre's location and resiliency. Factors rated as "Important" or "Very Important" by respondents included the risk profile of the location (78%), the resiliency level and availability of the facility (77%), and the level of control over the facility (75%). APAC companies also prioritized the datacentre's network connectivity options and carrier availability and density, with 75% of respondents claiming this as a priority.

Around 50% of respondents said their datacentre budgets will grow between 5-10% in the next 12 months, with nearly 60% of respondents in Australia and Singapore expecting to increase their spending between 5-10%. An additional 11% are planning to increase their investment in datacentre facilities by more than 10% over the next 12 months. When surveyed regarding their future plans for datacentre capacity planning, respondents (60%) indicated they are planning some form of expansion within the next four years. Respondents consider outsourcing (40%) and colocation or other data centre leasing (31%) as the preferred sourcing models to address their expansion plans.

[Click here for the full original announcement](#)

**COMPANY** BACKGROUND

ACTIVITIES

BroadGroup is an Information Media Technology and Professional Services **company** providing a value chain of research, publications, consulting and conference services to fast growing niches in the IT and Telecoms sector with 19 events in 13 countries.

Founded in 2002, the **company** aims to provide senior managers with a different perspective of new and emerging business niches, create new communities of interest, and inspire them with fresh insight on how they could be exploited profitably. Today, the **company** covers a portfolio of markets offering professional services through a value chain of bespoke consulting, market research, reports, and events.

FINANCIALS

Canadian telecom and media <mark>company</mark> Rogers Communications has announced its unaudited consolidated financial and operating results for the fourth quarter ended December 31, 2013.

"Our fourth quarter results largely reflect the continued impact of new customer-friendly wireless roaming and simplified sharing plans we put in place several quarters ago which have been dilutive to our revenue growth rate" said Anthony Staffieri, Executive Vice President and Chief Financial Officer. "However, we delivered continued top-line growth in Cable, Media and Business Solutions. Our discipline around costs allowed us to further expand margins and meet all of our financial guidance commitments for 2013, while the 5% dividend increase we announced this morning reflects our confidence in the ability to grow cash flows over the longer term."

Amongst quarterly highlights Operating revenue in-line with 2012: Consolidated operating revenue was down 1% this quarter compared to the same quarter last year, reflecting a 2% decline in Wireless network revenue as well as lower equipment sales, offset by growth in Cable (2%), Business Solutions (11%), and Media (4%).

Business Solutions announced it is expanding its hosting business in Western Canada through a newly expanded datacentre in Edmonton and a new Western Canada flagship data centre in Calgary, following its <mark>acquisition</mark> of Pivot Data Centres in early October 2013.

Source: <mark>Company</mark> Website

BUSINESS NEWS ROUND UP

02 June 2014: Datacentres.com: Health finally takes IBM outsourcing deal to tender

[<mark>Company</mark> Release] Australia's Department of Health has gone to market for a new IT outsourcing partnership for the first time in 14 years, after first signing a A$350 <mark>million</mark>, five-year agreement with long-running partner IBM in 2000. The federal agency has renewed its contract with IBM for the provision of IT infrastructure and support services six times over the last 14 years, with the last extension awarded in 2010 for A$109 <mark>million</mark>. In tender documents released late last week, the Health department publically invited offers from the industry to take over IT infrastructure and support services for the agency.

Click here for the full original announcement

02 June 2014: Datacentres.com: Equinix almost quadruples Australian profit

[<mark>Company</mark> Release] The Australian arm of global data centre provider Equinix has almost quadrupled its profit to nearly A$8.5 <mark>million</mark>, with the 44th consecutive quarter of growth globally. Equinix Australia's latest annual revenue was over A$77.6 <mark>million</mark>, a 19% increase from the A$65.2 <mark>million</mark> recorded in the previous year.

Click here for the full original announcement

02 June 2014: Datacentres.com: NTT DOCOMO deploys Alcatel-Lucent's IP technology

[<mark>Company</mark> Release] Alcatel-Lucent has announced the deployment of its IP technology by NTT DOCOMO, the Japanese mobile phone operator, to meet rapidly increasing demand for mobile broadband Internet services including videos and music streaming, and multi-player gaming. NTT DOCOMO will use Alcatel-Lucent's 7450 Ethernet Service Switch (ESS) as part of its system, greatly enhancing the speed and capacity of its backhaul network, and helping NTT DOCOMO address the significant spike in demand for its mobile broadband service in Japan, one of the most advanced markets globally in terms of mobile communications. NTT DOCOMO is using Alcatel-Lucent's ESS IP technology to address increased demand for broadband content and applications thanks to the widespread use of network devices such as smartphones and tablets. Alcatel-Lucent Japan president Nicolas Bouverot, said: "Demand for mobile ultra-broadband services in Japan is exploding, and this is a serious challenge for telecom carriers.

Click here for the full original announcement

02 June 2014: Datacentres.com: NextDC looks to raise A$30 <mark>million</mark>

[<mark>Company</mark> Release] NextDC aims to raise a minimum A$30 <mark>million</mark> in the coming week to extend its datacentre capacity in existing colocations and fund corporate <mark>operations</mark> via a five-year senior unsecured notes offering. The Australian datacentre operator claims this will give it flexibility in its "current ramp-up phase." It said it will also diversify current funding sources and provide additional tenor to its existing debt maturity profile. NextDC chief executive officer, Craig Scroggie, said the move represents diversity of funding sources which provides further flexibility to support future growth. The fixed-rate medium term notes will be offered to "qualified professional and sophisticated investors' at eight per cent

per annum, and one per cent per annum payable on redemption. The transaction is led by the National Australia Bank.NextDC will also replace its existing A$30 **million** senior secured facility with a A$30 **million** senior secured debt facility from NAB. The NAB facility has a maturity in June 2016, with ongoing review event requirements and financial covenant testing from March 31, 2016, together with customary drawdown terms and conditions and ongoing obligations under the facility agreement. Source: **Company** Website

Click here for the full original announcement

30 May 2014: Steadfast opens new datacentre in Edison

[**Company** Release] Hosting provider, Steadfast has announced the opening of a new datacentre space in Edison, New Jersey. Steadfast had previously acquired hosting provider The New York NOC, but the **company**'s expansion plans **lead** to a search for a new space. Steadfast has been offering colocation hosting services out of the New York metro area since Q3 2009; dedicated server, colocation, and cloud hosting services have been available since Q1 2010.

Click here for the full original announcement

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