

CMCTEC brokers SMX export deal

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Auckland, New Zealand

CMCTEC announced today that it has brokered a reseller licensing contract between CMC Limited and SMX Limited, an Auckland-based anti-spam and anti-virus email services provider.

Hamish Coop, CMCTEC's Head of Commercial, said the deal enables SMX to target a significantly larger market and underscores the value of CMCTEC's export model in providing direct entry to the Indian and other markets for innovative New Zealand companies.

"CMC have a real interest in accessing high quality innovation, and working with them at CMCTEC we help clients access the significant networks and client base that CMC offers. We congratulate SMX in entering such an important new market," he said

Seven months ago CMCTEC was instrumental in SMX entering into a technical trial of its anti-spam service with CMC. SMX has now finalised a three-year contract that gives CMC exclusive rights to sell SMX anti-spam and anti-virus services to its customers throughout India and the Middle East, with additional non-exclusive rights to markets in Africa.

Jesse Ball, SMX's Managing Director says, "We are very excited with the deal as it is the first major export sale for SMX and we're very grateful for the assistance of CMCTEC in helping open up the opportunity."

CMCTEC is a partnership between CMC and Massey University's e-centre Limited. It was launched last year with active involvement by CMC Managing Director, Mr Ramanathan Ramanan. CMCTEC will remain involved with SMX, helping both parties develop opportunities arising out of the relationship.

Ends

About CMCTEC

The CMC Technology Export Centre is a joint initiative between CMC Limited and e-centre Limited. e-centre Limited is a company that facilitates business growth, owned 100% by Massey University. e-centre Limited has specialist skills in evaluating technology companies and helping those companies develop their products for global markets. CMCTEC's role is to 'de-risk' the market development by carrying out the market evaluation in NZ and then making direct matches with opportunities in India. CMCTEC is resourced and supported by its own full time staff and NZ based representatives of CMC Ltd who have an intimate understanding of the requirements and opportunities of the Indian

market place. CMCTEC also receives funding support from New Zealand Trade and Enterprise. www.cmctec.co.nz

About SMX

Launched in February 2006, SMX is a privately-owned secure email software development and services company. The SMX proposition is to clean mail of viruses and spam to 99.97 percent accuracy. The conceptual innovation is to offer this '99.97 percent clean' customer outcome as a service, paid for on a monthly per user basis, rather than as a software product installed on a customer's own system and requiring IT staff to upgrade, maintain and provision. The technology innovations include the unique ability to service multiple customers out of a single system (multi-tenanted). No other service-based solution is so easily scalable, and no other is so fast to deploy – taking literally two or three phone calls and less than half a day to fully deploy across the largest organisation.

Based in Auckland, SMX founders Jesse Ball and Thom Hooker lead a sales and development team focused on local direct sales as well as local and international sales through reseller and licence agreements. A professional Board is headed by chairman John Quirk of IT investment advisors Howard and Company.

Currently SMX has around 30,000 New Zealand business users and a rapidly-growing blue chip customer list including the Automobile Association, TAB, Sealord, Statistics New Zealand and RHE and Associates. The growing reseller channel in New Zealand includes Axon, Unisys and Fronde. www.smx.co.nz

About CMC Limited

CMC Limited is a leading IT solutions company and a subsidiary of [Tata Consultancy Services Limited](#), one of the world's leading information technology consulting, services and business process outsourcing organisations and a part of the [TATA Group](#), India's best-known business conglomerate.

With 18 offices, 150 service locations, 520 non-resident locations and over 3,500 employees worldwide, CMC provides a wide spectrum of unique information technology solutions and services to a clientele of premier organisations in the government and private sectors.

CMC subsidiary, CMC Americas, services clients in the US, while branch offices in the UK and Dubai market their products and services in Europe, Africa and the Middle East. www.cmcltd.com