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MEDIA RELEASE

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SMS Management & Technology (SMS) acquires Renewtek

SMS Management & Technology (SMS) today announced the acquisition of Renewtek Pty Limited (Renewtek), a Systems Integration firm providing specialist Enterprise Content Management (ECM) and Business Process Management (BPM) solutions.

Renewtek is a leading implementation provider of IBM's FileNet solutions, one of the dominant ECM and BPM tools for the Enterprise. Renewtek specialises in optimising the business processes and unstructured content within clients' core systems.

Key benefits of the acquisition include:

- annualised contribution of approximately \$17.3m in revenues and \$2.5m EBITDA
- addition of approximately 140 specialist resources with deep domain skills in an expanding segment
- a proven and mature offshore development and support facility in Vietnam
- extension of SMS's Systems Integration practice into the high demand ECM and BPM domains
- a proven management team to expand the business within SMS

In making the announcement, SMS CEO Tom Stianos said,

'The acquisition of Renewtek fits nicely within the existing SMS business and will allow us to offer solutions to our existing clients within the ECM and BPM solution areas.

The acquisition will also bring to SMS an offshore established development and support facility, expanding our opportunity to service different aspects of our clients' projects as we extend our dual-shoring strategy to support local demand.

We have been impressed by the maturity of the Renewtek business, including the creation of specific development tools and methods, all designed to accelerate and streamline the projects that they deliver.

We are confident that this new capability will prosper within SMS, giving it ready access to our five regional hubs and the national sales team. Renewtek has a strong sales pipeline in markets where SMS is already delivering other services, and their development tools will further strengthen our foothold in the financial services sector.'

Commenting on the acquisition, Renewtek Principal Fergus Porter said,

'We established Renewtek in 2004 with a view of becoming Australia's leading technical consultancy and project delivery specialists within the ECM and BPM domains. We have made significant progress in achieving this goal and we strongly believe that our next chapter – as part of SMS – will bring our aspirations to life.

With the support of SMS and its balance sheet, Renewtek can now take on larger scale projects, positioning us well for the future'.



The acquired business will be integrated as part of the SMS Systems Integration Practice. Renewtek Principals Fergus Porter, Craig Mullan and Patrick Lehane will take on leadership roles within SMS.

Over the last three years Renewtek has honed the processes to manage the hand-off between on-shore and off-shore including dual-shore development and support work. SMS will use this as a foundation for the further expansion of its strategic initiative to provide clients with a broader range of delivery solutions and will enable SMS to contest business it has otherwise not been in a position to respond to.

The business will be integrated over the next 3 months and will be EPS accretive from January 2011.

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About SMS

SMS Management & Technology (SMS) [ASX:SMX] [S&P/ASX 200] is Australia's leading consulting, technology and systems integration company employing over 1,400 professionals. Established in 1986, SMS is best known for delivery excellence. SMS helps its clients improve their business performance through the implementation of strategy and the delivery of business and technology projects. Industry expertise spans the financial services, ICT, government, defence, health, utilities, mining, gaming and infrastructure sectors. www.smsmt.com